















7 to 8, August 2024 Bangkok, Thailand





CHALLENGES IN SAF FINANCING

From an Airline's Perspective

CORSIA COMPLIANCE



- Emissions cap lowered to 85% of 2019
- 126 States participating as of 1 Jan 2024
- Offsetting expected to commence in 2024 under ALL ICAO traffic growth scenarios



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- Transition towards cleaner energy using SAF or LCAF
- Global collective goal: 5% CO₂ reduction using SAF by 2030



COMPARATIVE PRICING

Price for 1 tonne of CO2 Equivalent				
CORSIA Eligible Credits SAF				
US\$20 ~US\$750				
37.5X More Expensive to decarbonise with SAF				

COST DRIVERS OF SAF

SAF adoption rates remain low because of **demand and supply** constraints

Supply	Demand
Competition for known feedstock	Non-transparent SAF pricing
 Underdeveloped R&D for new feedstock 	Regulated airfares
Difficulties to obtain sustainability	High financing cost
certification	Low consumer awareness
High investment barrier	



CAPEX COST COMPARISON

Plant					
Name	Neste, Singapore	LanzaJet, Georgia, USA	DG Fuels, Louisiana, USA		
Technology	HEFA	Alcohol-to-Jet	Fischer-Tropsch		
Feedstock	Used Cooking Oil	Agricultural waste, MSW	Biomass waste		
Capacity (t/year)	1,000,000	30,000	600,000		
Investment (US\$)	1,700,000,000	200,000,000	4,000,000,000		
Govt/ Development Grant Support		 Tax credit of US\$ 1.25 to 1.75 per gallon of SAF Microsoft Climate Fund (US\$50m) Breakthrough Energy (US\$50m) US Department of Energy (US\$14m) 	 US\$ 2.15 billion loan guarantee from US Department of Energy 		
Private Sector Investments		 JV: Suncor Energy, LanzaTech & Mitsui ANA, BA, Southwest Airbus Shell, MUFG 	 Black & Veatch Energy Vault HydrogenPro aviner & co., inc. Chishima Real Estate Co., Ltd 		
 DHL Express (5-year offtake for 0.3 mil tonnes of SAF) Air New Zealand (7,000 tonnes SAF) Singapore Airlines (1,000 tonnes SAF) 		N/A	 Air-France KLM (10-year offtake for 0.6 mil tonnes of SAF) Delta Airlines (7-year offtake for 1.1 mil tonnes of SAF) 		



WHAT IS EXPECTED OF AIRLINES?

	1	2	3	4
STRATEGIES	Co-Invest in SAF refineries	Sign Offtake Agreements	Finance the Cost of SAF	Transfer Pricing to Consumers
CHALLENGES	Non-core businessHigh risk venture	 Pricing uncertainty Policy uncertainty Certification uncertainty 	 Opportunity Cost of Financing New Fleet and Efficiency Upgrades High cost of financing Currency exposure 	 Fare ceilings Airfare disclosure regulations

FORECASTED COST OF CARBON

Year	Annual Emissions Growth Rate	CORSIA Compliance Req	CAAF/3	Cost of Carbon (US\$)	Cost per Pax per Hour (US\$)
2024	-	4.4%	0.0%	\$5,988,677	\$0.05
2025	5%	5.7%	0.0%	\$9,731,468	\$0.07
2026	4%	6.6%	1.0%	\$73,134,568	\$0.52
2027	4%	13.0%	2.0%	\$151,976,886	\$1.04
2028	4%	14.4%	3.0%	\$222,323,563	\$1.45
2029	3%	15.1%	4.0%	\$266,859,333	\$1.68
2030	3%	16.6%	5.0%	\$360,065,454	\$2.21

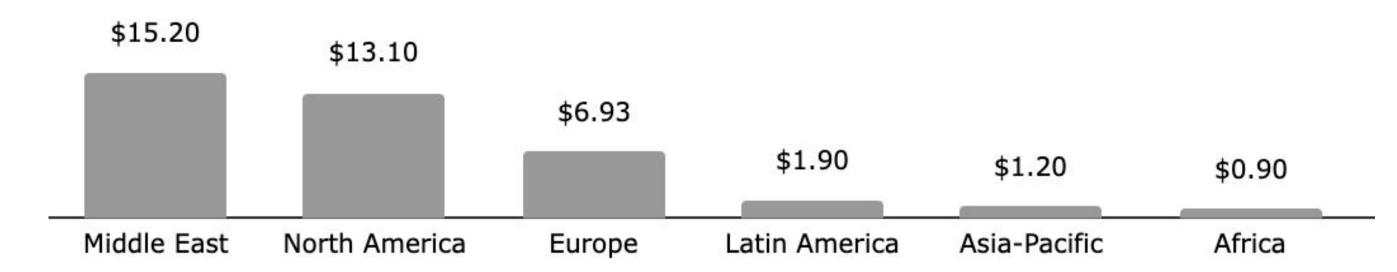
Assumptions

- Baseline unchanged at 85% of 2019 levels
- Price of Carbon Credits starts at US\$15/tonne, rising 20% each year
- SAF Price at 4x of Jet A1 in 2024, dropping to 3.4x of Jet A1 in 2029



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AIRLINE PROFITABILITY OUTLOOK IN 2024



Region	Middle East	North America	Europe	Latin America	Asia-Pacific	Africa
Expected Net Profit Margin Per Pax*	\$15.20	\$13.10	\$6.93	\$1.90	\$1.20	\$0.90

*Source: <u>IATA Airline Profitability Outlook for 2024</u>



Cost of CORSIA compliance + 1% SAF = \$0.52 (43%)

Cost of CORSIA compliance + 5% SAF = \$2.21 (-180%)

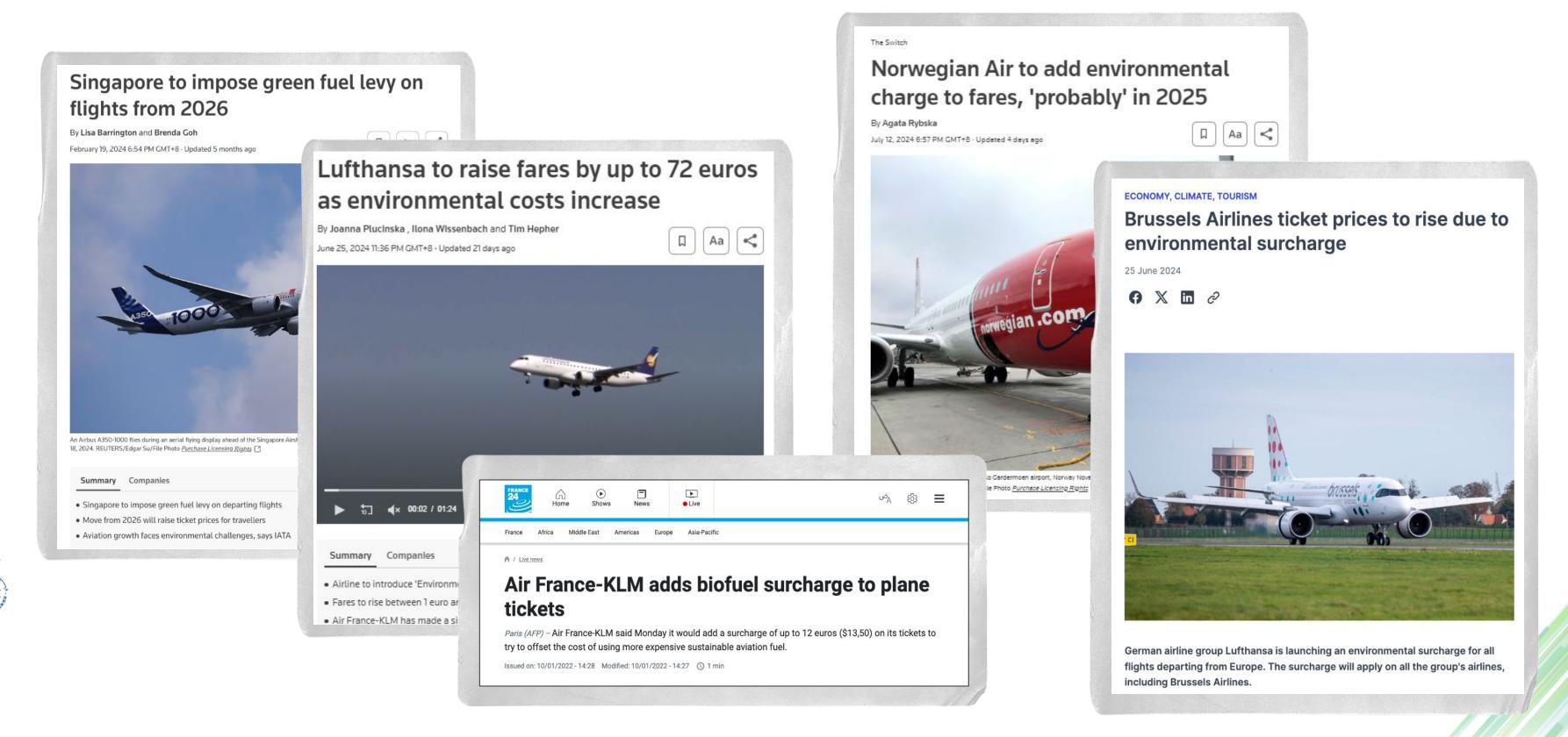
RANGE OF POLICIES TO DE-RISK SAF



- Infrastructure Grants and Incentives
- Tax Credits and related Incentives
- Loan Guarantees to Producers and Purchasers
- Continuous research, development and certification of new feedstock
- SAF Mandates
- National Carbon Policy supporting SAF use
- **Carbon Pricing**



CARBON FEE OUTLOOK



Thank You



