



BioFuels Partners – an Overview

Table of Contents

1. Our Expertise
2. Representative Projects
3. The Team

1. Our Expertise

BioFuels Partners' overview:

BioFuels Partners (BFP) is a consultancy firm with an established and diversified world-wide experience in the biofuels sector.

BFP's mission is to provide strategic and operative assistance to investors and operators in the fulfillment of industrial investments or commercial development projects, offering integrated professional support on technical, operative, economical, contractual, financial and legislative matters across the entire value chain.

BFP is intended to provide strategic and operative consulting, offering services that cover every aspect of the production chain: from feedstock procurement to biofuel and by-products marketing, from legislation to the analysis of market evolution, alternative feedstock and next-generation technologies.

BFP has also expanded its area of activity, directly and through selected strategic alliances, into the agricultural feedstock origination and into the bio-power generation.

BioFuels Partners' expertise lies in four principal areas:

Market Development Advisory

- BFP conducts market entry studies and strategic partner sourcing globally for investors (trade/financial), operators, distributors and technology providers across the feedstock spectrum.

Operational Advisory

- BFP advises incumbents in the sector on operational improvement as well as new entrants on optimal technological/ operational solutions across the bio-fuels value chain.

Due Diligence/ Deal Sourcing

- BFP uses its extensive network and sector expertise to identify and screen attractive small to mid-cap investment opportunities for its private equity and trade investment partners.

Strategic Investments

- BFP invests alongside its partners, thus aligning its interests and use of its experience in growth strategy and operational improvement to help create more value.

2. Representative Projects

Examples of recent strategic projects:

Type	Client	Project	Location
Market Development Advisory	DESMET BALLESTRA	Strategic market development support to world leader technology provider	WORLDWIDE
	CONFIDENTIAL	Market entry studies, 2 biodiesel plants project & implementation support to leading UK's biofuel supplier	UK
	CONFIDENTIAL	Market entry studies and strategic partner sourcing for non food biomass feedstock supply (jatropha, algae)	CENTRAL AFRICA, EGYPT
Operational Advisory	CONFIDENTIAL	Retained operational consultants for greenfield construction of Portugal's first biodiesel industrial based plant	PORTUGAL
	CONFIDENTIAL	Operational improvement, organizational set up, know-how transfer leading to construction of biodiesel plant	SPAIN
	CONFIDENTIAL	Biomass to "green certificate" power feasibility, long term feedstock procurement search for large power generation plants	ITALY/INDONESIA
Due Diligence/ Deal Sourcing	CONFIDENTIAL	Sourcing EU partners for investment in Canadian biofuel newco	CANADA/EU
Strategic Investments	OXEM	Market entry study, alternative feedstock market development, biofuel pricing structure, recruiting, trading for leading Italian biofuel NewCo. Direct equity investment	ITALY
	BIM	Rapeseed crushing/biodiesel feasibility, development of oilseed origination network. Equity investment	ROMANIA

3. The Team

BFP's team: Claudio Rocchietta

Claudio Rocchietta

Managing Partner

- Claudio has more than 30 years of international operational/general management experience in agribusiness and specifically in biofuels in the last 15 years.
- He founded BFP in July 2005.
- He is currently CEO of OXEM - the largest biodiesel plant in Italy (under construction) as well as the CEO of BIM - a newco. for the construction of a crushing/biodiesel plant in Romania.
- Furthermore, Claudio Rocchietta currently holds various board directorships which include: Greenergy Biofuels Ltd (London), WEC (World Energy Council).
- Previously (1992-2005) he was CEO of NOVAOL (a pioneer in the biodiesel development – as of 2001 part of BUNGE Group) which grew to become one of the European leaders in biodiesel production, with activities in Italy, France, Austria and Germany. During the same period, he was General Manager of ERIDANIA, Italy (sugar, oilseeds and agribusiness).
- In the early 1990s, he was responsible for "green chemistry" strategy for Ferruzzi – Montedison Group, which ended up with the foundation of NOVAOL.
- Prior to this he spent 4 years as M&A director for Ferruzzi Group's Oilseed division where he led acquisitions in US, France and Spain and became a Board Member in Central Soya (USA), Lesieur (France), Koipe (Spain) and Calgene (USA).
- Early on in his career Claudio worked in specialty chemicals and in agribusiness in various commercial and management functions with W.R.GRACE and CARGILL (1970-1987).

Education

Master's degree in Chemical Engineering from Politecnico di Milano (Italy).

Additional Information

- Intensive institutional/political/PR activity in Brussels and national governments.
- Founder and first President of European Biodiesel Board (industry trade association).
- Chairman of Italian Oilseed Crushing Industry (2000/2002).
- Fluent in Italian, English and French.

BFP's team: Paolo Corvo

Paolo Corvo

Business Development Manager

- Paolo joined BFP in 2006 and is responsible for leading BFP's projects.
- He has led projects in the biodiesel industry by providing strategic and operational consulting (demand and supply scenarios, impact of technological and regulatory aspects) to clients sector throughout the value chain. He is also responsible for assisting new investors in preparing feasibility and business plan studies.
- Prior to joining BioFuels Partners, Paolo worked in corporate internal audit at AON BV Rotterdam.
- Before joining AON BV he worked in AON SpA in Italy as a project manager being responsible for developing and coordinating country sales planning activities focusing on energy, telecommunication and financial corporate institutions.

Education

Master's degree in Industrial Engineering from Politecnico di Milano (Italy).

Additional Information

Fluent in Italian, English and Spanish.

BFP's team: Riccardo Marchetti

Riccardo Marchetti

Market Analyst

- Riccardo joined BFP in 2007, he is currently focusing and analyzing market data mainly regarding second generation feedstock, second generation biofuel's technologies, project/in construction/in operation biofuel plants world wide, biofuel's legislation.
- Prior to joining BioFuels Partners, Riccardo completed his Master's degree working on the thesis: "Biodiesel: an economic, energy and environmental balance" following an internship at the "Renewable Energy Workgroup" of the University of Buenos Aires (Argentina) and at the United States Department of Agriculture – Eastern Regional Research Center (Pennsylvania – USA).

Education

Master's degree in International Economics at University of Ferrara (Italy).

Additional Information

Fluent in Italian, English and Spanish.

BFP's team: Cristina Montani

Cristina Montani

Back office and organizational support

- Cristina Montani is responsible for all back office and organizational activities in BioFuels Partners.
- Cristina holds more than 15 years experience in top management secretarial support.
- Prior to joining BioFuels Partners, Cristina worked in Novaol since its foundation, therefore getting to know most of the players of the biodiesel business.

Education

Institute Suore Marcelline, Language School in Milan (Italy).

Additional Information

Fluent in Italian, English and French.

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