

Interview with Duncan Cox

President of Green Gas Americas



What does your role at Green Gas involve?

As the President of Green Gas Americas, I am responsible for the Green Gas activities in North and South America. This includes developing the market, securing projects, executing projects and the O&M of these projects. This responsibility focuses on ensuring a profitable operation in accordance with the Green Gas values.

What are your main priorities as President of Green Gas Americas for 2010 and beyond?

The main priority is to focus everything we do on building a sizeable business in the Americas to support the Green Gas vision of being a leading company in the development and BOO of clean energy and climate mitigation projects in our niche market. We currently have the start of a good business with two operating projects, three projects won and in the execution phase and some very good projects in development that we believe that we will win. Behind this success we must now build a professional organisation to ensure our successful growth.

What are you working on and what projects are in the pipeline?

The operating projects we have are Pioneer in USA and Medellin in Colombia. The projects in execution phase are El Guacal and El Guabal in Colombia and Atotonilco in Mexico. We are working on developing additional projects in Colombia, Mexico, Canada and USA. We hope to win three more projects before the end of the year.

There have been a number of projects signed up in the last year in Latin America alone. What makes Green Gas attractive to the local businesses and how does Green Gas differ from its competitors?

Green Gas is attractive in Latin America because we are a complete solution to their problem. We are not just a middleman but in fact do all phases of the work ourselves. It is also very helpful to have the reference plants of Medellin and Pioneer which are both world class installations that we can use for demonstration purposes.

What are the challenges of doing business in the North/South American market?

The challenges of doing business in Mexico and South America are very different from the USA and Canada. In Mexico and South America we are dealing with all the typical cultural dynamics of fast developing countries. This includes the speed at which things are done and the difficulty of travel, to being constantly aware of your personal safety. In addition all written and spoken communication is in Spanish, with few people having a command of English. In the USA the market is mature and with many competitors – so finding the optimum way to do business has been a challenge.

What are your interests outside Green Gas?

I enjoy the outdoors; camping, hiking, fishing, diving, boating, and skiing. I have two middle school children who are very active so between family life and Green Gas there is not a lot of time to do other things. I also enjoy travelling, and am interested in understanding the different cultures throughout the world.

Interview with Claudia Mennen-Vermuele

CFO of Green Gas International



What does your role at Green Gas involve?

As the CFO, I am responsible for Finance within Green Gas International, including Accounting and Control, Treasury, Corporate Finance, Risk and Compliance, Group Human Resources and IT.

What attracted you to Green Gas?

The energy circulating through the company is what attracted me to Green Gas. I really felt the entrepreneurial atmosphere and the energy amongst the people I met.

Which aspects of your previous experience have enabled you to bring something different to the table to Green Gas?

My experience as an Auditor at Pricewaterhouse Coopers and my Finance experience at Dockwise resulted in my in-depth knowledge of financing, reporting, control, treasury and the capital markets. All this makes me contribute, together with my team.

What are your main priorities as the CFO for 2010 and beyond?

I have a number of priorities for 2010 and the most important ones are making sure that the company has sufficient capital available, either through (project) financing and/or equity to grow. Furthermore, I should like to further professionalise the group's services and make sure Green Gas is compliant with rules and regulations on a timely basis.

What are you currently working on?

I am currently working on a number of strategic initiatives to grow the Group and making sure it has enough capital to execute on its strategy.

What are your interests outside Green Gas?

Outside Green Gas I spend a lot of time with my children (6 year old twins) and husband. Apart from that I enjoy cycling, going out for dinner, going to the movies and reading books.