



The challenge

LATAM has the feedstock, the projects, and the demand signal. But turning a SAF project into a bankable, certificable, offtake-ready asset is where most developers get stuck.

- 
Feedstock complexity: UCO, residues, macaúba, and sugarcane - selecting the right supply - requires simultaneous screening of logistics, sustainability, and long-term availability.

- 
Technology risk: Choosing between HEFA, ATJ, FT, or PtL without a rigorous comparison leads to oversized CAPEX and underdelivered returns.

- 
Regulation gap: Each export market demands a different evidence trail. Missing one link blocks access to the green premium.

- 
Bankability gap: Lenders require investor-grade techno economic analysis and independent technical review that most developer teams cannot produce in-house.

- 
Offtake structuring: Airlines, distributors, and refiners need long-term agreements with auditable sustainability claims, bridging producer and buyer takes more than legal drafting.



Why Hinicio?

Deep pathway expertise:

We compare HEFA, ATJ, FT, and PtL in a single integrated techno economic analysis, covering cost, risk, and regulatory trade-offs across bioSAF and eSAF.

Truly independent, OEM-connected:

Our advice protects your interests, and our knowledge of the OEM landscape helps you make informed technology choices.

Proven global track record:

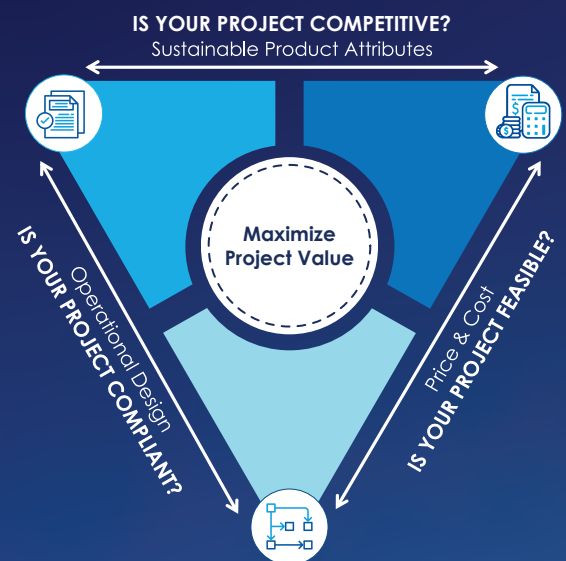
We have delivered due diligence, pre-feasibility, offtake selection, go-to-market, and regulatory compliance, for developers, refiners, and energy companies across 15+ countries.

SAF & PtX projects have additional risks due to their first-of-a-kind nature. Partnering with Hinicio early reduces costs, uncertainty, and investment risk.



What you get: five engagement modules

- 1. Market & Regulatory Scan:**
Demand mapping, pricing benchmarks, mandate analysis (CORSIA, ReFuelEU, local blending mandates), and competitive landscape. The evidence base for go/no-go decisions and investor narratives.
- 2. Feedstock & Site Screening:**
Multicriterio evaluation of feedstock options, logistics, and site selection across bioSAF (UCO, agri-residues, energy crops) and eSAF (biogenic CO₂, renewable energy profile) pathways.
- 3. Pre-Feasibility Techo-economic analysis:**
Technology route comparison (HEFA, ATJ, FT, PtL), CAPEX/OPEX modeling, LCOJ sensitivity analysis. Investor-grade output with ANDREA software integration.
- 4. SAF Compliance Check:**
Pathway eligibility review across CORSIA, ISCC, RSB, EU RED III, and ASTM D7566. Evidence gap mapping and traceability system design — aligned with local regulations and target export markets.
- 5. SAF Compliance Check:**
Willingness-to-pay analysis, buyer identification (airlines, refiners, fuel distributors in LATAM and Europe), and negotiation support to structure SAF supply agreements.



HINICIO is a consulting firm **specialized in hydrogen and derivatives, sustainable transport and mobility, and industrial decarbonization**. We advise governments, Multilateral Development Banks, investors, and project developers across Europe, the Americas, Asia, Africa and the Middle East.

Ready to advance your SAF project?

Let's start with a market scan and pathway scoping call

 www.hinicio.com  maria.valenzuela@hinicio.com

 [/company/hinicio](https://www.linkedin.com/company/hinicio)  [HinicioSA](https://twitter.com/HinicioSA)