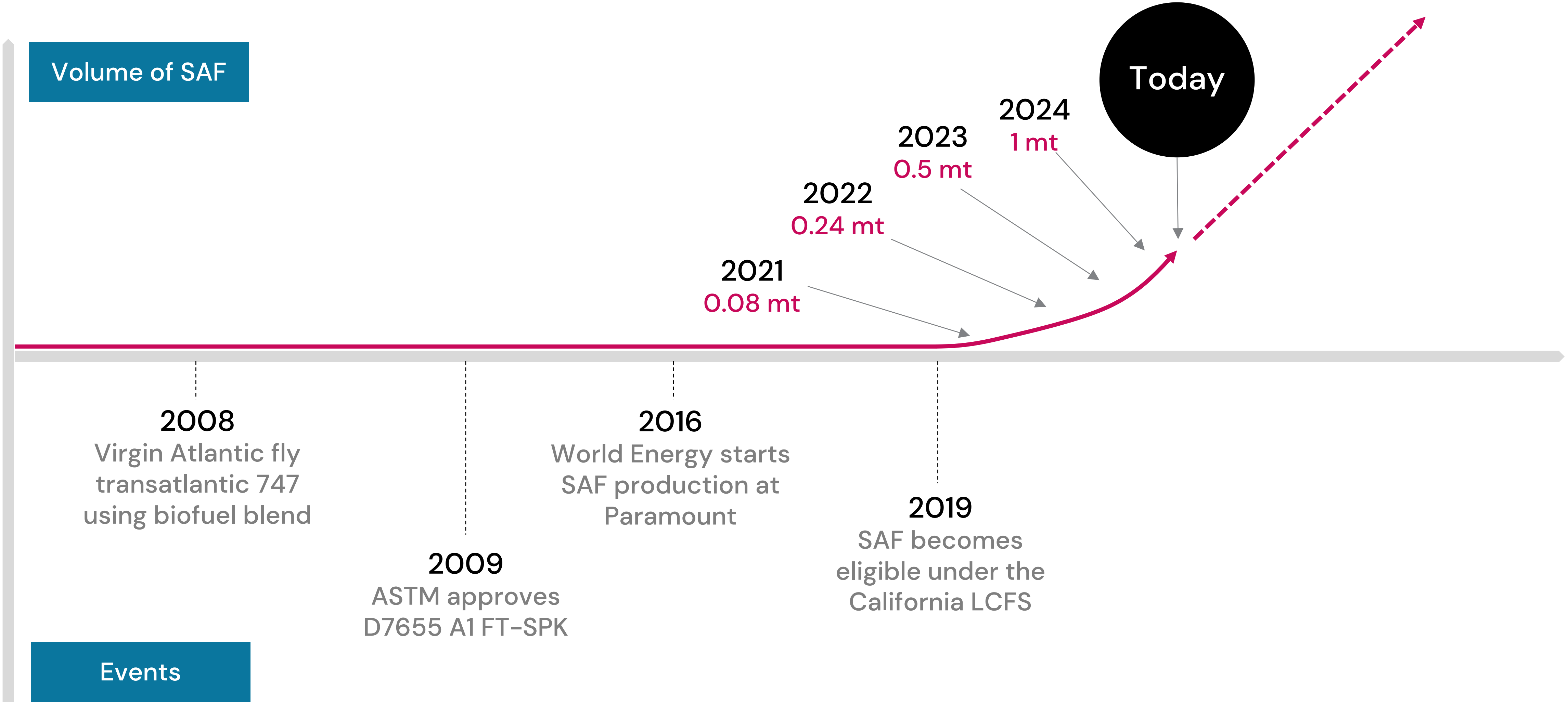
SAF Investor State of the Market

A Blanshard | 28/05/25

It’s a great time to be working in this industry!



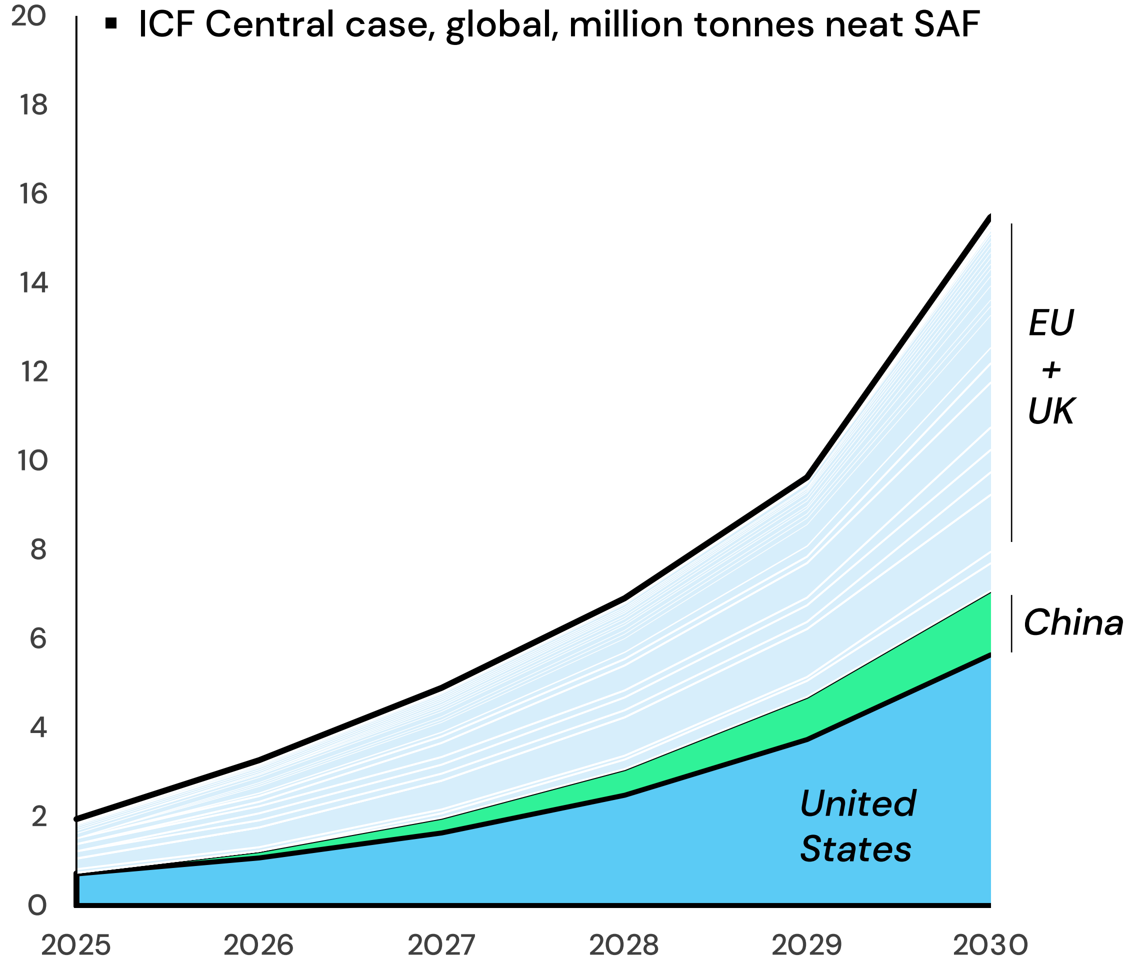
1 State of the market: More than required, less than we need

2 Geographies: Diversification and competition

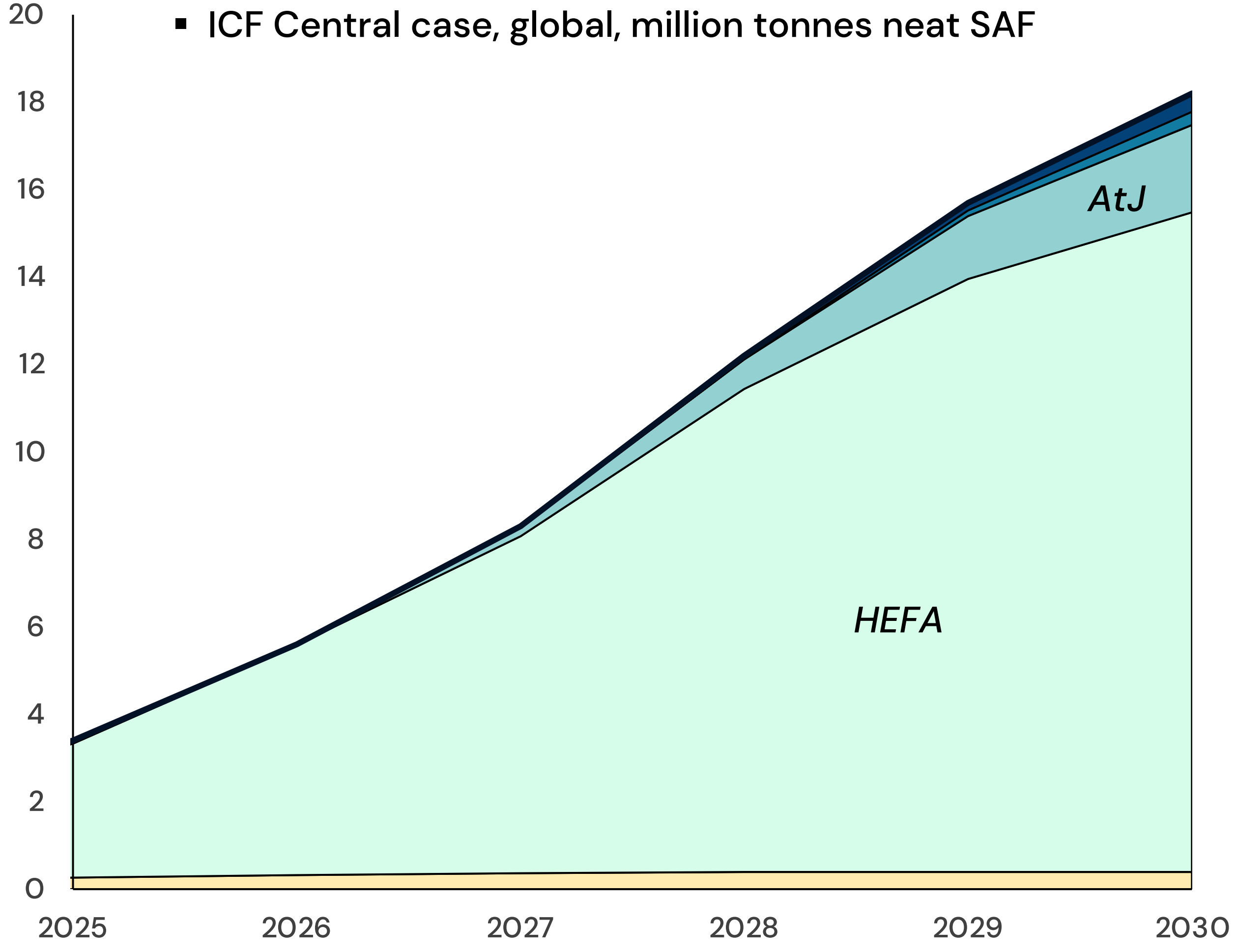
3 Technologies: The gap at the centre of the market

Outlook | Robust demand growth with increasing geographic diversification, supply dominated by Co-Pro and HEFA through 2030

Regulatory-driven Demand

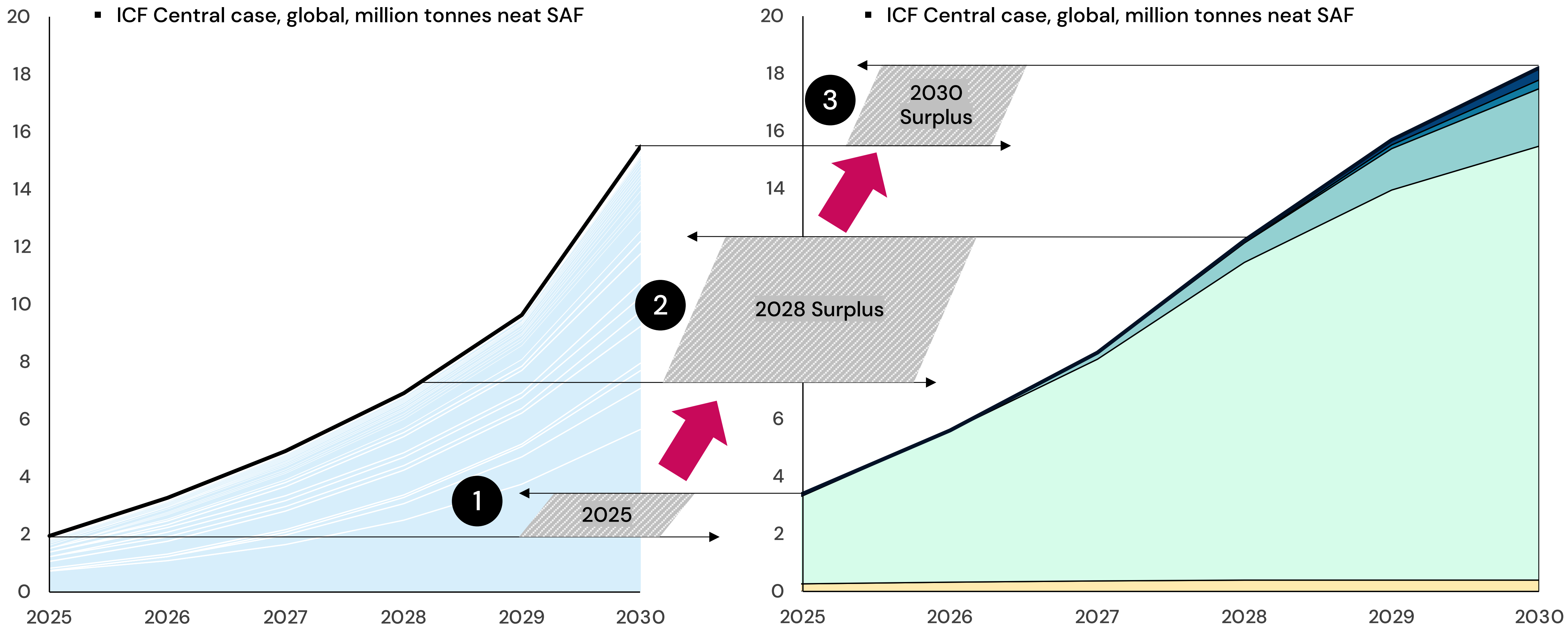


Supply



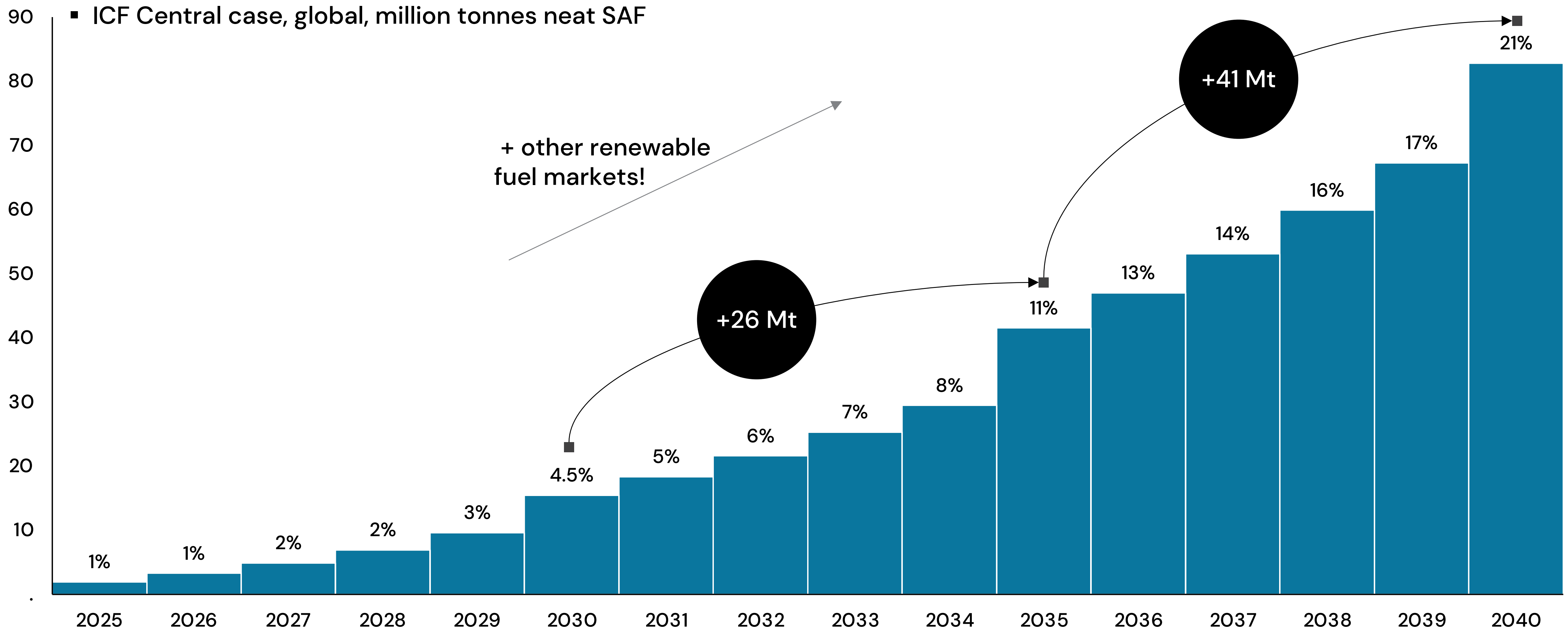
Supply-Demand balance | Demand jumps in 2025 and 2030, but could be outstripped mid-decade if many of the announced facilities commission

Regulatory-driven Demand	Supply



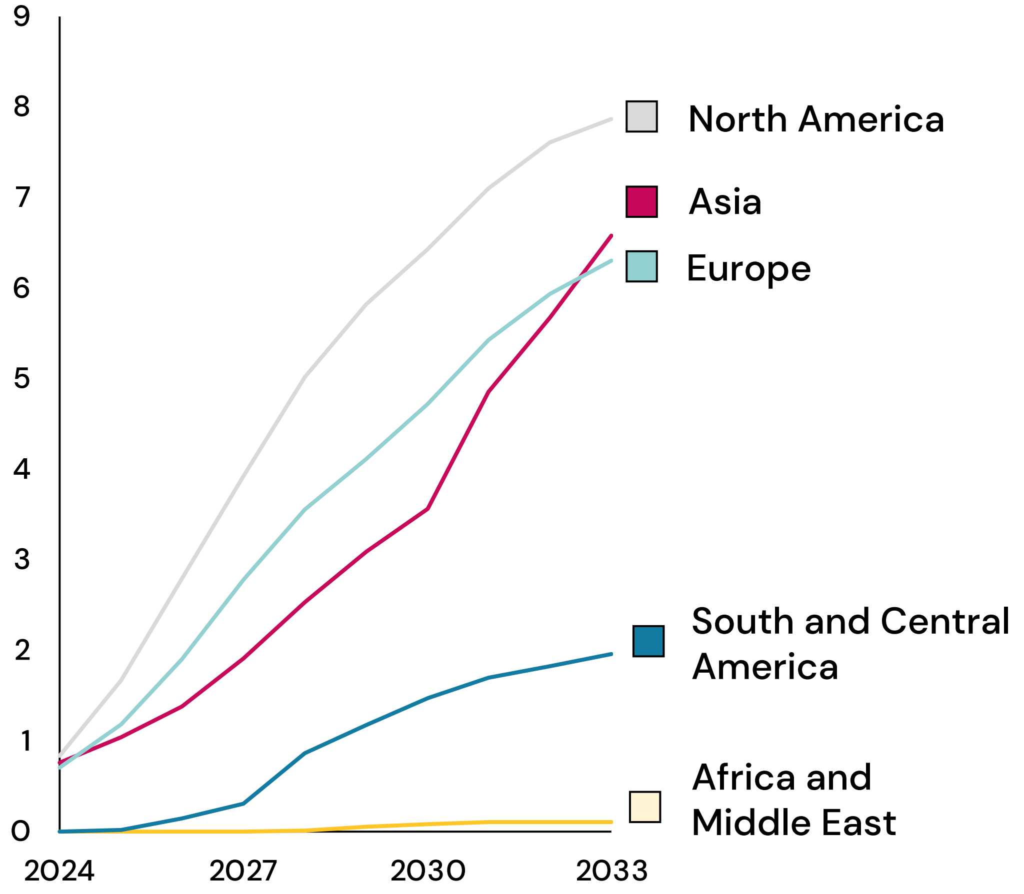
Long-term outlook | Doubling % every five years, putting pressure on feedstocks and potentially pricing stability

Regulatory-driven Demand

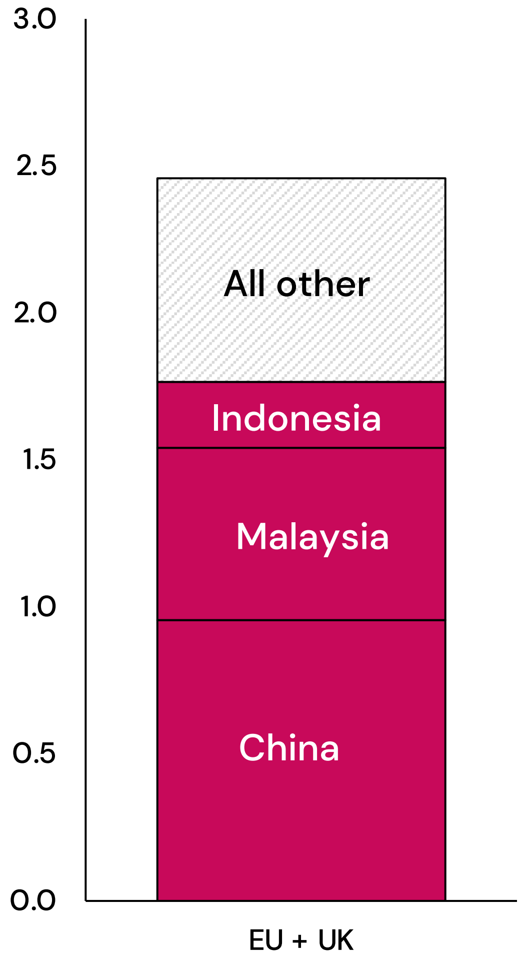


Changing geographies | Supply growth in North America and Europe projected to be overtaken by Asia over the next 10 years

1 Projected SAF Supply, 2024-2033
Million tonnes



2 Europe's used cooking oil imports
Million tonnes



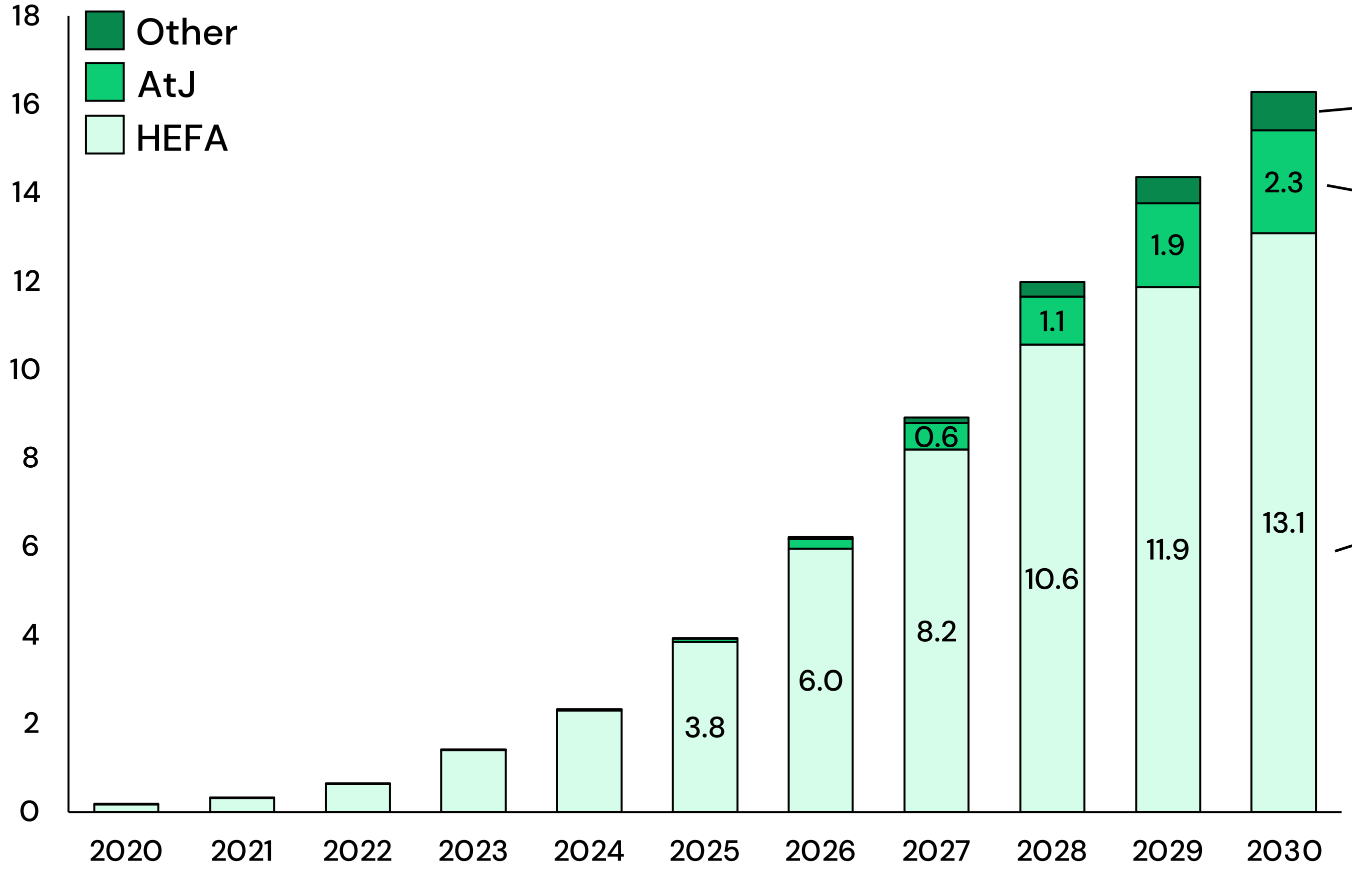
3 Selected Supplier partnerships

Jiaao

Sources: https://www.transportenvironment.org/wp-content/uploads/2023/12/202312_TE_biofuels_update_report_clean-1-1.pdf, https://www.transportenvironment.org/wp-content/uploads/2023/12/202312_TE_biofuels_update_report_clean-1-1.pdf

HEFA has out-competed other technology pathways. Advanced production is unlikely to succeed in a level market

Projected SAF Supply by technology category
Million tonnes neat SAF



6% of 2030 production → Potential to scale, but significant technology and cost headwinds

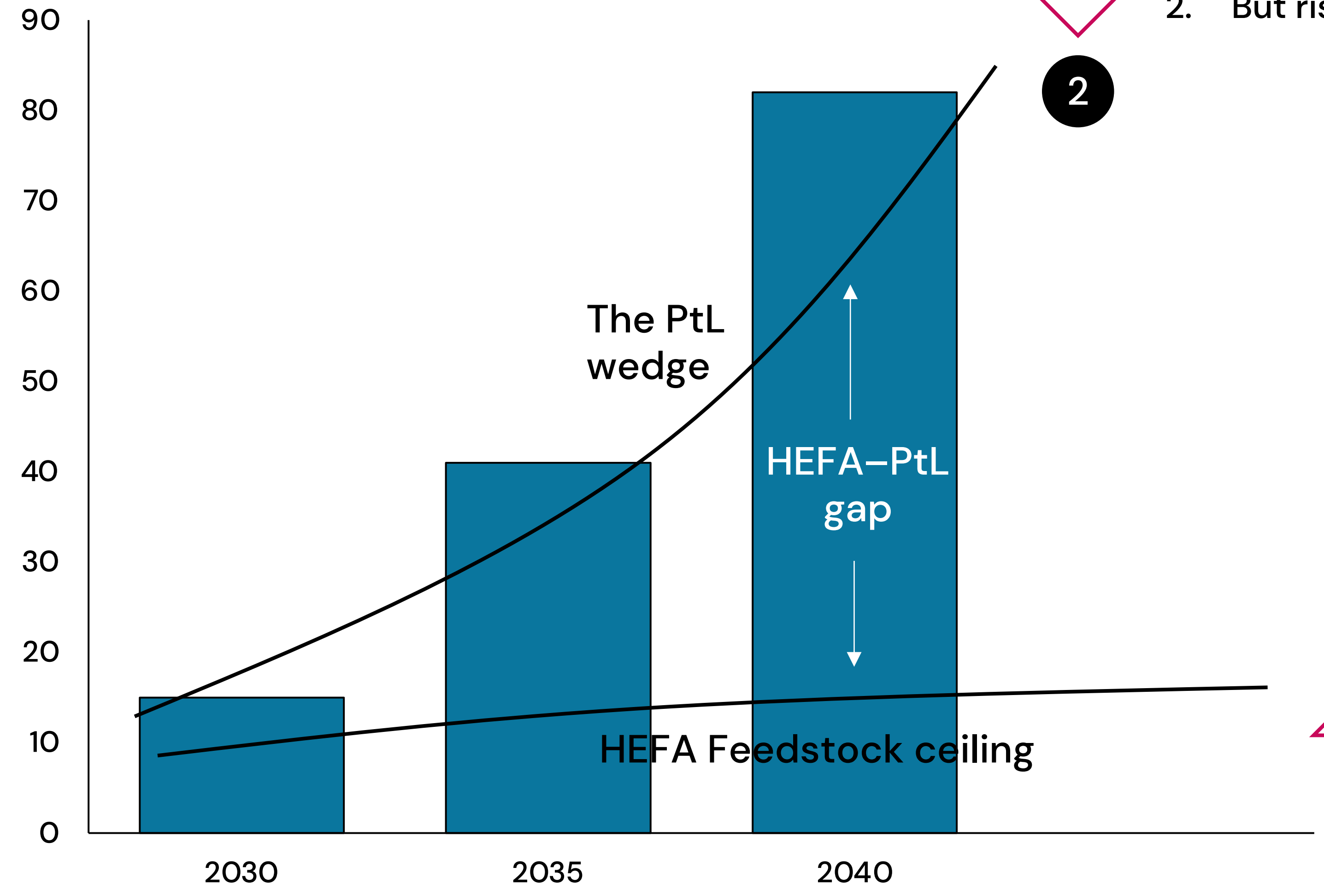
14% of 2030 production → Significant potential to scale (Global crop ethanol production is over 90 mt/yr). Watch first facilities, CSA, CCS, EVs.

80% of 2030 production → Further scaling will use less sustainable feedstocks, which are typically ineligible in the EU (e.g. Total current UCO volumes are estimated at 12 mt.)

Sources: HEFA includes co-processing volumes. AtJ may include very small volumes of cellulosic/flue ethanol which is eligible in the EU. Other includes PtL, FT, HTL, MtJ, and others.

Demand will continue to grow 2030+ but HEFA feedstocks will be constrained. The resulting gap creates challenges – and opportunities

Projected SAF Demand
Million tonnes neat SAF



Growing the PtL Wedge

1. Significant potential market space
2. But risk of using 'isolated' technologies

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Additional impacts

- Improved business case to develop 2nd gen HEFA feedstocks
- Risk of policy adjustments

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Raising the HEFA feedstock ceiling

1. Pressure on feedstocks
2. Importance of certification / risk of fraud
3. Increased use (displacement) of food-based feedstocks (where possible)

Four key trends in the SAF industry:

	Trends:	Implications:
1	The market is rapidly developing, driven by interlocking policies	Growth!
2	Supply growth is outstripping regulatory demand in the near term	Downwards pressure on (some) pricing, and opportunities in the voluntary market
3	A handful of countries are leading. Some are focusing on supply (US + China) and others on demand (UK, EU, Singapore, B.C.).	Trade flows, and risk of protectionism
4	Regulatory demand growth post 2030, amplified by demand from other industries.	Pressures on feedstock and importance of certification / sustainability

Thank you!

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Sustainable Aviation Fuel Market Outlook

Thursday 5th June

Brussels