

METHODOLOGY

BIODIESEL MARKET REPORT

1. General principles

The assessment time of all prices quoted in the price table is the close of markets on Wednesday evenings.

—

Biodiesel

Prices are based on indications provided for the spot market by market players including traded prices, firm bids and offers, indicative bids and offers, assessments of the market and synthesis by our analysts. Both supply and demand sides of the markets are checked to guarantee a fair assessment of the prices. All prices are quoted for the spot market, prompt position (deals for 1 to 2 weeks delivery) for parcels comprised between 1,000 and 2,500 mt.

Replacement costs

For each pure quality of biodiesel (RME, SME, PME, UCOME & TME), an estimation of the replacement cost is calculated based on the formulas displayed further below and according to the following assumptions: production plant is located in Netherlands, within the ARA hub, with a production capacity of 250,000 mt /y. Feedstocks are purchased in ARA on the spot market.

Feedstocks

Feedstocks prices are gathered from both traders specialised on these markets and independent sources like news agencies. The qualities of crude rapeseed, soybean and palm oils Fob Rdam T2 quoted in our report match FEDIOL specifications that apply to products usually traded in Rotterdam. Considered as crude oils, vegetable oils that match FEDIOL specifications are degummed oils that have been processed just after the crushing to remove the phosphorus and waxes. Vegetable oil prices are quoted for parcels between 1,000 and 3,000 mt, on the spot market (depending on

the quality, deals for 1 to 10 weeks delivery) matching the trading conditions of the NOFOTA (Netherlands Oils, Fats and Oilseeds Trading Association) standards. Tallow prices are quoted for parcels of category 1, between 250 and 1,000 mt, gathered from biodiesel producers and major, organised, suppliers in the EU. Used cooking oil prices are quoted for little parcels between 100 and 1,000 mt, gathered from biodiesel producers and major, organised, suppliers in Europe. Methanol quarterly contract price is gathered from traders specialised, according to the standard contracts used within the industry.

Glycerine

Glycerine prices are gathered from biodiesel producers and traders specialised on these markets. They are quoted for parcels between 100 and 1,000 mt, ex-works, gathered from specialised traders and biodiesel producers in Europe.

Other Fuels

Prices are assessments gathered from market participants specialised on diesel, gasoline and ethanol.

Futures

All quotes are expressed for the front month and are gathered directly on the websites of the exchanges.

2. Specifications of qualities quoted

Biodiesel

QUOTE	BASIS	UNIT	QUALITY	CERTIFICATION
Fame 0°	Fob ARA all duties paid	USD/mt	EN14214:2012, CFPP 0°, water content max. 300 ppm	RED
RME	Fob ARA all duties paid	USD/mt	EN14214:2012, CFPP -12°, water content max. 300 ppm	RED
SME	Fob ARA all duties paid	USD/mt	EN14214:2012, excepted Iodine Value 140, water content max 350 ppm, CFPP -5°	RED
PME	Fob ARA all duties paid	USD/mt	EN14214:2012, excepted CFPP 10°, Iodine Value 60, water content max 350 ppm	RED
UCOME	Fob ARA all duties paid	USD/mt	EN14214:2012, CFPP 0°, ester content min 94%, water content max 350 ppm	RED
TME	Fob ARA all duties paid	USD/mt	EN14214:2012, CFPP 10°, water content max 350 ppm	RED
SME	Fob Argentina (Updriver)	USD/mt	EN14214:2012, excepted Iodine Value 140, water content max 350 ppm, CFPP -5°	RED
PME	Fob Indonesia	USD/mt	EN14214:2012, excepted CFPP 10°, Iodine Value 60, water content max 350 ppm	RED

Feedstocks

QUOTE	BASIS	UNIT	QUALITY	CERTIFICATION
Rape oil	Delivered NWE all duties paid USD/mt	USD/mt	Crude degommed, DIN 51605	—
Soy oil	Delivered NWE all duties paid USD/mt	USD/mt	Crude degommed, CBOT specs	—
Palm oil	Delivered NWE all duties paid USD/mt	USD/mt	Unbleached, FFA max 5%, BMD specs	—
Tallow cat.1	Delivered NWE all duties paid USD/mt	USD/mt	FFA max 20%, MIU 1%, method No. 1 Reg. (EU) 1069/2009	—
UCO	Delivered NWE all duties paid USD/mt	USD/mt	FFA max 5%, water & residues max 2%	—
FFA 70%	Delivered NWE all duties paid USD/mt	USD/mt	Water and residues max 2%	—
Methanol	Delivered NWE all duties paid USD/mt	USD/mt		—

Glycerine

QUOTE	BASIS	UNIT	QUALITY	CERTIFICATION
Crude	EX-W NWE	USD/mt	100% veg, kosher, gmo free, salt NaCl	—
Refined	EX-W NWE	USD/mt	100% veg, kosher, gmo free, salt NaCl	—
Crude	Fob Argentina	USD/mt	100% veg, non kosher, gmo free, salt NaCl	—
Refined	Fob Argentina	USD/mt	100% veg, non kosher, gmo free, salt NaCl	—

Other fuels

QUOTE	BASIS	UNIT	QUALITY	CERTIFICATION
Diesel 10 ppm	Fob NWE	USD/mt	EN590, 10 ppm, spot barge	—
Gasoline	Fob ARA all duties paid	USD/mt	95RON, 10 ppm, spot barge	—
Ethanol anhydrous	Fob ARA (EUR 192/cum) paid	USD/mt	Fuel ethanol grade 99.3-99.9%	—

Replacement costs

USD/MT	RME	SME	PME	UCOME	TME
Refining Coest	40	40	20	40	30
Transesterification Costs	30	30	30	60	40
Certification	20	20	20	10	10
Transport Costs	10	10	10	10	10

Replacement cost = Feedstock + Refing Costs + 11.1% Methanol + Transesterification Costs + Transports + Certification