



Q2 2012 Earnings Conference Call

August 14, 2012

Speakers



Daniel J. Oh
President & Chief Executive Officer



Chad Stone
Chief Financial Officer



Natalie Lischer
Executive Director, Corporate Finance and
Investment Banking & Corporate Secretary

Safe Harbor Summary

This presentation contains certain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 as amended, including statements regarding increased demand for biodiesel and the renewable fuel standard, expectations regarding feedstock availability and prices, RIN prices, and future financial and operating performance of REG. These forward-looking statements are based on current expectations, estimates, assumptions and projections that are subject to change, and actual results may differ materially from the forward-looking statements. Factors that could cause actual results to differ materially include, but are not limited to, the effect of governmental programs on our business; government policy making and mandates relating to renewable fuels; the future price and volatility of feedstocks; the future price and volatility of petroleum and products derived from petroleum; expected future financial performance; our liquidity and working capital requirements; availability of federal and state governmental tax credits and incentives; anticipated trends and challenges in our business and competition in the markets in which we operate; our ability to estimate our feedstock demands and biodiesel sales; our dependence on sales to a limited number of customers and distributors; technological obsolescence; our expectations regarding future expenses; our ability to successfully implement our acquisition strategy; and other risks and uncertainties described from time to time in REG's public filings with the U.S. Securities and Exchange Commission. The forward-looking statements are made as of the date of this presentation and REG does not undertake to update any forward-looking statements.

Quarter Operating Highlights

- 54 million gallons sold
 - 63% y/y increase
 - 43 million gallons produced
- Revenue \$272 million
 - 39% y/y increase
- Adjusted EBITDA \$26.5 million
 - 3% y/y increase
- Cash \$87 million

Distribution Network

- REG Clovis – Opened as a wholesale terminal and began selling biodiesel in July
- New terminal agreement for B100/B99 blending near Lebanon, Ohio
- New agreement to market biodiesel from a terminal near Long Beach California, expanding REG's product market on the West Coast

Albert Lea Conversion Initiated

- Continue to advance the conversion from low free fatty acid feedstock to flexible feedstock technology
- Conversion to be completed in June 2013
- Little interruption to production
- Significant margin benefit



Low free fatty acid feedstock conversion

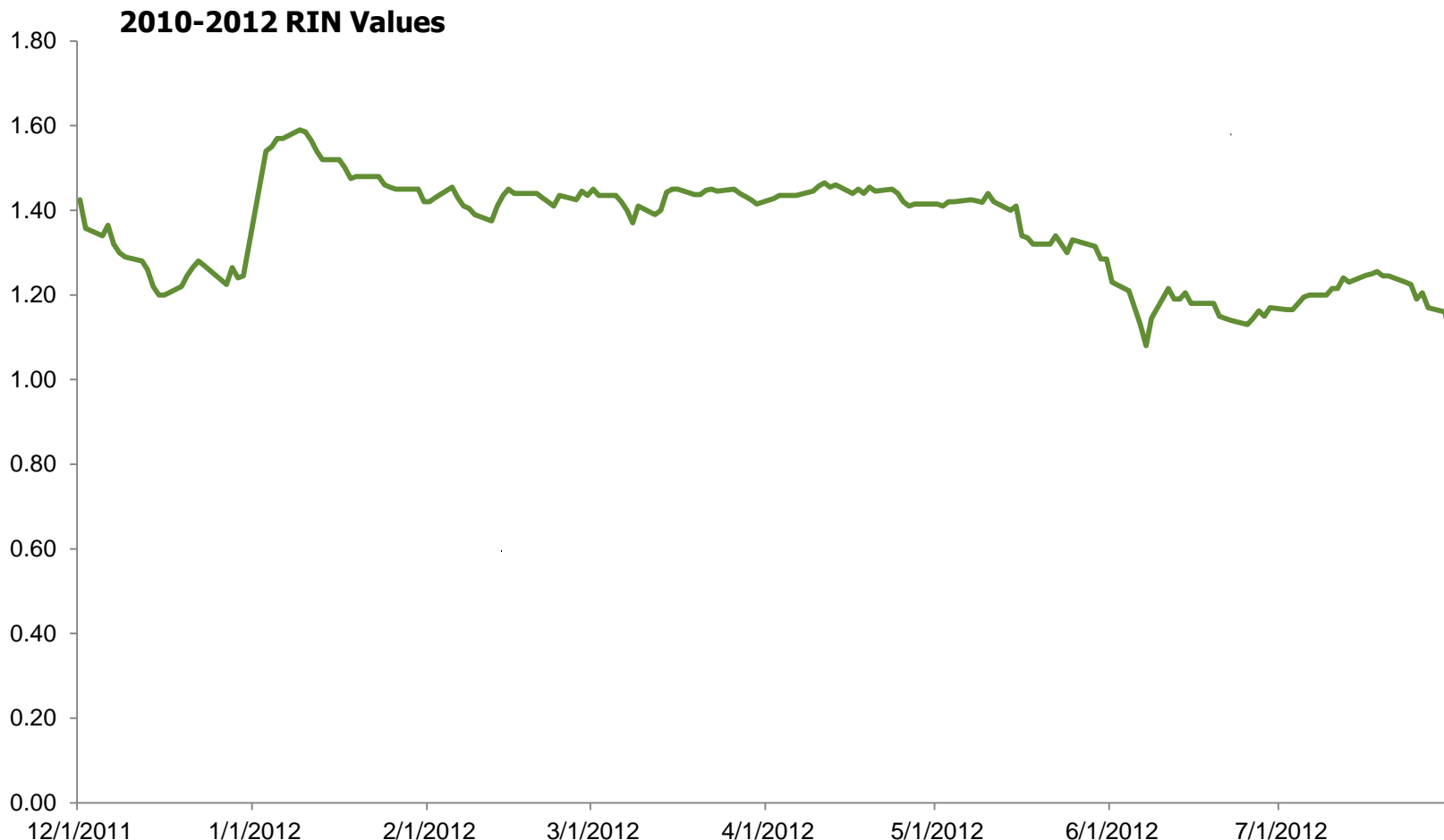
Energy prices

Energy prices have been volatile in 2012



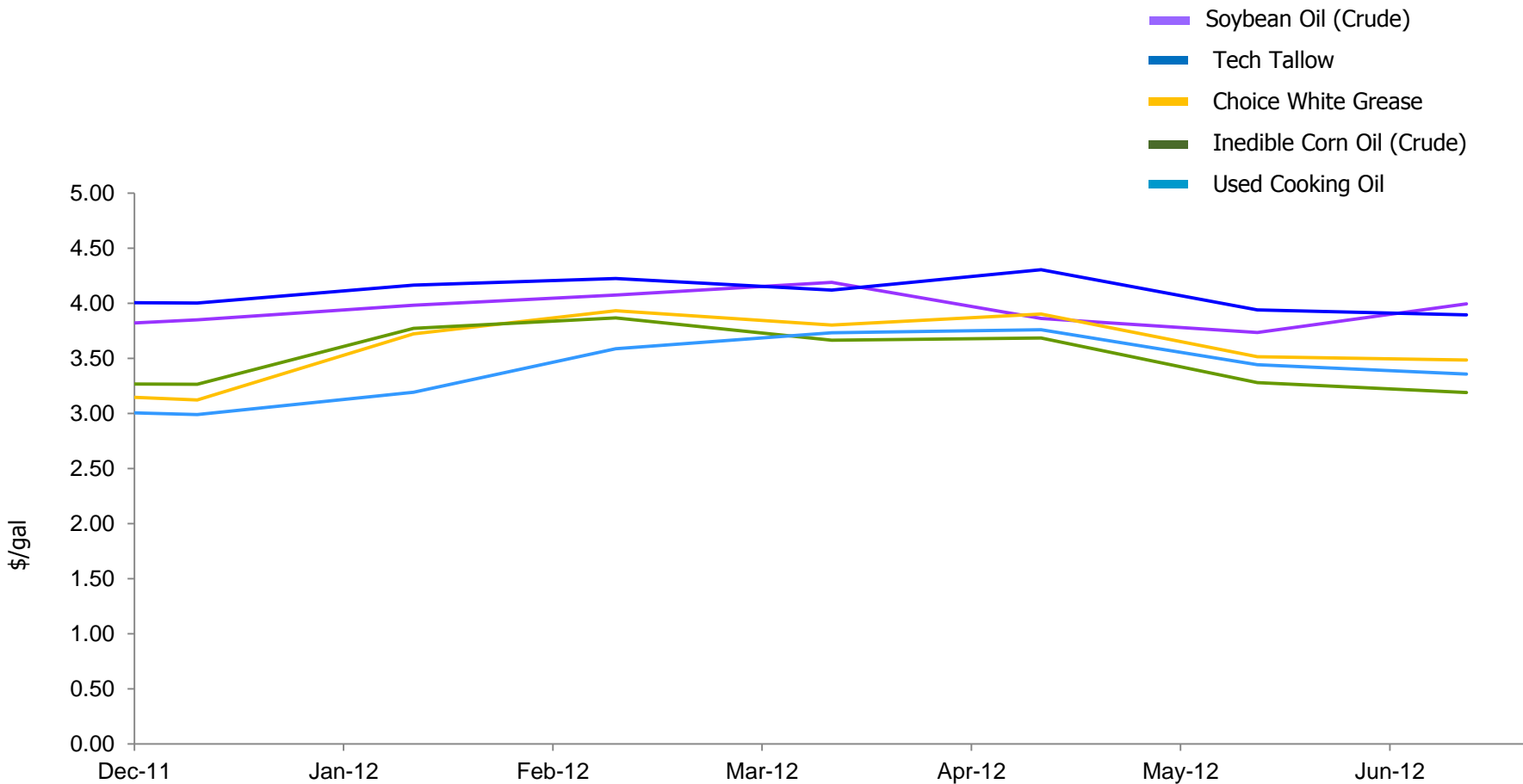
RINs Analysis

RINs price have been flat to declining, likely due to the delay of the announcement of the 2013 RVO



Source: OPIS

Feedstock Prices



Source: The Jacobsen

Financial Highlights

	Q2 2012	Y/Y Growth
Gallons Sold	54	+63%
ASP	\$4.58	-12%
Revenue	\$271.9	+39%
Gross Profit	\$31	+2%
SG&A	\$11	41%
Adj EBITDA	\$26.5	+3%

Balance Sheet Strength

	Q2 2012	Q1 2012	Q4 2011
Cash	87,050	75,157	33,575
Receivables	29,852	42,228	52,833
Inventory	58,632	77,642	42,110
Total Assets	552,507	553,675	484,447
Debt	76,612	86,237	85,587
Total Liabilities	141,750	160,983	216,092

Outlook

- RFS2 drives demand
- Normal seasonal patterns
 - Summer volume strength
 - Q4 sees balancing for RIN compliance

	Q3 2012	2012
Gallons Sold	55 - 60	185 - 200
Adj EBITDA	\$10 - \$15	\$60 - \$80

Upcoming Conference Appearances

- 32nd Annual Canaccord Genuity Growth Conference, being held on August 14-16, 2012 in Boston, MA
- Clean Technology & Industrial Growth Conference, Wedbush Securities, being held on September 12, 2012 in San Francisco, CA

Appendix A

Adjusted EBITDA Reconciliation

Adjusted EBITDA Reconciliation

(\$mm)	<u>1Q '11</u>	<u>2Q '11</u>	<u>3Q '11</u>	<u>4Q '11</u>	<u>2011</u>	<u>1Q'12</u>	<u>2Q'12</u>
Net Income (Loss)	3.74	(0.95)	(2.01)	88.09	88.87	13.77	14.43
(Income) Loss from Equity Investments	0.07	0.08	(0.65)	0.06	(0.44)	-	-
Income Tax (Benefit) Expense	-	-	4.75	(1.77)	2.98	0.80	4.47
Interest Expense	1.71	1.75	2.18	2.45	8.10	1.05	1.06
Other Income	(0.11)	(0.03)	(0.07)	(0.15)	(0.36)	(0.05)	(0.03)
Change in fair value of Seneca Holdco liability	(0.73)	2.25	0.98	(0.40)	2.10	(0.35)	-
Change in fair value of interest rate swap	(0.17)	(0.17)	(0.17)	(0.07)	(0.57)	0.01	-
Change in fair value of preferred stock conversion feature embedded derivatives	(2.56)	19.65	38.48	(63.51)	(7.94)	(11.17)	-
Stock issued for glycerin termination	-	-	-	-	-	1.90	-
Straight-line lease expense	0.80	0.62	0.39	0.09	1.90	(0.10)	(0.10)
Depreciation	1.69	1.71	1.85	1.94	7.18	2.03	2.07
Amortization	(0.13)	(0.12)	(0.10)	(0.10)	(0.45)	(0.14)	(0.21)
EBITDA	4.31	24.78	45.65	26.63	101.37	7.76	21.69
Non-cash Stock Compensation	0.99	0.99	1.07	2.89	5.93	4.96	4.76
Adjusted EBITDA	5.30	25.77	46.71	29.52	107.30	12.72	26.45