



Mission to the Asian Development Bank, Manila



10-14 March 2014

DELEGATES



Mission to the Asian Development Bank

Introduction

It is the responsibility of UK Trade & Investment, the arm of the UK Government which supports overseas trade and inward investment, to encourage UK exporters to develop business in overseas markets and to promote technological and commercial partnerships.

This visit has been organised to help facilitate business with the Asian Development Bank.

UK Trade & Investment is most grateful for this opportunity to visit Manila and to meet with the representatives from the Asian Development Bank that have agreed to participate in this mission. Their knowledge, expertise and support are of tremendous value to UK companies seeking to explore procurement opportunities.

This Mission is led on behalf of UK Trade & Investment by Nigel Peters, Director of the UKTI Aid-Funded Business Service.



MISSION PARTICIPANTS



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Colin Glass
Director

Business Activity:

AgriLamp™ is a leading manufacturer of the world's most innovative agricultural LED (Light Emitting Diodes) lighting solutions. Our products combine state-of-the-art technology with integrated design to deliver powerful agricultural lighting solutions that are affordable and easy to use.

AgriLamp™ products are well established global market leaders in the agricultural sector. Our global customer base ranges from local smallholder farmers to large-scale multi-national agri-businesses such as Venky's, Plasson, Vencomatic, Faco and many more. AgriLamp engineers, product designers, and industry experts work side by side to deliver environment-specific solutions that make our systems relevant for all types of markets and regions, addressing our customer's individual financial and production needs.

AgriLamp™ is committed to providing customers with more profitable, sustainable and productive farming systems; our breakthrough light solutions reduce energy-use, increase efficiency, improve environmental integration, and keep costs low for all the while maintaining the highest quality standards.





ANDREWS & WYKEHAM PH REPRESENTATIVE OFFICE

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Mark Campion
Project Manager

Business Activity:

Andrews & Wykeham is a British security product manufacturer and security solutions provider, supplying government customers worldwide. The company specializes in the areas of personal identification, vehicle identification, animal identity, document security, product anti-counterfeit and excise revenue protection (track & trace) systems. We are certified to the ISO 9001:2008 quality management standard, are members of IHMA (International Hologram Manufacturers' Association) and accredited to the CWA 14641:2009 security management standard as a security hologram manufacturer and a security printer.

Andrews & Wykeham has at its disposal a wide range of security technologies and benefits from extensive experience in providing security solutions to governments. Our credo, Security Boutique, means security at all stages of production and delivery, high product quality, premium customer service and strict confidentiality. Andrews & Wykeham is the proud winner of the 2011 Thames Valley Export Award for outstanding export achievement.



AWW INSPIRED ENVIRONMENTS

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Richard Francis
Director and Architect

Business Activity:

AWW are an award winning United Kingdom Architectural Practice championing a collaborative approach to creating exceptional built environments. We work across all sectors, both in the UK and internationally.

Our current work in the Philippines has given us an intimate understanding of the Country, its culture and working environment. Aseagas have appointed AWW as their Architects for the \$47M waste to biofuel development at Lian, Batangas. Working with Aseagas' technical partner Gazasia, AWW are responsible for masterplanning and architectural design of this, the first of several intended waste to biofuel projects in the Philippines.

AWW are investing in collaborations with local Architectural Practices to contribute to the fast expanding development enjoyed by this thriving economy. With live projects to support us we are pursuing opportunities in Manila for a 500 bed iconic hotel, sustainable masterplanning in Malvar and Clark Green and aid-funded relief construction in Coron.





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Sebastian Fisher
Managing Director

Business Activity:

Groundwater Engineering is an international company specialising in dewatering, groundwater control and water well engineering for clients in the construction, mining and oil & gas industries. Backed by decades of industry experience and technical expertise we are committed to providing our clients with high quality and cost-effective solutions to their groundwater problems.

We pride ourselves on providing safe, technically sound and environmentally sensitive designs, and delivering them in the field, on time and on budget. Our teams combine geotechnical, hydrogeological, engineering and construction management skills, a strong supply chain, quality equipment and materials and skilled operatives to meet our client's needs.



LIFESAVER SYSTEMS LTD

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Samuel Jackson-Royle
Plumbing Sales Manager

Business Activity:

LIFESAVER systems has been manufacturing products based on their unique technology for over 6 years, serving the humanitarian and emergency preparedness markets.

The LIFESAVER[®] products are the world's first to remove all bacteria, viruses, cysts, parasites, fungi and all other microbiological waterborne pathogens without the aid of any chemicals or for the need of any power or UV light. LIFESAVER[®] technology filters down to 15 nanometres (0.015 microns) – the only portable technology that is patented worldwide, to filter to this level.

Operating FAILSAFE[™] technology, LIFESAVER[®] filters will only ever produce sterile water shutting off at the end of their life or if they are compromised. Lastly, LIFESAVER[®] technology enables you to drink water when and where you wish to, and produces it faster than you can drink.

With many global partners, LIFESAVER technology is currently in-service across Europe, Asia and the Middle East. In the Humanitarian market, LIFESAVER works closely with Oxfam, International Rescue Committee, and Save the Children, as well as being part of the UK Rapid Response Facility for short notice deployment with the UK Department for International Development (DFID).



LONGCROFT ASSOCIATES LTD

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Joseph Silva
Director

Business Activity:

Longcroft Associates provide strategic and operational advice to British government agencies, both Central Government and Local Government, in the following areas:

E-government: our offer includes conceptual development and appraisal, procurement of fit-for-purpose systems, and implementation.

Big society: We provide support in creating programmes that are inclusive and heavily partner with the non-profit sector and civil society, match partners with key roles and functions, and set up the Programme Management Office.

Organisation design and governance: Our belief is that the foundation of an effective organisation is having clear end-to-end accountability, and hence avoiding complexity. We provide support in designing a fit-for-purpose structure and an efficient decision-making framework.

Operational and procurement efficiency: Our offering includes an operational diagnostic; business case development; financial modelling; business process re-engineering; procurement management; and performance management.

Programme and project management: We utilise a pragmatic programme and project management approach and we are PRINCE2 and MSP certified (the British standard for project and programme management).



MABEY BRIDGE LTD

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Graham Russell
Senior Project Manager

Business Activity:

Mabey Bridge is a specialist manufacturer of high quality modular bridging and superior steel infrastructure. Our market leading range of steel panel bridges and expertise delivers temporary, relocatable and permanent infrastructure solutions around the world.

We have supplied modular bridging to over 140 countries, including many throughout Asia, to customers such as National Governments, NGO's, NATO and national military forces.

Today, our modular bridge systems, such as the Mabey Compact 200, Mabey Universal and the Mabey Delta Bridge are immediately available and rapidly erected using local contractors and labour.

Applications include rural and urban infrastructure, emergency relief, highway development and access to construction, oil and mining activities.

Mabey Bridge have successfully delivered and erected over 1,600 bridges throughout the Philippines archipelago. Most recently five bridges were replaced following the destruction of reeked by the Bohol Island Earthquake in October 2013.

Visit www.mabeybridge.com for information, brochures and the latest project case studies.



Medikit

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Geoff Marchington
Managing Director

Business Activity:

Medikit Ltd has over 20 years of experience as a manufacturer and supplier of first aid kits, paramedic and safety products to companies and organisations at home and overseas.

Medikit is accredited to ISO 9001 and our own label brand of sterile dressings and medical consumables carry our 'CE' mark.

Our head office is located in the UK and we have a shared factory/sourcing team and distribution point in China, as we are currently looking to manufacture in the Philippines some of our first aid products and paramedic bags.

We already supply to the UK & NGOs mainly through 3rd party suppliers, however, our ability to source, manufacture and ship an extensive range of medical product through our office and factory in China provides Medikit with a very flexible and competitive platform from which to supply direct to the UN/NGO global community.



RICARDO-AEA

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Eric Barbier
Technical Sales Manager

Business Activity:

Ricardo-AEA is a leading provider of analysis, advice, and data on economically sustainable solutions for the most pressing global energy and environmental challenges. In the chemical safety market, our industry leading solutions are delivered by the award winning NCEC. Supporting Governments, International Agencies and business leaders globally, we work in partnership with our customers to help transform the way they work.

We help global businesses and governments respond to environmental challenges and opportunities created by worldwide drivers. We focus our offerings through our dedicated and integrated practice areas: Air and Environmental Quality, Chemical Risk, Energy and Climate Change, Resource Efficiency and Waste Management and Sustainable Transport.





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Cathryn Chu
General Manager

Business Activity:

SgurrEnergy is a leading renewable energy consultancy, providing engineering and technical advisory services in onshore and offshore wind, solar, wave and tidal and hydro projects. We have the capability to deliver at every phase of a project, from the early stages of site selection, feasibility and design right through to project management of the construction phase and operation and maintenance. Our multi-disciplinary consultants have extensive sustainable energy experience worldwide.

To date we have assessed over 110GW of renewable energy developments internationally and this figure is growing rapidly every month. Our clients include utilities, financiers, developers and many other public and private sector organisations.



UK Trade & Investment - Aid-Funded Business Service

The UK Trade & Investment Aid-Funded Business Service helps UK companies identify and secure business from the International Aid/Donor Agencies worldwide. The purpose of this trip is for British companies to identify potential projects of interest and meet key contacts within the Asian Development Bank.

The role of the Aid-Funded Business Service is to raise awareness of the opportunities available through doing business with the various International Aid/Donor Agencies by providing general advice, publishing guides to each organisation and running a programme of training seminars throughout the United Kingdom.

The Aid-Funded Business Service also has a network of Commercial Officers in the British Embassies/Consulates in locations where there is an Aid/Donor Organisation Headquarters. These Commercial Officers are known as 'Liaison Officers'. Liaison Officers offer specialist advice in bidding for donor-funded projects or UN tenders. We have staff based in the following locations:

- Copenhagen (UN Agencies—UNICEF, UNOPS, IAPSO and UNFPA)
- Budapest (UNHCR)
- New York (UN Agencies—DPKO, UNPD and UNDP)
- Geneva (UN & International Red Cross—UNHCR, UNOG, WHO, WIPO, ILO, IFRC, ICRC)
- Vienna (UN Agencies—UNIDO, UNODCCP, IAEA, UNOV)
- Nairobi (UN Agencies – UNEP, UN-HABITAT)
- Brussels (European Commission External Aid Arm—'EuropeAid')
- Washington D.C. (World Bank, Inter-American Development Bank and Millennium Challenge Corporation)
- Tunis (African Development Bank)
- Manila (Asian Development Bank)
- Barbados (Caribbean Development Bank), Haiti & Dominican Republic
- Ghana, West Africa
- Johannesburg (African Development Bank)
- Venezuela (Development Bank of Latin America—CAF)



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UK TRADE & INVESTMENT – AID-FUNDED BUSINESS SERVICE



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