



# **METHANOL INSTITUTE:**

## *The Trade Association for the Global Methanol Industry*

### **Membership Value Proposition**

Singapore | Washington | Brussels | Beijing | Delhi

# 2023 Vision and Mission



## Our Vision

**Protect – Expand – Communicate**

## Our Mission

**As the global trade association for the methanol industry, Methanol Institute (MI) represents the world's leading methanol producers, distributors, and technology providers, The mission of MI is to serve and provide cost-effective value to its membership by:**

### **Protecting exiting markets is a core function**

- Meeting Regulatory challenges and driving policy opportunities
- Promoting best practices across the global distribution chain
- Preventing product misuse

### **Serving as the voice of the global methanol industry**

- Supporting members during period of change and amplifying member messaging
- Building global stakeholder networks
- Expanding social media presence and use of digital communications/marketing

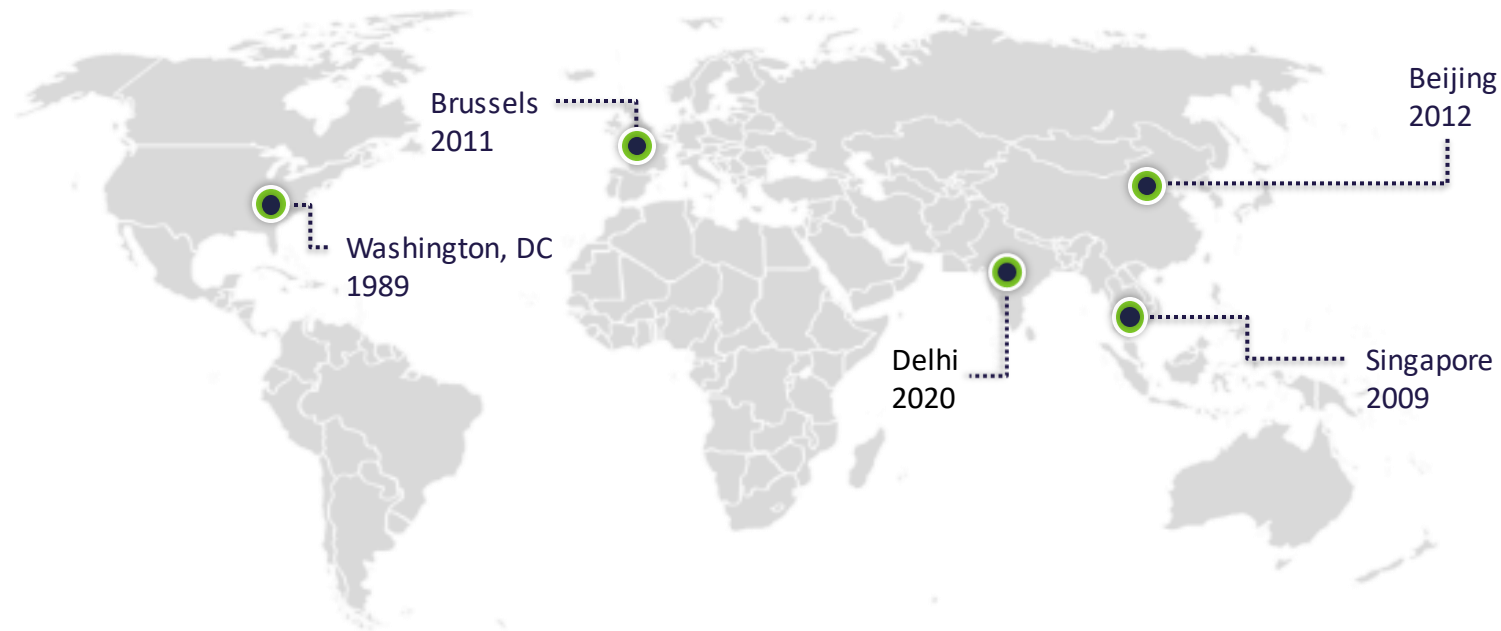
### **Promoting the growth of emerging energy markets**

- Ensuring the methanol industry maintains momentum in key market applications
- Marine fuels
- Gasoline and diesel substitute for road transport
- Heating/Power applications: Cook stove, industrial boilers, kilns, gensets, turbines
- Low carbon, renewable and small-scale methanol



# History

- The Methanol Institute (MI) was established in 1989
- Three decades later, MI is recognized as the trade association for the global methanol industry
- We facilitate methanol's increased adoption from our Singapore headquarters and regional offices in Washington DC, Brussels, Singapore, Beijing and Delhi



# Members



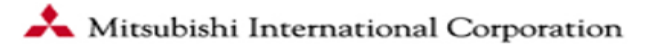
Tier 1



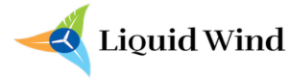
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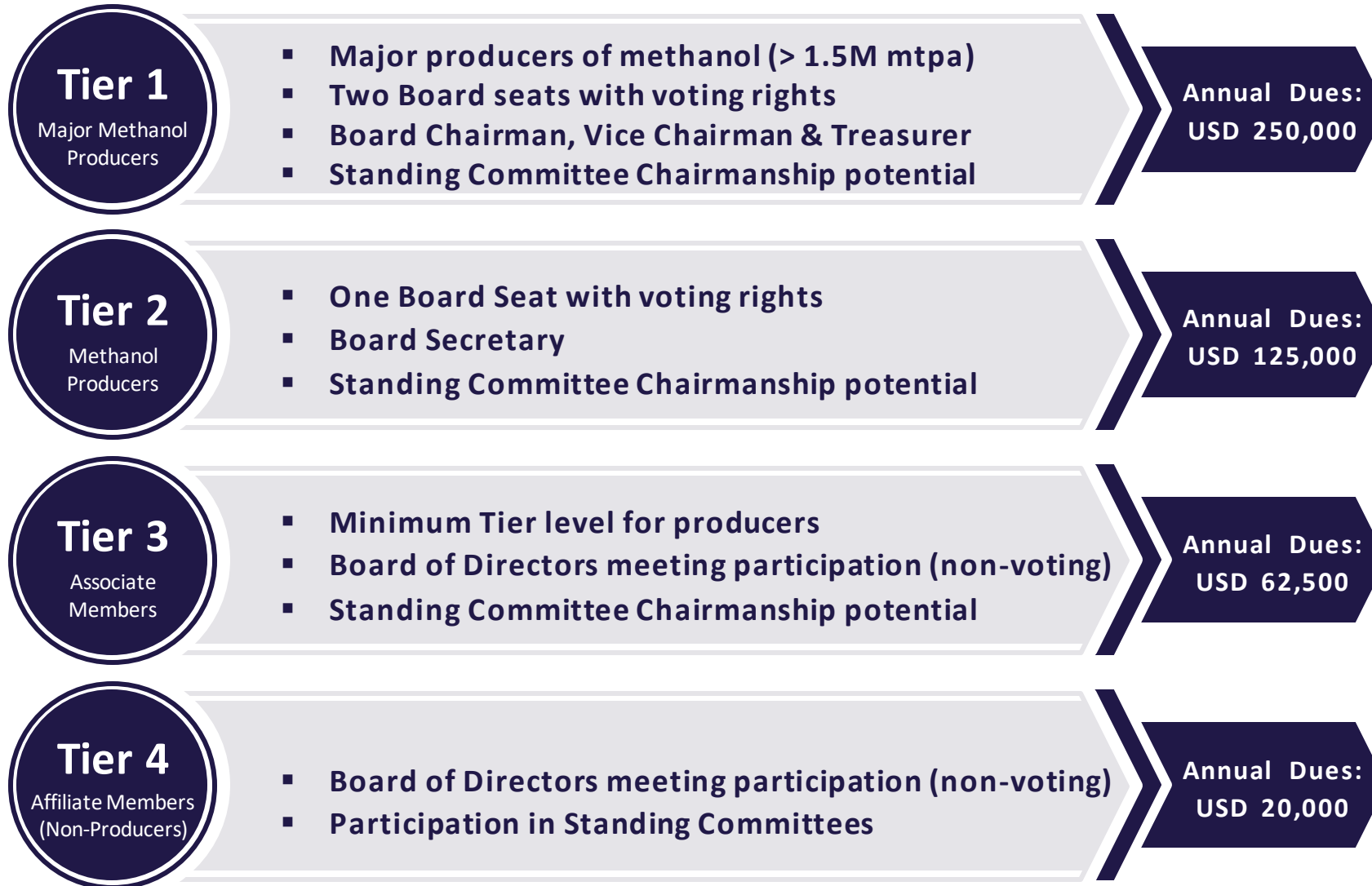
Tier 3



Tier 4



# 2023 Membership Tiers



# Leadership Structure



## Executive Committee

### Tier 1 Members

Board Chairman, Vice Chairman and Treasurer

- Association leadership
- Regular engagement with senior staff
- Budget oversight



- Three Board meetings per year
- Voting members
- Committee leadership

## Board of Directors

### Tier 1\* and 2 Members

*\*Tier 1 Members 2 Board Seats*



# Strategic Partnerships



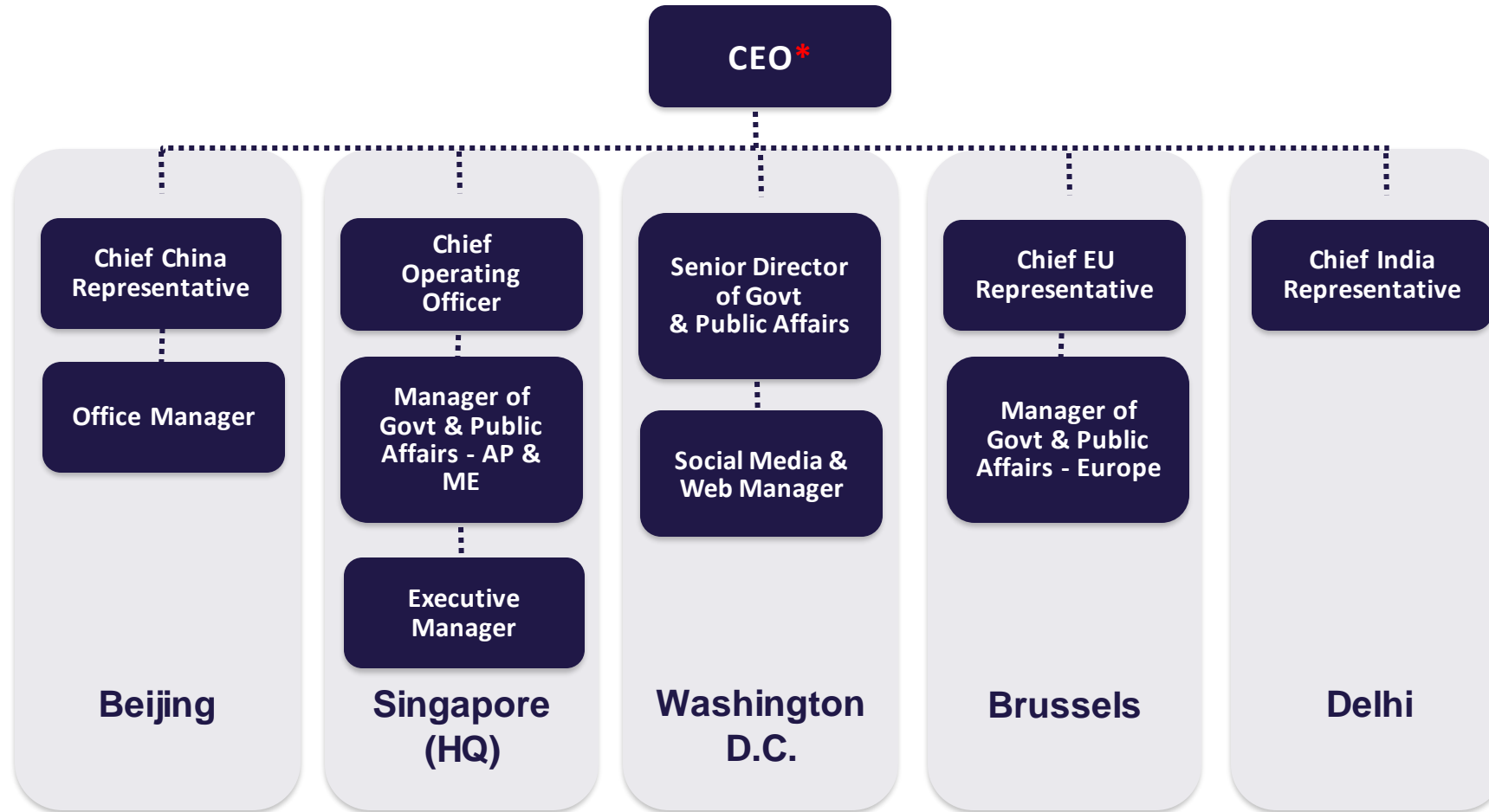
- American Bureau of Shipping
- American Chemistry Council
- Asian Clean Fuels Association
- Blue Sky Maritime Coalition
- China Ministry of Industry & Information Technology
- China Nitrogen Fertilizer Industry Association
- Chinese Association of Alcohol & Clean Ether Fuels & Automobiles
- Clean Fuels Alliance America
- European Chemical Industry Council (CEFIC)
- European Sustainable Shipping Forum (ESSF)
- e-Fuel Alliance
- FASTWATER
- Formacare
- Green Maritime Methanol
- Gulf Petrochemicals and Chemicals Association
- International Bunker Industry Association
- International DME Association
- International Methanol Producers & Consumers Association
- Lloyd's Register
- National Institution for Transforming India (NITI Aayog)
- Oslo University Hospital
- Renewable and Low-Carbon Fuels Value Chain Alliance (RLCF)
- VDMA Power-to-X for Applications





# Organization

- Strategically represented in five, key regions globally.



\*based in Washington, DC



## Based in Washington, D.C.



**Greg Dolan, CEO**

- Joined MI in 1996 and held a variety of senior management positions within MI before being named CEO in 2013
- 10 years as a press officer for the State of New York and 2 years as legislative assistant in the US Senate



**Larry Navin, Senior Director of Government & Public Affairs – Americas/Europe**

- Extensive multi-lateral experience to include US-India Business Council, US Dept of Commerce Int'l Trade Administration
- Prior to joining MI, Mr Navin also held roles with the Overseas Private Investment Corporation (OPIC) and the US Senate



**London Douglas, Social Media and Web Manager**

- Joined MI in 2021
- Background in Branding, Social Media, & Marketing

## Based in Brussels



**Matthías Ólafsson, Chief EU Representative**

- Former sales and marketing specialist at Carbon Recycling International, involved in sales, marketing, stakeholder relations and regulatory affairs in the European market for renewable methanol
- Background includes business development roles across different sectors as well as academic roles within the field of Political Science



**Rafik Ammar, Manager of Government and Public Affairs Europe**

- Mr. Ammar applies his expertise in the European legislative process to support the association's government relations strategy in Europe
- Before joining MI, Mr. Ammar held several positions in EU institutions. He supported political work with a focus on transport in the European Parliament and as a coordinator for interinstitutional relations at the Secretariat General of the European Commission

# Staff Team



## Based in Singapore



**Chris Chatterton, COO**

- Joined MI in 2015 with more than 20 years executive level experience in energy, oil & gas and petrochemicals
- Led several, successful energy and agriculture initial public offerings (IPOs) and cross-border private placements



**Tim Chan, Manager of Government & Public Affairs – Asia Pacific/Middle East**

- Joined MI full-time staff in 2018, after serving as an intern in 2016/2017
- Has also worked for Singapore Ministry of Transport and GR firm Burson-Marsteller



**Belinda Pun, Executive Manager**

- Joined MI in 2018 after 17 years of experience as Executive Assistant and Administrative Manager
- Previously worked as office manager for Siemens Postal, Parcel & Airport Logistics

## Based in China



**Kai Zhao, Chief China Representative**

- Joined MI in 2015 and serves concurrently as Director and project researcher at the Academic Board Office of the Centre for Global New Energy Strategy Studies (CGNESS) at Peking University, a position he has held for the last 8 years



**Toni Zhou, Office Manager**

- expertise in client services, corporate communications, business administration, and operations; effective interpersonal and cross-cultural communications

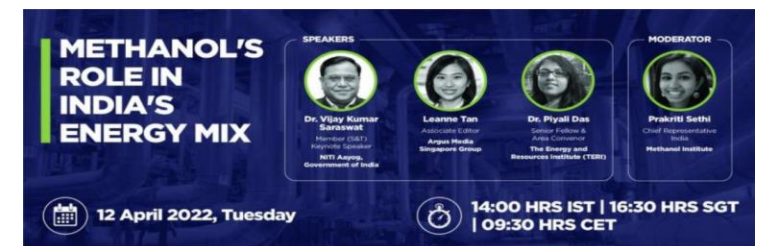
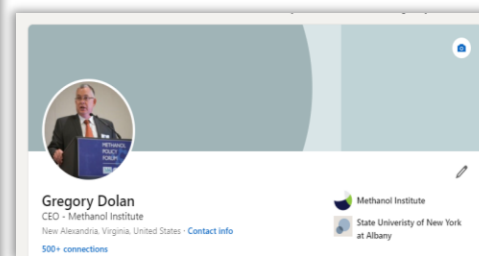
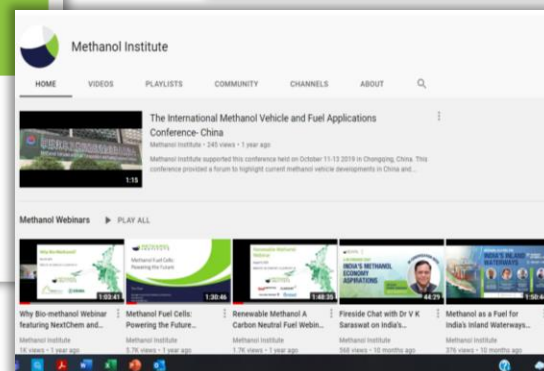
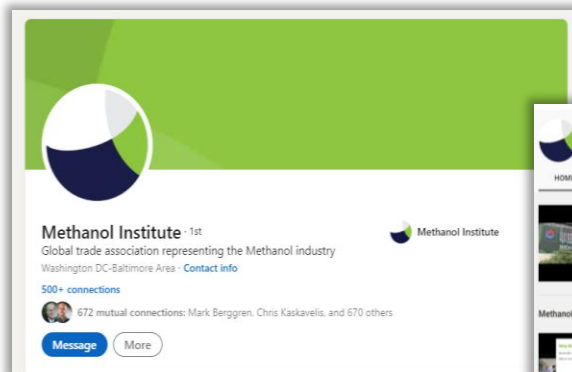
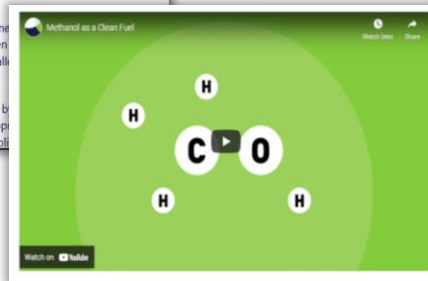
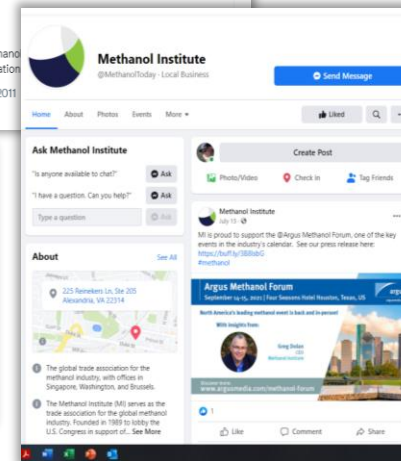
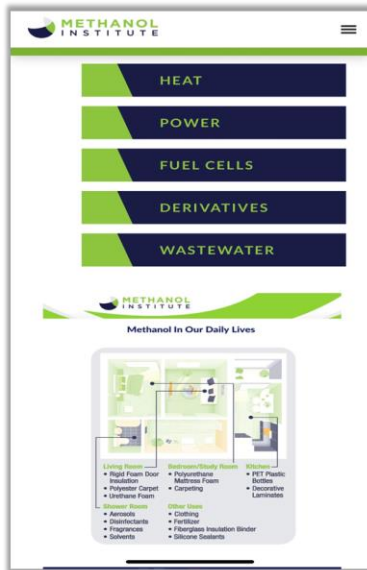
## Based in India



**Prakriti Sethi, Chief China Representative**

- Joined MI in 2020 with experience of supported UNESCO Secretariat and assisted in preparing Plan during 2016–2021.

# Voice of the Industry



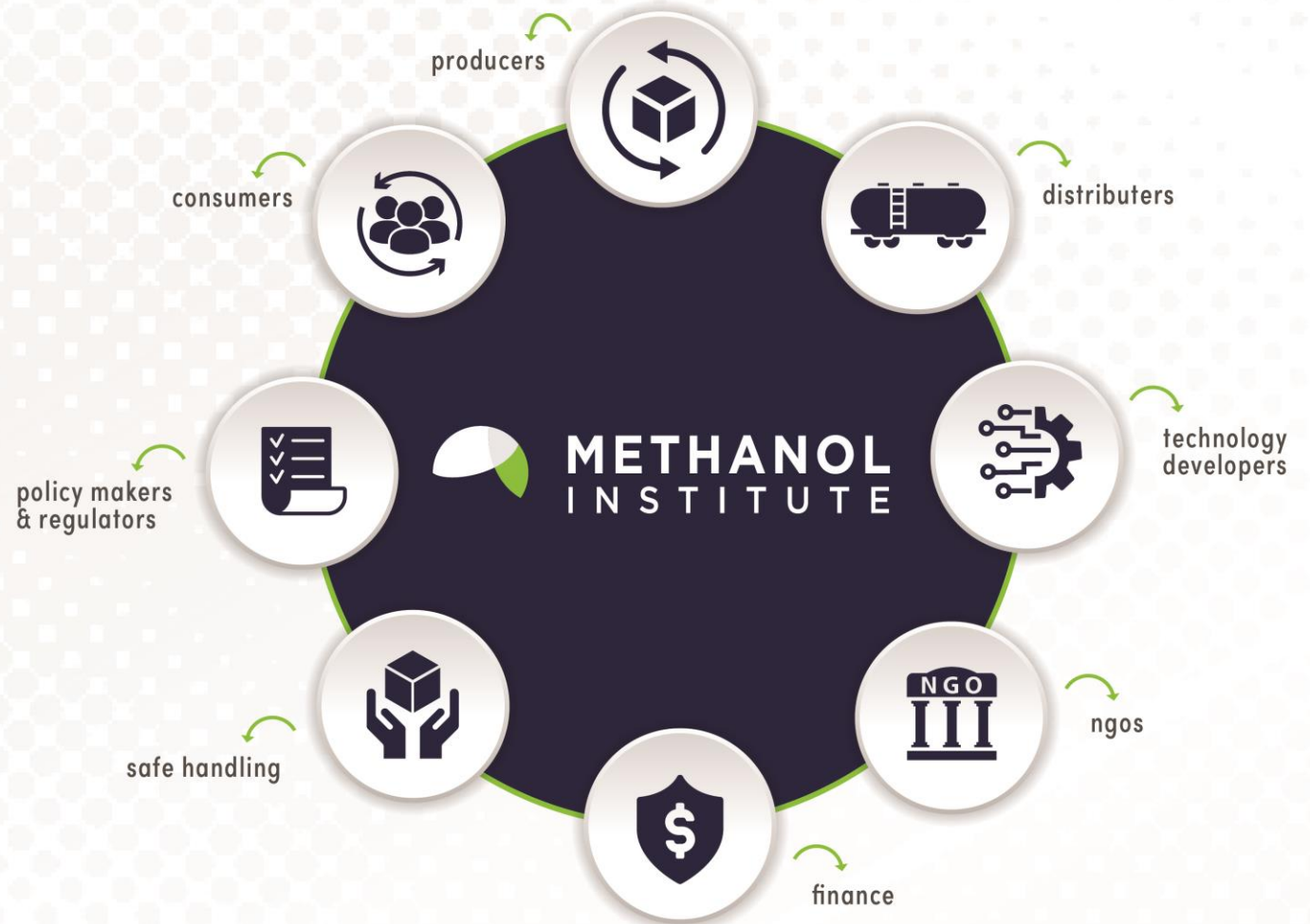


# Lobbying DNA

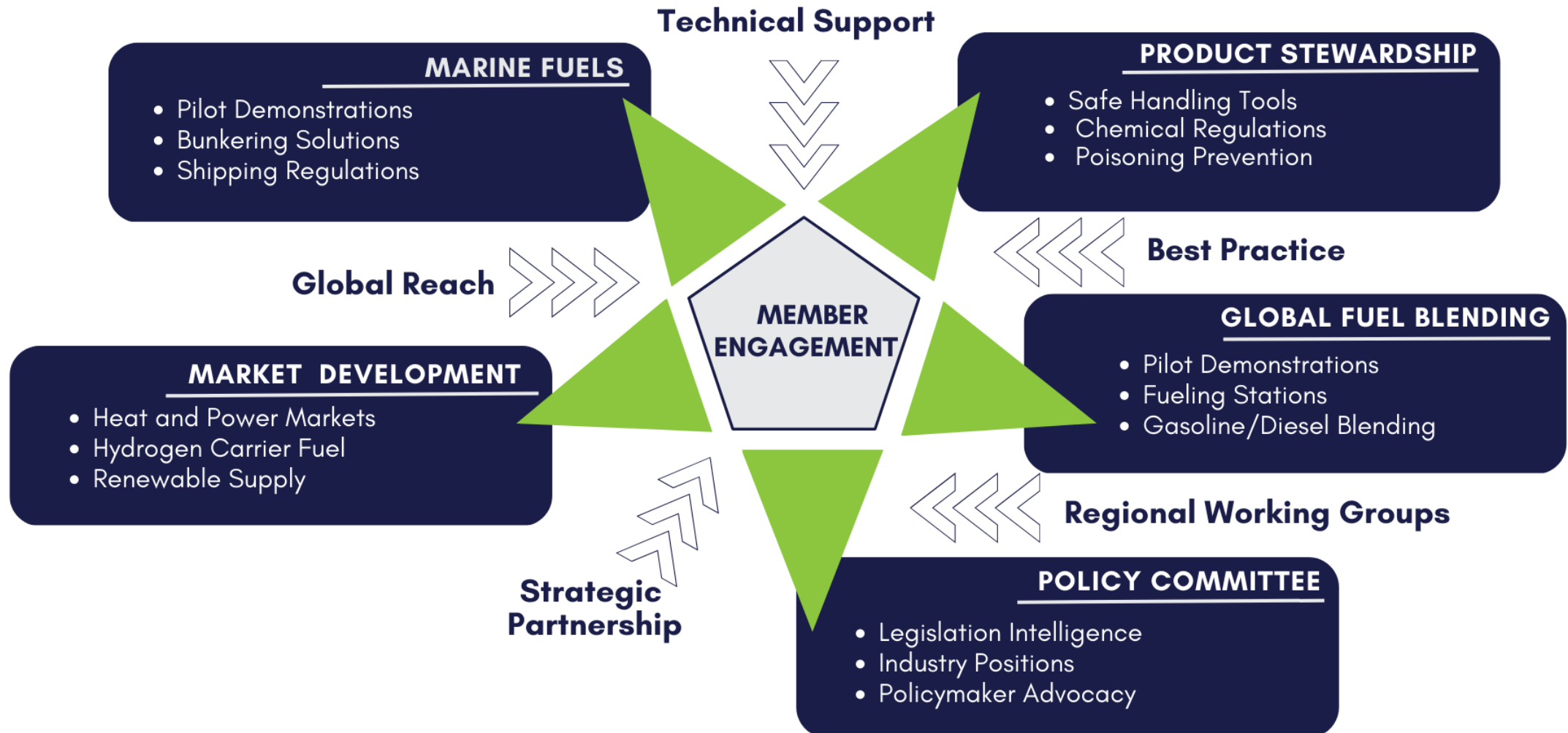


- Global stakeholder and media engagement to promote the use of methanol as a direct fuel for road transport in combustion engines and electric platforms
- Target key potential new markets for methanol fuel blending with methanol promotion campaigns
- Ensure a supportive public policy framework for methanol fuel blending

*Bringing Stakeholders Together Since 1989*



# Committee Structure





# 2023 Goals & Objectives

## Global Fuel Blending

- Global stakeholder and media engagement to promote the use of methanol as a direct fuel for road transport in combustion engines and electric platforms
- Target key potential new markets for methanol fuel blending with methanol promotion campaigns
- Ensure a supportive public policy framework for methanol fuel blending





# 2023 Goals & Objectives

## Marine Fuels

- Encourage and support pilot demonstrations of methanol marine fuels in multiple markets
- Develop methanol maritime technical workshops
- Lead social media campaigns in support of methanol as a marine fuel
- Provide leadership for national/international regulations of marine sector to advocate for methanol as alternative fuel



# 2023 Goals & Objectives

## Market Development

- Development of Chinese standards to support the safe use of methanol applications (e.g., boilers, cookstoves, and fuel cells) in China
- Develop and publish MI's China Methanol Fuel Market Study
- Develop pilot projects that support the commercialization of methanol gensets and fuel cells
- Establish Methanol as the hydrogen carrier of choice



# 2023 Goals & Objectives

## Product Stewardship

### Bootleg alcohol poisoning

- Expand global network on illicit alcohol poisoning prevention
- Education through social media campaigns
- Availability for pharmaceutical and medical technology solutions (ie; Fomepizole and Alivion Device)

### Safe Handling

- Disseminate needs-based educational materials for customers across the global distribution chain
- Promote best practices for methanol handling in emerging energy applications



# 2023 Goals & Objectives

## Policy Committee

- Translate high-level legislation into perceived business impact
- Position paper formulation and distribution
- Stakeholder mapping
- Share industry positions with policymakers through public comments, testimony, meetings, events
- **EU Working Group:** Impacting Fit for 55 Package to support methanol growth
- **Americas Working Group:** Inflation Reduction Act tax subsidies position methanol expansion



Knowledge Acquisition



Positioning



Advocacy

# Staff Contacts



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