

ARPEL-IETA VIRTUAL WORKSHOP ON CARBON MARKETS

BUILDING THE BUSINESS CASE

HOW COMPANIES DECIDE TO PARTICIPATE IN CARBON MARKETS

WITH IETA SPECIALISTS AND
A PRACTICAL APPLICATION

NOVEMBER 26
2026

2:00 PM - 3.30 PM
GMT-3 - Argentina/Uruguay

EXCLUSIVELY FOR PROFESSIONALS
FROM ARPEL AND IETA
MEMBER ORGANISATIONS.

MEMBERS ONLY

IETA

FREE OF CHARGE.
PRIOR REGISTRATION IS MANDATORY AND SUBJECT TO VALIDATION
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ASSOCIATION OF OIL, GAS AND
RENEWABLE ENERGY COMPANIES
OF LATIN AMERICA AND THE CARIBBEAN

IETA

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ARPEL and IETA invite their member organizations to the second 2026 virtual workshop on carbon markets, focused on how companies build and justify the business case for participating in these markets.

As a follow-up to the September workshop on offsetting mechanisms, MRV and integrity, this session will focus on corporate decision-making: how to compare alternatives, assess costs and benefits, incorporate risks and uncertainties, and align the decision with corporate and climate strategies.

OBJECTIVE

To examine how companies structure, assess and approve their participation in carbon markets by integrating financial, strategic, environmental and risk-management criteria, while distinguishing between credit purchases, direct project development and other participation models.

The session will feature IETA specialists and a practical application designed to examine the critical variables and lessons associated with building the business case. It will also include an extended question-and-answer discussion.

Topics will include:

- project development, certification, monitoring, reporting and verification costs;
- expected credit prices and demand;
- time horizons and financing sources;
- regulatory, climate and reputational risks;
- strategic, social and environmental benefits;
- comparison between credit purchases, direct project development, partnerships and long-term agreements;
- internal functions involved, governance structures and approval processes;
- integration of carbon-market participation into standard investment-assessment and strategic decision-making processes.

PRELIMINARY AGENDA

2:00 p.m. | Welcome and opening remarks by ARPEL

2:05 p.m. | Initial perspective from IETA

2:10 p.m. | Building the business case

- Project development, certification, MRV and verification costs.
- Expected credit prices and demand.
- Time horizons, financing, risks and uncertainties.
- Profitability criteria and non-financial benefits.

2:30 p.m. | Corporate decision-making and governance

- Credit purchases versus direct project development, partnerships or long-term agreements.
- Alignment with corporate and climate strategies.
- Internal functions involved and evaluation and approval processes.

2:50 p.m. | Practical application

- Corporate case study, if confirmed; or an IETA-led methodological exercise comparing alternatives, critical variables, risks and decision criteria.

3:05 p.m. | Questions and discussion

3:27 p.m. | ARPEL conclusions and closing remarks

3:30 p.m. | End of session

REGISTER NOW

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For more information, please contact:
webinars@arpel.org.uy