

VITOL BIOFUELS MARKETING

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Vitol Biofuels Marketing supports the marketing and distribution of over 250 million gallons of ethanol from plant producers in the US annually. Formerly C&N Ethanol, the company was integrated into Vitol's core trading business in May 2019. As part of the Vitol, the world's largest independent trader of physical energy products, Vitol Biofuels Marketing brings over 50 years of experience in trading and marketing energy products.

Vitol Biofuels Marketing provides a complete distribution solution for ethanol producers including marketing, sales, logistics, compliance and regulatory filing. We manage the sales contracts, transportation logistics and financial administration for all of the plants that we represent. Vitol Biofuels also maintains federal, state, and provincial licenses for the distribution of ethanol across the US and 10 Canadian provinces, providing complete regulatory compliance for these markets.



Supporting the long-term growth of the ethanol industry

Vitol Biofuels Marketing provides plant partners with the experience, resources, financial strength, and technology platforms required to support the long-term growth and development of the renewable fuels industry.

Our marketing and distribution system provides access to over 200 markets nationwide. We lease and run our own fleet of cars to move ethanol and can ship products by truck, barge and bulk tankers. With terminal storage in major population centers throughout North America we can ensure continuous opportunities and availability to our plants and customers.



Building long-term partnerships based on transparency and support

Our model for ethanol marketing on behalf of our plants relies on complete transparency – no hidden fees or costs and no pools to obscure the value of individual deals. Working with Vitol Biofuels Marketing, you know exactly what you are paying for when we manage your marketing and distribution.

Some of the services we have to offer are:

- Retail supply to over 200 markets and rack marketing in 30 U.S. and Canadian cities:
- Rail logistics management and flex capacity of tank cars for our plants
- Automated regulatory filing and EMTS reporting
- Blended Product Marketing direct to retailers of E-85

We approach each partnership as an opportunity for long-term success. Consistent collaboration with our partners drives our strategy and shapes our close relationships. We have measurable processes in place to report on such collaboration in a tangible manner:

- Weekly status meetings with plant managers and key staff
- Point planning and forecasting to balance plant production with sales commitments and to dynamically maximize and optimize netbacks
- Plant approval of netbacks on every sale
- Transparent remittance system





Our capabilities provide financial stability, logistics and market intelligence

Financial Stability: Vitol Biofuels Marketing is a financially stable partner with a strong asset base

Terminal assets: Allows for direct distribution through our proprietary terminal network and first-hand insight into supply/demand fundamentals

Logistics: Our industry leading logistics team optimizes delivery and eliminates inefficiencies. We offer logistics optimization via barge, rail and truck, as well as rail-to-truck transloading, truck-to-rail transloading, railcar fleet management, demurrage management and freight optimization

Market intelligence: Active trading, marketing, and transporting of a broad range of fuels complemented by dedicated Research teams worldwide

Long-term relationships: We are a major counterparty to refiners and blenders for a wide range of petroleum products, providing a solid basis for long-term relationships with customers

Technology: We provide an in-house proprietary RIN generation system, automated EMTS download, and a plant quarterly reporting system



About Vitol

Vitol is an energy and commodities company; its primary business is the trading and distribution of energy products globally – it trades over seven million barrels per day of crude oil and products and, at any time, has 250 ships transporting its cargoes.

Vitol's clients include national oil companies, multinationals, leading industrial and chemical companies and the world's largest airlines. Founded in Rotterdam in 1966, today Vitol serves clients from some 40 offices worldwide and is invested in energy assets globally including: almost 16mm³ of storage across seven continents, 480kbpd of refining capacity and circa 6,500 service stations throughout Africa, Australia, Asia, Brazil and Europe. Revenues in 2018 were \$231 billion.

