

## BiomassConsultancy.com™









Trading strategies



Risk management tools



- Project management
- Logistic solutions
- Biomass industry and policy makers



### **BFP** international

- Biomass commodity traders with roots in the agricommodities sector.
- Utilizing trusted network of suppliers to source for sustainable and reliable biomass sources and supply chains.
- Involved in setting up vertically integrated supply chains for energy companies
- Trading in wood chips and wood pellets, palm kernel shells, oil press cake, oilseeds and vegoils
- Agencies in Indonesia, Brazil and Africa. Setting up JV in Ukraine.



# Take Home Message

- 1. Biomass is an increasingly important energy source
- Large scale biomass imports into the EU is needed to meet renewable energy ambitions
- 3. The Netherlands is in a perfect position to develop as a key player in the biomass trade
- 4. Biomass products are commodities!



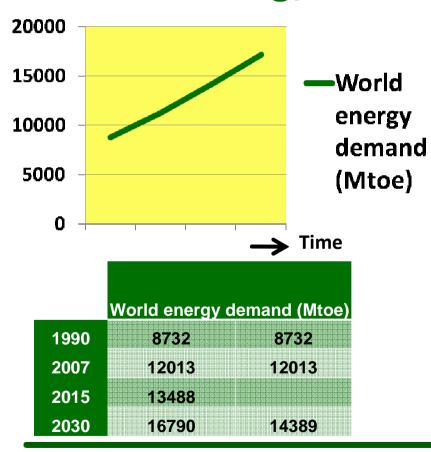
### 1. Biomass use for energy

- Energy security
  - Economy
    - Greenhouse gas reductions



### **Energy security**

World energy demand



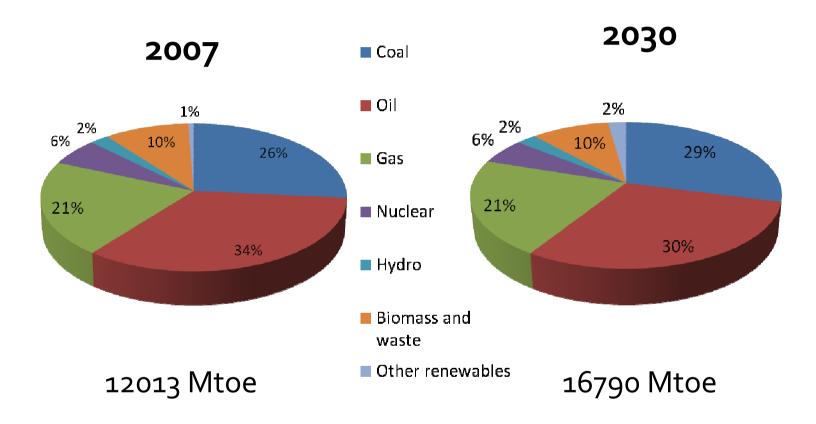
- IEA predicts a 20-40 % growth in demand between 2007 and 2030
- Over 90% of demand growth is from OECD countries
- ■EU demand remains at

~1700 Mtoe

WEO Outlook 2009



### **Energy sources**



Biomass share up to 13,5 % in alternative energy scenario
WEO Outlook 2009



### **Energy security**

Geopolitical factors



**EU: Renewable Energy Directive (RED)** 

**US: Energy Independence** and Security Act (EISA)



# **EU Renewable Energy Directive**

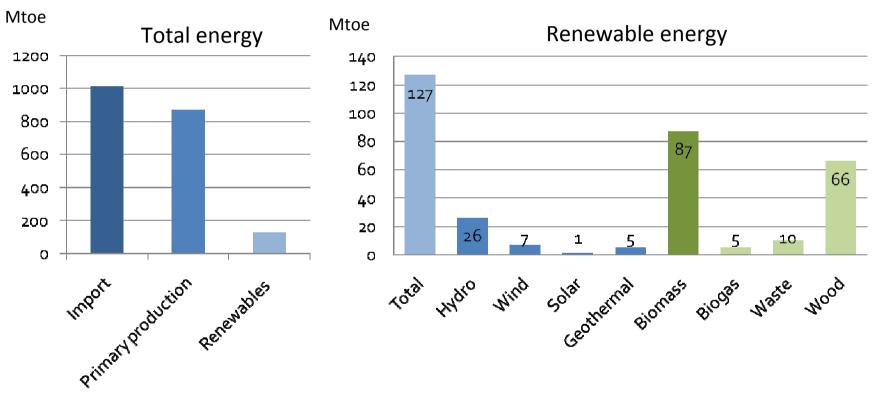


20% Renewable energy production20% Energy efficiency20% Greenhouse gas reductions

- Renewable energy: mandatory target
- Includes 10% biofuels
- Sustainability provisions
- 165 195 Mtoe biomass (6.9 8.2 EJ)



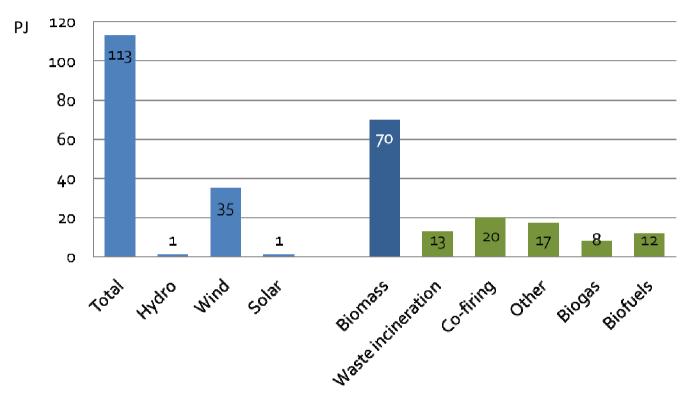
# EU renewable energy production



Eurostat. 2006



### The Netherlands

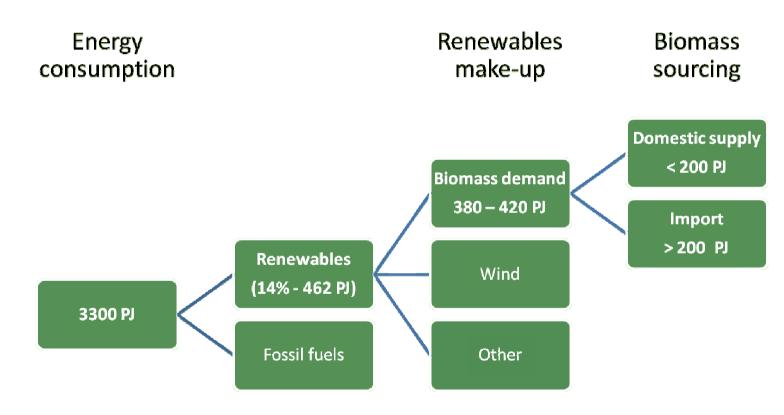


- Renewable energy share is 3.4 % (2008)
- Biomass main source for higher renewable energy production levels

CBS. 2009



# Biomass imports to secure energy supply





# **Economy**

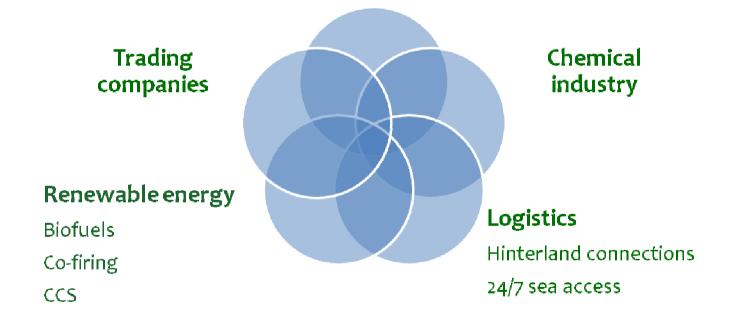




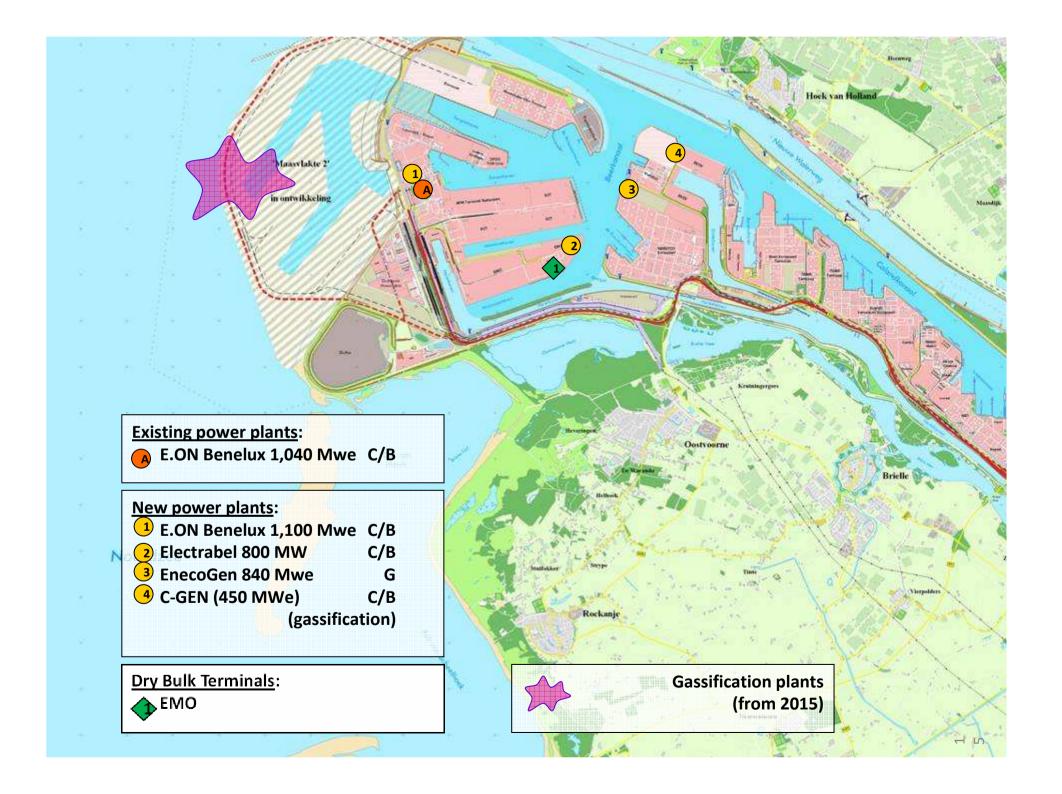
### **Rotterdam BioPort**

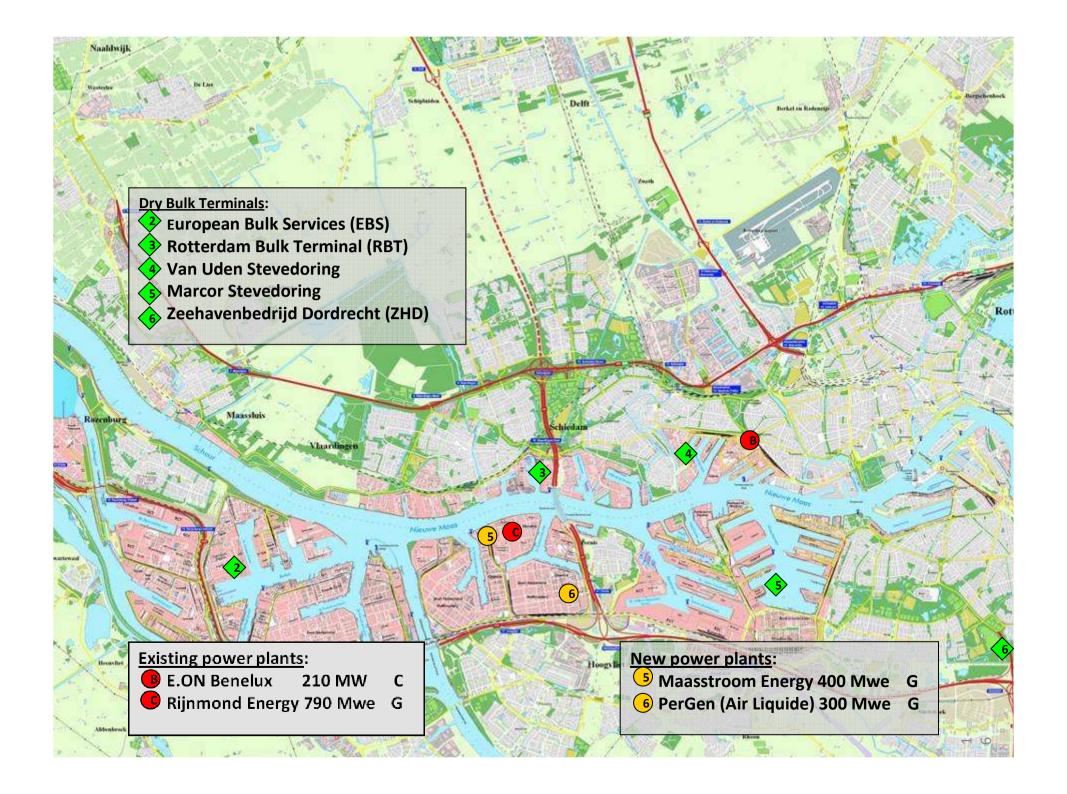
#### Existing energy hub

Mineral oils and natural gas
Power stations



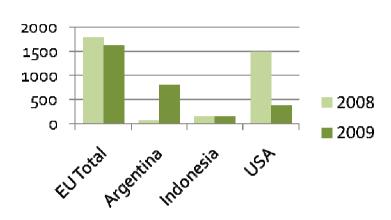




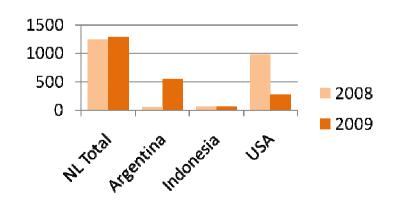


### **Biofuel trade**

#### **EU Biodiesel import** (kton)



#### **NL Biodiesel import** (kton)



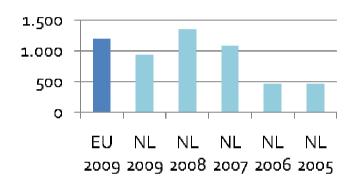
- 2009 EU biodiesel production > 8 Mtons
- EU biodiesel capacity ~ 20 Mtons
- Rotterdam production capacity is 850 kton
- Neste Maasvlakte 800 kton (2011)
- Trade is mostly extra-EU

FO Licht Commosupply

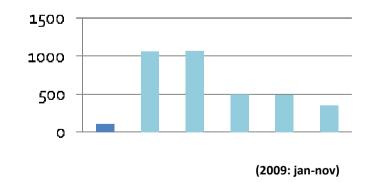


### **Biofuel trade**

#### **Alcohol import** (million I)



#### Alcohol export (million I)



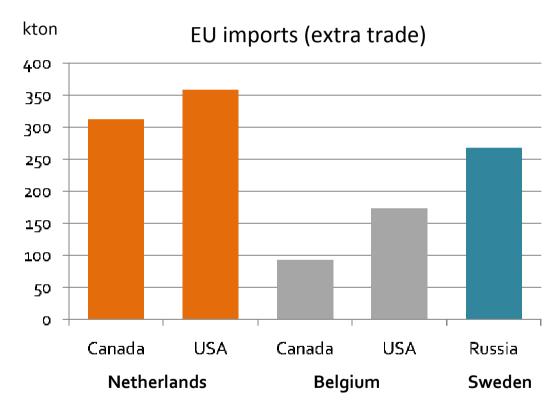
- Total EU ethanol demand to grow from 7.8 (2009) to 10.0 bn liters (2010)
- Non-fuel demand 3.4 bn liters
- 1.6 bn liters of new capacity commissioned in 2010
- Abengoa Europoort: 0.48 bn l
- Grain most relevant feedstock
- Trade is intra-EU and ACP-countries

FO Licht LMC



### Rotterdam wood pellet imports

- 0,9 Mton (2008)
  - 876 kton cofiring
  - 5 end users

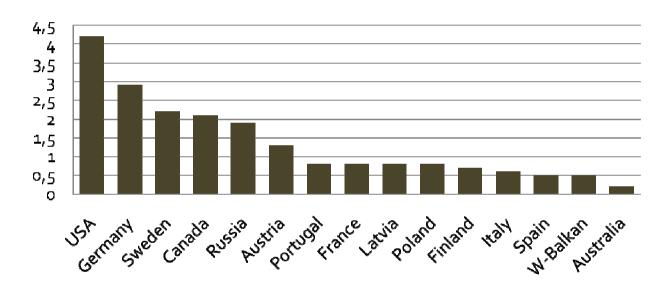


Pellet@tlas. 2009



### Wood pellet supply

2009 pellet production capacity



- Estimated production ~ 20 Mtons
- EU accounts for ~ 8 Mtons
- International trade ~ 4 Mtons



### Biomass is a true commodity

- Strong growth in biomass traded volumes
- Challenges:
  - Financing (upstream)
  - Trade specifics (contracts)
  - Logistics (transport, storage)
  - Product standardization



### **Rotterdam Biomass Programme**

- Promoting biomass to generate renewable energy
  - Co-firing in local coalfired powerstations
  - Biomass-fueled power stations
  - Enhancing the physical infrastructure
- Promoting biomass trade in/via Rotterdam
  - Rotterdam Biomass Commodity Network (RBCN)
  - Biomass commodities exhange
- Supporting industrial bio-based production
- Supporting development and use of sustainable biomass criteria

### **RBCN**

Rotterdam Biomass Commodities Network



www.rbcn.nl



# **Biomass Commodities Exchange**

- Trading market with physical delivery
  - Wood pellet contracts
  - Clearing house
- Facilitate risk management strategies and hedging instruments
- Improve price transparency
- Increase the biomass volume of both physical and trading streams

# Sustainability





# **EU Renewable Energy Directive**

- Mandatory sustainability regime for biofuels and bioliquids:
- » Land with high biodiverse value
  - Highly biodiverse grasslands to be defined
- » Land with high carbon stock
  - Carbon stock guideline coming in March
- » Minimum GHG savings
- » 'Cross-compliance' rules in the EU's common agricultural policy to apply
- » Chain of Custody: Mass Balance
- » Reporting requirement for companies: proposal this month

European Commission, 2010



#### No binding EU scheme for solid biomass:

- » National schemes can be developed but with internal market in mind
- » Commission recommendations for criteria: similar to biofuels/bioliquids
- » Member States to monitor and report on origin of biomass through data gathering/ surveys etc.
- » Tender to study developments of national schemes and impacts on internal market
- » Commission will review in 2011 whether further measures are needed to ensure sustainability

2010 BFP

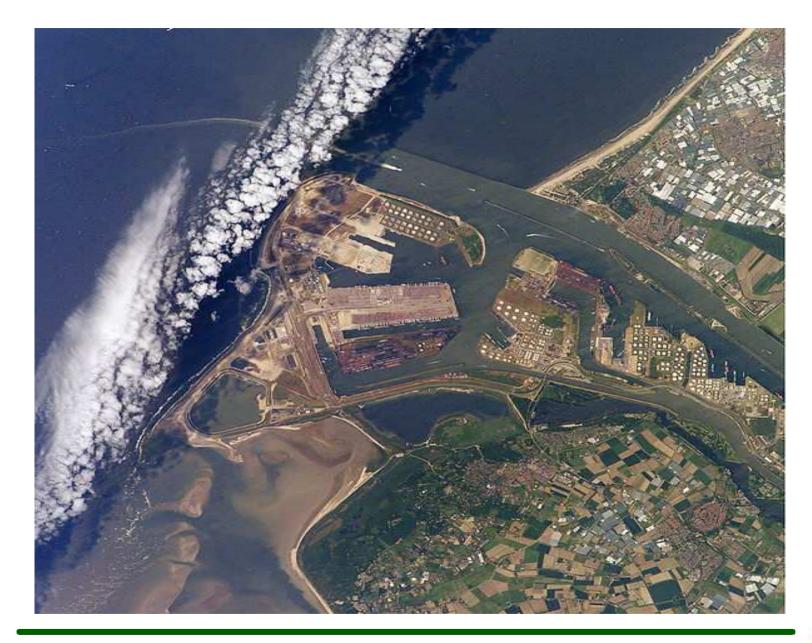
### National implementation

#### Biofuels and bioliquids

- » Member States to set up rules on how companies can comply
- » Obligation to transpose EU Directive by 5th December 2010 in national legislation
- » National legislation may not apply additional criteria
- » Recognition of voluntary schemes requires approval of Commission and all Member States

#### Solid Biomass

» SDE-2010 subsidy scheme does not include large scale cofiring





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