

Bioeton Deutschland GmbH

Diversification: The key to survival?

Frankfurt/Main, 10.06.2015

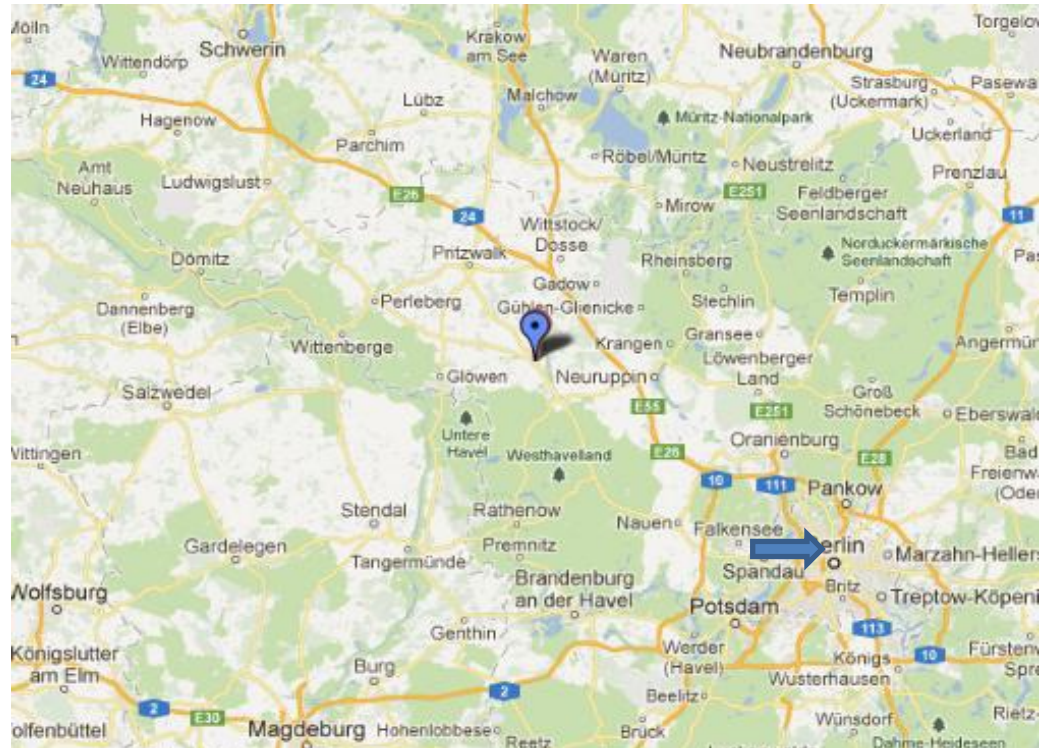
Agenda

- Bioeton Deutschland GmbH
- German Biodiesel market – market changes/requirements
- Diversification
- Outlook

Bioeton Deutschland GmbH

- Production site, Kyritz
Size of the property: 21.936 m²
capacity: 90.000t

- Sales office, Berlin



Bioeton Deutschland GmbH

Core business: production and distribution of biodiesel, pharma glycerine and other by products

- Integrated rapeseed oil mill
- Biodiesel plant with 2 separate production lines
- Own bio-pellets heating station



Bioeton Deutschland GmbH

2009

Acquisition of Biodiesel Kyritz GmbH out of insolvency by Bioeton S.A.

2009-2011

- Start of production and optimization of the plant
- 2010: Receipt of required biodiesel certificates (e.g. QS, ISO, ISCC)
- Adjustment of the 2nd line of production (multi-feed)
- Expansion of inhouse laboratory equipment required for quality control

2012-

- Effective risk management
- Analysis of strategic options to increase competitiveness (e.g. in logistics)
- ...

German Biodiesel market – market changes/requirements

2000 – 2006

- Growing market (up to 4.200 TT)
- Profitable
- Stable purchase prices
- One product (RME)

2007 –

- Downfall of B100 market
- EN 14214, different feedstocks
- Volatile markets (purchase and sales)

German Biodiesel market – market changes/requirements

- Sustainability, double counting, GHG savings
- Products to be considered:

RME	FAME-10
FAME 0	FAME 5
UCOME DE/EU	in spec, off spec
- „Food vs. Tank“ discussion
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Diversification

- Horizontal divers.
 - larger production program
 - flexibility
- Vertical divers.
 - oil mill (e.g. pressing of own oil)
 - pharma glycerine (value added
- Lateral divers.
 - Trading
 - Coaching

Diversification

- Where to start, where to stop?
- Small vs. big
- Alone or with partners
- Financing
- Pay back time
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Outlook

- How will industry develop
- What is needed to survive
- Will we be able to follow a common goal
- ...

Outlook

- Harmonization of EU requirements
- Introduction / increase of biodiesel consumption in other industries and/or products (e.g. jet fuel, heating oil, shipping)
- Future of UCOME (blend component, product,...)
- Greenhouse gas savings (from 2015 onwards, min: 50%):

UCO	>	80%
RME	<	45%

Thank you!!!
Danke schön !!!

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