



# Assessing the Issues and Challenges in Trading Biodiesel

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# Questions on the Table

Where are the geographic opportunities?

What are the current government influences on profitability and trade flow?

Looking at Margins



Where are the global  
biodiesel markets?

# Where are the global biodiesel markets?

## Mandates



# Where are the global biodiesel markets?





# How can the global biodiesel markets grow?

The three largest markets, EU, USA and Argentina account for 95% of the global market. In all three cases the markets exist because of government mandate. The mandated volumes are locked in the USA and EU for the rest of the decade, with a high degree of certainty. Argentina remains a fluid situation.

Total market size across the globe should be of the order of 18m Metric Tonnes.

For demand to grow beyond this, it would require price competitiveness for a considerable period of time, at which point market size could grow.

# 10 year Bean Oil – Gasoil Spread



# EU Biodiesel Production Case Study

<b>EU BIODIESEL PRODUCTION, EBB data</b>		
<b>COUNTRY</b>	<b>2009 Production (mt)</b>	<b>2008 Production (mt)</b>
Austria	310	213
Belgium	416	277
Bulgaria	25	11
Cyprus	9	9
Czech Republic	164	104
Denmark/Sweden	233	231
Estonia	24	0
Finland*	220	85
France	1959	1815
Germany	2539	2819
Greece	77	107
Hungary	133	105
Ireland*	17	24
Italy	737	595
Latvia	44	30
Lithuania	98	66
Luxemburg	0	0
Malta	1	1
Netherlands	323	101
Poland	332	275
Portugal	250	268
Romania	29	65
Slovakia	101	146
Slovenia	9	9
Spain	859	207
UK	137	192
<b>TOTAL</b>	<b>9046</b>	<b>7755</b>

**EU 2008 and 2009 biodiesel production estimates**  
 \* Data include hydro-diesel production  
 Subject to a -/+ 5% margin of error

# EU Biodiesel Production Case Study

**Overall  
Production  
Capacity of  
over 22 MT  
in 245  
facilities**

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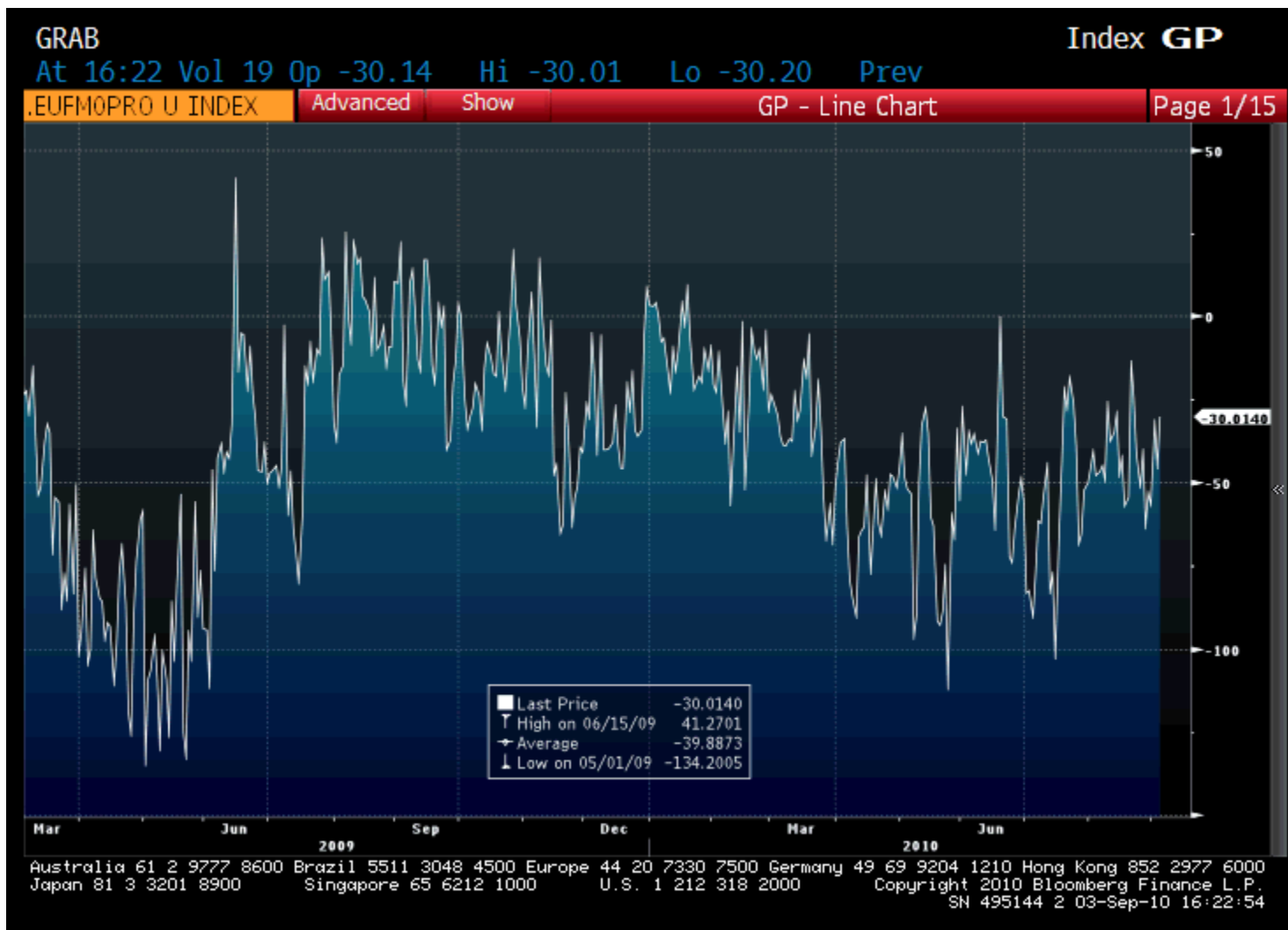
**EU 2008 and 2009 biodiesel production estimates**

**\* Data include hydro-diesel production**

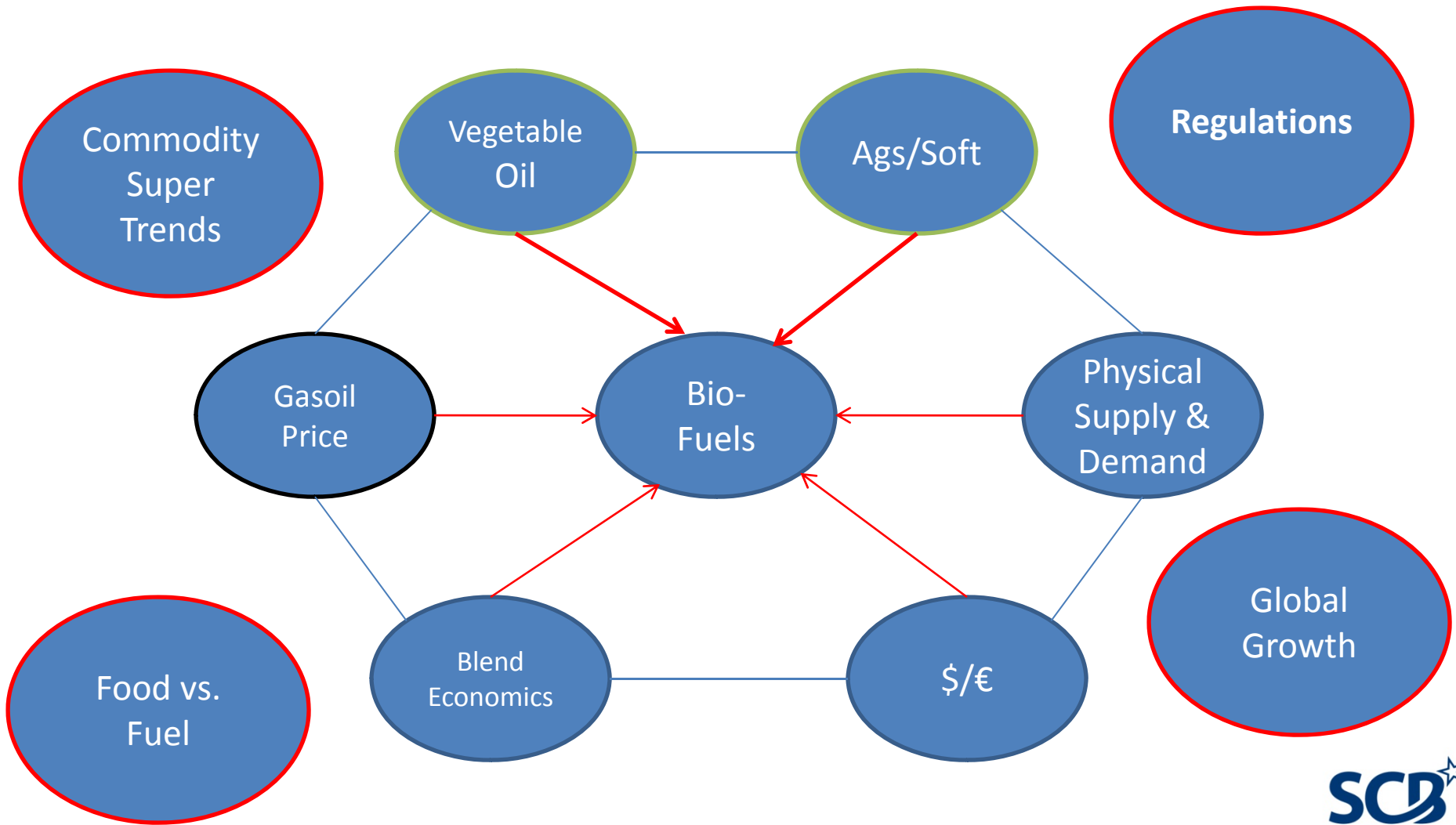
**Subject to a +/- 5% margin of error**

# EU RME Biodiesel Profitability

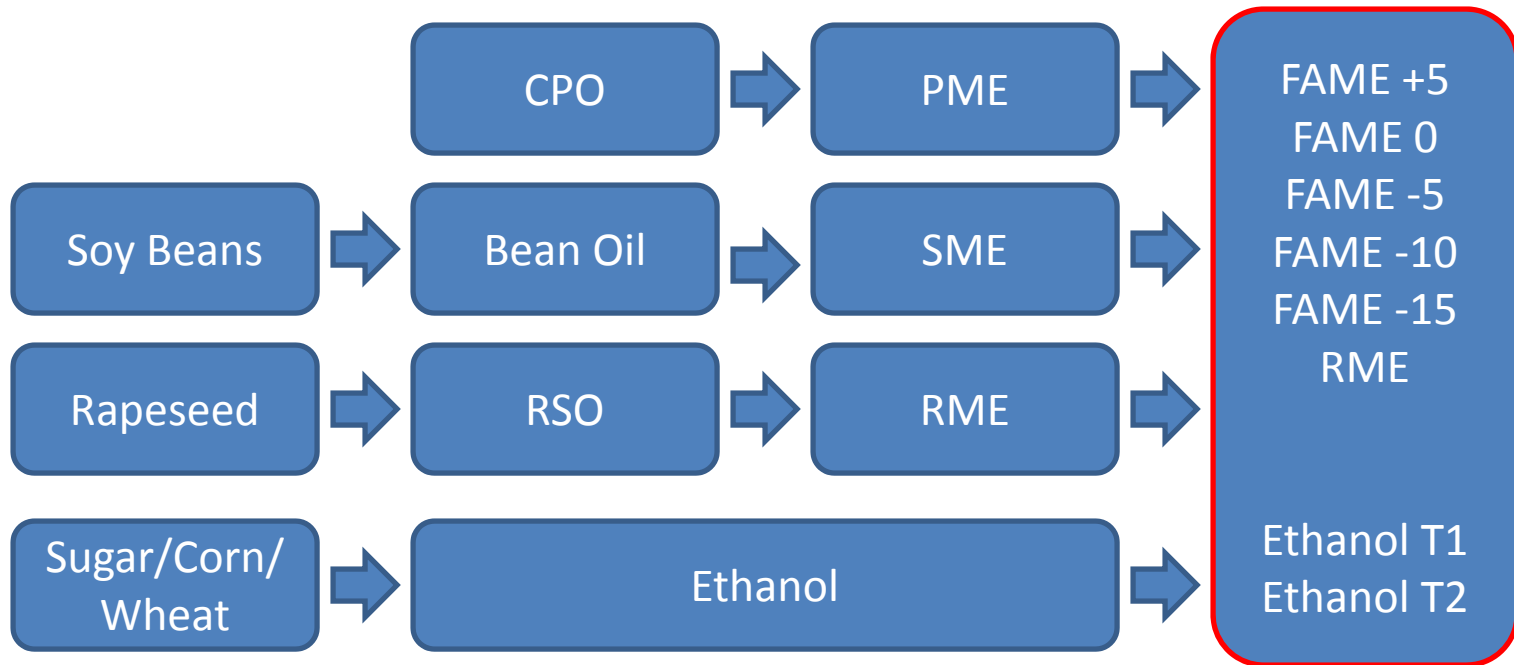
EUR  
per  
Metric  
Ton



# Market Factors



# Bio-Fuel Supply Chain



Hedges Available



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[www.starsupply.ch](http://www.starsupply.ch)

[www.starcb.com](http://www.starcb.com)