

WHEN CHEMICALS PERFORM THE BEST!



# LIVE WEBINAR

## CHEMICAL LEASING:

THE PERFORMANCE-BASED BUSINESS MODEL  
FOR SUSTAINABLE CHEMICAL MANAGEMENT



[www.chemicalleasing.org](http://www.chemicalleasing.org)



UNITED NATIONS  
INDUSTRIAL DEVELOPMENT ORGANIZATION



## BACKGROUND

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Chemical Leasing is a business solution for sustainable chemicals management and effectively addresses the different sustainability dimensions of chemical use. The model strives for a triple win situation for the partners involved, as well as for the environment. It aims at simultaneously creating financial, environmental and human well-being, as well as increasing the efficient use of chemicals improving the overall performance of participating companies. The United Nations Industrial Development Organization (UNIDO) promotes Chemical Leasing with the direct support of the Austrian, German and Swiss Governments.

The UNIDO Global Chemical Leasing Programme was established to support enterprises in enhancing resource efficiency, handle chemicals safely and enhance sustainable business practices. UNIDO together with its partners organized Global Chemical Leasing Awards in 2010, 2012, 2014 and 2018. The 5th Global Chemical Leasing Award 2021 will take place in Germany in July 2021 and will acknowledge best practices in performance-based business models for chemicals management, such as Chemical Leasing and its implementation. For more details see: [www.chemicalleasing.org](http://www.chemicalleasing.org)

## WEBINAR DESCRIPTION

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This webinar is specially tailored to inform students from the Enactus network about Chemical Leasing. Chemical Leasing is a circular economy and performance based business-to-business model for sustainable management of chemicals, including plastics. In chemical leasing the success of a business is directly linked to the performance of the chemical product and not the quantity of chemicals sold, and the payment is aligned to this principle. Just to give one example: Instead of paying for the amount of solvents to clean metal pieces, the user now pays the provider of chemicals for the pieces cleaned. So less is more and performance is key. This triggers more efficient and less chemicals use and brings a number of additional environmental, economic and social benefits. In the webinar students will gain a better understanding of Chemical Leasing principles and its real implementation in different sectors. They will also be informed on how to apply to the Global Chemical Leasing Award 2021.

The webinar comprises one module with a duration of about 1.5 hours. The modul will be repeated.

**MODULE 1:** Chemical Leasing - the performance-based business model for sustainable chemical management.

**Target audience:** Students from the Enactus network interested in the Chemical Leasing business model.

**When:** 24 June at 4 PM (CEST time) and 25 June at 9 AM (CEST time).

A certificate of attendance will be awarded. Details will be provided during the webinar.

The Webinar schedule and short biographies of the trainers are provided in the Annex.

## SCHEDULE

### Webinar –Wednesday, 24 June (Afternoon session)

1.5h

Time (PM, CEST)	Presenters	Titles	Topics
16:00	Petra Schwager Oliver Faber	Coordinator of UNIDO's Global ChL Programme Managing Director Enactus Germany	Welcome remarks & Quiz
16:10	Luis Umanzor	Project Associate on Chemical Leasing at UNIDO	Introduction - Key elements of Chemical Leasing (CE business model, unit of payments, potential benefits and opportunities)
16:20	Reinhard Joas	International Expert for UNIDO's ChL Programme	Chemical Leasing in practice: business cases from different sectors
16:50	Luis Umanzor	See above	Global Chemical Leasing Award 2021 (categories/how students can apply)
17:00			Q&A (30 min)

### Webinar –Thursday, 25 June (Morning session)

1.5h

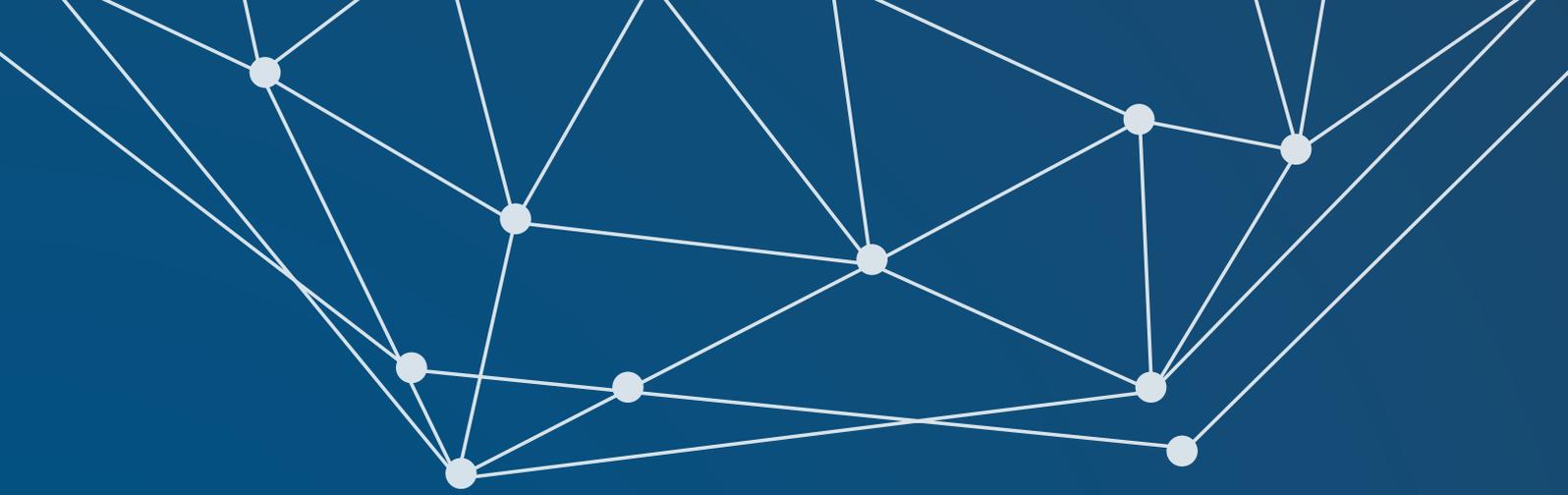
Time (AM, CEST)	Presenters	Titles	Topics
9:00	Petra Schwager Oliver Faber	Coordinator of UNIDO's Global ChL Programme Managing Director Enactus Germany	Welcome remarks & Quiz
9:10	Luis Umanzor	Project Associate on Chemical Leasing at UNIDO	Introduction - Key elements of Chemical Leasing (CE business model, unit of payments, potential benefits and opportunities)
9:20	Reinhard Joas	International Expert for UNIDO's ChL Programme	Chemical Leasing in practice: business cases from different sectors
9:50	Luis Umanzor	See above	Global Chemical Leasing Award 2021 (categories/how students can apply)
10:00			Q&A (30 min)

## ANNEX: TRAINERS

<b>Name</b>	<b>Petra Schwager</b>
<b>Position</b>	Senior Industrial Development Officer and Coordinator of the Global Chemical Leasing Programme, Environmental Management Branch, UNIDO.
<b>Professional background</b>	Long-standing and global experience in developing and managing Resource Efficiency Programmes; initiating and promoting innovative sustainability concepts for industry and fostering circular economy and public-private cooperation, co-author of the book “Chemical Leasing Goes Global”.
<b>Focus of activities</b>	Circular economy, Chemical Leasing, sustainable industrial parks and zones, green chemistry, sound chemicals management, innovative business models and holistic approaches to resource efficiency in industry.
<b>Educational background</b>	Studied Economics at the Vienna University of Business Administration and Social Science and Environmental Management at the University of London.

<b>Name</b>	<b>Reinhard Joas</b>
<b>Position</b>	International Expert for UNIDO’s Chemical Leasing Programme specialized in sustainable chemicals management.
<b>Professional background</b>	25 years of experience in advising national ministries, the European Commission, the European Parliament, UN organizations as well as companies and associations in Europe in technical, ecological and economic issues
<b>Additional information</b>	Training for industry, authorities and other stakeholders especially in developing countries and countries with transition economies including Eastern Europe, Asia, Africa and South America.
<b>Educational background</b>	Studied Process Engineering and Business Management at the technical universities in Munich and Zurich (TUM & ETH) graduating with an engineering diploma and a doctorate (PhD) on the economic and ecological aspects of chlorine chemistry.

<b>Name</b>	<b>Luis Umanzor</b>
<b>Position</b>	Project Associate on Chemical Leasing and Sound Chemical Management at UNIDO.
<b>Professional background</b>	2 years at UNIDO on Chemical Leasing, Sound Chemical Management and Green Chemistry and 7 years the Cleaner Production of El Salvador.
<b>Focus of activities</b>	Resource efficiency and cleaner production, environmental impact assessment studies, environmental and occupational health and safety, waste management.
<b>Educational background</b>	Master on Business Administration and Bachelor on Chemical Engineering, Universidad Centroamericana José Simeon Cañas El Salvador.



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