Commercial Session 3
The Off-take Agreement

Singapore, 16th November 2018
Some Issues and Concerns to be addressed by the panel

- **Off-Take Agreement** – How does this work as airlines normally just provide their estimated annual requirement?
- **Contract length** – What would be required and why? Normally we keep these short, 1 or 2 years.
- **Considerations** – What internal challenges do airlines face when developing their sustainable fuels strategy?
- **Competitive landscape** for Sustainable fuels, is it improving?
- **Bad press** - How do we all avoid this in regards to feedstock choice and sustainable fuel use decisions?
- **Availability** – Will production be able to scale up to become a significant share of global demand?
- **CORSIA etc.,** – How do the airlines ensure their sustainable fuel strategy meets both the sustainable criteria and monitoring or recording requirements of these schemes?
- **Cost** of sustainable fuels is currently high, will it become more competitive?
- **Blending** – Who is responsible for this? Where? Who supplies the conventional fuel for blending?
- **Re-certification** – Who would be responsible for this and how is it done?
- **Point of title transfer** – At what point along the supply chain will this happen?
- **Transportation** – How will it be looked after, kept clean and on spec, and delivered to the airlines?
- **Partnerships** – How can all the companies work together in a mutually beneficial way to make this work?