



Ian Waller – Managing Director – age 43, married with two sons.

A recognized biofuels industry leader, business advisor and Fellow of the Institution of Engineering & Technology. Ian has experience in energy sectors from nuclear fired power plant, through coal and oil fired power plant to crude oil refining; crude oil and derivatives supply and trading; vehicle fleet operations; home heating and cooking as well as a detailed knowledge of biofuels supply chains. Ian and a networking team of professionals deliver advisory services to a number of boards of International biofuels business. Ian is involved in businesses with around 0.5Mn tons of current biofuel production and use; with a further 1-2Mn ton in the pipeline. This represents 50-100% of the current UK biofuel demand.

The typical areas of advice cover supply chain development; commercial and marketing strategy; technology selection; sustainability assessment; policy insights as well as broader business plan and business model development. In some instances, Ian is retained in an interim role to direct aspects of the business during key phases of business activities. This work is generally delivered on a confidential basis.

Ian is a member of the Austrian Biofuels Institute, The Renewable Energy Association, The National Non Food Crops Centre, The Low Carbon Vehicle Partnership and the All Party Parliamentary Road Transport Biofuels Group. Ian has presented papers at a range of International Biofuels conferences on the subject of biofuels, their benefits and the developing renewable fuel markets, including policy impacts. Current areas of interest include optimizing carbon and sustainability value throughout the biofuel supply chain; supply chain assurance; international supply chain development; developing the next phases of European biofuels policy; 2nd Generation biofuels; regional biofuels strategy; generation 1b bio-diesel technology and renewable heating and cooking.

To pick out some specific items from these interests:

- Ian represented the UK when visiting the southern states of the USA, Spain and Canada to promote the UK strength in biofuels, particularly C&S standards and potential for new supply chains.
- Ian has presented at several international conferences on the subject of Carbon & Sustainability standards, policy and reporting.
- Ian has developed a number of biofuel business propositions, requiring detailed knowledge of the potential to develop biomass supply chains and technology skills. These include a number of business plans for first generation biofuel production units as well as a business plan leading to a pilot plant investment for generation 1b bio-diesel technology and a sustainability assurance offering from a global assurance provider.
- Ian continues to work with various Government departments to develop biofuels policy. Ian sat on the Government steering group for development of carbon and sustainability reporting standards, and is working with officials to develop mechanisms for linking such standards more directly into the legislation.

- Ian chairs one of the BSI mirror committees to the CEN and ISO committees developing sustainability standards for biomass and biofuels.
- Ian sits on the North East England Regional Biofuels Strategy Board – a non executive appointment to direct the implementation and deployment of £1.7Mn of funds available from ONE North East to promote a regional biofuels industry and supply chains.

Other leadership roles recently held:

- Farming Footprints Ltd – Founding shareholder and Director of this business aiming to provide green house gas assessment tools to farmers to aid benchmarking, improvement and value generation in the agricultural sector. The development partner, Farmway Ltd, brings agricultural networks and experience that complements the knowledge of sustainability standards held by Ian.
- Tees Valley Biofuels – Director and continuing stakeholder providing leadership and advice on all business issues in relation to fund raising for a seed processing facility for UK crops to provide renewable feed-stocks to transport and energy markets. £1.8 Mn first phase equity funding secured, project finance development progressing for ca £50Mn.
- NorthEast Biofuels Ltd – Founding Non Executive director to this not-for-profit cluster group that promotes awareness of biofuels and generates economic value to the North East of England. Specific deliverables included (ONE Green Route) ; Supply chain carbon intensity assessment ; North East Regional Biofuels Strategy; interface to Government. £250k.
- OFTEC – former non Executive Director and Chairman of trade association that represents equipment manufacturers and fuel suppliers for oil fired heating and cooking systems. Delivered organizational restructuring. Currently advising on liquid biofuels policy and standards developments for home heating and cooking to the Board of OFTEC and dBERR.

Prior experience:

- Business Development & Technical Services for Petroplus Refining Teesside Ltd: P&L responsibility for business development into existing and new markets in Europe. Experience – development of UK’s leading branded biofuel | sales and marketing of Biofuels to large fleet operators | supplier approvals process for Bio-diesel | development of Blue-Plus/ Adblue service | B2B business services | development of Jet-Plus aviation fuel business | carbon intensity assessment for diesel fuel | UK standards for cooker maintenance | development and sales of heavy oil to power | web-site development and marketing strategy. Scale \$0.5Bn.
- Crude Oil Supply & trading for ICI. Significant supply business P&L responsibility > \$1Bn pa
- Refinery Engineering and Safety, Health and Environment Management and business IT systems leadership. Delivered a range of engineering projects on high hazard process plant. Scale £2Mn.
- Engineering projects at a number of Nuclear Power Stations. Scale £0.5Mn.