



**Biodiesel
with
added
benefits**



Cargill Biodiesel

We do the work, so you don't have to

Our expertise at your service.

The future depends on our ability to adapt to the changes around us and find more ways to reduce our environmental footprint. Through Cargill's 150 years in business, we have learned first-hand the benefits – for the company and our customers – of removing costs by improving yields, operations and transportation efficiencies, and eliminating waste.

Unlike many traders of biodiesel, where the discussion is purely around price, Cargill is an integrated producer with continuity of supply. We combine our production and trading activity to ensure that we are always able to provide the full range of seasonally adjusted specifications whether for immediate or deferred requirements.

WORKING COLLABORATIVELY

We are a collaborative supplier working closely with customers to help them be successful in their business. We build strong mutually beneficial relationships supported by our extensive experience of global commodity markets. We also offer price and risk-management strategies to help protect customers from volatility.

SUSTAINABLE SUPPLY CHAIN

Cargill is a key provider of European biodiesel and since the market inception in 2000 has played a leading role. Our experts work closely with stakeholders including customers, suppliers, standardisation bodies and policymakers to understand, plan and deliver increased product quality and sustainability, not just in our biodiesel processing plants but throughout the whole supply chain from field to tank.

SUSTAINABLE CUSTOMER SUCCESS

We have a practical commitment to helping our customers to thrive. We can help them buy more efficiently, understand and better manage their risks, and we will work with them to ensure that the biodiesel product meets their specific blending requirements and to a consistent, dependable quality. We also share our knowledge by offering training to external suppliers and customers on complex sustainability risks.

SUSTAINABLE CREDENTIALS

As member states of the European Union increase and differentiate their biodiesel compliance requirements, our customers benefit from our robust verification procedures and expert knowledge of the documentation required by individual countries. It helps remove inconvenience and compliance error saving our customers time and resources. In addition, we offer superior GHG savings which are 3% better than the market average.

“We set high standards to protect customers from poor quality blends, inefficient logistics, supply delays and failures in compliance documentation.

We never compromise on our standards; our priority remains our customer's success.”

Giovanni Gianni, Senior Merchant



COMPLIANCE CHALLENGES

Compliance issues represent the most significant challenge causing delays and time spent trying to fulfil compliance documentation at both European and local level. Issues may include misinterpretation of national laws, rejected POS, mass balance disruption, suspended certification, reputational damage, missing mandated blending targets and, in extreme cases, fraud prosecutions.

We offer:

- Robust Management System control
- Third-party verified sustainable biodiesel
- Auditing expertise
- Sustainability knowledge sharing for customers and suppliers
- Multilingual team

The benefits

- Trustworthy documentation
- Confidence in the supply chain behind us

RISK MANAGEMENT

The biodiesel market is open to a wide variety of risks: crop failures and adverse weather, crude oil volatility, large shifts in exchange rate, hedging, price triggering, market shocks, unclear formula pricing.

We offer:

- Pricing formulas with paper pricing
- Derivative products
- Flexibility of turning flat prices into premium prices
- Payment terms and conditions

The benefits

- Securing the supply and avoiding timing risk with transparency across to paper market
- Securing price caps and ceilings for long-term contracts
- Retaining the opportunity to optimize targets and budgets
- Flexible, responsive solutions which value the customer relationship with the potential for shared credit lines



OPERATIONAL CHALLENGES

We help protect our customers from a variety of issues which may otherwise damage their performance, incur penalties or disrupt their operations. These include last-minute nominations, late delivery, planning changes, off-specification parcels or unexpected quality changes.

We offer:

- Dedicated logistics team
- Dedicated chartering team
- In-house verifiable quality control
- Co-rent tanks to develop specific markets
- Consolidation of shipments

The benefits

- Rapid response providing collaborative, cost effective solutions
- Global access for specific transportation needs
- Inline production quality checks, first-class terminal operations and external laboratory support through long-term global agreements
- Participation in variable costs
- Economies of scale offering savings on delivery



Partner to *thrive*

SIMPLY, SECURELY, SUSTAINABLY

Our team is focused on delivering product together with customer focused services which ensure optimised blends, efficient logistics and a pricing strategy that offers the customer flexibility in purchasing as well as better ways to manage risk. We combine our production and trading activities to offer the full spectrum of specifications for customers throughout the European Union.

The Cargill team of 37 professionals is based in Europe with a commercial staff representing seven nationalities. There are dedicated planning and supply chain specialists, logistics planners and quality and production supervisors. Uniquely our compliance unit has considerable experience of managing our complex mass balances from cultivation of crops to the production of final blends. It is responsible for issuing trustworthy and accurate proofs of sustainability (POS).

YOUR SUCCESS IS OUR PRIORITY

Working with Cargill means working closely together. We want to know you better. We take the time to understand your requirements and, wherever possible, to add value by improving or innovating the blend, logistics, compliance documentation or purchasing strategy. We look to build strong relations for the long term with clear performance measures and successful outcomes for our customers and Cargill.

Contact one of our teams to discuss how Cargill could help you improve your whole biodiesel buying experience. We believe you will be positively impressed.



CONTACT US

For commercial queries:
Biodiesel_Com_EU@cargill.com

For compliance queries:
Biodiesel_Sust_EU@cargill.com

For logistic queries:
Biodiesel_Logistics_Gent@cargill.com
Biodiesel_Logistics_Frankfurt@cargill.com

ABOUT US

Cargill provides food, agriculture, financial and industrial products and services to the world.

Together with farmers, customers, governments and communities, we help people thrive by applying our insights and 150 years of experience.

We have 153,000 employees in 67 countries who are committed to feeding the world in a responsible way, reducing environmental impact and improving the communities where we live and work.

