

# SHINING BRIGHT

2023 Western Dubuque Biodiesel

Annual Shareholders Meeting

September 21, 2023



# Agenda



01

## Welcome

17<sup>th</sup> Meeting of the Western  
Dubuque Biodiesel Shareholders

02

## Introduction

Directors , Management and  
Support Staff

03

## Vote on Election

Two current directors  
- Bruce Klostermann  
- George Davis

04

## Valuation of Shares

- Bruce Klostermann

# Agenda continued

05

## Company Results

- Financial Review
- Production
- Sales

06

## Federal & State Policy Review -- Why Politics discussed

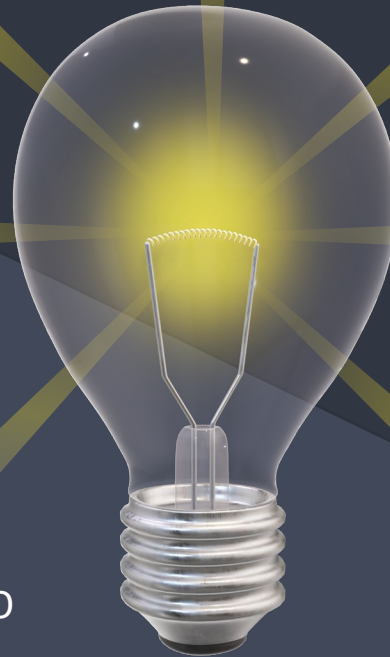
07

## Q & A Panel

Bruce Klostermann – CEO  
Craig Breitbach – Finance Chairman  
Tom Brooks – General Manager / COO

08

## Voting Results



# Board Members

**William G. Schueller, Chairman**

**Farley**

**Bruce Klostermann, President**

**Dubuque**

**Joyce Jarding, Secretary**

**Farley**

**George Davis, CFO, Treasurer**

**Dubuque**

**Craig J. Breitbach**

**Farley**

**Jack Friedman**

**Dyersville**

**David P. O'Brien**

**Epworth**



**\*\* Dave couldn't be with us due to prior work commitments**



# Management & Staff

- **Tom Brooks**      **General Manager**
- **Troy Gibbs**      **Operations Manager**
- **Mary Jo Rooney**      **Controller & Director of Elections**
- **Chris Rausch**      **Quality Manager**
- **Renee Fendell**      **Administrative Assistant**



# Proposal # 1

The proposal is for the election of the following nominees to serve on the Board of Directors of the Company for the term provided in the Proxy Statement:

**\*\*Bruce Klostermann - Currently serves as a Director**  
**George Davis - Currently serves as a Director**

**\*\* Bruce served a 1year term to balance out the groups**



# Q & A Concerning the Proposal



# 2023 Management Results



## Financial Results

2019 thru  
08/2023

## Production/ Sales Results

2019 thru  
08/2023

## Market Influencers

- IA Legislation
- Federal Legislation
- EPA Set (2024 -2026)
- Industry Influences

# Shareholder Value

## WDB Member Value Received Per Share / Since Inception

Total Distributions	\$	2,730.00	
Small Producers Tax Credit	\$	718.00	
Iowa Investment Tax Credit (5 yrs.) TOTAL	\$	50.00	
<b>BENEFIT RECEIVED:</b>	\$	3,498.00	
Tax gain benefits passed through:	\$	142.65	per share
Based on (25 % Bracket or 40 % Bracket)	\$	35.66 / 57.06	per share
<b><i>TOTAL BENEFIT RECEIVED / UNIT:</i></b>	\$	3,462.34 / 3,440.94	





# HEDGES & WHY WE USE THEM

- A hedge is a strategy that seeks to limit risk exposures in financial assets and offers one the ability to lock in margin.
- WDB is in control of our net revenue, not the market.  
In other words, we are a market maker vs being a market taker.
- Besides protecting WDB from various types of risk, it is believed that hedging makes the market run more efficiently.
- WDB has a steady flow of feedstock coming in and biodiesel going out. Vendors and clients like consistency and vendors are willing to offer less for consistency while clients are willing to pay up for it.





# HEDGES & WHY WE USE THEM continued



Using a 40 cent per gallon operating cost to keep everything constant.

■ Current margins are not nearly as profitable. We use the Platts Chicago Biodiesel number and we typically must take off transportation cost of \$ 0.25 - 0.30 per gallon . Customers usually buy at a minimum of Heating Oil minus \$0.25 plus the B.T.C. plus the RIN

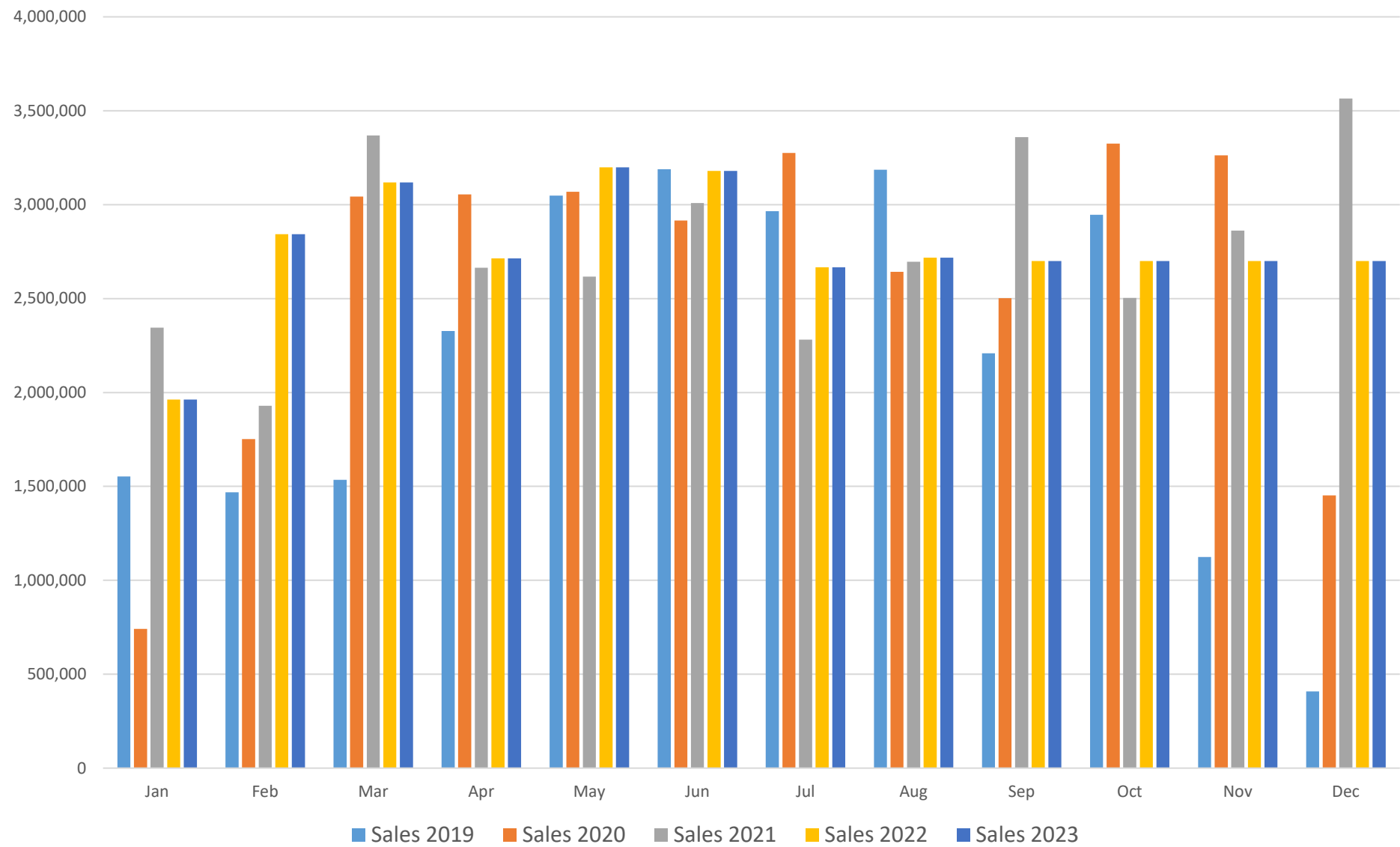
Our spot margins that the below chart shows probably needs to have 25 cents/gal reduced.

2023 to date average margin was 34 cents/gal – 20 for increased operating cost and transportation would equate to 14 cents/gal....

2022 average margin was 38 cents/gal – 25 = 13 cents/gal margin.

IF we sold 100% of our volume in the spot market, we would have averaged less margin/gal.

# WDB Sales 2019 - 2023



# Nearby Soybean Oil Futures

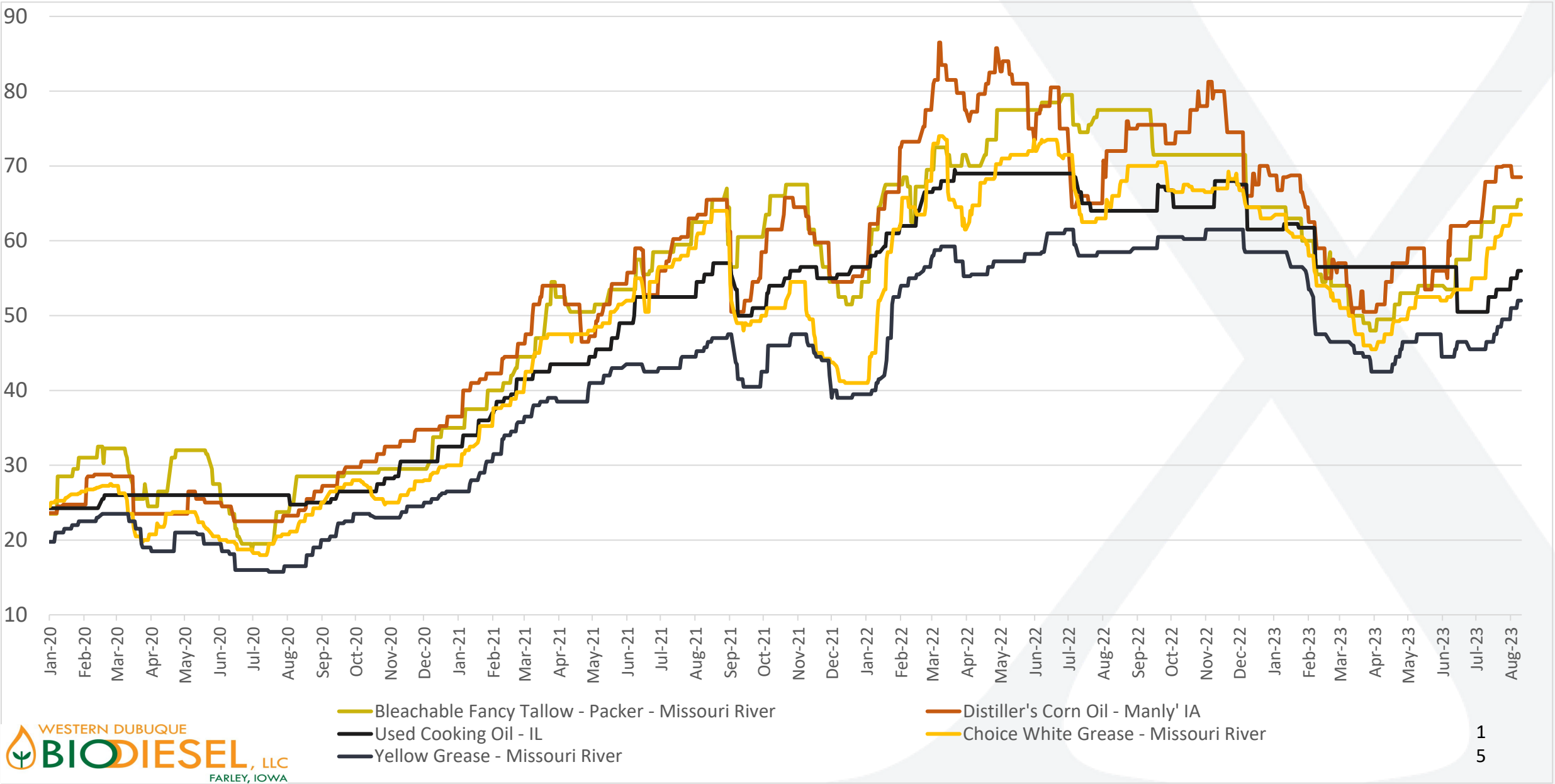


ProphetX  
powered by DTI

# Central IL RBD-Crude Degummed Soybean Oil Basis

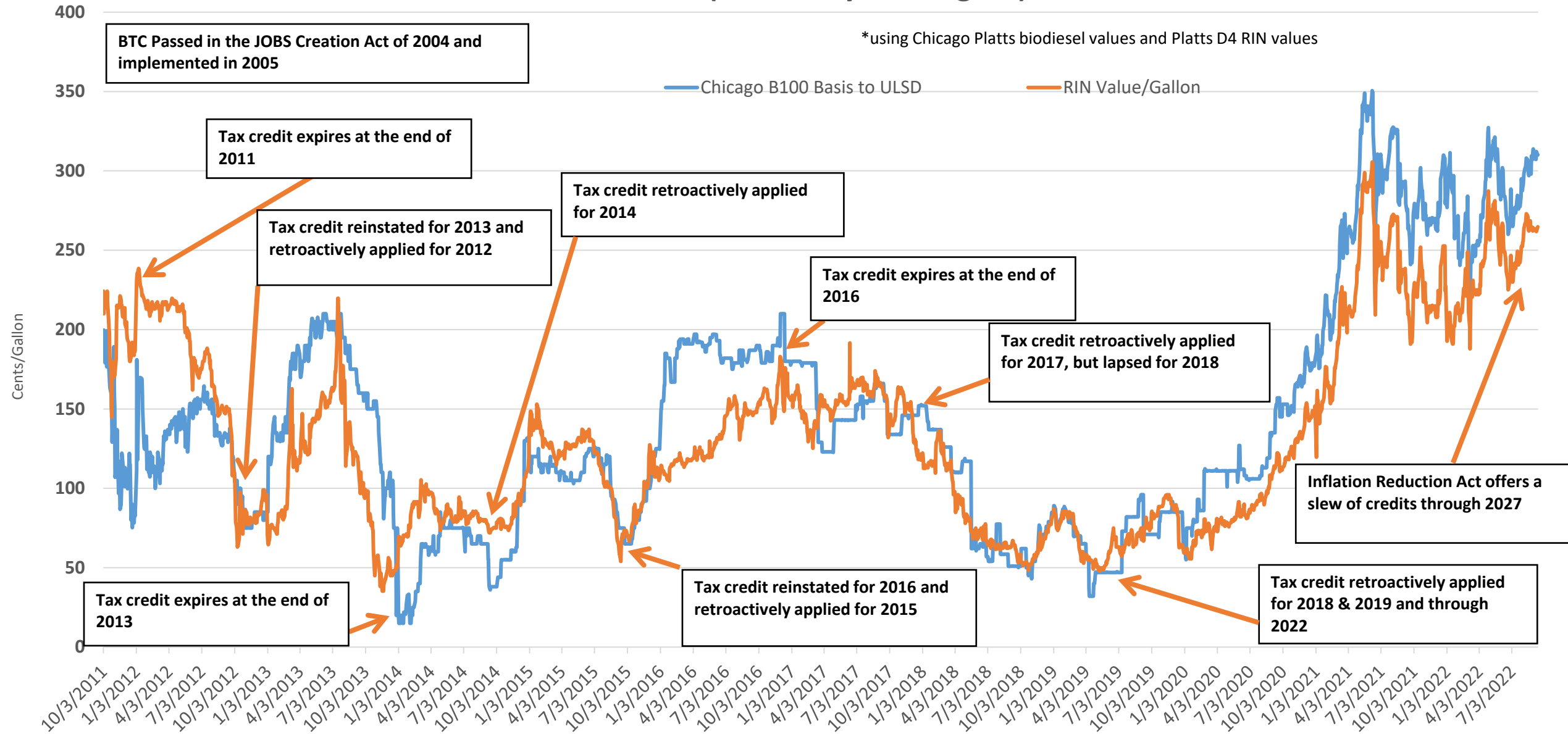


# Historic Fats & Greases Price (cents/lb.) Source: The Jacobsen



— Bleachable Fancy Tallow - Packer - Missouri River  
— Used Cooking Oil - IL  
— Yellow Grease - Missouri River  
— Distiller's Corn Oil - Manly' IA  
— Choice White Grease - Missouri River

## Biodiesel Basis to NYMEX ULSD (Previously Heating Oil)

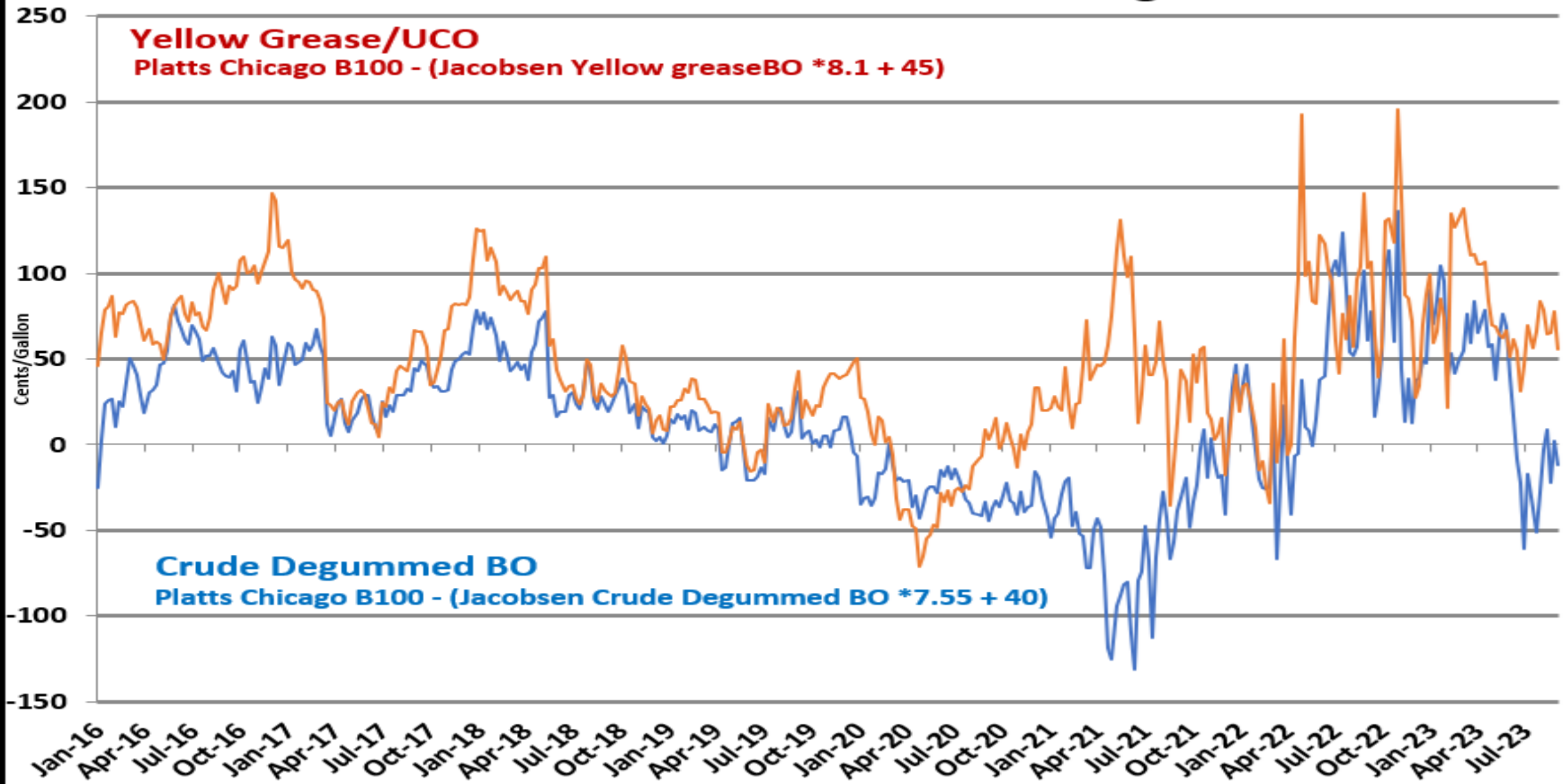




# Platts D4 RIN Value/Gallon of Biodiesel



# Historical Cash Biodiesel Margins



# Financial Highlights

## Profit & Loss 2019-2023

Sales



\$ 696,338,029

Net Income



\$ 62,550,711

Distributions/share



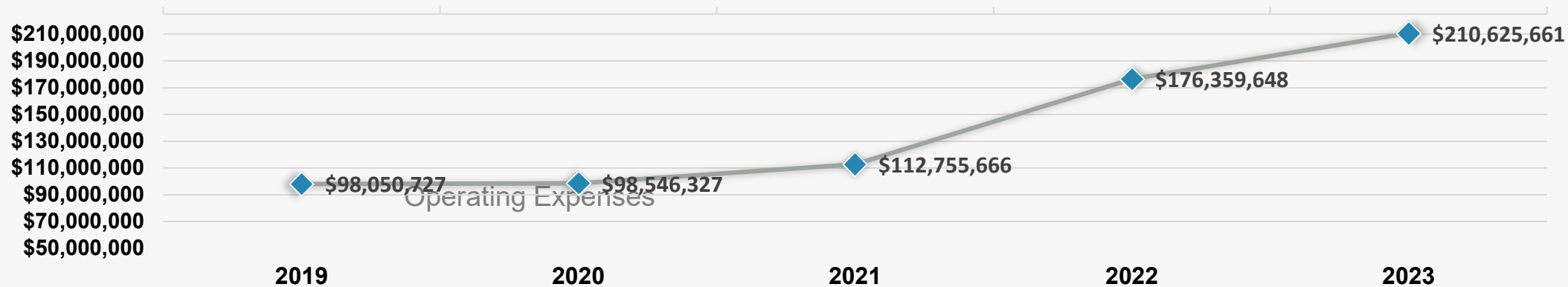
\$ 2,730

Total Distributions



\$ 81,228,420

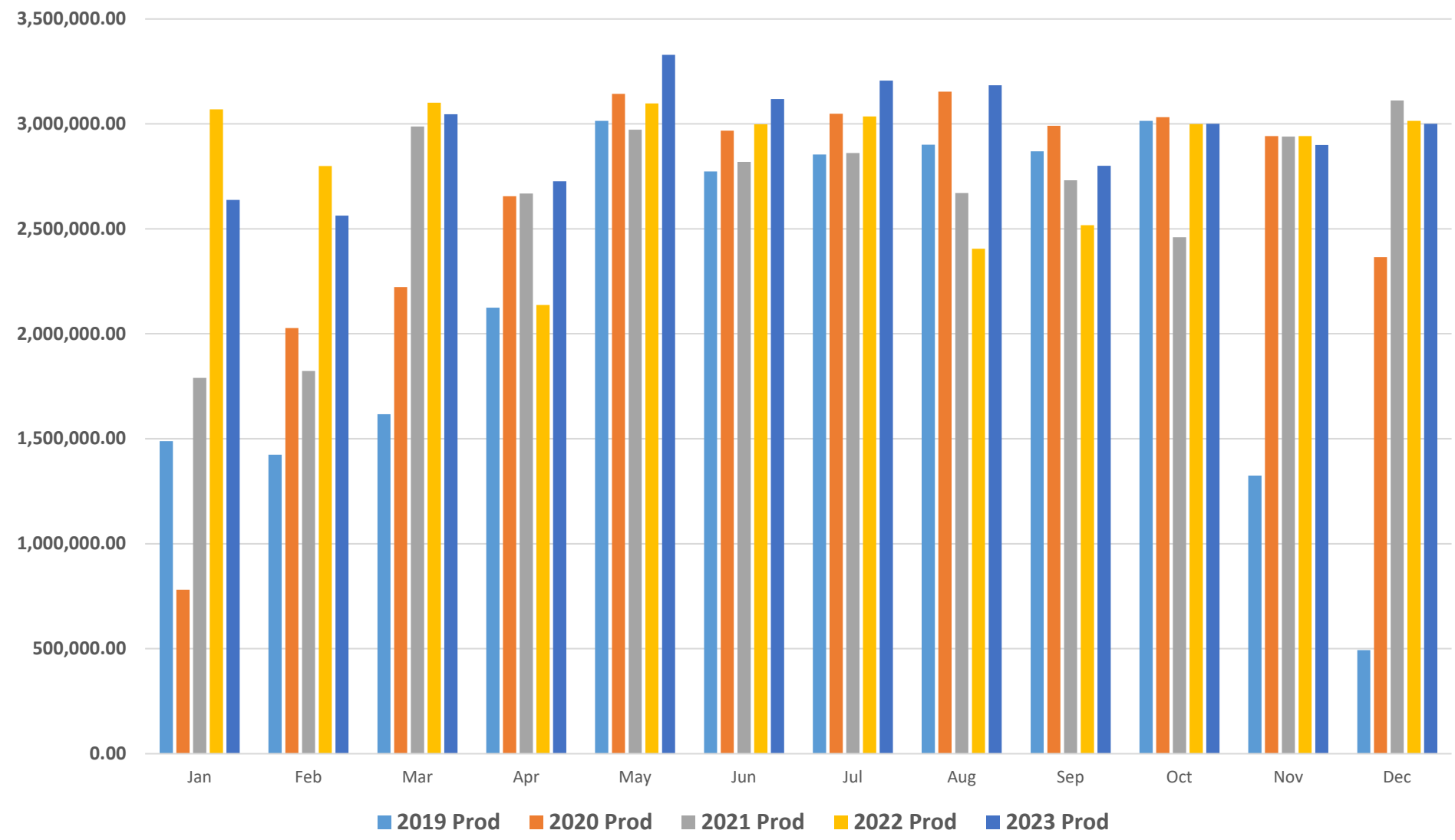
## (5 Year Sales)



# WDB Sales 2019 thru 2023

	Sales 2019	Sales 2020	Sales 2021	Sales 2022	Sales 2023	
Jan	1,552,266	741,772	2,344,709	1,962,536	2,673,886	
Feb	1,468,617	1,751,315	1,929,133	2,843,246	2,802,505	
Mar	1,535,289	3,042,865	3,368,864	3,118,698	2,776,138	
Apr	2,327,398	3,054,934	2,664,095	2,713,932	3,131,521	
May	3,047,756	3,068,731	2,616,740	3,198,336	3,102,684	
Jun	3,188,838	2,915,847	3,008,502	3,178,899	3,154,921	
Jul	2,964,635	3,274,837	2,281,088	2,666,118	2,864,214	
Aug	3,185,496	2,641,743	2,695,705	2,717,007	3,369,249	
Sep	2,209,127	2,502,267	3,358,730	2,643,596	2,700,000	
Oct	2,945,491	3,324,478	2,503,721	2,373,997	2,700,000	
Nov	1,124,816	3,262,787	2,862,163	3,500,055	2,700,000	2023
Dec	408,091	1,452,428	3,565,035	2,311,364	2,700,000	Thru August
Sum	25,957,820	31,034,004	33,198,485	33,227,784	23,875,118	

# WDB PRODUCTION



# WDB PRODUCTION 2019 to 2023

	2019 Prod	2020 Prod	2021 Prod	2022 Prod	2023 Prod
Jan	1,487,953.00	780,516.75	1,789,661	3,069,719.00	2,638,099
Feb	1,423,711.00	2,027,645.62	1,822,695	2,799,534.00	2,562,579
Mar	1,616,642.00	2,222,786.95	2,987,480	3,101,076.00	3,045,390
Apr	2,124,805.00	2,655,539.00	2,667,744	2,137,669.00	2,726,623
May	3,014,477.00	3,142,604.00	2,972,426	3,096,804.00	3,329,258
Jun	2,773,664.00	2,967,892.41	2,819,078	2,998,162.00	3,118,826
Jul	2,854,136.00	3,048,095.35	2,861,047	3,035,158.00	3,205,627
Aug	2,900,542.00	3,153,579.69	2,670,529	2,404,648.00	3,183,940
Sep	2,868,861.00	2,990,852.00	2,731,212	2,517,590.00	2,800,000
Oct	3,013,818.00	3,031,930.00	2,459,546	2,998,952.00	3,000,000
Nov	1,324,659.00	2,942,129.00	2,939,792	2,942,084.00	2,900,000
Dec	492,903.00	2,365,316.00	3,110,902	3,014,533.00	3,000,000
Sum	25,896,171	31,328,887	31,832,112	34,115,929	35,510,342



## WDB Financials

	2020	2021	2022	2023 Thru Aug
<b>Net Sales</b>	<b>98,546,406</b>	<b>112,755,587</b>	<b>176,359,648</b>	<b>142,726,225</b>
<b>Cost Goods Sold</b>	<b>91,888,635</b>	<b>107,344,926</b>	<b>160,025,427</b>	<b>131,268,518</b>
<b>Feedstock Cost</b>	<b>83,009,149</b>	<b>89,482,806</b>	<b>150,017,082</b>	<b>124,715,250</b>
<b>Gross Profit</b>	<b>6,657,693</b>	<b>5,410,7404</b>	<b>16,334,221</b>	<b>11,457,708</b>
<b>Net Income</b>	<b>5,578,288</b>	<b>8,057,404</b>	<b>14,732,541</b>	<b>6,032,149</b>
<b>Earnings Per Share</b>	<b>187.48</b>	<b>270.80</b>	<b>495.14</b>	<b>202.73</b>

# MARKET INFLUENCERS

State & National





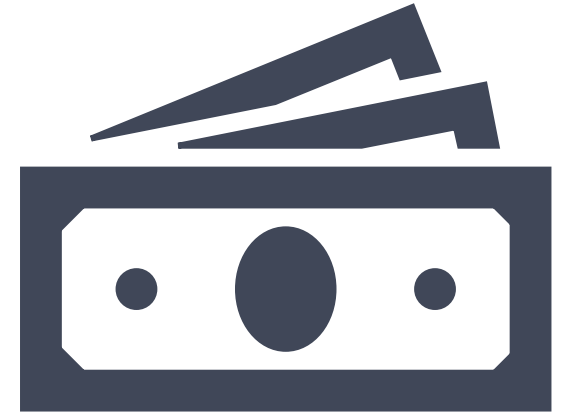
# Key 2023 Legislation

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# Implemented: Biofuels Access Act

## Biodiesel Production Credit

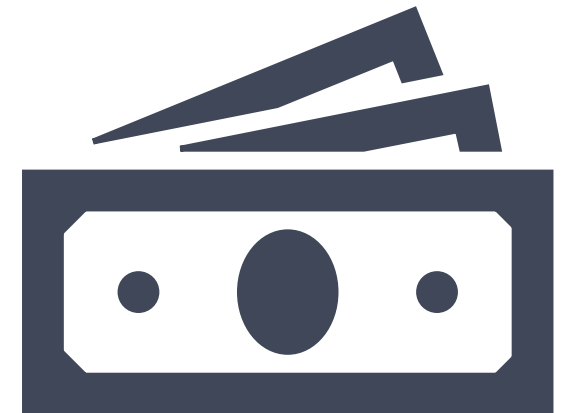
- Effective Date January 1, 2023
- Each gallon \$0.04
- Capped at 25 million gallons
- Through December 31, 2027



# 2022 Biofuels Access Act

## Fuel Excise Tax Differential

- Effective Date July 1, 2024
- B20 or higher with an eroding \$0.03 differential based on market share
- Sunsets June 30, 2030



# 2022 BIOFUELS ACCESS ACT

- Retailers Credit:
  - ~~B5-B11~~: \$0.035/gallon through Dec. 31, 2022
  - B11-B19: \$0.05/gallon through Dec. 31, 2027 (effective Jan. 1, 2023)
  - B20-B29: \$0.07/gallon through Dec. 31, 2027 (effective Jan. 1, 2023)
  - **B30+: \$0.10/gallon through Dec. 31, 2027**





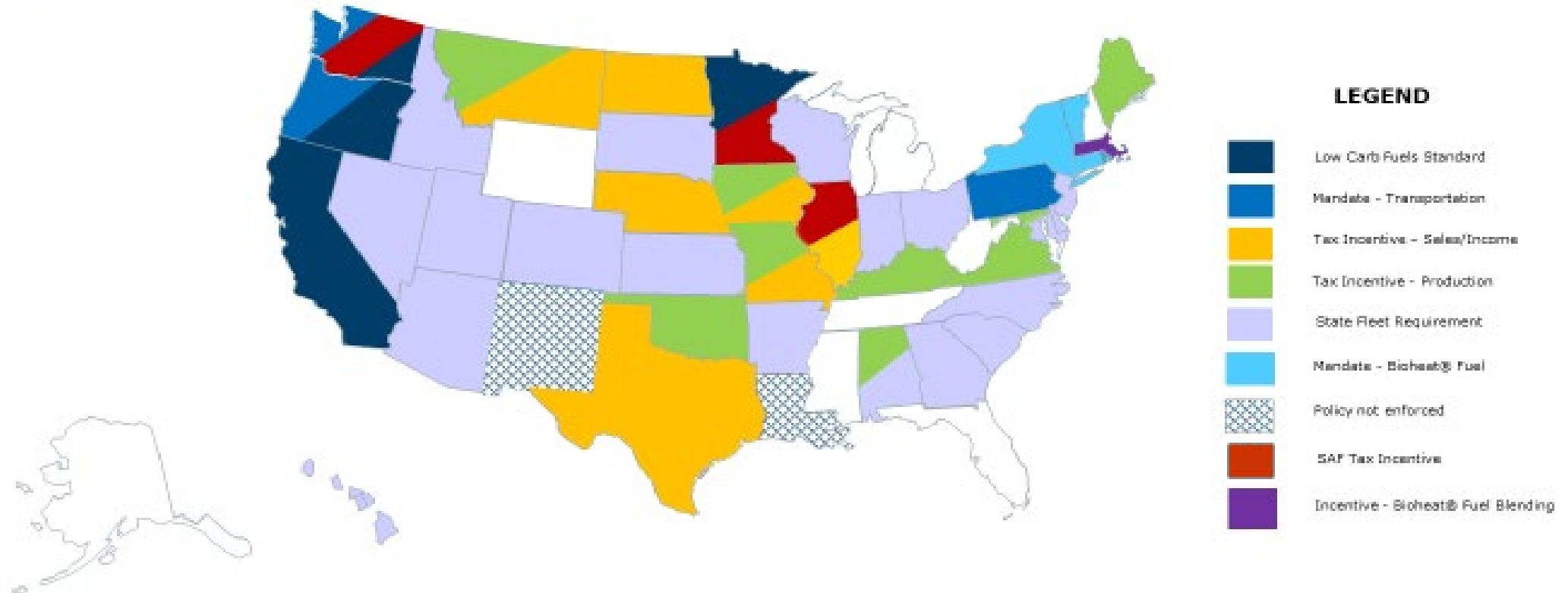
## DOR RETAILERS FUEL GALLONS REPORT - 2022



- Biodiesel blends at pump continue to expand in Iowa
- Made up 70 percent of reported on-road diesel sales in the state in CY 2022
- Number of reported taxable gal. of diesel containing biodiesel = 441 million

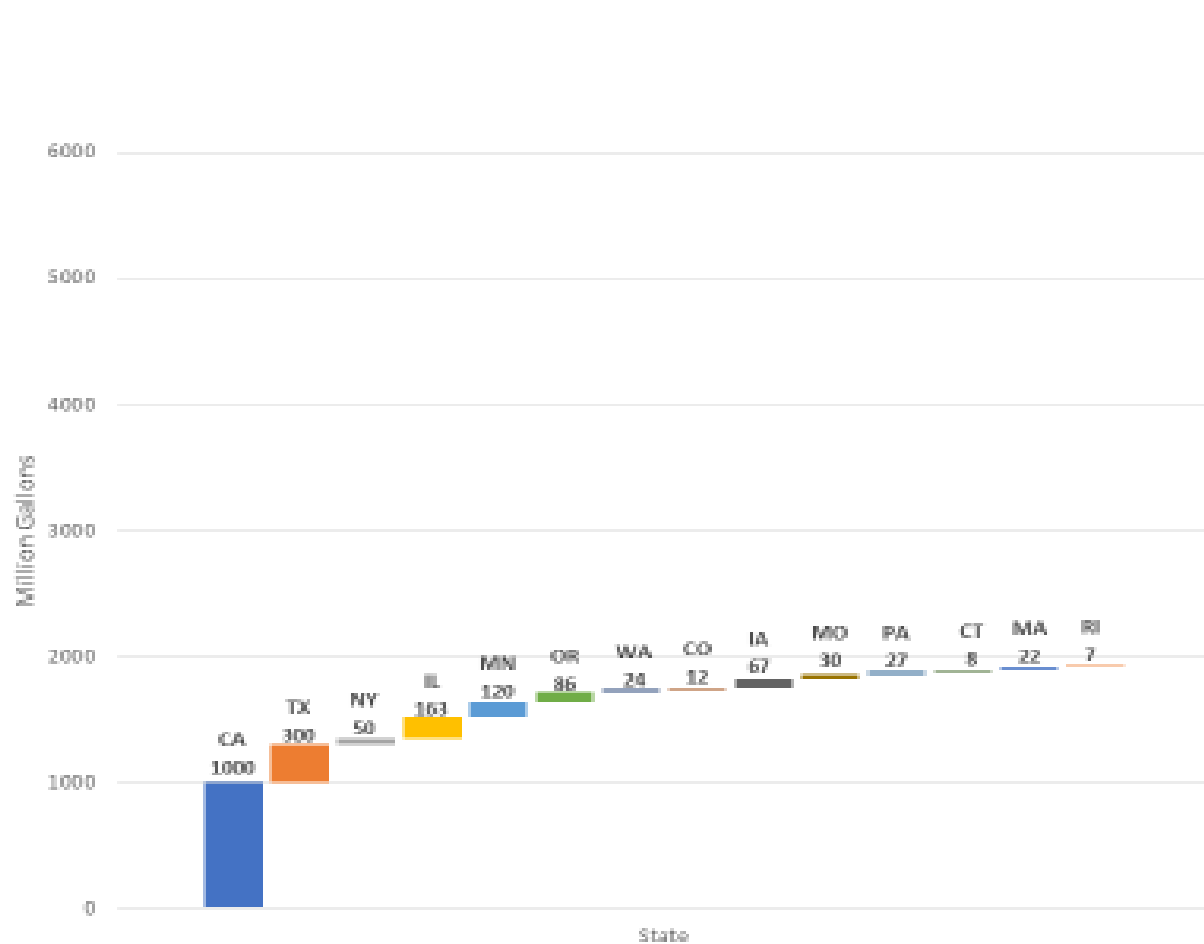


# STATES WITH NOTABLE BIODIESEL POLICIES

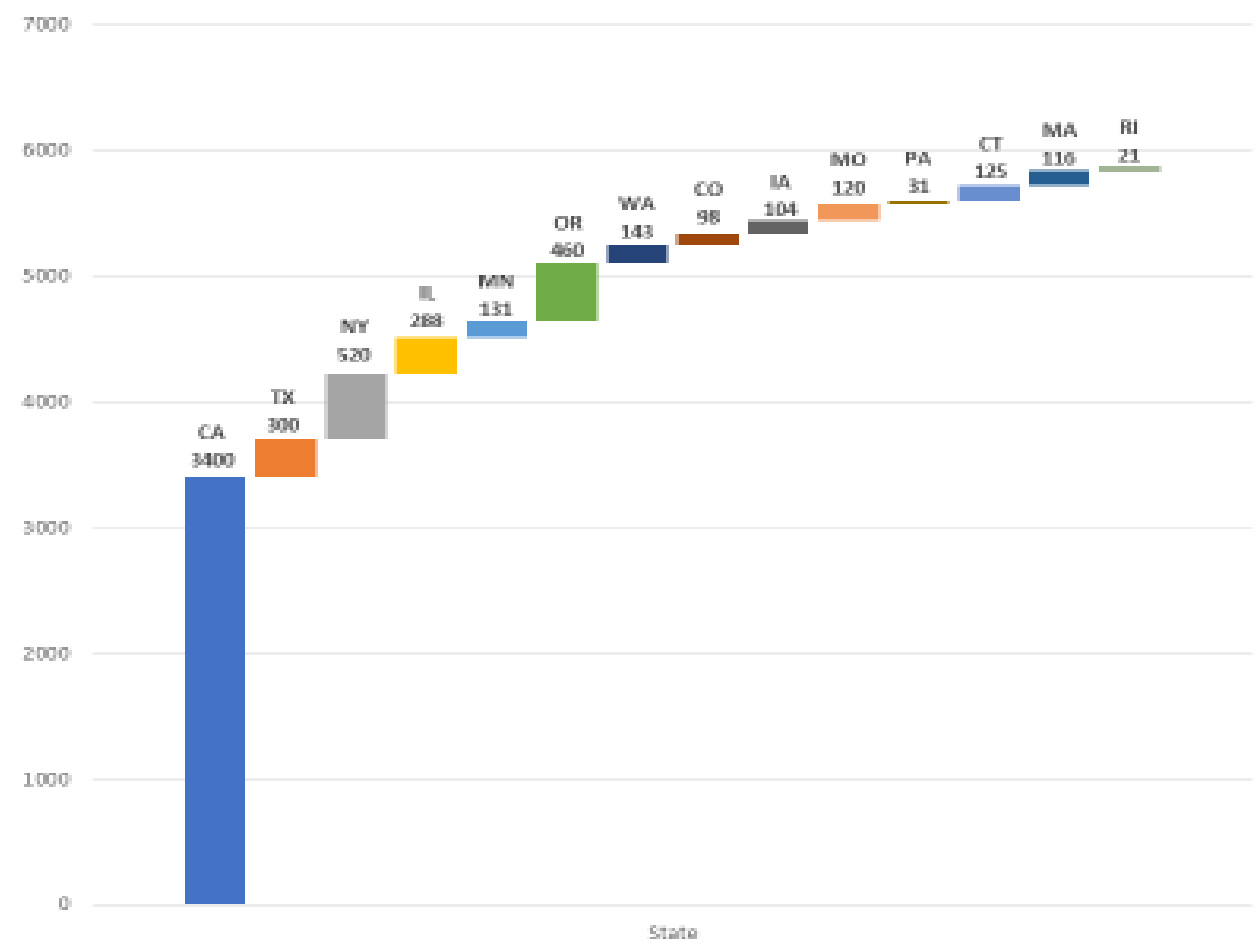


Current as of 06/06/2023  
Data from DOE Alternative Fuels Data Center and Individual State Statutes

# 2020 1.9 Billion Gallon State Market



# 2030\* 5.9 Billion Gallon State Market



\*Potential growth based on established or proposed requirements

## Midwest Momentum Continues...



*Four Midwest states in the past two years have passed biodiesel policies signaling its priority in the region.*

- [cleanfuels.org](http://cleanfuels.org) -



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# OTHER STATE ACTIVITY

## Illinois SAF

- First state to incentive SAF
- \$1.50 per gal.
- GHG reduction requirement

## Missouri

- Changes to biodiesel Producer's Tax Incentive
- Increase cap to \$5.5m

## Indiana

- Introduction of tax incentives for blending and selling biodiesel

## Michigan 'Big 3'

- Biodiesel tax incentives for sale and production
- Clean Transportation Standard
- SAF

## Minnesota SAF

- \$1.50 per gal.
- GHG reduction requirement

## Colorado

- Close to passing sales tax exemption for biodiesel and renewable diesel

## 8.4 BGAL DIESEL NORTHEAST MARKET

	Transportation, MGal	Heating, MGal	Homes Heated	Total* Vol., MGal
Pennsylvania	1487	767	843,106	2,254
New York	1,230	935	1,663,000	2,165
New Jersey	848	256	298,525	1104
Massachusetts	452	579	707,835	1031
Connecticut	278	408	574,588	686
Maine	191	299	345,805	490
New Hampshire	103	221	234,629	324
Vermont	64	130	111,092	194
Rhode Island	67	95	128,844	162
Total*	4,700	3,690	4,907,424	8,400

- [cleanfuels.org](http://cleanfuels.org) -

\*totals may not add due to rounding

# NORTHEAST: IT'S ALL ABOUT BIOHEAT® FUEL 4-7 BILLION GAL. MARKET OPPORTUNITY

## Connecticut

Bioheat® Fuel mandate signed into law July 2021

B5 by 2022

B10 by 2025

B15 by 2030

B20 by 1034

B50 by 2035

## Rhode Island

Bioheat® Fuel mandate signed into law July 2021

B10 by 2023

B20 by 2025

B50 by 2030

## New York

Expanded current NYC B5 mandate statewide

B5 by 2022

B10 by 2025

B20 by 2030

Potential for 480m gallons of biodiesel annually!



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## MANDATES ALREADY IN EFFECT

### ✓ **New York:**

- Required statewide blend of B5 in 2022; B10 in 2025; B20 in 2030

### ✓ **Connecticut:**

- Required statewide blend of B5 in 2022; B10 in 2025; B15 in 2030; B20 in 2034; B50 in 2035

### ✓ **Rhode Island:**

- Required statewide blend of B5 in 2021; B10 in 2023; B20 in 2025, B50 in 2030



# NORTHEAST & MID-ATLANTIC STATES

## ✓ **Massachusetts:**

- Clean Heat Standard Proposed
- Prohibits Soy
- No certainty on LCA
- Mandates a certain percentage of heat pumps

## ✓ **Maryland:**

- Climate Change Commission recommendations include LCFS for transportation fuels
- State has hired RAP to study CHS
- MDE proposed new buildings electrification regulations with no reference to BMBD

## ✓ **Rhode Island:**

- State releases RFI for 2025 Climate Action Plan

## ✓ **Pennsylvania:**

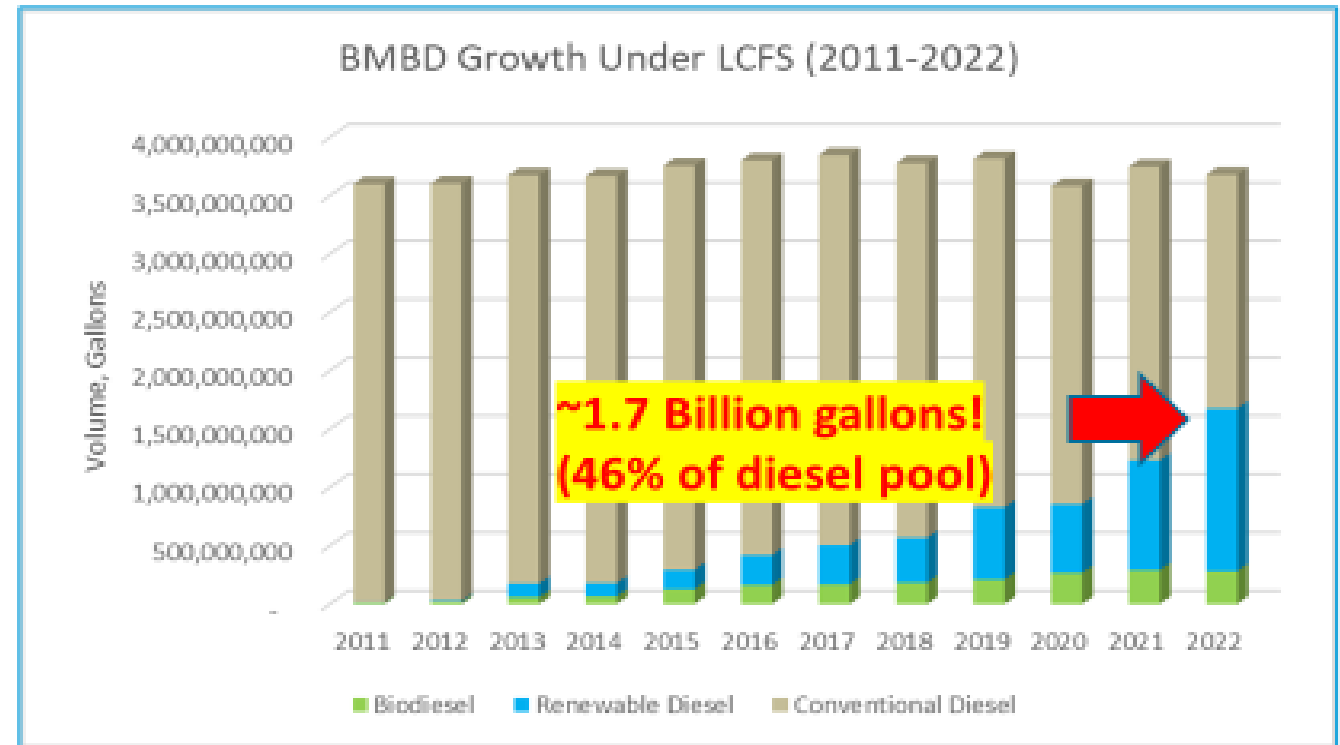
- LCFS legislation to be filed in Senate – all action in 2024



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# Decarbonizing the Heavy-Duty Sector While Transitioning to Electricity

- Biodiesel & Renewable Diesel (Biomass-based Diesel or BMBD):
  - 1.675 Billion gallons in 2022
  - 46% of diesel fuel (displaced 6.8 Bgal since 2011)
  - 45% of LCFS reductions (more than electricity, RNG, hydrogen combined)
  - 52.4 MMT since 2011, 42% of total reductions
  - Equivalent to removing 2.6 million vehicles in 2022 or avoiding 30.4 billion miles driven

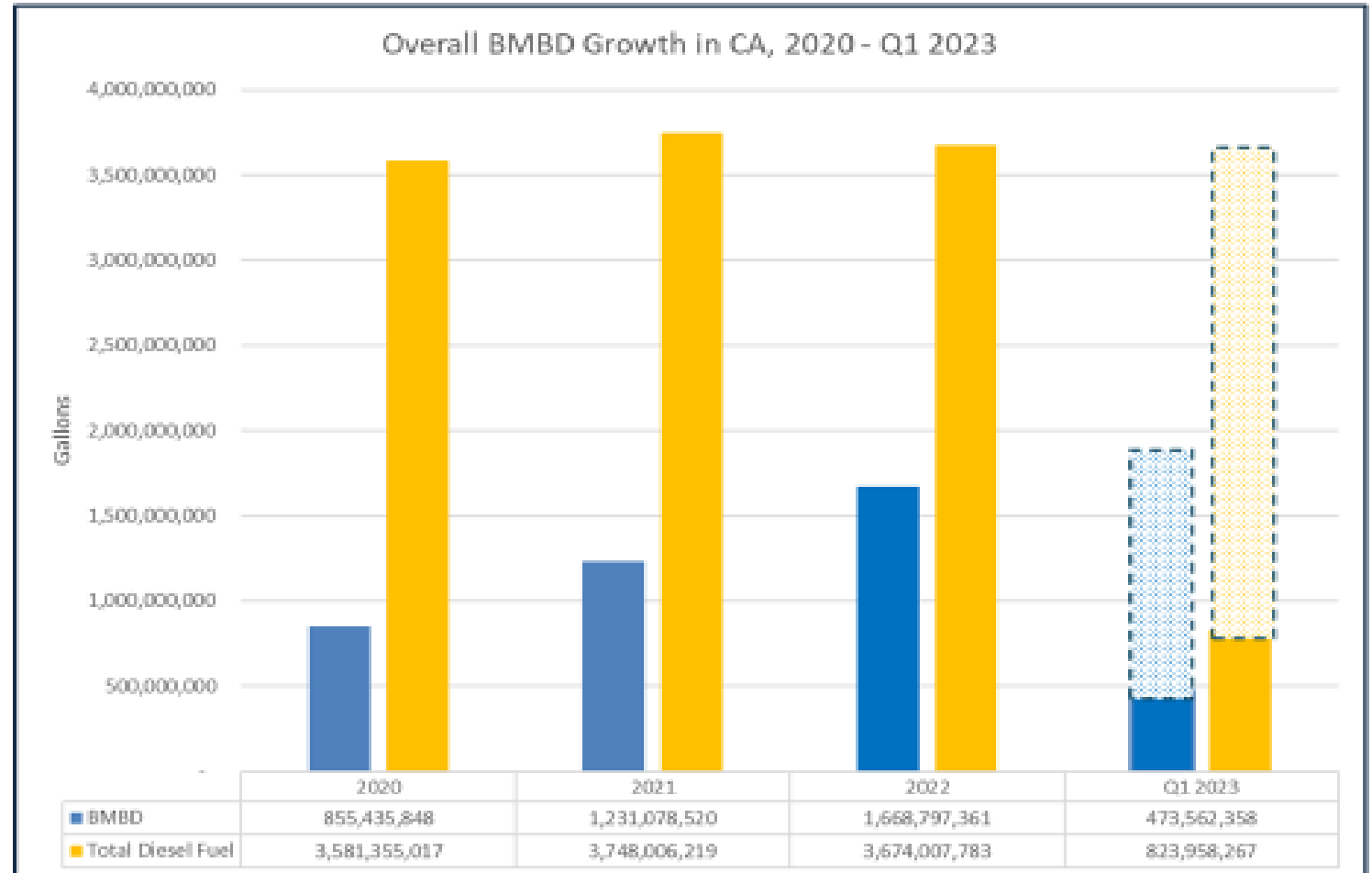


Source: CARB LCFS Dashboard, April 2023

# STRONG BD/RD GROWTH IN CA

Strong growth, steady displacement of petrodiesel

- 2020: 855M gal (24% of diesel pool)
- 2021: 1.23B gal (33% of diesel pool)
- 2022: 1.67B gal (45% of diesel pool)
- **57.5%** of diesel pool in Q1 '23 (forecast to ~1.9B gal in 2023)



- [cleanfuels.org](https://cleanfuels.org) -

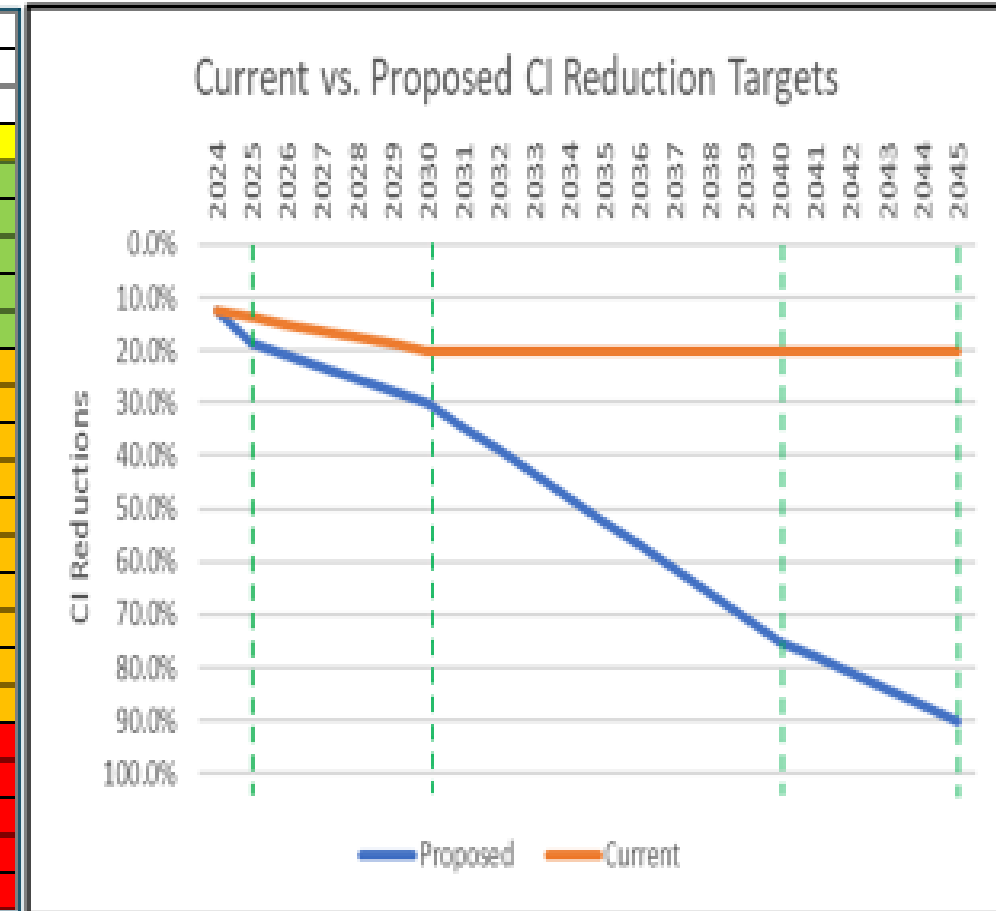
Source: LCFS Quarterly Data Spreadsheet, July 2023

# 2023 LCFS RULEMAKING (cont.)

## Other Major Elements:

- Aggressive CI reductions
  - 5% stepdown in 2025
  - 2.25% per year through 2030
  - 4.5% per year 2031-2040
  - 3% per year 2041-2045
- Regulate intrastate jet fuel
- Constraints on biomethane (avoided methane crediting by 2040, physical delivery to CA)
- Capacity credits for MDV/HDV charging & H2 refueling
- Book and claim for H2 pipeline injection

Year	CI Reduction Targets	
	Current	Proposed
2024	12.5%	12.5%
2025	13.75%	18.75%
2026	15.00%	21.00%
2027	16.25%	23.25%
2028	17.50%	25.50%
2029	18.75%	27.75%
2030	20.00%	30.00%
2031	20.00%	34.500%
2032	20.00%	39.000%
2033	20.00%	43.500%
2034	20.00%	48.000%
2035	20.00%	52.500%
2036	20.00%	57.000%
2037	20.00%	61.500%
2038	20.00%	66.000%
2039	20.00%	70.500%
2040	20.00%	75.000%
2041	20.00%	78.000%
2042	20.00%	81.000%
2043	20.00%	84.000%
2044	20.00%	87.000%
2045	20.00%	90.000%



- [cleanfuels.org](https://cleanfuels.org) -

- The RFS:
- Past, Present, and Future



# The Future of the RFS Program?

- There is no “sunset” date for the RFS program
  - We anticipate implementing the RFS program unless/until it is replaced or repealed by legislation
- But we expect the RFS program to continue to evolve (within the bounds of our statutory authority)
- Requests/suggestions we have heard from stakeholders:
  - New pathways, fuels, feedstocks, etc.
  - **Credits based on GHG performance**
  - **Carbon capture and storage**
  - **Consideration of smart agriculture practices**

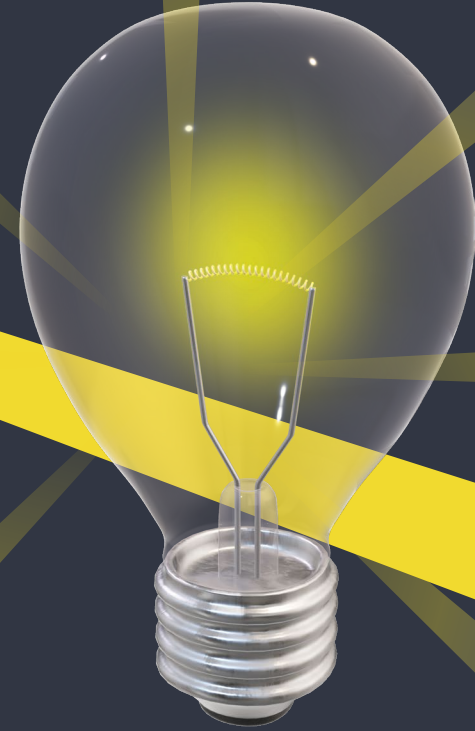
# MARKET INFLUENCERS

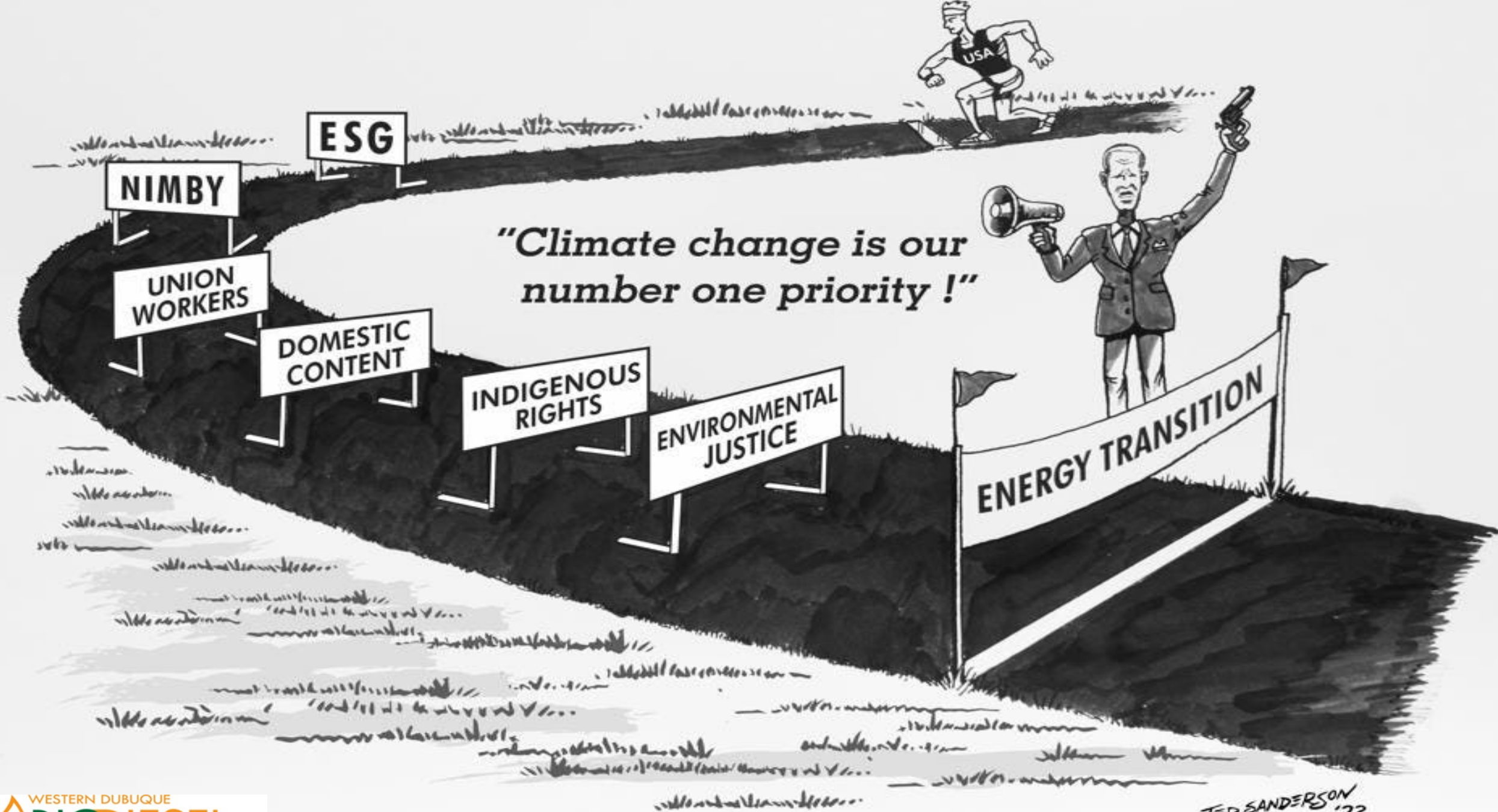
## Renewable Fuel Standard

- 2021 RVO 2.4 billion gals.
- 2022 RVO 2.73 billion gals.
- Closed small refinery exemptions loophole.
- RVOs for 2023 = 2.82 billion gal, 2024 = 3.04 billion gals, 2025 = 3.35 billion gals

## Inflation Reduction Act

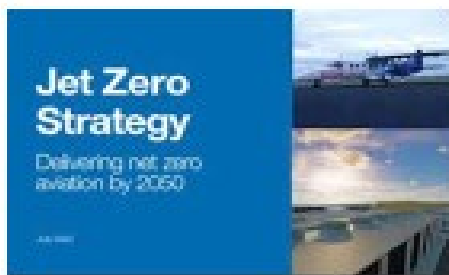
- Two-year extension of 2023 and 2024 of the biodiesel tax credit of \$1.
- Plus .10 cents a gal. for small agri-biodiesel producers.
- SAF - \$1.25 - \$1.75 gal. credit.
- NO CO-Processing
- **\$500 million for biodiesel blending infrastructure.**
- **2025 – switches to:**
  - Producer credit.
  - Tech neutral credit. ???



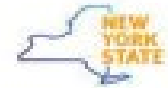




# MARKET DRIVERS



**NEW YORK'S CLIMATE LEADERSHIP and COMMUNITY PROTECTION ACT**



**Amtrak Sets Goal of Net Zero Greenhouse Gas Emissions by 2045**



**PepsiCo Plans To Be Carbon Neutral By 2040**



**KEEP PORTLAND WEIRD!**







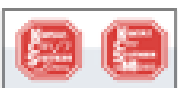
- cleanfuels.org -



**Maersk On Board Journey to Zero Emissions**



# BIODIESEL GOALS BY RAILROAD

		<u>Currently</u>
	Published <u>10%</u> by 2025 and <u>20%</u> by 2030 – currently on track to achieve goals	>5%
	Based on currently trend, a <u>15%</u> target by 2030 is possible	>3%
	Based on recent comments from Environmental VP, a <u>25%</u> target by 2030	>2%
	No stated goal yet	<2%
	No stated goal yet	<1%
	No stated goal yet, though will likely align close to UP	<2%
	Will likely follow CP's lead due to merger	

## Paris Climate Agreement:

- Limit Global Warming to well below 2 and preferred max 1.5 °C compared to pre Industrial level.
- This is progressive and is evaluated on a 5 yearly basis.
- Main lever is CO2 reduction.

## EU legislation:

- Recently launched the 'FIT for 55' -> Which means 55% less CO2 emissions in 2030 compared to 1990.

## IMO:

- 40% GHG reduction by 2030 compared to 2008
- 'Pursuing Efforts' towards 70% by 2050.

## MAERSK:

- 60% GHG reduction by 2030 compared to 2008
- Nett Zero CO2 Emissions from our ocean operations by 2050





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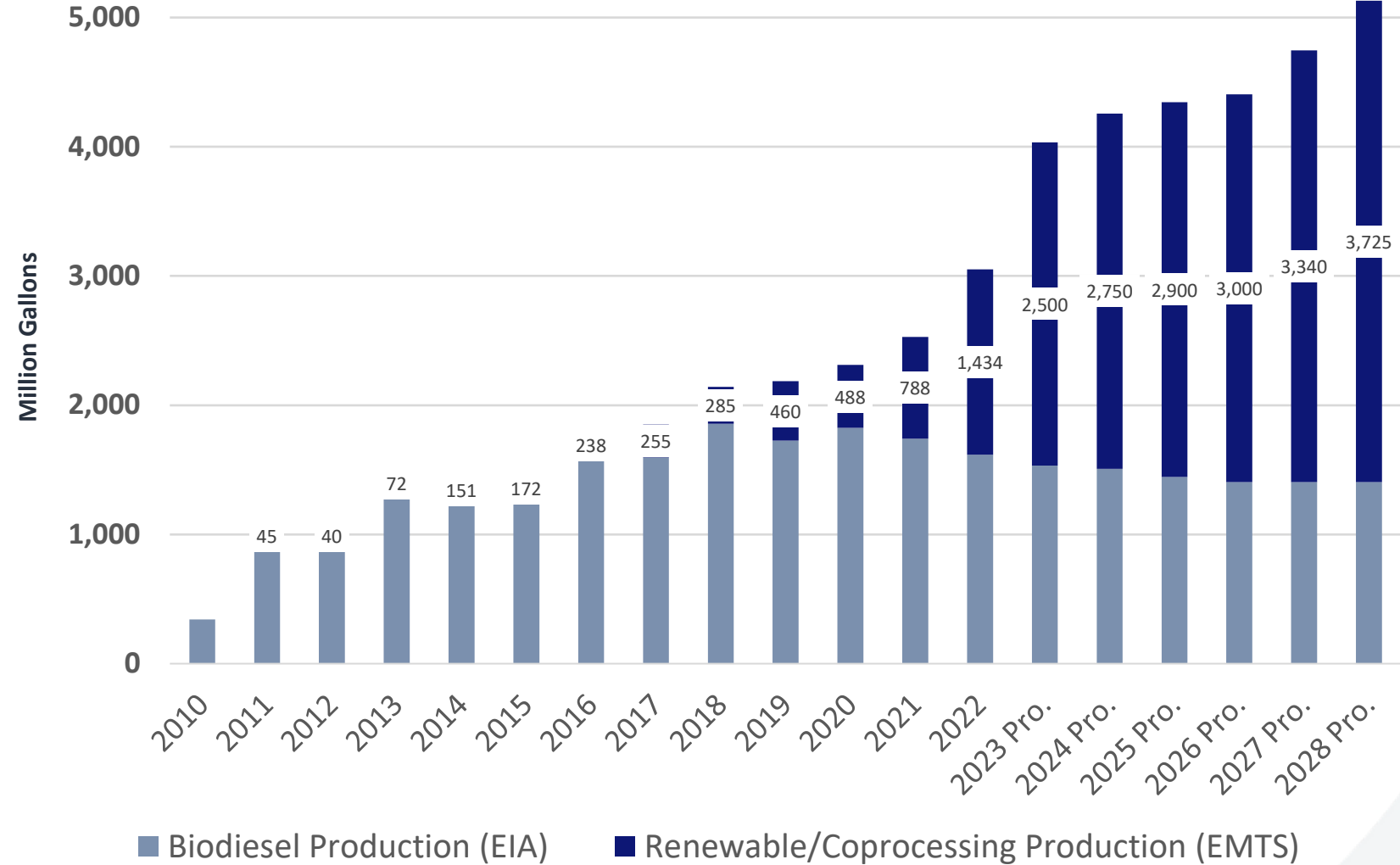
# AVIATION OPPORTUNITIES



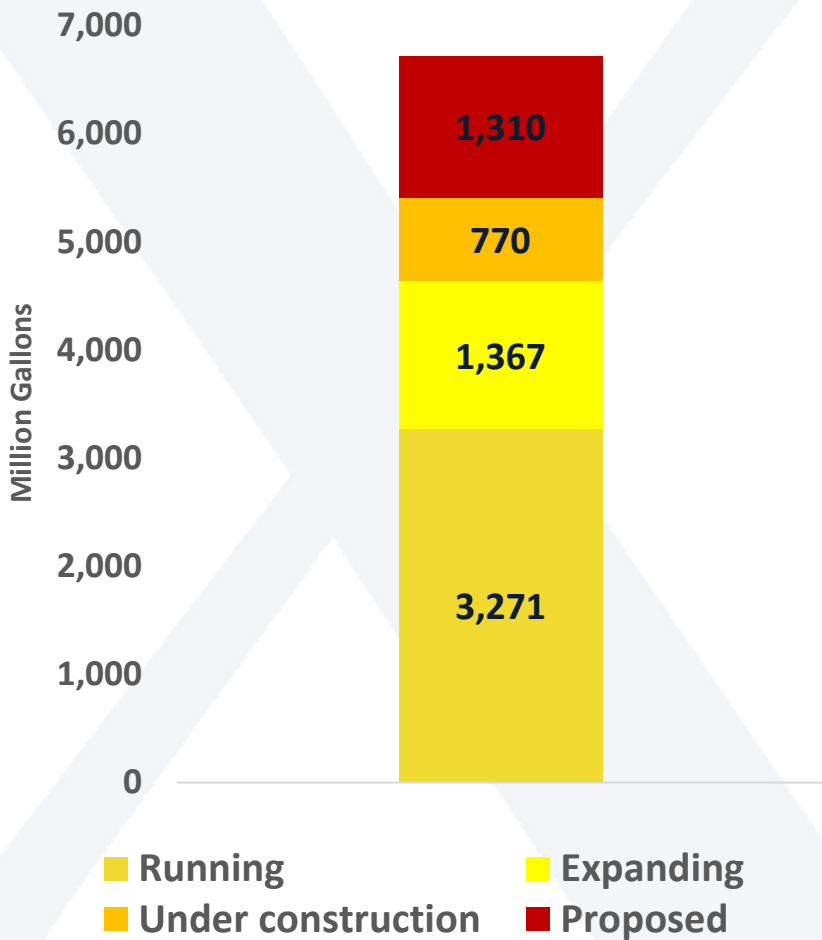
- [cleanfuels.org](http://cleanfuels.org) -

# US Biodiesel & Renewable Diesel Production

Historic / Projected New Production



Announced New Production



# New Renewable Diesel Plants

Plant Name	City	State	Capacity (MMGY)	Feedstock	Estimated date online	Expansion	Diff
Bakersfield Renewable Fuels (GCEH)	Bakersfield	CA	230	Camelina	Q1 2023		
BP-Cherry Point Refinery	Blaine	WA	66	Multi-feedstock	2023	110	44
Chevron	El Segunda	CA	31		Online/Not Nameplate		
CVR Energy - Wynnewood	Wynnewood	OK	100	Multi-feedstock	Q4 2022 start up		
CVR Energy - Coffeyville	Coffeyville	KS	150	Multi-feedstock	?		
Diamond Green Diesel - Norco	Norco	LA	982	Multi-feedstock	Q2 2022 inc. of 450		
Diamond Green Diesel - Port Arthur	Port Arthur	TX	470	Multi-feedstock	Q1 2023		
East Kansas Agri-Energy Renewable Diesel	Garnett	KS	3				
Gron Fuel	Baton Rouge	LA	900	Multi-feedstock	2026 best case		
Heartwell Renewables (Love's/Cargill)	Hastings	NE	80	Tallow	Q1 2024		
HF Sinclair	Artesia	NM	125	Multi-feedstock	Q1 2022 start up		
HF Sinclair	Cheyenne	WY	92	Multi-feedstock	Q4 2021 start up		
HF Sinclair	Sinclair	WY	117	Soy Oil	Mid 2018 start up		
Imperial Oil (Exxon Mobil)	Edmonton	AB	260	Multi-feedstock	2025		
Jaxon	Jackson	MS	30	Multi-feedstock	2018 start up		
Kern Oil & Refining/Kern Energy	Bakersfield	CA	6				
Marathon Petroleum	Dickenson	ND	192	Soy Oil, DCO	Q4 2021 start up		
Marathon Petroleum/Neste	Martinez	CA	260	Multi-feedstock	Q4 2023	730	
Montana Renewables (Calumet)	Great Falls	MT	260	Multi-feedstock	Q4 2022 fully online 2023		
PBF Energy	Chalmette	LA	300	Multi-feedstock	First half 2023		
Phillip 66	Rodeo	CA	120	Multi-feedstock	Q1 2025	800	680
REG Geismar	Geismar	LA	100	Multi-feedstock	Q4 2023	340	240
Ryze Renewables	Reno	NV	40	Multi-feedstock	Q1 2023 start up		
Ryze Renewables	Las Vegas	NV	100	Multi-feedstock	Filed Chapter 11		
Seaboard Energy	Hugoton	KS	85	Multi-feedstock	Q4 2022 start up		
Vertex Energy	Mobile	AL	110	Multi-feedstock	Q1 2023	195	85
World Energy	Paramount	CA	42	Multi-feedstock	Q4 2023	360	318
Unannounced	TBD	TBD	20	Soy Oil			
<b>Total</b>		<b>Current Capacity</b>	<b>3,271</b>	<b>24,859,600,000</b>		<b>2,800</b>	<b>1,367</b>
		<b>Total Potential</b>	<b>6,638</b>	<b>50,448,800,000</b>			
Running	3,271						
Expanding	1,367						
Under construction	770						
Proposed	1,310						

# RENEWABLE DIESEL CAPACITY

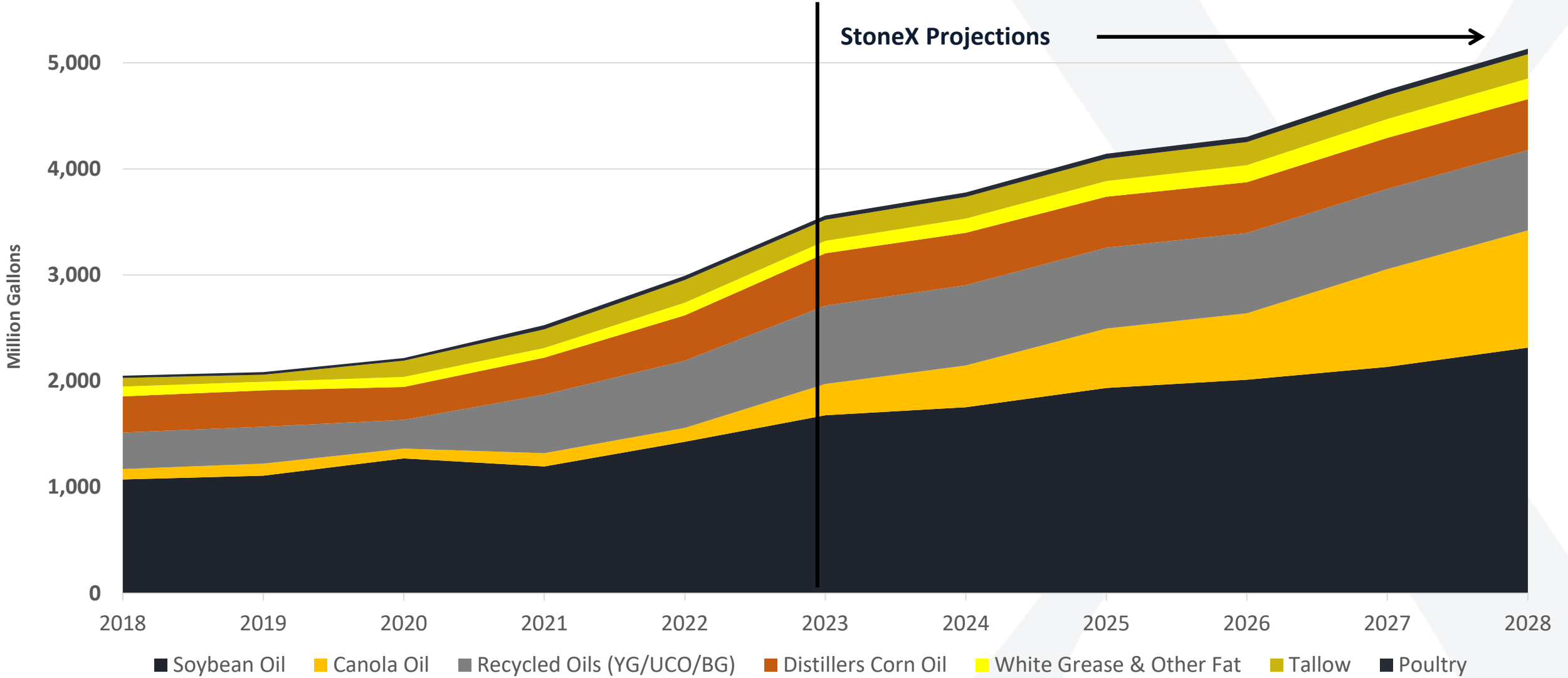




# Voting & Proxy Results



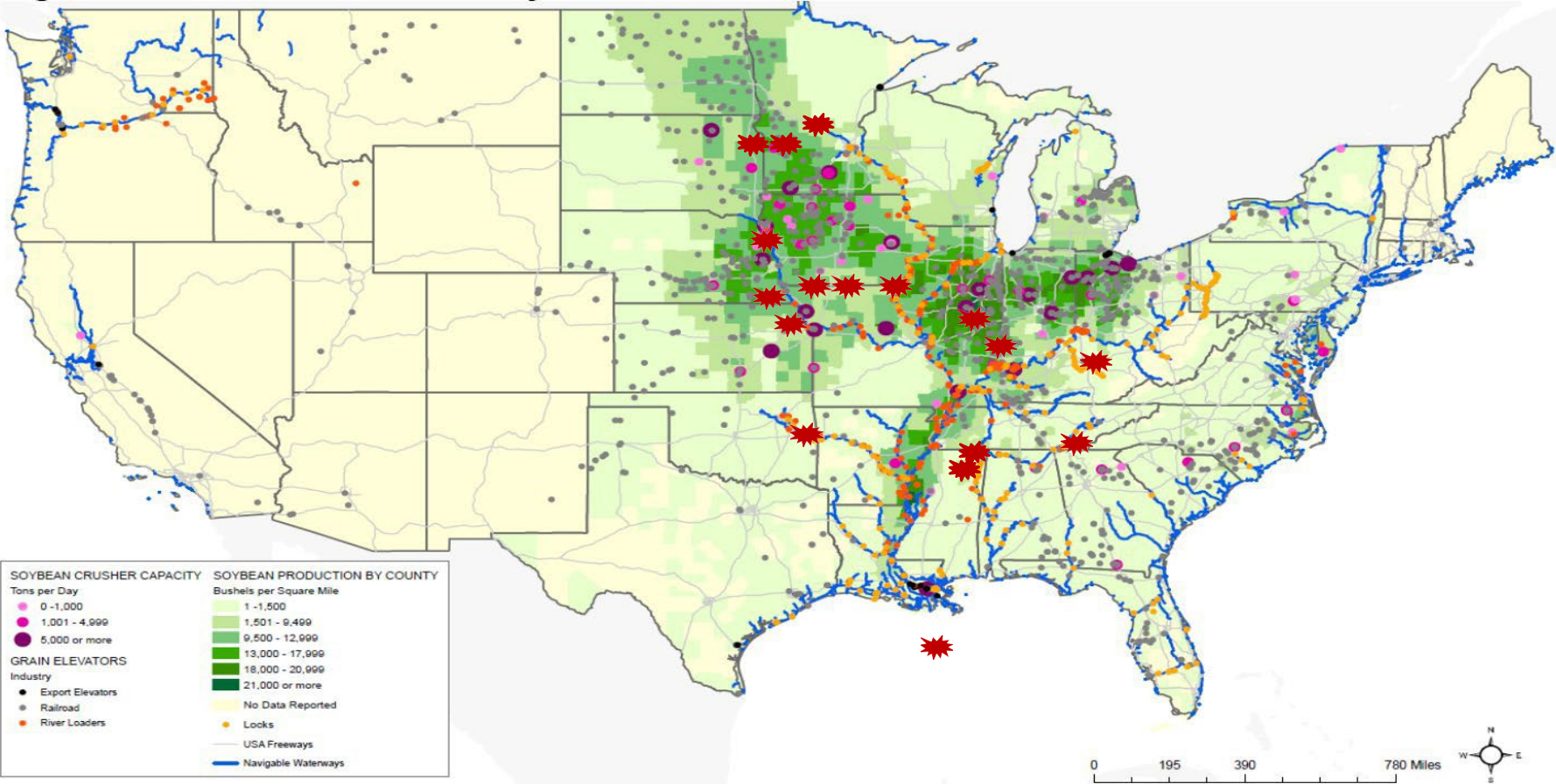
# Feedstock Usage



# Feedstock Usage

<i>(million gallons)</i>	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>	<b>2023 Pro.</b>	<b>2025 Pro.</b>	<b>2028 Pro.</b>
Biodiesel Production (EIA)	1,269	1,569	1,596	1,857	1,726	1,824	1,740	1,617	1,533	1,445	1,405
Renewable/Coprocessing Production (EMTS)	172	238	255	285	460	488	788	1,375	2,027	2,695	3,725
Total Biodiesel Production+ Renew/CP	1,441	1,807	1,851	2,142	2,186	2,312	2,528	2,992	3,560	4,140	5,130
Average CME Soybean Oil Price	30.30	32.86	33.22	29.72	29.41	29.65	56.87	66.00			
<i>(million pounds)</i>											
Feedstock Equivalent (7.6 lbs/gal)	10,952	13,733	14,068	16,279	16,614	17,571	19,213	22,739	27,056	31,464	38,988
StoneX Projected Feedstock Supply	10,552	12,782	13,626	15,585	15,847	16,843	19,207	22,739	27,060	31,480	39,001
StoneX Projected Feedstock Excess/Deficit	-400	-951	-442	-694	-767	-728	-6	0	4	16	13
EIA Data/ StoneX Estimates											
Soybean Oil	5,135	6,407	6,563	8,148	8,420	9,656	9,077	10,849	12,750	14,707	17,600
% of total	45%	44%	47%	50%	51%	55%	47%	48%	47%	47%	45%
Distillers Corn Oil	1,407	1,761	2,064	2,585	2,598	2,366	2,637	3,250	3,750	3,650	3,650
% of total	13%	13%	15%	16%	16%	13%	14%	14%	14%	12%	9%
Recycled Oils (YG/UCO/BG)	1,858	2,080	2,157	2,619	2,644	2,047	4,205	4,815	5,600	5,800	5,750
% of total	17%	15%	15%	16%	16%	12%	22%	21%	21%	18%	15%
Canola Oil	745	1,130	1,453	752	868	711	953	1,000	2,250	4,250	8,400
% of total	7%	8%	10%	5%	5%	4%	5%	4%	8%	14%	22%
White Grease & Other Fat	640	638	659	697	625	712	695	900	900	1,121	1,473
% of total	6%	5%	5%	4%	4%	4%	4%	4%	3%	4%	4%
Tallow	542	504	526	620	499	1,176	1,333	1,625	1,500	1,600	1,750
% of total	5%	4%	4%	4%	3%	7%	7%	7%	6%	5%	4%
Poultry	225	262	204	164	193	175	307	300	310	352	378
% of total	2%	2%	1%	1%	1%	1%	2%	1%	1%	1%	1%

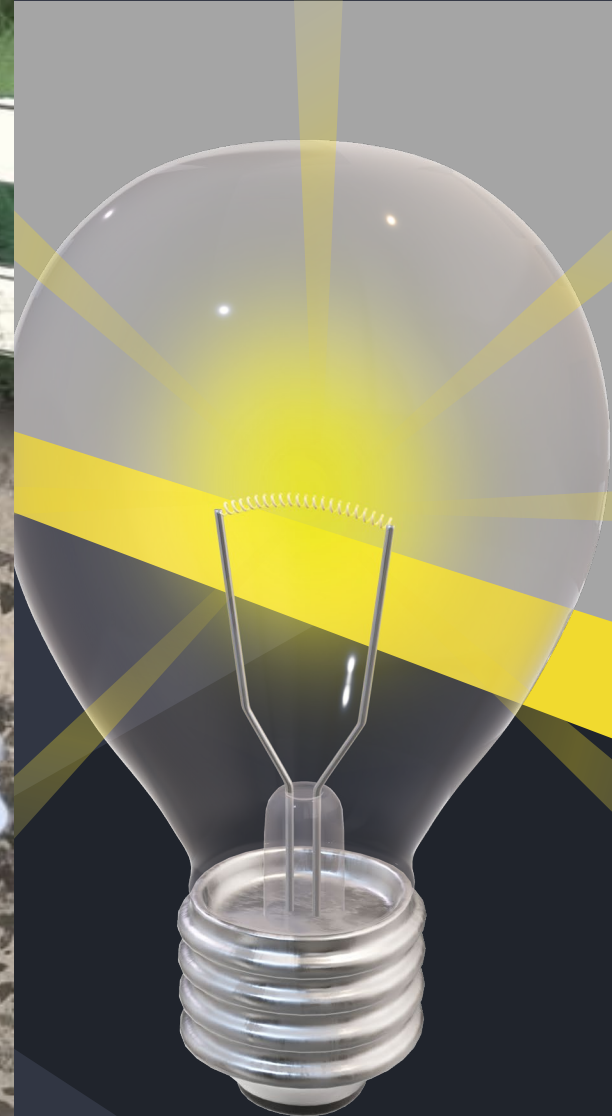
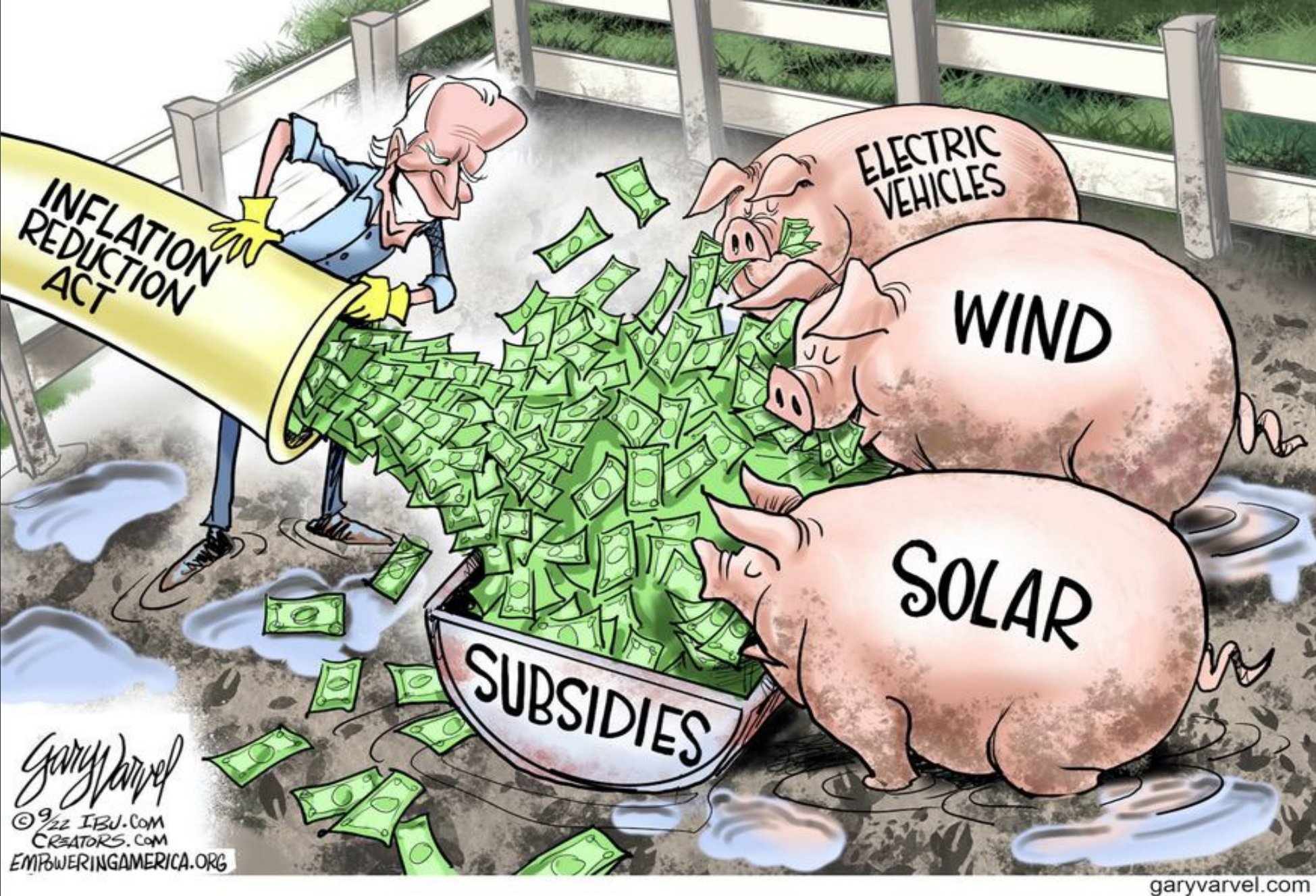
# DOMESTIC CRUSH EXPANSION



# New Soybean Crush Plants

			Annual Crush	Annual Gallons Soyoil	Annual Pounds Soyoil	
ADM	Quincy	IL	15,750,000	24,570,000	186,732,000	Q4 2022
Continental Refining	Somerset	KY	4,987,500	7,780,500	59,131,800	
Shell Rock	Shell Rock	IA	<u>38,500,000</u>	<u>60,060,000</u>	<u>456,456,000</u>	
Total Bushels			59,237,500	92,410,500	702,319,800	Late 2022
Cargill	Sidney	OH	29,750,000	46,410,000	352,716,000	September 1st
ADM	Spirit Wood	ND	52,500,000	81,900,000	622,440,000	Fall 2023
Purdue	Chesapeake	VA	12,250,000	19,110,000	145,236,000	September 2023
AGP	Sergeant Bluff	IA	<u>17,500,000</u>	<u>27,300,000</u>	<u>207,480,000</u>	September 2023
Total Bushels			112,000,000	174,720,000	1,327,872,000	
Platinum Crush, LLC	Alta	IA	38,500,000	60,060,000	456,456,000	Q2 2024
MNSP/CGB	Castleton	ND	43,750,000	68,250,000	518,700,000	Late 2024
Bartlett	Montgomery County	KS	38,500,000	60,060,000	456,456,000	Late 2024
Norfolk Crush	Norfolk	NE	38,500,000	60,060,000	456,456,000	Late 2024
Scoular	Goodland	KS	11,000,000	<u>17,160,000</u>	<u>130,416,000</u>	Late 2024
Total Bushels			170,250,000	265,590,000	2,018,484,000	
Incobrasa	Gilman	IL	42,000,000	65,520,000	497,952,000	2025
SDSP	Mitchell	SD	35,000,000	54,600,000	414,960,000	2025
Bunge/Chevron	Cairo	IL	47,250,000	73,710,000	560,196,000	Fall 2025
Bunge/Chevron	Destrehan	LA	47,250,000	73,710,000	560,196,000	Spring 2025
AGP	David City	NE	50,050,000	78,078,000	593,392,800	Mid 2025
Epitome	Grand Forks	ND	<u>42,000,000</u>	<u>65,520,000</u>	<u>497,952,000</u>	Late 2025
Total Bushels			263,550,000	411,138,000	3,124,648,800	
Marquis Energy	Hennepin	IL	38,500,000	60,060,000	456,456,000	2026
CHS	Evansville	WI	70,000,000	<u>109,200,000</u>	<u>829,920,000</u>	
Total Bushels			38,500,000	169,260,000	1,286,376,000	
All New Capacity			643,537,500	1,113,118,500	8,459,700,600	
Recently Completed	NEW	Expansion				



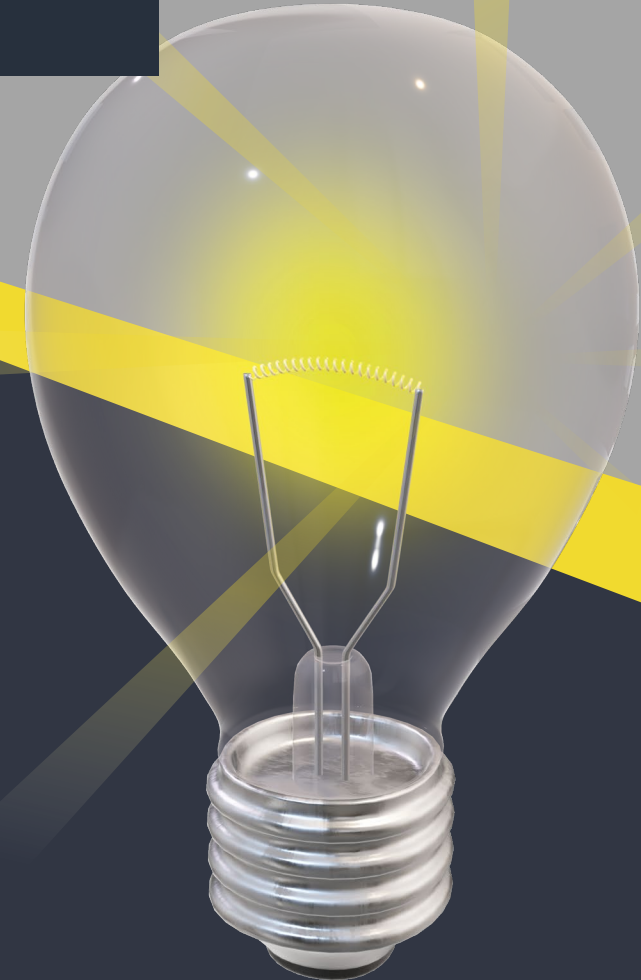




# Clean Fuel Production Credit

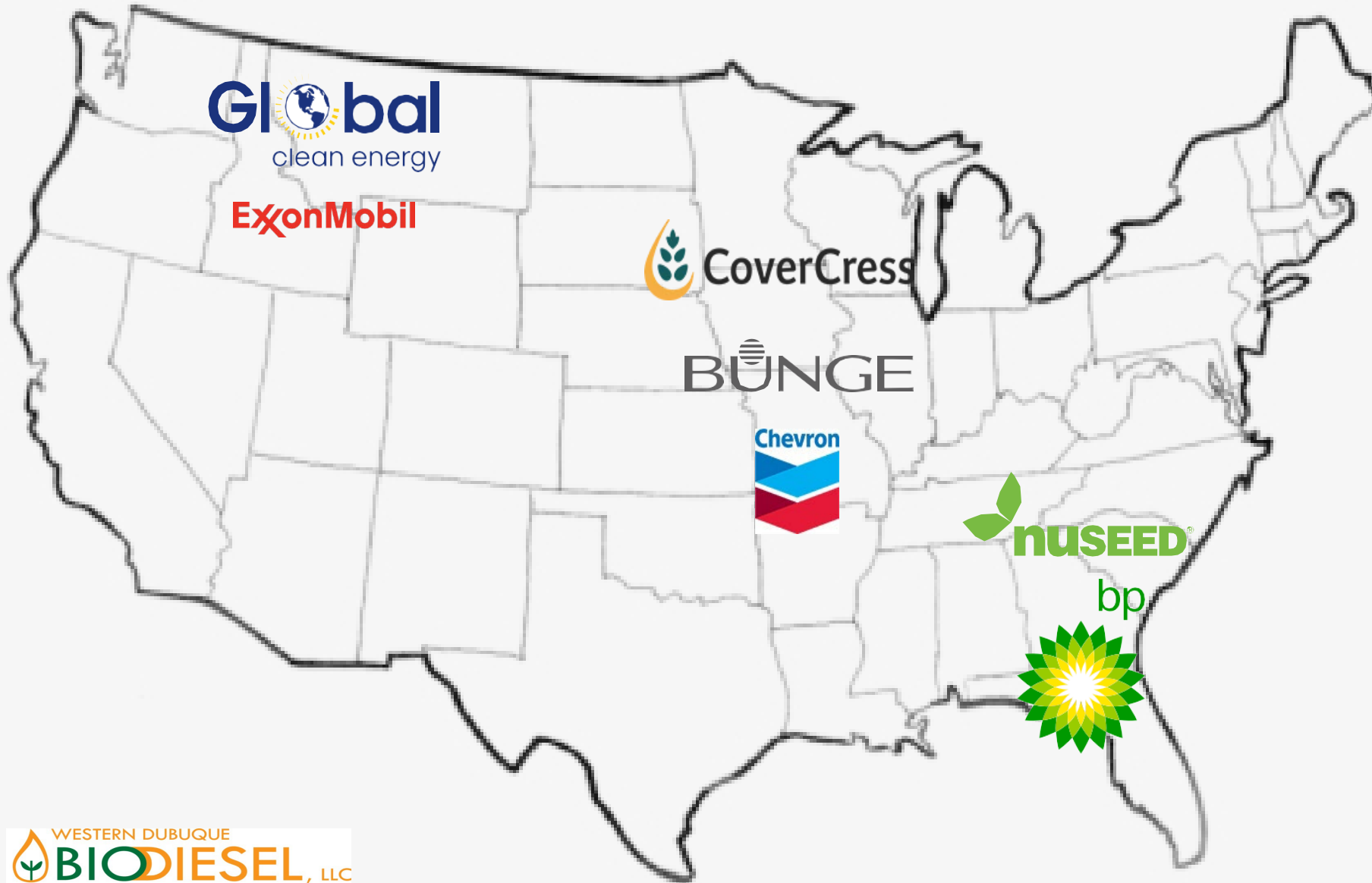
	BD/RD	SAF	Preliminary Calculations by Clean Fuels Alliance America Subject to Treasury/DOE Analysis and Rulemaking					
Base value	\$0.20	\$0.35	Feedstock	Soy	Canola	Animal Fat	Corn Oil	UCO
Top Value	\$1.00	\$1.75						
Carbon Scoring	REET	ICAO or similar methodology	BD Emission Factor (kg) (REET)	32	47	20	14	20
			BD Credit (REET)	\$0.36	\$0.06	\$0.60	\$0.71	\$0.61
Years	2025-27	2025-27						
Carbon Scoring denominator (credit value calculated as a proportion)	50kg	50kg	RD Emission Factor (kg) (REET)	34	50	19	13	18
			RD Credit (REET)	\$0.31	DQ	\$0.63	\$0.74	\$0.64
			Avg. SAF Emission Factor (kg) (ICAO)	68	NA	24	18	15
			SAF Credit (ICAO)	DQ	NA	\$0.92	\$1.11	\$1.24
Domestic production	✓	✓	Avg. SAF Emission Factor (kg) (REET)	47 – 39*	40 – 32*	27**	22-13*	16**
Allow co-processing	x	x	SAF Credit (REET)	\$0.12 - \$0.40	\$0.36 - \$0.64	\$0.82	\$1.00 - \$1.28	\$1.20
			<ul style="list-style-type: none"> <li>• Calculated to the top value –assume labor requirements satisfied</li> <li>• *Max SAF scenario – Max Diesel scenario</li> <li>• ** derived from MIT calculations used in ICAO</li> </ul>					

# NEW STRATEGIC RELATIONSHIPS





## ....INCLUDING NEW FEEDSTOCKS



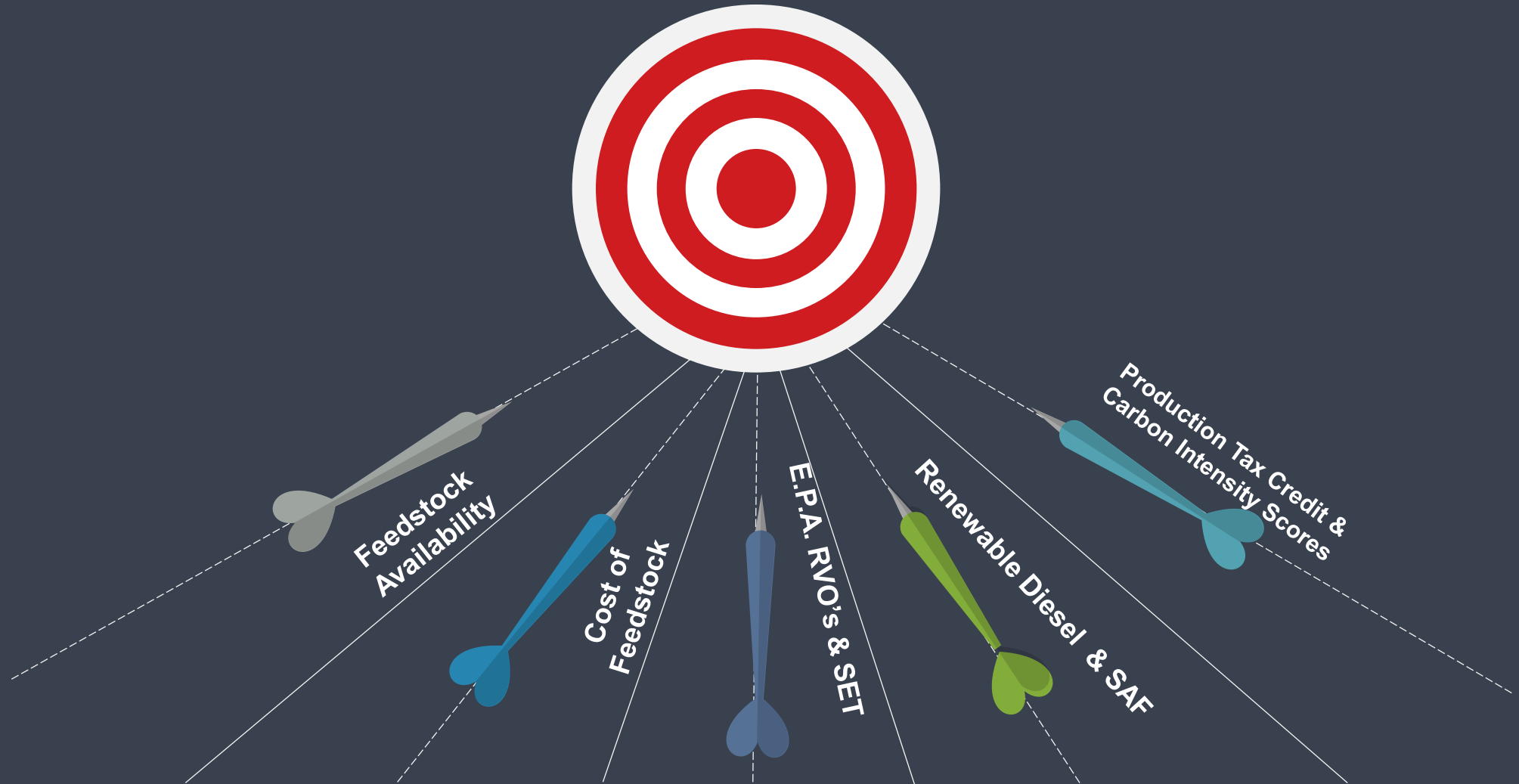
- Camelina
- CoverCress™
- Brassica carinata

# BIDEN ENERGY POLICY

- **Electrical the Favored Fuel:** will we have the infrastructure to support shift from fossil to electric by 2030 or 2035?
- **Deemphasis on crude oil:** No to pipeline drilling leases, offshore drilling, but more regs preventing drilling (\$ 93.41 a barrel crude oil.)
- **Gas prices surge:** How long above \$4 to \$5? What about diesel?
- **Tap SPR:** Replacement gallons are at a higher per gallon cost vs what was traded to China.
- **INFLATION- Cost to the user & taxpayer vs current price per gallon of fuel, eggs, milk, etc.....?**



# 2024 & Beyond Industry Challenges



# 2024 – 2025 Market Takeaways



- Another year where global events, war in Ukraine, weather issues, continued inflation, continued policy push for electrification despite infrastructure etc.
- 2025 beginning of the Production Tax Credit based on Carbon Intensity Scoring (C.I.) for feedstock
- EPA “SET” rule a game changer there was not sufficient volume growth in the advanced biofuel category thus shrinking the Biodiesel Category (D 4) & RIN values.
- Evolving markets, favoring policies, and interactions among Biodiesel, Renewable Diesel, and SAF create some uncertainty in terms of medium range outlook projections specifically for Feedstock & RINs values & RVO volumes.



