Use of ISCC as a Global Low Carbon Fuel Producer
ISCC Stakeholder Meeting North America
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December 5, 2017
Safe Harbor Statement

Forward Looking Statements
This Presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, including statements related to expected future financial results, possible legislative and regulatory changes affecting the biomass-based diesel industry, expansion plans, capital upgrades and the potential financial impacts thereof, growth in REG’s markets and growth in REG’s operations, product offerings and scope of business arising from implementation of REG’s business strategies.

These forward-looking statements are based on current expectations and assumptions, are subject to change, and actual results may differ materially. Factors that could cause actual results to differ materially include changes in governmental programs and policies requiring or encouraging the use of biofuels; changes in the spread between biomass-based diesel prices and feedstock costs; the future price and volatility of feedstocks; the future price and volatility of petroleum and products derived from petroleum; availability of federal and state governmental tax credits and incentives for biomass-based diesel production; risks associated with fire or explosion at our facilities; the effect of excess capacity in the biomass-based diesel industry; unanticipated changes in the biomass-based diesel market; competition in the markets in which we operate; technological advances or new methods of biomass-based diesel production or the development of energy alternatives to biomass-based diesel; and other risks and uncertainties described from time to time in REG's annual report on Form 10-K for the year ended December 31, 2016, its quarterly report on Form 10-Q for the quarter ended June 30, 2017 and other periodic filings with the Securities and Exchange Commission. All forward-looking statements are made as of the date of this Presentation and REG does not undertake to update any forward-looking statements based on new developments or changes in our expectations.

Non-GAAP Financial Measures
This Presentation also presents Adjusted EBITDA, as a supplemental performance measure. Adjusted EBITDA is not in accordance with generally accepted accounting principles (GAAP) and accordingly a reconciliation of Adjusted EBITDA to net income/(loss) determined in accordance with GAAP is included in the Appendix at the end of this Presentation.
Agenda

• About REG
• Trends in biofuel production, trade and feedstock
• Importance of sustainability and carbon intensity
• ISCC: Market access, feedstock sourcing
• Potential Future Development of ISCC
REG converts waste fats and oils into high quality renewable fuels and chemicals to meet growing global demand for cleaner products
Value extends far beyond **Decarbonization**

- **Revitalization**
  - Benefiting Cities & Rural Areas

- **Energy Security**
  - Long-Term Availability

- **Energy Diversity**
  - Renewable Alternatives

- **Environmental Stewardship**
  - Cleaner, Lower Carbon Intensity

- **Food Security**
  - Food THEN Fuel™

- **Jobs & Economic Development**
  - New Investment

- **Revitalization**
  - Benefiting Cities & Rural Areas

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- **Jobs & Economic Development**
  - New Investment
Leading U.S. & EU Sustainable Fuels Producer

REG is #1 in biomass-based diesel in North America, producing both biodiesel and renewable hydrocarbon diesel.
REG is #1 waste-biodiesel producer in Continental Europe.

REG Performance in 2016

567 Million gallons of fuel sold\(^1\)

$2.0 Billion in revenue

Note: 1. Includes all gallons sold: domestic and international produced gallons and third party gallons
Source: REG Analysis
Large Scale International Presence

13 Biomass-Based Diesel Plants ➔ 1.7MMT Demonstrated Capacity⁴ ➔ $2B Revenues

*Note: 1. MMT (Million Metric Tons) Demonstrated capacity for 2016 - based on maximum daily production achieved over a continuous 7-day period, annualized to 330 days
Source: REG Analysis
REG Performance in Q3 2017

- Approximately $55 million estimated net benefit from retroactive reinstatement of the BTC for Q3 2017
- Approximately $53.5 million estimated Adjusted EBITDA\(^1\) including a retroactive reinstatement of the BTC for Q3 2017

Approximately $172 million estimated Adjusted EBITDA\(^1\) if BTC in effect for the first nine months of 2017

Note: 1. Adjusted EBITDA is a non-GAAP measure. Source: REG Analysis
Business Model

Feedstock Sourcing → Refining Capabilities → Marketing & Logistics

Lipids (Oils & Fats) → Refining → Fuel Blending → Existing Petroleum Supply Chain

50 - 90% fewer fossil CO₂ emissions than petroleum fuel
A Specialized Feedstock Value Chain

REG creates valuable advanced biofuel from waste and by-products directly supporting agriculture and food security, while delivering cleaner, lower carbon intensity products and services.

**With REG**
- Feedstocks often gain value when producing biodiesel
- Valuable Agricultural Products
- Valuable Agricultural Co-Products
- Secondary Outlet Markets
- Waste & By-Products

**Without REG**
- Fewer choices for disposal of waste feedstocks
- Food THEN Fuel™

Source: REG Internal Analysis

72%
- Of REG’s feedstock mix for 2016 comprised Animal Fat, Used Cooking Oil & Inedible Corn Oil
Recent International Trade Flows – Flexibility to Meet Changing Market Demands

Source: REG Analysis
Biodiesel Value Components (per gallon)

Without state incentives

- RIN: $1,45 (36%)
- ULSD: $1,54 (39%)
- BTC: $1,00 (25%)

With state incentive (CA example)

- RIN: $1,45 (30%)
- ULSD: $1,54 (32%)
- BTC: $1,00 (21%)
- LCFS: $0.78 (17%)

Source: OPIS Averages for March 2017
Growing Global Distillate Market Means Biomass-Based Diesel is Needed to Fulfill Growing Demand

The global distillate fuel market has grown at a 3.8% annualized rate between 1984 and 2016, going from 137 billion gallons to 472 billion gallons over the period.

Annual growth is expected to be 3.3% annually until 2030, resulting in expected global distillate demand of over 743 billion gallons. This growth creates an opportunity for REG products, which are low carbon substitutes for petroleum-based distillate products.

For the World, 3% per year annual growth equals new sales opportunities for diesel of >12 billion gallons.

Source: LMC International, EIA
Trend Is Clear – World Desires Cleaner Fuel

Historic and Forecasted Global BBD Production

- **Biodiesel Mixture Excise Tax Credit (BTC)**: $1/gal. of biodiesel blended fuel, first enacted as part of the American Jobs Creation Act of 2004
- **RFS2 Enacted**: Policy mandating the use of BBD for obligated parties
- **EU Passes Renewable Energy Directive (RED)**: 20% of energy consumed in the EU is renewable by 2020
- **New York Bioheat Mandate**: New York City passes 2% Bioheat mandate
- **BTC Reinstated**: Implementation of B2 blend between April 1 and September 30 each year
- **BTC Reinstated**: Implementation of B2 blend requirement
- **RFS1 Implemented**: Policy mandating the use of biomass based diesel (BBD) for obligated parties
- **California LCFS Passed**: Implementation starting in 2010
- **BTC Reinstated**: Extended production and retail tax credits
- **BTC Reinstated**: Implementation of RED II Renewables target increases from 20% to 30-35%
- **Minnesota B20 Blend Mandate**: Implementation of B2 blend between April 1 and September 30 each year
- **BTC Reinstated**: 10 year extension through 2030
- **BTC Reinstated**: Implementation of B2 blend mandate
- **BTC Reinstated**: Extended production and retail tax credits
- **Minnesota B10 Blend Mandate**: Implementation of B20 blend between April 1 and September 30 each year
- **BTC Reinstated**: New York City passes 2% Bioheat mandate
- **BTC Reinstated**: Implementation of B2 blend requirement
- **BTC Reinstated**: Implementation of B2 blend mandate
- **BTC Reinstated**: New York City passes 2% Bioheat mandate

Source: LMC International, EIA, National Biodiesel Board

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States Leading Push for Cleaner Fuels

Note: Delivered biodiesel and co-products to 47 states, 4 provinces in Canada; supplied biodiesel destined for the U.K., China and Peru in 2016
California Leading the Way with LCFS Expansion

- Pro-low carbon fuels legislation
- Bi-partisan, 2/3 supermajority vote
- 10 year extension through 2030
  - Cap-and-Trade
  - Low Carbon Fuel Standard

REG helping California achieve its goals, delivering over 63MM gallons in 2016.
Canada Following California’s Lead

• Canadian adoption of LCFS will create significant demand
  – BBD consumption of 172 MMG in 2016¹
  – Growth could exceed 600 MMG by 2030²

• Existing federal and provincial Standards support continued opportunities:
  – Federal Renewable Fuel Regulation (RFR)
  – British Columbia LCFS
  – Alberta RFS
  – Ontario Greener Diesel Program

REG helping Canada achieve its goals, over 25 MMG sold into Canada in 2016.

Notes
1. Based on 2016 actual BBD consumption in 2016 converted from liters to gallons
2. Based on growth of diesel market at global annual rate of 3.3% from 2016 to 2030, with assumed national BBD % blend of 5%
   Source: REG Analysis, StatCan
ISCC and REG

• Importance of ISCC certification for US Operations
  – Helpful with Non-US/Canada feedstock suppliers for US compliance programs
  – Expands markets for BBD co-products beyond US
  – What if EU duties on US BBD producers is reduced?

• ISCC Compliance Control Documentation
  – Overlaps US SOX requirements for internal controls
  – Enhanced compliance control documentation for ISCC can help other compliance programs
Summary

• Questions?

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