



Helping Biomass Businesses Grow



WELCOME
TO



BiofuelCircle

Personalise your experience with the
community by registering

About BiofuelCircle

BiofuelCircle is India's first online marketplace for buying and selling Biofuels and Biomass.



The platform:

- Brings together Boiler Manufacturers, Boiler Owners, Industrial Biofuel Buyers, Briquette Makers, Farmers and Transporters on its e-marketplace
- Enables seamless and efficient buying & selling
- Helps buyers and sellers get real-time insights on product availability, pricing, & transport costs
- Offers Biofuel Processors and Briquette Makers a unique opportunity to overcome the challenge of the seasonality of raw biomass, get access to more customers and discover better deals for biofuels
- Offers financing solutions customized for the Bioenergy industry
- Helps in digital transaction management through e-invoicing and digital payments

We understand your challenges!

Biomass processors and briquette makers face some peculiar challenges which hamper business efficiency.



Access to Markets

Limited access to markets for buying of raw biomass as well as for selling of finished biofuel products



Seasonality

Supply of raw biomass is available only for 4-5 months in a year requiring high upfront investments for buying and storing a year's supply of raw biomass



Logistics

High cost of transport especially over longer distances



Price Discovery

Limited control on procurement and sales price; and lack of options for biomass variety, suppliers and customers



Access to Finance

Access to mainstream bank finance is limited. Coupled with seasonality, this increases cost of operations

Access to Markets

Limited access to markets for buying raw biomass as well as for selling finished biofuel products is a challenge faced by briquette makers and biomass processors. BiofuelCircle addresses both these challenges by enabling



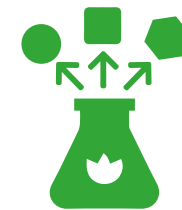
Large Number of Suppliers

The BiofuelCircle marketplace gives you access to multiple suppliers like farmers, Farmer Producer Organizations, industrial biomass producers like sugar factories, FMCG companies, wood industry from a wider geographical area.



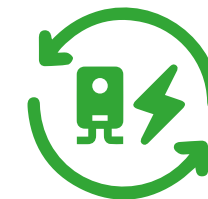
Reliability in Supply

Suppliers on the marketplace are verified by BiofuelCircle and transactions are digitally traceable ensuring high levels of reliability in raw material supply.



Variety of Biomass

A larger pool of suppliers also means access to a variety of biomass like farm waste, bagasse, sawdust, cashew nut shells, etc.



Buyers with Robust Demand

The BiofuelCircle marketplace gives you access to large industrial buyers, boiler owners, and energy companies with robust demand for biofuels along with stable payment cycles.

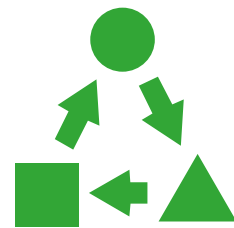
Seasonality

Supply of raw biomass is available only for 4-5 months in a year requiring high upfront investments for buying and storing a year's supply of raw biomass. This also puts financial stress on briquette-making businesses.



Biomass Bank

BiofuelCircle has partnered with Farmer Producer Organizations and Agri Entrepreneurs who manage and operate high-quality storage facilities of raw biomass. This ensures an assured supply of raw biomass without the need to maintain high inventory levels.



Low Dependency on select few Suppliers

The BiofuelCircle marketplace gives you access to a large number of suppliers from a larger geographical area. This reduces dependency on a select few suppliers who may not be able to cater to the high demands of raw biomass.



Low dependency on select few biomass varieties

BiofuelCircle's Green Navigator helps in checking feasibility and availability of all local biomass varieties that could be useful independently or in combination with other varieties. As the seasons for availability for biomass varieties are different, it is possible to come up with a plan to source based on seasonality and availability.

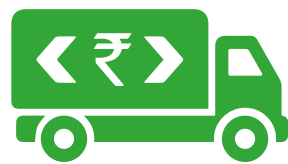
Logistics

Limited options of local transporters often result in high transport costs. Sometimes the transport cost can be as much as 30% of the landed price of biomass products



Local Pool of Transporters

BiofuelCircle has partnered with rural entrepreneurs and Farmer Producer Organization to help unearth spare transport capacities in local markets. This has been done by onboarding owner- operators of commercial vehicles as well as using the spare capacity of tractors in rural markets.



Ride Sharing in Commercial Transport

Based on the philosophy of ride-sharing taxi services, transporters on the marketplace ensure minimum empty trips by taking transport contracts at pick up and drop locations. This allows route optimization leading to lower number of empty rides.



Technology for Quicker Turnaround

BiofuelCircle has partnered with fleet owners to develop specialized Moving Floor trucks which allow for the faster unloading of goods. This saves fuel and overhead costs besides allowing more trips per vehicle.

Price Discovery

BiofuelCircle platform offers tools like auctions to facilitate wider participation in anonymous mode



Greater Pool of Buyers and Sellers

BiofuelCircle brings on the table a larger pool of suppliers and buyers of every biomass and biofuel variety. Coupled with supply locations, the optionality in deal making increases.



Market Driven Selling Price

With innovations like anonymous auctions, bids & offers, briquette makers are able to sell biofuels at market-driven prices as against the traditional buyer dominant pricing model.



Insights & Intelligence

The marketplace keeps track of all transactions done on the platform and generates insights that help participants take informed decisions on pricing, inventory levels as well as understand market trends in almost real-time.

Value Added Services

Access to mainstream bank finance is limited. Finance is often at exorbitantly high interest rates.



Customized Lending Solutions

BiofuelCircle has partnered with some of India's leading banks and NBFCs to design lending solutions customized for the Bioenergy Industry by taking into account realities of the sector such as seasonality, credit duration, and more.



Assurance Services

BiofuelCircle is committed to providing lab-tested, assured quality and quantity biomass and biofuels through 'BiofuelCircle Assured' ecosystem.

Features Include:

1. Delivery assurance to subscribed buyers irrespective of seller's default
2. Rating mechanism to rate platform buyers and sellers based on trade transaction efficiency parameters
3. Biofuel lab partners to create a quality profile for sellers goods based on lab tests
4. Subscribed participants will get BiofuelCircle Verified participants tags.
5. Access to sellers' quality lab data and performance



BiofuelCircle



Value Drivers



Bioenergy
Advisory



New Business
Opportunity



Lower
Transport Cost



Supply Chain
Financing



Greater Reach
for Green Energy



Price Discovery
Digital Payments



Ease of Logistics
Storage Efficiency

BiofuelCircle is committed to



Local
Jobs



Rural
Economy



Scale for
Green Energy



Energy
Security

We invite you to take the first step towards unlimited possibilities by creating your profile on my.biofuelcircle.com

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