

SABA

SUSTAINABLE AVIATION BUYERS ALLIANCE

SAFc Provider Meeting – SAFc Connect

March 20th, 2025

A joint initiative of



With secretariat and expert support from





Agenda

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Context and Development of SAFc Connect

2

Overview of SAFc Connect

3

Key Documents

- **User Manual**
- **Participation Agreement**

4

Next steps and Q&A

SABA developed SAFc Connect with robust stakeholder feedback

SABA Members, Airlines, and Fuel Providers provided key input to the development of SAFc Connect



Key features and objectives of SAFc Connect

SAFc Connect was chosen by SABA Members for the following benefits

TRANSPARENCY	FLEXIBILITY	MAXIMUM PURCHASE OPPORTUNITIES	PRICE BENEFITS
<ul style="list-style-type: none"> SAFc Buyers will receive increased visibility into SAFc market availability and pricing Offers from SAFc Providers are screened against clear, published, and consistently applied eligibility criteria 	<ul style="list-style-type: none"> SAFc Buyers will weigh commercial terms and sustainability qualities against their own preferences and make individual purchase decisions SAFc Providers can structure offers to leverage their unique operating and offtake conditions to provide the most attractive offers possible to SAFc Buyers 	<ul style="list-style-type: none"> SAFc Buyers can purchase SAFc at any time based on the offers published in SAFc Connect SAFc Providers can continuously make sales through SAFc connect and quickly offer SAFc from new production volumes to SAFc Buyers 	<ul style="list-style-type: none"> The flexibility to structure offers and ability to quickly capture new SAF production volumes in the market is expected to result in long-term pricing benefits Market transparency offered by the Database will provide assurance that SAFc Buyers are paying a “fair price”

** SABA will also run an opt-in collective procurement process for Members who prefer SABA take a more involved role in the selection of a preferred provider as well as commercial and contracting discussions. This opt-in procurement will come in the second phase of SAFc Connect.*





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Overview of SAFc Connect

Introduction

The screenshot displays two main components of the SAFc Connect interface:

- Provider Database:** A table titled "SAFc Providers Current Offers" with a search bar and columns for Offer ID, Data Field 1, Data Field 2, Data Field 3, and Supplementary Materials. The Supplementary Materials column contains "View Materials" links with green checkmarks.
- Uploads:** A section titled "Uploads" showing a list of file uploads with columns for date and filename. Below the list is an "Upload" button.

Offer ID	Data Field 1	Data Field 2	Data Field 3	Supplementary Materials
um				View Materials ✓
um				View Materials ✓
um				View Materials ✓
um				View Materials ✓
um				View Materials ✓
um				View Materials ✓

Date	File Name
Jan, 05, 2025	Material Lore...Buyers 01.pdf
Jan, 28, 2025	File 02.pdf
Feb, 02, 2025	Material Lore...Buyers 03.pdf
Feb, 08, 2025	Material Buyers 04.pdf
Feb, 27, 2025	Material Lorem Ipsums 05.pdf
Mar, 17, 2025	Material Lore...Buyers 06.pdf

SAFc Connect will be a centralized web platform where SAFc Providers can submit SABA-eligible SAFc for purchase by SABA members

Key information¹ includes :

- Pricing (\$/mtCO₂e)
- SAFc quantity (mtCO₂e)
- Delivery schedule
- Fuel Producer
- Feedstocks and conversion process
- Region of production and uplift

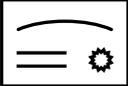
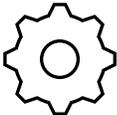
SABA will validate all Offer information and check for SABA eligibility



1. Comprehensive list of data is included in the SAFc Connect Manual and in the appendix to these slides.

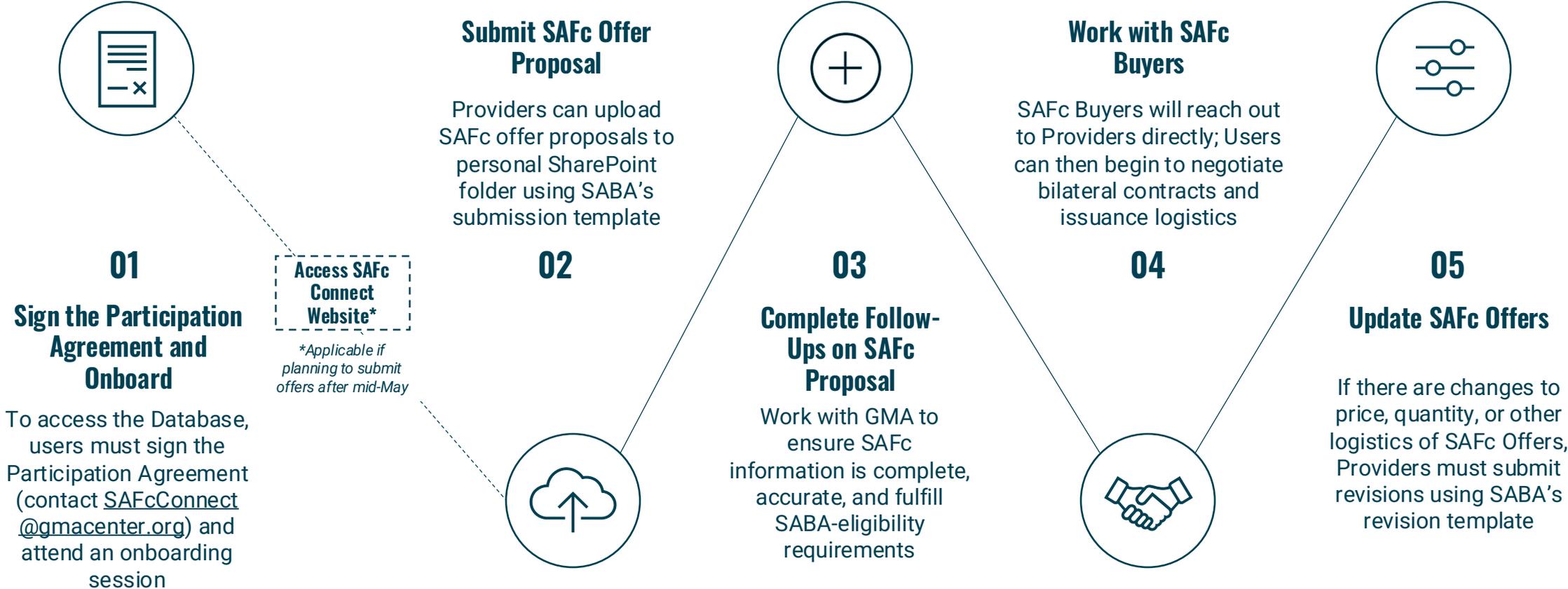
Overview of SAFc Connect

User Types and Actions

User Type	Description	Actions
 SAFc Provider	Fuel producers, airlines, or freight forwarders who have access to SABA-Eligible SAF and are interested in selling SAFc to Buyers	Submit new and updated SAFc Offers with supporting documentation to Database Manager
 SAFc Buyer	SABA Members who have signed the Participation Agreement. Airline members of SABA will not be able to participate as Buyers	View all SAFc Offers and public supporting documentation
 Database Manager	The Center for Green Market Activation (GMA)	Review and publish SAFc offers for SABA eligibility; ensure fair database use by all users per the Participation Agreement

Overview of SAFc Connect

SAFc Provider Process Flow



Overview of SAFc Connect

SAFc Provider Process Flow | Deep-Dive on Submission Process

Provider View

Personal SharePoint Folder

Provider #1				
Name	Modified	Modified By	+ Add column	
[EXTERNAL] Buyer View	4 days ago	Megan Wang		
[INTERNAL] Offer Submissions	4 days ago	Megan Wang		
SAFc Connect Revisions Template_vF.xlsx	4 days ago	Megan Wang		
SAFc Provider Submissions Template_vF.xlsx	4 days ago	Megan Wang		

Details¹

Providers will have their own SharePoint folders after signing the Participation Agreement and attending an onboarding session

Providers will not be able to view other Providers' folders as an antitrust and confidentiality safeguard

SAFc Connect Submission Template

SAFc Connect Submission (V1.0)					
Incorrect inputs will be highlighted in red					
Last Updated: [DATE]					
General Information					Sustain
Provider Name	Provider Category	SAF Producer	Earliest Delivery Date	Feedstock	Maximum Certified Carbon Intensity
Example: SABA Airlines	Airline	SABA Fuels	Aug-25	Used Cooking Oil	14.5
Example: SABA Fuels	Fuel Producer	SABA Fuels	May-25	Distiller's Corn C	28

The submission template prompts providers to input required data that will be displayed on SAFc Connect

The template also includes a price conversion calculator to standardize \$/volume or \$/mass to \$/mtCO2e reduced

The revisions template is similar to the submission template, with an added column for Providers to explain the reason for the change



1. A detailed explanation for how providers can upload SAFc offer proposals will be provided during the required onboarding sessions



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SAFc Connect Manual Overview

The Manual describes how each User type uses SAFc Connect

Manual Contents:

- 1. Database Overview
- 2. Definitions
- 3. Database Manager, Users and Key Actions
- 4. User Access
- 5. SAFc Offer Submission
- 6. SAFc Offer Maintenance and Updates
- 7. Commercial Discussions and Contracting
- 8. Activity Disclosure
- Annex I – Antitrust and Confidentiality Statements
- Annex II – Standard Commercial Terms

Manual Objectives:



Create a centralized set of instructions to streamline ongoing, flexible purchasing options for commercially available SAFc



Define roles, responsibilities and best practices for use of SAFc Connect

Key Manual Sections for Providers

The Manual provides detailed descriptions for submitting SAFc Offers



Section 4 User Access

Instructions for accessing SAFc Connect and available information for Buyers. All Users will have to sign the SAFc Connect Participation Agreement.



Section 5 SAFc Offer Submission

Includes eligibility requirements, data and supporting documentation needed, and proper usage of the submission template.



Section 6 SAFc Offer Maintenance and Updates

Describes how Offers are updated continuously in SAFc Connect; similar to section 5, but with a minimally modified revision template



Annex I Antitrust and Confidentiality Statements

Nondisclosure agreements and antitrust safeguards prevent misuse and ensure information gained from SAFc Connect is adequately protected



Annex II Standard Commercial Terms

Baseline reference for all SAFc Offers within SAFc Connect. These standard terms can be reflected in bilateral contracts facilitated by SABA or modified as Users see fit.

SAFc Connect Participation Agreement Overview

The Participation Agreement contains the terms of use for SAFc Connect

Key Objectives:

- 1. **Create comprehensive contractual requirements** for access to and use of SAFc Connect
- 2. **Implement important legal safeguards** to mitigate antitrust risk and establish requirements for general confidentiality and use of data

Key Sections:



Section 3.3 Authorized Users

SAFc Providers will designate representatives to access the Database, and a point of contact to receive communications from interested SAFc Buyers.



Section 5 Prohibited Uses

All Users agree to antitrust and confidentiality practices
Users must not share information about SAFc Offers with other SAFc Providers, and keep information confidential to SAFc purchase teams
SAFc Providers must not attempt to gain access or information to the SAFc Offers of other Providers



Sections 8-11 Liabilities, Indemnifications, and Arbitration Agreement

Provider's use of the Database and interactions with any SAFc Offers obtained through it are the responsibility of the Users



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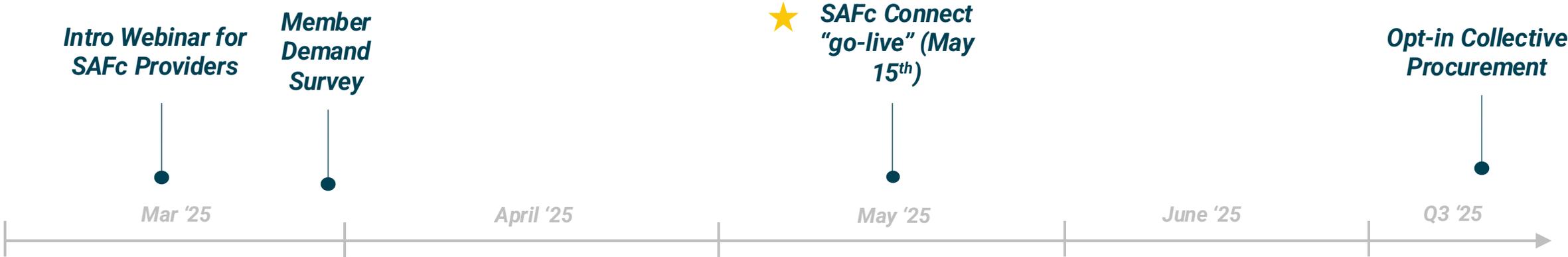
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Moving Forward

Next Steps and Timeline



SAFc Connect Onboarding Period:

- *Execute Participation Agreements with SABA Members and SAFc Providers*
- *SAFc Providers submit offers, SABA reviews in preparation for launch*
- *Continue to build and test SAFc Connect web platform*

Scoping and Demand Aggregation for Opt-in Collective Procurement

Q&A

SABA