

SABA

SUSTAINABLE AVIATION BUYERS ALLIANCE

**Driving Scale and Sustainability in the SAF Market:
Results from SABA's Multi-Year RFP**

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A joint initiative of



With expert support from



Meet our speakers!

Moderator



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THE SUSTAINABLE AVIATION BUYERS ALLIANCE

is a joint non-profit initiative of two environmental NGOs—EDF and RMI, with expert support from Neoteric

SABA's mission is to accelerate the path to net zero air transport by pursuing 3 key objectives



Expand SAF Investment Opportunity



Provide Education & Policy Support



Accelerate Technology Innovation



20

**CORPORATE AVIATION
CUSTOMERS**

4

**FUEL
PROVIDERS**

3

**MAJOR
AIRLINES**

50

**MILLION GALLONS
HIGH-INTEGRITY SAF**

**SUSTAINABLE AVIATION BUYERS ALLIANCE
ANNOUNCES **HISTORIC AGREEMENTS TO PURCHASE
SUSTAINABLE AVIATION FUEL CERTIFICATES**
TO GROW INVESTMENT IN CLEAN FUEL TECHNOLOGIES**

SABA

Demand aggregation is intended to serve members and the broader SAF market

Power of Demand Aggregation



Demonstrate stronger demand signal for high quality fuel to help grow the market



Secure better deal terms through purchasing SAFc in bulk and engaging multiple customers at once



Benefit from peer-to-peer learning while navigating complex, new markets

A big thank you to all participating customers!

NETFLIX

Meta

Watershed



workday.

AUTODESK

McKinsey & Company

JPMORGAN CHASE & Co.

LIVE NATION

AstraZeneca

BCG

Deloitte.

Morgan Stanley



BAIN & COMPANY

SAMSUNG BIOLOGICS

SABA's multiyear structure enables certainty and scalability for fuel providers

Multiyear contracts benefit the purchaser, provider, and broader SAF market



Fuel provider

- Long-term contracts **draw in new investment** to scale production
- **Demand certainty** eases business planning
- **Large, multi-year offtakes** are a more efficient way of filling order books



Corporate customer

- Long-term deals provide a stable, ongoing contribution toward **net zero goals**
- Often come with lower prices or other **advantageous deal terms**
- Send a stronger **demand signal** to growing markets

Importance of Long-term Contracts

Collaboration between corporate customers and airlines is crucial to support net zero aviation



What are e-fuels?

Power-to-liquid (or e-fuel) combines **renewable electricity** and **waste CO₂** to produce a drop-in jet fuel.

Twelve's power-to-liquid SAF was offered to SABA customers in partnership with Alaska Air



*E-fuels have many advantages including **low GHG emissions** and **high potential for scalability***



*Deal was made possible through **collaboration** between airline, fuel producer and corporate customers*



*Available e-fuel volumes remain low, but **strong demand signals** can help grow future supply*

Scaling Advanced Fuel Technologies

**Thank you for
joining us!**

**TO CONNECT WITH SABA,
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