What do we do at Greenea?

**BROKERAGE**

10 YEARS OF EXPERIENCE ON THE BIOENERGY MARKET

As a pioneer on the market of waste-based feedstock and biodiesel, we have a privileged contact with a vast number of suppliers: biodiesel producers, refiners, electricity suppliers and biomass traders.

**CONSULTING**

CONSULTING SERVICES FOR THE WASTE-BASED MARKET

Personalised approach to every mission! Thanks to our knowledge of the market and our expertise (preparation of development strategies, pricing, etc.) we offer efficient solutions cut-out to match a given issue.

- **2007**
  - date of establishment of Greenea
- **20%**
  - average annual growth since 2010
- **85%**
  - of the turnover comes from outside of France
- **50**
  - countries in which we are active
- **700**
  - transactions per year
- **80%**
  - of negotiated products are waste-based
What products do we offer?

### FEEDSTOCK
- Used cooking oil
- Animal fat cat 1 and 2
- Animal fat cat 3
- Fatty acids and acid oil
- Palm oil mill effluent (POME)

### WASTE-BASED PRODUCTS
- UCOME biodiesel
- TME biodiesel
- Crude glycerine
- Refined glycerine
- Bio-heating oil
- FAME 0°C
- RME
- SME
- PME

### CONVENTIONAL PRODUCTS
- Rapeseed oil
- Soybean oil
- Palm oil
- Refined palm oil
- 80% Kosher glycerine
- Refined pharma glycerine
With whom do we work?

- UCO Collectors
- Animal Fat Producers
- Biodiesel and Ethanol Producers
- Fuel Distributors
- Biomass Producers
- Biogas Producers
- Traders
- Renewable Energy Producers

We are active in 50 countries around the world.
Brokerage: support along the supply chain

- We continuously **look for new trustworthy suppliers**
- We can optimise our supply chain due to **international sourcing**
- We perfectly **understand the quality of every type of product and their benefits**
- We **match buyers with sellers** and carry out **tailor-made monitoring of every deal**
- We **guarantee full confidentiality**
- We provide everyday **analysis of the market** to offer **transparent pricing**
- We can also take care of the **logistics**
- We make sure that the deal is carried out in the **most convenient and efficient way**
- We help our clients **develop their strategy towards new markets**
- We aim at establishing **long-term relationships** with our clients
Consulting: unique market expertise

- We know and work on regular basis with waste-based feedstock suppliers all around Europe as well as overseas. We visit them regularly and we understand their technical and economic issues.

- We have vast experience in truck, train and vessel logistics. We are well informed about all the administrative and sustainability requirements as we deal with them every day.

- We are well present on the biodiesel trading market which gives us a good overview of the prices, pricing & trading strategy, and allows us to provide market transparency to our clients.

- We follow very closely legislation changes, we have been very active on explaining the sustainability certification to feedstock suppliers and biodiesel units.

- We have long-term experience in supplying feedstock from Europe and overseas to major European players at competitive prices. We follow the logistic and operating work daily.

- We co-operate closely with all European biodiesel producers which gives us a good overview on the everyday issues that they have to face.