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Feedstock Availability & Economic Impact on HVO/SAF plants

OMV – Alejandro Llorens Ruiz

FUTURE OF BIOFUELS, OCT 2025

Agenda

01 Legislative Outlook: Feedstock Perspective

02 Global Feedstock Landscape: Current Market

03 Global Feedstock Landscape: Forecast

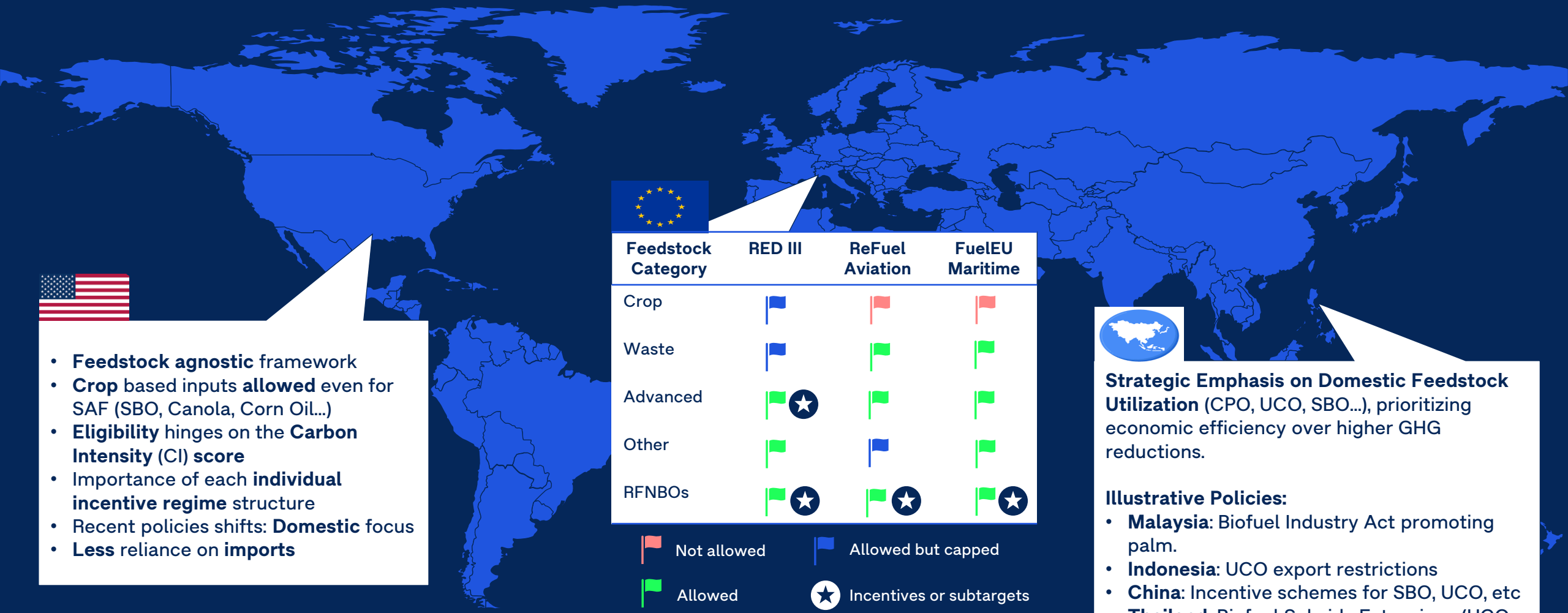
04 Economic Drivers for HVO/SAF Plants

05 Strategic Outlook & Key Recommendations

06 Closing

01 Legislative Outlook: Feedstock Perspective.

Regional disparities in feedstock utilization.



- **Feedstock agnostic** framework
- **Crop** based inputs **allowed** even for SAF (SBO, Canola, Corn Oil…)
- **Eligibility** hinges on the **Carbon Intensity** (CI) **score**
- Importance of each **individual incentive regime** structure
- Recent policies shifts: **Domestic** focus
- **Less** reliance on **imports**

Feedstock Category	RED III	ReFuel Aviation	FuelEU Maritime
Crop	Allowed but capped	Not allowed	Not allowed
Waste	Allowed	Allowed	Allowed
Advanced	Allowed + Incentives or subtargets	Allowed	Allowed
Other	Allowed	Allowed but capped	Allowed
RFNBOs	Allowed + Incentives or subtargets	Allowed + Incentives or subtargets	Allowed + Incentives or subtargets

Not allowed · Allowed but capped · Allowed · Incentives or subtargets

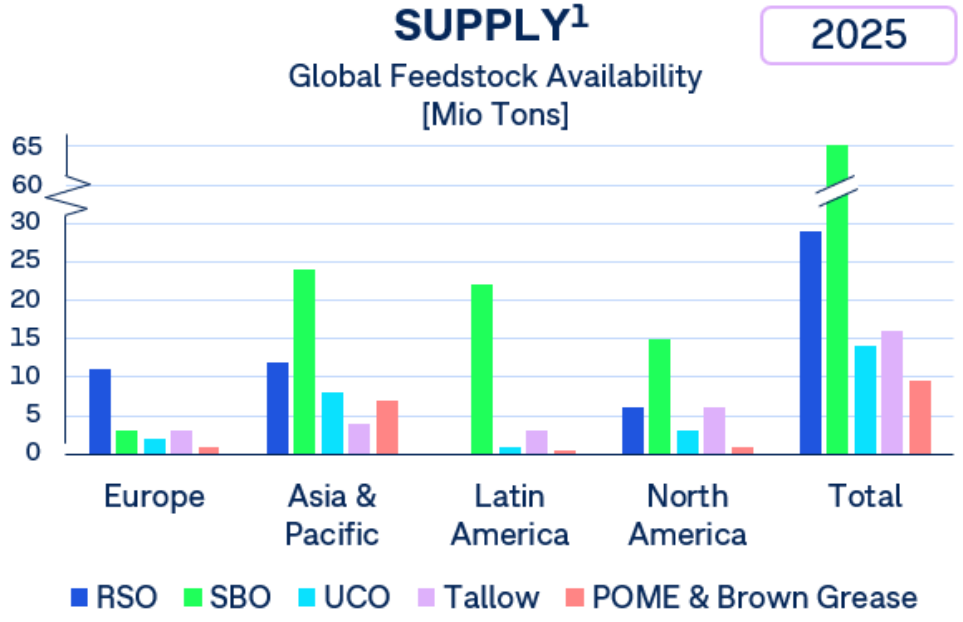
Strategic Emphasis on Domestic Feedstock Utilization (CPO, UCO, SBO…), prioritizing economic efficiency over higher GHG reductions.

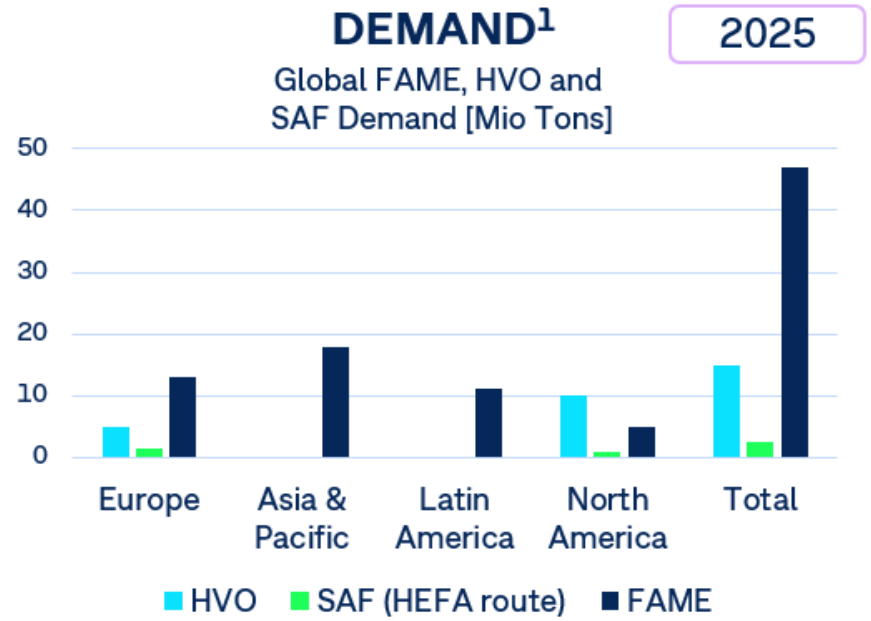
Illustrative Policies:

- **Malaysia**: Biofuel Industry Act promoting palm.
- **Indonesia**: UCO export restrictions
- **China**: Incentive schemes for SBO, UCO, etc
- **Thailand**: Biofuel Subsidy Extensions (UCO, Palm, Sugarcane)

02 Global Feedstock Landscape: Current Market.

Enough feedstock for HEFA plants in 2025 despite existing regional imbalances.





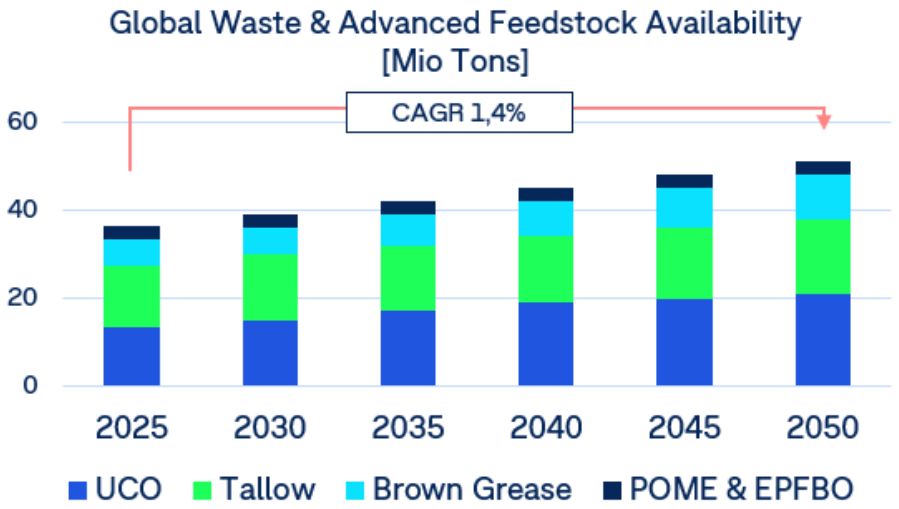
- **Crop-based feedstocks remain abundant**, but competition with food and feed sustains price pressure. Biofuel use still limited: RSO 30% (60% EU) and SBO 25%.
- **Waste & advanced feedstocks face rising demand** amid tightening supply. UCO collection remains inefficient due to fragmentation and costly logistics.
- **Regional imbalances:** Europe & North America short; LatAm and Asia long. High concentration of waste & advanced in few supply countries. Import reliance, elevated risk.
- **Market volatility** driven by weather, macroeconomics, policy shifts, fraud risks.
- **Regulatory fragmentation and lack of transparency** hinder market efficiency.
- **Strategic trends**:
  - Waste & advanced feedstock better suited for HEFA products.
  - HEFA producers increasingly integrating upstream to secure supply chains.

1) Both Supply and Demand figures are derived from OMV's internal data and analytics

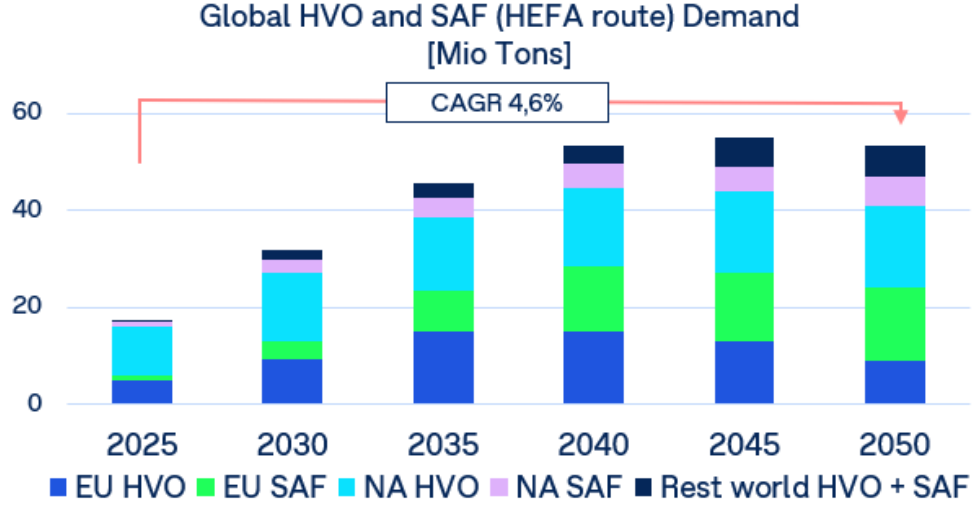
03 Global Feedstock Landscape: Forecast.

Demand outpaces supply: time for clever risk-to-opportunity thinking.

SUPPLY[1]



DEMAND[1]



RISKS

- **Supply-demand imbalance:** Waste & advanced feedstock availability grows at 1.4% CAGR, while HVO/SAF demand expands at 4.6% CAGR, signaling rising tension
- **Regional bottlenecks**: Crop-based feedstocks face regulatory caps in Europe, while remaining viable in the US despite weaker carbon intensity economics—heightening Europe's reliance on Asian-origin waste & advanced materials.
- **Export constraints**: Risk of accelerating domestic demand in Asia may reduce feedstock availability for European markets.
- **Feedstock competition**: FAME production, maritime transportation, food processing, animal nutrition, cosmetics, pharmaceuticals and other technical applications all vie for same limited feedstock pool

OPPORTUNITIES

- **Backward integration gaining momentum** amid waste & advanced feedstock shortages, driving acquisitions, JVs, l/t partnerships, etc key to ensure supply chain security
- **Inefficient waste recovery presents upside:** innovative collection and aggregation models could unlock significant value.
- **Enhanced traceability and better control over supply chain:** audits and standards evolving beyond current frameworks.
- **Low-quality waste streams:** better suited for HEFA production than FAME, reinforcing technology-specific feedstock strategies.
- **Improved market transparency and data access**: enabling more informed and agile decision-making.

1) Both Supply and Demand figures are derived from OMV's internal data and analytics

04 Economic Drivers for HVO/SAF Plants.

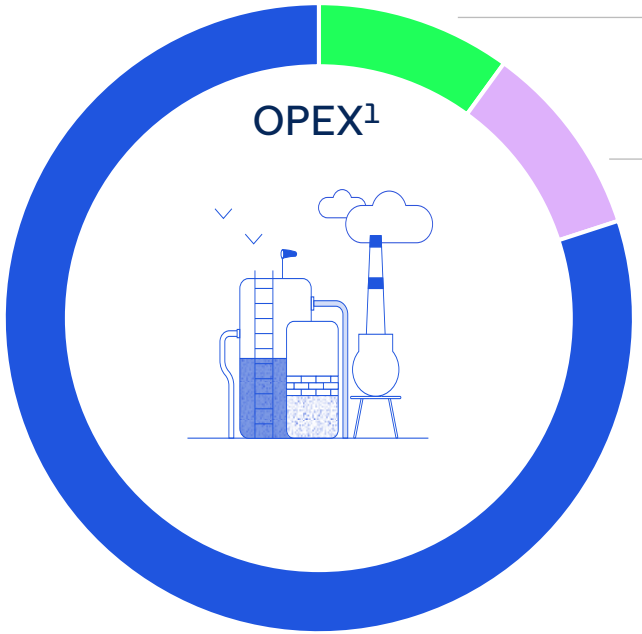
Feedstock drives HEFA economics - clever sourcing is key.

1.
Quality
Feedstock price
Yield implications
Hydrogen usage implications
Pretreatment costs

2.
Operation Mode
HVO/SAF: feedstock implication
Impacts on availability
Competition

3.
Storage & Logistics
Segregation & batching
Heating
Transport

4.
Risk Management
Hedging policies
Financial instruments liquidity
Working capital



~80%
Feedstock

~10%
Hydrogen

~10%
Others

- Catalyst
- Chemicals
- Utilities
- Labor
- Maintenance
- Etc

1) Assumed cost share, excluding depreciation from Opex due to its high variability, driven by Capex size (plant scale, integration level, location, technology, HSSE standards, financing) and company-specific depreciation policies

05 Strategic Outlook and Key Recommendations.

Feedstock risk not seen as a threat - it's an innovation driver!

Turn feedstock risk into your competitive advantage — innovate boldly, act early, institutionalize agility, and transform scarcity into resilience, margin growth, sustainability credentials, and decisive market leadership.

Prioritise a 3-tier sourcing policy (core value chain integration secured; tactical contracted; opportunistic spot)

Allocate capex for on-site pretreatment and storage to cut opex volatility and quality troubles

Ensure flexible supply with buffers and optionality clauses to manage volatility

Proactively use financial hedges to lock feedstock prices, block production margins, stop potential losses and reduce risk

Diversify feedstock portfolio to reduce supply risk and gain HVO/SAF production flexibility

Adopt a proactive approach on novel feedstock testing: new crops, waste streams, algae, etc to access premium supply

Invest in sustainability and traceability to maximize capturing the credit value

Build strategic partnerships to ensure supply, ease pooling logistics and lower per-ton sourcing cost

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Thank you!


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