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Vitol



Vitol is at the heart of the world's energy flows. Every day we use our expertise and logistical networks to distribute energy around the world, efficiently and responsibly. For over 50 years Vitol has served the world's energy markets, trading over seven million barrels of crude oil and products a day and delivering energy products to countries worldwide.

Our customers include national oil companies, multinationals, leading industrial and chemical companies and the world's largest airlines. We deliver the products they need on time and to specification by sourcing and managing the movement of energy through the relevant infrastructures.

Responsibility

We are mindful of the risks associated with handling energy. Our assets operate to international HSE standards and we expect the same of our partners throughout the energy chain. We seek to conduct our business in line with the ten principles of the UN Global Compact and to work with partners who share our commitment to high standards of operation.

Vitol at a glance

Trading, logistics and distribution

The core of our business is the distribution of energy. The combination of our expertise and our presence in markets globally enables us to identify and source the best solutions for our clients. Our business is built upon long-standing relationships with producers, refiners and industrial customers.



250 vessels

transporting our cargoes at sea at any one time

Marketing and downstream

We are invested in an expanding downstream portfolio which continues to grow both organically and through strategic acquisitions. Our companies serve more than 6,500 service stations across Africa, Australia, Asia, Brazil and Europe as well as over 9 million tonnes of jet fuel into wing at more than 140 airports worldwide and a growing B2B business.



6,500+

service stations globally

Investing strategically

We are invested in a growing portfolio of energy assets that complement the broader business. We focus on quality assets, investing to upgrade and improve asset performance.



Terminals, storage and infrastructure

Our 16 million cubic metres of owned storage capacity, in addition to our leased capacity worldwide, enables us to store and blend bespoke combinations. Customers benefit from optimised feedstock and products, as well as flexibility and choice.



16m m³ + of storage across seven continents

Refining

We are invested in six refineries worldwide and have a total refining capacity of 480,000 barrels per day. Vitol supplies crude oil and feedstocks to refiners around the world, using our extensive networks and expertise to identify optimal supply.



480,000 bpd refining capacity across 6 locations

Exploration and production

Our highly experienced exploration and production (E&P) team works closely alongside the rest of the business, providing advice and technical expertise to initiatives involving energy reserves or similar assets. We are also invested in producing assets, predominantly in West Africa.



20+ years' experience



Vitol's market leading position is built on decades of expertise and careful risk and financial management. Our strong liquidity and risk management discipline, gives us a robust financial base and the capacity to participate in financing and investments.

A global reach and extensive networks enable us to offer our customers quality and reliability. We have a longhistory of building partnerships worldwide, working collaboratively to find optimal solutions.

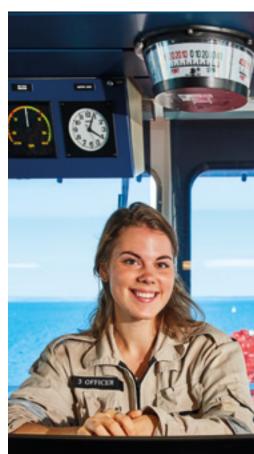


7.4 Million barrels of crude oil and products traded everyday











Operating Globally

Europe

From a number of key locations around Europe, our European operations work closely with offices worldwide, supplying crude and products to refineries, industrials and retail networks. As well as having a significant physical presence in key energy hubs within the region, we are invested in three European refineries and a diverse portfolio of storage assets. We also supply Europe's power sector and are actively involved in regional LNG, gas and power markets.

The Americas

Representing one fifth of the world's consumption, and a major producer, the U.S. market is increasingly influential. Vitol has a long-established presence across the Americas. From our main office in Houston, we manage trade flows within, as well as to and from, the continent. Our extensive network enables us to optimise the flow of crude oil and petroleum products. We are also a major participant in other key markets, including power and gas.

08 VITOL

Middle East

With a history of working closely with national oil companies across the region, Vitol also has the only independent, longstanding refinery in Fujairah. We serve both regional and long haul markets, including Africa. Our global network enables us to help balance Middle Eastern incremental production across the regional refining system.

Asia Pacific

From our Asian offices, we serve the energy needs of customers across the region. Our global trading network enables us to source the optimal feedstocks for the region's refiners, supply industrial companies and ensure the timely delivery of petroleum products to growing consumer markets. We are also invested in the Geelong refinery and the second largest downstream business in Australia, with over 1,250 service stations.

Africa

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We have a growing footprint in Africa. We work closely with national oil companies across the continent to help them optimise the value of their crude oil and to provide an efficient and reliable supply of key products to these growing markets. In addition, we are investing in infrastructure, including more than 2,500 service stations and over one million cubic metres of storage across 23 countries in Africa, as well as a unique gas-to-power project in Ghana, in collaboration with Ghana National Petroleum Corporation (GNPC), Eni and the World Bank.

Trading portfolio



We sit at the heart of global energy flows, moving energy products from source to customer as quickly, responsibly and cost-effectively as possible.

6,800+ ship journeys undertaken in 2018 Our business is founded on the long-term relationships we've built with our customers, on our expertise, market understanding and reputation for reliably delivering the required products, on time and to specification.

With some 40 offices worldwide and a network of teams globally, we understand that every market is different. We work with our customers to identify and develop solutions which work best for them, helping them manage physical risk and optimise opportunities.

Our trading presence is underpinned by a complementary infrastructure: refining, storage, distribution and a marketing network across seven continents.

In all our physical operations we seek to work with partners which share our commitment to high international standards of operation. The infrastructure upon which we rely, from ships to jetties and storage, is subject to our due diligence processes.

Crude oil

Our crude trading business has longstanding relationships with producers and refiners worldwide. We help the former to effectively market and distribute their daily production, and the latter to secure a reliable and consistent supply of the right quality crude at the right time.

We transact in over 100 different grades of crude oil in locations around the globe. We are active in all major centres where crude is produced, refined and traded, enabling our customers to benefit from critical intelligence and access to the most appropriate market. As a physical trader, we can deliver crude anywhere our customers require. We are one of the world's largest spot charterers of crude vessels and have a dedicated fleet of various sizes, as well as access to storage on land around the world.

Partnering with producers Our market-leading team combines specialist knowledge with global expertise. Over many years we have established long-term relationships with national oil companies, oil majors and independent producers. We use our expertise in managing transportation via pipeline, barge, train, truck and all sizes of vessel to efficiently and reliably transport crude to refiners worldwide.

When appropriate, our traders work alongside our finance and E&P teams to develop commercial structures which allow us to finance producers' operations in return for offtake.

Working with refiners

We supply crude oil and feedstocks across the global refining industry. We take the time to understand the specific requirements and preferences of refiners worldwide and have a long track record of consistently and reliably sourcing the right feedstock to meet our customers' needs at the right time.

Currently we have an ownership stake in six refineries with a total refining capacity of 480,000 barrels per day.

Serving a global market

Worldwide, our market leading position is built on a presence throughout the supply chain, as well as the major trading hubs.

In the Americas, we are involved in all major markets from Canada to Argentina. Across the continent, we have access to proprietary and leased energy infrastructure, from tanks to railcars and pipelines, which enables us to source and transport crudes to market, from production locations to major market hubs.

The growth in domestic US oil production has significantly impacted US and global crude oil markets in the last few years. Our team has been at the forefront of these changes, anticipating the evolution of flows and supporting the market's fast development.

These US flows have displaced crudes from across the Atlantic Basin and our highly experienced team has applied their expertise to find new markets, enabling long-standing customers from West Africa, Latin America and the North Sea to continue to optimise the value of their crudes. Asian markets are the drivers behind growing crude demand and, as well as working with Southeast Asian producers, our long-standing relationships with Middle East producers enable us to offer a stable and secure supply of competitively priced crude to our expanding customer base within the region.

Middle distillates

For well over four decades we have been physically involved in the global middle distillates markets.

Middle distillates markets, which include various product grades such as jet fuel, kerosene, gasoil and diesel, are subject to daily global structural imbalances in supply and demand.

A profound local and global knowledge, as well as flexible managerial skills, are required to develop supply chains in order to respond swiftly to these imbalances.

Vitol's specialist teams, across each product grade, have expertise in the full chain, allowing them to provide efficiency and add value to suppliers and customers alike.

Gasoline

We supply customers worldwide with the specification appropriate for their jurisdiction. Our portfolio includes a range of logistical assets from gasoline tankers to a network of owned or leased storage capacity in strategic locations, enabling our customers to benefit from operational flexibility.

We work with refiners, state-owned oil companies, marketers and distributers across the globe. We are a significant and long-standing supplier to the world's biggest gasoline market, the US, where our recent acquisition of Noble America's assets has added Midwest marketing and blending in Baton Rouge for the Colonial Pipeline.

Internationally we remain a large supplier to markets across Asia, Africa and South America.

Biofuel

Vitol plays an active role in the marketing and distribution of both biodiesel and bioethanol.

With coverage in the Americas, Europe and Asia, our offering for bio and agricultural commodities is global and our knowledge and understanding of the constraints and challenges faced by our partners enables us to offer optimum solutions to both sustainable producers and biofuel consumers alike.

Fuel oil

We are an established fuel oil trader, with storage facilities in strategic locations including Rotterdam, Fujairah (UAE), Singapore and the Caribbean.

Every month we ship circa 3.5 million tonnes of product, including finished grades and intermediates for refinery feedstocks.

Increasingly, we are serving the marine fuel bunkering market through long-term partnerships with fleet owners, distributors and bunkering companies, as well as through our investment in Cockett Marine Oil, one of the world's largest resellers of bunker fuel. As the market moves to the new International Maritime Organisation (IMO) 2020 standards, we will offer compliant fuel in all locations.

We add value for our fuel oil customers in numerous ways, such as deploying in-house blending capabilities to ensure we meet the requirements of fleet owners and refiners. We also use our expertise and market reach to help sellers optimise the value of their streams.

Naphtha

Naphtha liquids are a key feedstock for gasoline and are widely used within the petrochemical and chemical industries.

Each year we supply our naphtha customers, which include refiners, petrochemical companies and other industrials, with around 15 million tonnes of product.

Our trading desks in Singapore, Geneva and Houston operate globally. We lift product from all producing regions including the Middle East, India, Russia and Africa, and supply petrochemical companies in East Asia, Europe and North and South America.

These operations are underpinned by a 90,000 barrel per day condensate splitter in Rotterdam, and an extensive network of storage and shipping assets, as well as our expertise.

Bitumen

We have an expanding presence in bitumen (asphalt) and are involved both as a manufacturer and supplier. We supply customers worldwide, using one of the largest specialist bitumen fleet of vessels in the world.

Three of the refineries in which we are invested - in Antwerp, Belgium, Vohburg and Neustadt, Germany and Geelong, Australia - manufacture bitumen.

As well as our own production, we work with refiners around the world to source the required grade of bitumen.



Coal

Having entered the coal market in 2006, today we deliver more than 24 million tonnes each year to customers in Asia, Europe, Australia and the Americas. We trade, are involved in production, and have long-term supply contracts with mining companies in Australia, the US, Indonesia, South Africa and Russia.

Our diverse supply base enables us to meet a wide range of customer requirements in terms of specific origins and grades, for both steam coal and anthracite. We are also able to offer tailor-made solutions to utilities seeking to diversify their source of supply.

Using our experienced logistics team we charter over 100 cargoes a year. We are invested in the development of port and loading facilities serving the key coal trading routes, most notably through our 35% shareholding in Matola Coal terminal in Maputo, Mozambique. In addition, we have long-term capacity rights in several other port and terminal facilities.

Liquid petroleum gases (LPG)

We are a long-term participant in the global LPG market, having launched our operation in 1977. Today, we trade circa 14 million tonnes of LPG annually, enabling refiners to provide a reliable, competitively priced supply line to LPG distributors, petrol companies and utilities.

We operate a fleet of 30 LPG tankers, 12 of which are purpose built pressurised vessels. We are also invested in LPG infrastructure, including terminals and storage facilities. At our terminal in Lagos a newly built 6,000 cbm propane sphere, the first of its kind in West Africa, is now operational and will be used to supply local domestic power and industrial markets. Four newly constructed, fully-owned and operated VLGC's are being added to the fleet which will enable us to serve the long haul arbitrage market, where LPG is loaded in the Western Hemisphere and delivered to the fast growing East Asia.

In addition, we are working with customers to develop and deliver LPG-to-power generating solutions across markets worldwide.

Liquefied natural gas (LNG)

We have been active within the LNG sector since 2005, serving customers across five continents and delivering LNG across the world from our presence in Geneva, Houston, London and Singapore. We are the most experienced independent trader of LNG, offering customers unique expertise in the management of physical gas deliveries, as well as a comprehensive understanding of the worldwide LNG market.

We can offer spot, short or longer-term arrangements, as well as customised solutions tailored to our clients' needs. We have a long history of building partnerships through co-investment in energy infrastructure, including liquefaction and regasification projects, and bespoke pre-financing solutions. Our global portfolio consists of a mixture of long and short-term contracts in the Atlantic, Middle East and Pacific basins, term deals with major producers including Komipo, Angola LNG and Gazprom, a fleet of LNG carriers on time charter, regasification and natural gas transportation access throughout Europe, the US, and Canada, including physical gas storage in six European countries.

Our LNG business is integrated with our global natural gas, power, coal, fuel oil and LPG trading infrastructure enabling us to anticipate and adapt to market movements and to respond to our customers' everevolving needs.

Natural gas

We have been trading natural gas for more than 20 years. Our gas teams operate across Europe, Asia and the Americas - covering both the financial and physical markets. Our primary focus is the physical activity of gas transportation, storage, regasification and the supply of LNG which enables us to make and take deliveries in over 60 countries worldwide.

Our customer base is broad, working with producers, importers, distributors, utilities and industrial end-users. We provide flexibility to our customers, optimising their domestic and cross-border flows, as well as ensuring security of supply. In addition to our gas customer offering we are able to provide complementary bespoke cross-commodity solutions to our partners for their feedstock and product output requirements.

This, combined with our physical reach and presence, makes us the ideal strategic partner for both producers and end consumers in natural gas and the utility sectors.

Power

We trade power across both the European and North American markets.

In North America, our expert team has a presence across 11 regional hubs and interfaces with generators and load serving entities to complete the chain of delivery across Canada, Mexico and the US. We offer customers bespoke solutions and coverage of all trading areas. We have the capacity to manage complete portfolios and long tenors, as well as renewable and environmental products and solutions.

In Europe, we have a presence in more than 20 markets and trade over 50TWh a year. We also offer customers solutions which enable them to manage feedstock and energy costs, as well as optimising the value of product sales.

In 2013 we acquired VPI Immingham, a Combined Heat and Power (CHP) plant in the UK, one of the largest of its kind in Europe and capable of producing 2.5% of the UK's electricity demand.

Renewables

Renewables have become an increasingly important part of the energy mix and we are investing in technologies which may form part of the energy transition. These include renewable energy assets across Europe where our focus is on large-scale wind generation and the US where our focus is on solar, wind and other sectors including renewable natural gas. In the UK, we have invested in the UK's largest battery park portfolio, a key resource for a grid system looking to build its renewable capacity, and are also investing in new technologies and processes, such as the conversion of plastic waste into fuel, predominantly diesel.

Shipping

Shipping is at the core of Vitol's business. The efficient and timely delivery of goods is an integral part of what we do and, at any one time, we have 250 vessels at sea transporting our cargoes. As a leading trader of energy worldwide, we have a unique insight into the world's shipping flows and trends.

Through Mansel we control and operate a significant fleet of vessels. Mansel offers global coverage and an efficient and reliable service to Vitol and its customers which include many major oil companies. Its unique position and expertise also enables it to optimise the performance of vessels. The company works closely with ship owners, investors and partners to maximise the returns on the assets it manages.

Our ship management company LSC, based in Latvia, has a fleet of over 35 vessels under full technical management as well as managing vessels on behalf of other Vitol Group entities. Its vessels range from handysize and medium range tankers, to VLCC crude tankers, VLGC LPG tankers and specialist bitumen tankers.

VLC Renewables

VLC Renewables is a Jersey-based Fund formed in partnership with Low Carbon, a leading renewable energy investment company, with a focus on generating significant investment into renewable energy assets across Europe.

The Fund is targeting investments in both onshore and offshore wind, as well as in projects at various stages of the development cycle, including late stage development, construction and operation.





Our investments

We are invested in energy assets which complement our position at the heart of the world's energy markets and facilitate the flow of energy from, into and across key markets, globally.

We invest for the long-term and look for growth opportunities where we can share best practice from around the group.





Founded in 2006 by Vitol, today VTTI's assets encompass over 9 million cubic metres of storage capacity in 15 countries across five continents.

VTTI's terminals include state-of-the-art greenfield terminals and existing terminals that have been modernised to ensure they deliver to the demanding requirements of trading customers. From inception, the focus has been on creating quality, flexible, efficient and, above all, safe assets run by highly skilled people.

VTTI's safety record is among the highest in its sector, and it continues to develop and invest in new assets around the world, from Malaysia to South Africa.



Vitol Aviation is a leading provider of jet fuel worldwide. It supplies over 9 million tonnes of jet fuel a year into wing, at more than 140 airports globally. The network is focused on Eurasia, North America, Africa and Australia.

Each year the Vitol group handles over 17 million tonnes of jet fuel; supplying the industry's leading brands, from oil majors and national oil companies to the world's largest airlines.

Vitol Aviation is an active member of global jet fuel product quality and handling forums. As the world's largest handler of arbitrage jet fuel, Vitol has unrivalled expertise in the management of the global jet fuel supply chains and invests heavily in training, testing and infrastructure to ensure product quality and integrity.



Viva Energy is the exclusive licensee of the Shell brand in Australia and provides consumers and business customers with quality Shell products.

The company has more than 1,170 service stations and employs close to 1,200 people. The retail network is evolving continuously, both through investment in existing service stations and by expanding the footprint on the ground.

The network is supported by nearly 50 fuel import and storage terminals and the Geelong Refinery, owned by Viva Energy.

The 120,000 barrels per day refinery is one of the largest and most complex hydrocarbon refineries in Australia. It produces about half of Victoria's fuel needs and is the only Australian refinery that manufactures bitumen and avgas, which is used by piston engine planes. In addition, the refinery produces solvents to support the Australian mining, paint, adhesive and other industries.

Viva Energy Group is listed on the Australian Securities Exchange.



Vivo Energy plc is a leading pan-African fuel retailer, operating under the Shell and Engen brands, in high growth markets. As a major downstream company it sources, distributes, markets and supplies high quality products and services to retail and commercial customers across Africa.

Established in 2011, Vivo Energy has a strong and growing presence in Africa, with a network of over 2,100 service stations across 23 countries, as well as lubricants exports to a number of other countries on the continent.

From the outset, Vivo Energy's vision has been to become Africa's most respected energy business. This means doing business the right way, focusing on safety and making a positive contribution to the communities where it operates.

Vivo Energy is listed on the London Stock Exchange, with a secondary inward listing on the Johannesburg Stock Exchange.



Petrol Ofisi is the market leader in fuel products and distribution in Turkey.

Its business comprises the largest retail station network of over 1,700 service stations and the largest fuel storage and logistics business, with a total storage capacity in excess of 800,000 cubic meters. It is also Turkey's leading distributor of lubricants and supplies jet fuel into wing at 20 airports.



Vitol is invested in OVH Energy, one of the largest downstream fuels businesses in Nigeria which operates under the Oando brand.

OVH Energy has assets comprising over 350 service stations in Nigeria and supporting infrastructure which includes 84,000 tonnes of storage, a newly built inbound logistics jetty as well as complementary businesses, chiefly LPG filling, distribution and lubricants.

Other investors in the company are Helios Investment Partners and Oando PLC.









VARO is an integrated downstream company, serving North West Europe and operating across the fuel supply chain with refining, storage, blending, distribution and associated marketing assets and activities.

VARO owns and operates the Cressier refinery in Switzerland and a significant share of the Bayernoil refinery in Germany, one of Europe's largest and most modern refineries.

The flow of products is managed through VARO's network of almost 50 tank terminals across five countries in North West Europe, and distributed to locations convenient for its customers.

The company also operates a network of nearly 200 service stations across Germany, Switzerland, Belgium and the Netherlands, as well as the largest inland bunkering network in Europe, delivering products to customers from 36 owned locations. VARO will continue to grow through acquisitions, organic growth and optimizing its existing assets.



Vitol is invested in Rodoil, a market-leading downstream company in the southern part of Brazil.

Rodoil's network comprises 300 branded service stations and a distribution business supplying more than 1,400 additional service stations through its network of strategically located terminals.



Hascol is a fast growing retailer in Pakistan with over 500 service stations nationwide.

The company is invested in a network of energy infrastructure enabling it to import and distribute products throughout the country, and is well positioned to serve Pakistan's growing energy needs.



Cockett Marine Oil is a leading supplier of bunker fuel, supplying in excess of 6 million tonnes globally each year.

Established in 1979, the Cockett Group has grown to become one of the world's largest value-added resellers of marine fuels and lubricants. Cockett Marine Oil uses its extensive market experience and knowledge to assist bunker buyers in purchasing fuel and lubricants, achieving the most competitive prices whilst guaranteeing quality of service and product.

It operates from offices in strategic locations worldwide.



VPI Immingham is a Combined Heat and Power (CHP) plant near Immingham, on the South Bank of the river Humber in the UK.

It is one of the largest CHP plants in Europe, capable of generating 1,240 megawatts – about 2.5% of UK peak electricity demand and up to 930 tonnes of steam per hour, which is used by nearby oil refineries to turn crude oil into products such as gasoline.

Completed in 2004 and expanded in 2009, VPI Immingham is one of the cleanest and most efficient power plants in Europe. At full capacity, it saves 2.5 million tonnes of CO2 per year, the equivalent emissions of one million cars, compared with a conventional coal plant. The plant is fuelled by natural gas and surplus refinery gas, with liquid fuel as a backup.

In February 2017 VPI Immingham entered into a joint venture with renewable energy investment company Low Carbon to create VLC Energy. The company will focus on accelerating the development of the UK's renewable energy market. Initial projects include the development of two of the UK's largest energy storage plants in Cleator, Cumbria and Glassenbury in Kent, both which began commercial operation in late 2017.



VLC Renewables is a Jersey-based Fund formed in partnership with Low Carbon, a leading renewable energy investment company, with a focus on generating significant investment into renewable energy assets across Europe.

With an initial €200m allocation the Fund targets investments in both onshore and offshore wind, as well as in projects at various stages of the development cycle, including late stage development, construction and operation.

The Fund builds on Low Carbon's considerable expertise in renewables and Vitol's understanding of energy markets and commodity flows. The initial €200m has been committed by Vitol, and investment opportunities may be offered to third parties.







Exploration and production

We have over 20 years' experience in exploration and production (E&P). During this time we have successfully developed and managed a range of projects, in geographies as diverse as the Philippines, West Africa and the Former Soviet Union (FSU).

Today, our upstream assets include E&P licences from which we produce around 22,000 barrels per day equivalent of oil and gas in West Africa, Eastern Europe and Mexico.

A key project is the Sankofa integrated oil & gas development, offshore Ghana. Originally discovered by Vitol in 2009 with the Sankofa-1X exploration well, oil production came on stream in May 2017 and ramped up to a peak gross rate of around 45,000 barrels a day. Gas sales commenced in August 2018, with capability to deliver a gross daily rate of approximately 180 million cubic feet into the domestic gas infrastructure. This World Bank-backed development represents the largest domestic gas to power project currently in Africa. Our E&P team comprises highly experienced asset managers and senior technical staff with many years of industry experience managing subsurface and project risk.

In addition to managing our upstream assets, the team works closely with the rest of the business, providing complementary advisory services and technical expertise to initiatives involving energy reserves and similar assets.

Vitol Foundation



Vitol first began making charitable grants in 2002 and established the Vitol Foundation in 2006. The Vitol Foundation aims to help children and families living in deprivation to escape the cycle of poverty and fulfil their human potential. This is achieved by investing in initiatives and interventions across five Programme areas: Health, WaSH (Water Sanitation and Hygiene), Education, Enterprise & Livelihoods and Humanitarian Response. Our focus is on supporting solutions that improve quality of performance, promote greater inclusion, foster appropriate innovation and catalyse access to finance, all within the broader context of poverty. This means that the work we support is invariably in low income and low middle countries where the challenging effects of chronic under-development, conflict and natural disasters are commonplace.

We work with key stakeholders across civil society, the private sector, national governments, public institutions and international partners to reinforce and improve existing in-country systems. Where these systems are not working or do not exist, we seek to address the status quo by promoting innovation – or successful solutions from similar settings - to bring about lasting and sustainable change.

Our grants are considered investments and look for initiatives with the potential to generate social returns in a sustainable way. Partners and projects are expected to have the potential to be transformational and impactful, effective and efficient, sustainable, scalable and replicable. In return, the Vitol Foundation aspires to be both responsive and flexible and to understand the evolving needs in difficult circumstances. We also actively encourage partnerships between and among donors, implementers and the public and private sectors.

Our worldwide capabilities

With knowledge around the world we are well placed to serve your energy needs.

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Кеу

- Office location
- Refinery
- Terminal & storage
- Power plant
- Exploration & production
- Aviation airport location
- # Fuel retail stations



