A WORLD OF OPPORTUNITY

Energy solutions tailored for Africa
The Vitol Group is an energy and commodities company. Physical trading, logistics and distribution are at the core of the business, but are complemented by refining, shipping, terminals, exploration and production, power generation, mining and retail businesses.

Founded in Rotterdam in 1966, today the company has over 40 offices worldwide - with its largest operations in Geneva, Houston, London and Singapore. The group’s turnover in 2016 was $152 billion.
**Trading, logistics and distribution**
Business built upon long-standing relationships with producers, refiners and industrial customers.
- 351 million tonnes of crude oil and products traded in 2016

**Refining**
- Invested in six refineries worldwide with a total refining capacity of 480,000 bpd
- 3.6 million bpd crude oil and feedstocks supplied to refiners globally

**Terminals, storage and infrastructure**
Growing portfolio of strategic energy assets enabling customers to benefit from optimised feedstock and products, as well as flexibility and choice.
- Circa 18 million m³ of owned storage capacity strategically located across six continents
- Blending capabilities to offer bespoke specifications

**Exploration and production**
- Technical and logistical expertise - 20+ years experience
- Collaborating across the business to identify flexible solutions for our partners
- Currently developing Sankofa gas field in partnership with the World Bank, Eni and Ghanaian Government to provide enough gas to power Ghana’s thermal power sector for 15 years

**Marketing and downstream**
Downstream footprint which today includes:
- Circa 5,000 service stations comprising over 3,000 across Africa and Australia, 2,700 of which are Shell-branded, and a further 1,800+ across NW Europe and Eurasia
- Bunkering businesses supplying in excess of 7.5 million tonnes globally annually
- 4.7 million tonnes of jet fuel into wing at 60 airports worldwide
- Growing B2B business supplying gasoline and heating oil in NW Europe

**Cross-commodity solutions**
- Global trading expertise across all commodities enabling clients to manage energy costs and optimise product sale value
- Delivering power and gas to fuel small scale businesses
A partner for the long-term

Market leader
- Largest independent energy trader
- Extensive trading, financial and technical expertise
- Reputation founded on dependability and quality

Financial strength
- Revenues of $152 billion in 2016
- 50 consecutive years of profitable operations
- Strong liquidity and risk management discipline
- Long-term outlook; strategic infrastructure investments

Proven partner
- Collaborative and solutions-focused approach
- Business founded on long-standing partnerships
- Consistently reliable execution

A local presence, globally
- 60+ nationalities employed in over 40 offices worldwide
- Invested in energy infrastructure across six continents

Responsibility
- Committed to operating to highest international HSE standards
- Handling products around the globe efficiently and safely with respect for the environment
- Acting with consideration to all those we partner with
A long history of working in Africa

Vitol has a long history of working with partners across Africa; both working with producers and NOCs to optimise the value of African crudes and distributors to provide a reliable supply of high quality fuels to fast growing African markets.

In recent years, Vitol has invested in energy infrastructure throughout Africa, building terminals in Kenya, Nigeria and South Africa which complement our growing downstream and distribution network. Our investment has exceeded $4 billion over the last five years and Vivo Energy, a Vitol investment and a Shell licensee in 16 countries across the continent, is investing $250 million in improving energy infrastructure.

Our commitment to Africa is growing, with the acquisition of a share in Oando’s downstream business in West Africa, equity participation in First E&P in Nigeria, the further development of our market leading LPG terminal in Lagos, Nigeria and the development of the Sankofa field in Ghana, a project supported by the World Bank and which is the largest foreign direct investment in Ghana since independence.
Vitol in Africa - a growing presence

Sankofa development, Ghana:
Developed in partnership with Eni, the project will access approximately 1.5 trillion cubic feet of gas-in-place and 500 million bbls of oil-in-place.

Vivo is a Shell licensee in 16 countries:
- 1,780+ retail sites
- >2,000 employees
- ~900,000 m³ storage
Supplying growing mining and agricultural industries

Vitol Aviation:
Present in Cape Verde, Ghana, Ivory Coast, Kenya, Mauritius, Morocco, Senegal and Uganda

VTTI is Vitol’s global terminal company:
Navgas, Lagos, Nigeria
16,000 m³ of LPG storage with a further 6,000 m³ propane sphere under construction
Mombasa, Kenya
111,000 m³
Cape Town, South Africa
118,000 m³ under construction

Key
- Sankofa development
- Vivo Energy
- OVH/Oando downstream
- Vitol representative office
- VTTI terminals
Vitol’s African trade flows

Regional Exports
- Crude
  - Europe
  - Asia Pacific
  - Americas
  - Inter Africa
- Oil Products
  - Inter Africa
  - Europe
  - Americas
  - Asia Pacific

Regional Imports
- Crude
  - Europe
  - Americas
  - Inter Africa
- Oil Products
  - Europe
  - Americas
  - Inter Africa
  - Middle East
  - Asia Pacific
LPG offers many African businesses the opportunity of creating their own clean, reliable and cost effective power solution. LPG is a fuel that has recently become much more abundant, both domestically in Africa and internationally. It is competitively priced compared with other fuel options and, as a gas, is safe from adulteration and theft.

Vitol is investing in LPG infrastructure, both globally and in Africa. It owns the largest LPG storage facility in the continent, with two 4,000 tonne spheres and a third under construction, an exclusive LPG jetty in Lagos, Nigeria and a fleet of 17 dedicated LPG vessels. It is a long established and experienced trader of LPG, trading over 10 million tonnes per annum.

Our LPG offering is all encompassing, from build to supply, and offers a cost effective, reliable and clean power solution to a range of businesses; from family run retailers to growing distribution and manufacturing plants.
Ghana urgently needs new resources for electricity generation to power its growing economy and industrial development. Vitol and Eni are partnering with the Ghanaian Government to provide the energy required to supply Ghana’s power stations with gas for more than 15 years. This is the country’s largest ever development of gas. The oil and gas will be drawn from the Sankofa and Gye Nyame fields located in the Offshore Cape Three Points block in the Gulf of Guinea, approximately 60km south of the village of Sanzule.

Developing domestic natural gas resources in Ghana will bring many benefits to the country including improving the country’s energy supply, making it cleaner, more reliable, affordable and consistent as well as generating additional revenues for the Government.

**Case study - fuelling one of Africa’s fastest growing economies**

**How does it work?**

The fields are being developed via sub-sea systems on the sea bed connected to a floating production, storage and offloading (FPSO) vessel. Gas will be processed and transported via pipeline to facilities near Sanzule where it will be compressed and injected into the Western Corridor Gas Pipeline to be distributed to industrial customers across the country. Oil will be stored in the FPSO and then offloaded to tankers for sale in the international market.

For more information visit [www.ghanagas2power.com](http://www.ghanagas2power.com)

**Timeline**

- **First oil delivered in May 2017**
- **Gas production will start in the first half of 2018**
- **Peak production in 2019**

80,000 barrels of equivalent oil per day
Case study - building a major energy asset for South Africa

Since November 2015 construction has been under way to create a major new storage facility in the prime location of the Eastern Mole of the Port of Cape Town.

VTTI, Vitol’s global terminal company, is the major shareholder in the Burgan Cape Terminals company, a project that has been granted ‘phakisa’ (accelerated) status by the Government. This is a strategically important asset and will offer value to wholesalers in South Africa as well as competitively priced product for neighbouring Botswana and Namibia enabling them to benefit from access to independent storage facilities.

The terminal will offer 118,000 m³ capacity, with a product portfolio including diesel, petrol, fame & ethanol for blending, and CF2 as well as providing exceptional logistics with access for 12m draft vessels, a pipeline to the inland refinery and 5 bottom-loading road truck bays. Completion is expected later this year.
We first began making charitable grants in Africa in 2002. Since that time we have funded over 850 projects with 285 partners in 47 African countries.

Since its inception, the focus of the Vitol Foundation has been on investing in projects and partners seeking to transform the lives of children and drive positive change in some of the most under-served and deprived communities. By harnessing partnerships, we support projects under four programme areas critical to a child’s development: Health, WASH (Water, Sanitation and Hygiene), Education and Livelihoods. We seek investments that are transformational, efficient, sustainable, scalable and replicable. We also respond to humanitarian emergencies with trusted partners.

All the projects the Foundation supports are judged on their merit alone and the Foundation operates completely independently of Vitol’s business. Despite Vitol having business interests in over 160 countries around the world, over a third of the Vitol Foundation grants have been in countries where the company has no business at all.
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