



Contact HBI

You may contact HBI at any of the offices listed here. Our headquarters are in France.

Visit our website

You may also visit www.hbint.com for more information about the services offered by HBI.

FRANCE

HB International SAS
26 bis rue de l'Ermitage
BP 80031
95161 Montmorency Cedex

Phone: +33 1 39 34 66 00
Fax: +33 1 34 12 49 60
Email: hbi@hbint.com

ARGENTINA

HBI South America SA
Cabildo 480
1617 General Pacheco

Phone: +54 11 4763 5557
Cell: +54 911 4144 5646
Email: j.pietz@hbisa.com

INDIA

HBI Trade Services Pvt Ltd
5th Floor, Square 1,
13 Gulmohar Road #1, JVPD Scheme,
Vile Parle (w), Mumbai 400 049

Phone: 91-22-2624 2442
Fax: 91-22-2624 4273
Email: pradip@hbiindia.com

CHINA

HBI China Limited
B1-02 Sheng Shi Hua Ting,
Feng Lin Yuan, 98 Longpan Road
Nanjing, 210042

Phone: +86 25 8457 8340
Fax: +86 25 845 797 89
Email: fred.wang@hbint.com.cn

USA - West Coast Office

HBI LLC.
1550 SW Westwood Drive
Portland, OR 97239

Phone: +1 503 784 6311
Fax: +1 503 241 2425
Email: darol@spottedhorse.com

USA - East Coast Office

HBI LLC.
13257 Triple Crown Loop
Gainesville
Virginia 20155
Phone: +1 703 357 32771
Email: randjones1022@yahoo.com



ISO 9001:2000 certification
Certified since 1995

www.oleoline.com - the B2B website for oleochemicals

In 2000, HBI launched www.oleoline.com, a B2B platform specialised in oleochemicals.

Oleoline has become a meeting point of the world's oleochemical industry, attending and reporting all significant market trends and sharing market expertise with its members.

Oleoline plays the role of a real e-broker, providing and obtaining news for you, from and about the market and has seen its number of members increase every year.

Via a simple click, you can subscribe to our Market Reports which cover many products including Glycerine, Biodiesel,

Fatty Acids and also Tropical Oils. Our aim is to provide you with a competitive advantage via fresh and updated information enabling you to improve the profitability of your operations.

Members can also use the tools and trading platforms provided by Oleoline to their advantage. Auctions, both standard and reverse along with a Market Place provide optimum trading opportunities between only the most respected and reliable companies carefully selected by Oleoline to ensure their integrity.

For more information about Oleoline, please contact Jean-Clement Leyat on telephone +33 1 39 34 66 04 or at jeanclement.leyat@hbint.com.

Professionals in Oleochemicals



...our task is only finished once a transaction has been completed to the full satisfaction of buyer and seller alike.

Mike Heming, CEO

HBI activities

What is a broker?

A broker is an intermediate who seeks to facilitate deals between sellers and buyers through his expertise. A broker is remunerated with a commission.

Why use HBI?

Bismark proposed himself as an 'honest broker' at the Congress of Berlin in 1878 to try to prevent a war between Austria and Russia which could involve Germany/Prussia. We do not have the ambition of avoiding any wars, but we do enjoy a few qualities which we feel will help to convince you to use HBI to improve the profitability of your business:

- ★ We have been operating for over 20 years and enjoy a solid reputation for being neutral and independent experts on the glycerine and oleochemical markets worldwide.
- ★ We are in the market every day and are able to advise you not only on current prices but also on likely development in the future.
- ★ We never trade as we consider this would undermine our objective of advising our customer of the best moment to buy or to sell and at the correct price.
- ★ We provide the administrative backup to execute the contracts we book on your behalf.

Why use HBI as an agent?

We offer your company the opportunity of a privileged relationship with HBI, the professionals in oleochemicals.

If this is not in conflict with our existing commitments, HBI may be able to act as your exclusive marketing agent. You will benefit from HBI's experience, reputation for loyalty and honesty, and of course our market expertise. We will provide you the best advice of how to build your supply chain from your factory to your future customers. The idea is to work together on the best adapted strategy to build market share and maximise in the long term the value of your products. We will commit to sell your entire production at market prices.



HBI services

Freight

With more than 20 years experience of handling large volumes of oleochemicals in every corner of the world, HBI has built up a comprehensive knowledge of the global freight market.

Moreover, since our brokerage tasks include a planning and logistic service on behalf of our clients, there is an obvious synergy with regard to freight bookings. HBI is an active broker in all sectors of the freight market related to oleochemicals whether in containers, iso-tanks or bulk parcel vessels. Indeed, HBI has played an important role in the strong development of the flexi-bag freight market and we are responsible for the movement of hundreds of flexi-bag containers of oleochemicals on a monthly basis all over the world.

Consultancy

HBI is an acknowledged independent specialist in the oleochemical industry. We have been a member of a glycerine workshop organized by the European Commission DG XII. HBI is regularly employed as a market consultant by some of the world's largest corporations. We frequently present technical papers at Oleochemical and Biodiesel Conferences worldwide, and publish articles in the specialist press.

HBI provides Market reports and information through its B2B platform, www.oleoline.com. These reports have come to be respected as the point of reference for the oleochemical industry.

HBI also provides tailor-made reports, related to products, markets, information, pricing or any other information you need on the oleochemical industry.

Technology Transfer

HBI is an active consultant in technology transfer, particularly with regard to contact between Europe and India.

HBI's reputation as the leading vegetable oil and oleochemical broker in India is established since well over a decade. This fact has opened many doors within this rapidly growing industry in the Sub-Continent which is itself developing economically at a significant rate. HBI plays an important role in putting Indian companies in touch with European firms interested in investing in the oleochemical market in India. Consultancy activities in this field range from:

- ★ Market research
- ★ Helping to set-up joint venture agreements and companies
- ★ Managing projects from scratch
- ★ Representing the interests of one of the parties involved in the project
- ★ Creation and advice on company infrastructure such as office/factory locations, tax regimes, banking connections and hiring of personnel
- ★ Sales and marketing strategy
- ★ Supply chain management

HBI products

Fatty Acids

As brokers, HBI trades over 50,000 mt of fatty acids every year. A comprehensive knowledge of the oleochemical industry enables us to provide optimal solutions for both buyers and sellers, in a complex technical and economic environment. In India, HBI is the exclusive agent of Pacific Oleochemicals.

Our wide geographic spread enables us to propose alternative sources or markets, whether for C6 or C22 fatty acid, or any composition in between.

HBI is often able to add value to our customers' businesses by ensuring that you have covered all your options with regard to the buying and selling of any fatty acid product.

Biodiesel / Bioenergy

HBI trades over 100,000 mt of biodiesel per year mostly from Asia and the Americas into Europe, but also within Europe and the USA.

Although now well established in Europe, the biodiesel business globally is a young industry. There are numerous potential pitfalls to new-comers in this business. HBI's experience of this complicated market, sorely gained over the past years, is of considerable benefit to our increasing list of producers and consumers.

Since launching a biodiesel desk in 2004, HBI's activity in this market has grown very rapidly. HBI sells vegetable raw material to the biodiesel and the energy generation industries via our sister company HBI Energy SAS (HBE). In particular the sale of palm olein to the biodiesel industry and crude palm oil for bio-energy applications has become an important part of HBI's activities.

HBI's price quotations for various qualities of biodiesel are published on a daily basis in cooperation with Reuters and a reporting service on the complete biodiesel market can be subscribed to on www.oleoline.com.

Glycerine

HBI is an acknowledged specialist of the global glycerine market. Glycerine has a tradition of volatile price movements. Moreover, the market is undergoing radical changes driven by very large arisings of glycerine from biodiesel production. Our recognized ability to identify market trends provides many of our customers with a significant commercial advantage.

As brokers, HBI sold over 200,000 mt of glycerine in 2007, about 12% of the total world market including important shares in both China and the USA. For 20 years, we have issued a comprehensive quarterly "Glycerine Market Report",

published by our e-commerce site www.oleoline.com, which is subscribed to and recognized as an industry reference by most of the major players in the glycerine market. HBI has organised and chaired several World Glycerine Conferences in the past.

HBI's credentials in the global glycerine market are undoubtedly a potential source of profit to your company if you buy or sell glycerine. If you are a seller, we are able to help in maximising the value of your by-product, whatever the quality you produce, whether by selling into domestic markets or exporting overseas via our various sales offices, or by introducing your product for new uses. Indeed HBI has spearheaded many new applications for both refined and crude glycerine, including antifreeze, animal feed, biogas, waste-water treatment and other applications. If you are a glycerine user, we are able to add value by providing your company with the choice of several suppliers, matching the exact quality of glycerine to the application you require.

Castor Products

Today India dominates the global castor oil market with 90% of supply being exported out of India. HBI is an important player in this market and as the agents of the Adani Group has a market share of around 25% for castor products in Europe. The Adani Group is one of the world's largest crushers and exporters of castor oil and has built up a reputation as a reliable supplier of excellent quality material. The Adani Group is a very large multi-facted Indian-based company with a turnover of more than USD 5 billion in 2006.

HBI operates bulk storage facilities for castor oil out of Rotterdam and Marseilles (France), and stocks Adani's castor derivatives in Belgium for rapid supply into the market. In a market not always associated with the rigour demanded by European buyers, HBI and Adani guarantee the ongoing excellent reputation for quality, reliability and service which we have achieved over the years.

In China, HBI has created a reputation as a broker capable of supplying castor products into what is becoming an increasingly competitive market.

Nickel and Precious Metal Catalyst

HBI is the European agent of Monarch Catalyst Pvt India, a leading player of catalytic technology for the hydrogenation of edible oils and oleochemicals.

Thanks to the top quality of our products, notably in terms of activity and filtration, this family-owned company together with HBI has gained the confidence of most European fatty acid producers. We are proud to serve about 40% of European market as far as fatty acid hydrogenation is concerned. Monarch Catalyst Pvt has extensive know-how in manufacturing a range of precious metal and activated alloy catalysts for hydrogenation processes involving sorbitol, API and amines.

