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# ENERGY SOLUTIONS TAILORED FOR AFRICA

# Vitol at a glance

Vitol is an energy and commodities company and sits at the heart of the world's energy flows. Trading over seven million barrels of crude oil and products every day, we use our expertise and logistical networks to distribute energy around the globe, efficiently and responsibly. Our customers include oil companies, multinationals, leading industrial and chemical companies as well as the world's largest airlines.



## Trading, logistics and distribution

In 2018 we traded over 350 million tonnes of crude oil and products. By combining our expertise and global presence we are able to identify and source the best solutions for our clients.



## Terminals, storage and infrastructure

Our 16 million cubic metres of owned storage capacity together with our leased capacity worldwide enables us to store and blend bespoke solutions and to offer our customers optimised feedstock and product, as well as flexibility and choice.



## Refining

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



## Marketing and downstream

Our expanding downstream portfolio comprises circa 6,500 service stations globally and over 9 million tonnes of jet fuel into wing at more than 140 airports around the world, as well as global bunkering supply.



## Exploration and production

In addition to managing Vitol's exploration and production (E&P) assets, our experienced E&P team works closely alongside the rest of our business providing over 20 years' of advice and technical expertise to initiatives involving energy reserves or similar assets.



## Investing strategically

We are invested in a portfolio of energy assets that complement our core business. Our outlook is long-term, we focus on quality assets and have a long history of investing to upgrade and improve asset performance.



## Market leader

We are the largest independent trader of energy. Our market-leading position is underpinned by our financial and technical expertise and our long-held reputation for dependability and quality.

### Financial strength

A unique ownership model enables us to take a long-term outlook and incentivises us to take a very measured approach to risk. This, coupled with our strong liquidity and risk management discipline, gives us a strong and stable financial base.

### A local presence, globally

Our customers and their requirements are as diverse as the world in which we live. Our colleagues comprise more than 60 nationalities located in over 40 offices worldwide.

### Proven partner

Our business is built upon long-standing relationships with producers, refiners and industrial customers. We have a solutions-focused approach and work collaboratively with our partners and customers to identify and implement optimal solutions.

### Risk management

We have expertise in the use of exchange-traded and OTC derivatives which we utilise to minimise price risk on the physical commodities and the energy we supply.

### Responsible operations

Handling energy products is a heavy responsibility and one we take very seriously. Our assets operate to international HSE standards and we look to work with partners who share our commitment to high standards of operation.



# A long history of working in Africa

We have a long history of partnering with companies in Africa, working with both producers and national oil companies 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 we have invested in energy infrastructure across the continent, including building terminals in Kenya, Nigeria and South Africa. In partnership with Eni and the Ghanaian Government we are invested in an offshore Gas to Power project, the largest foreign direct investment in Ghana since independence.

## Vitol's African trade flows

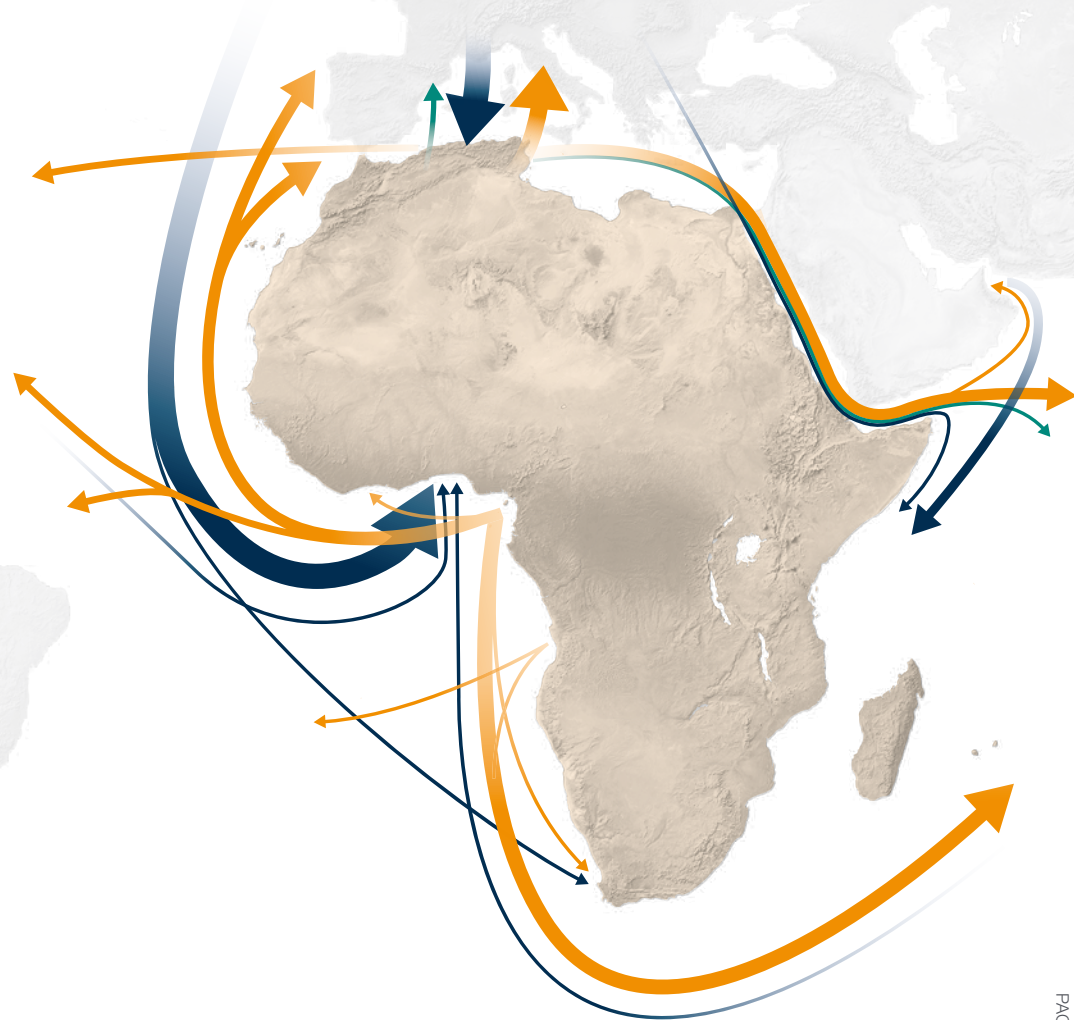
### Regional Exports

Crude; Asia Pacific, Europe, Americas/Intra Africa

Oil Products; Europe, Asia Pacific, Intra Africa

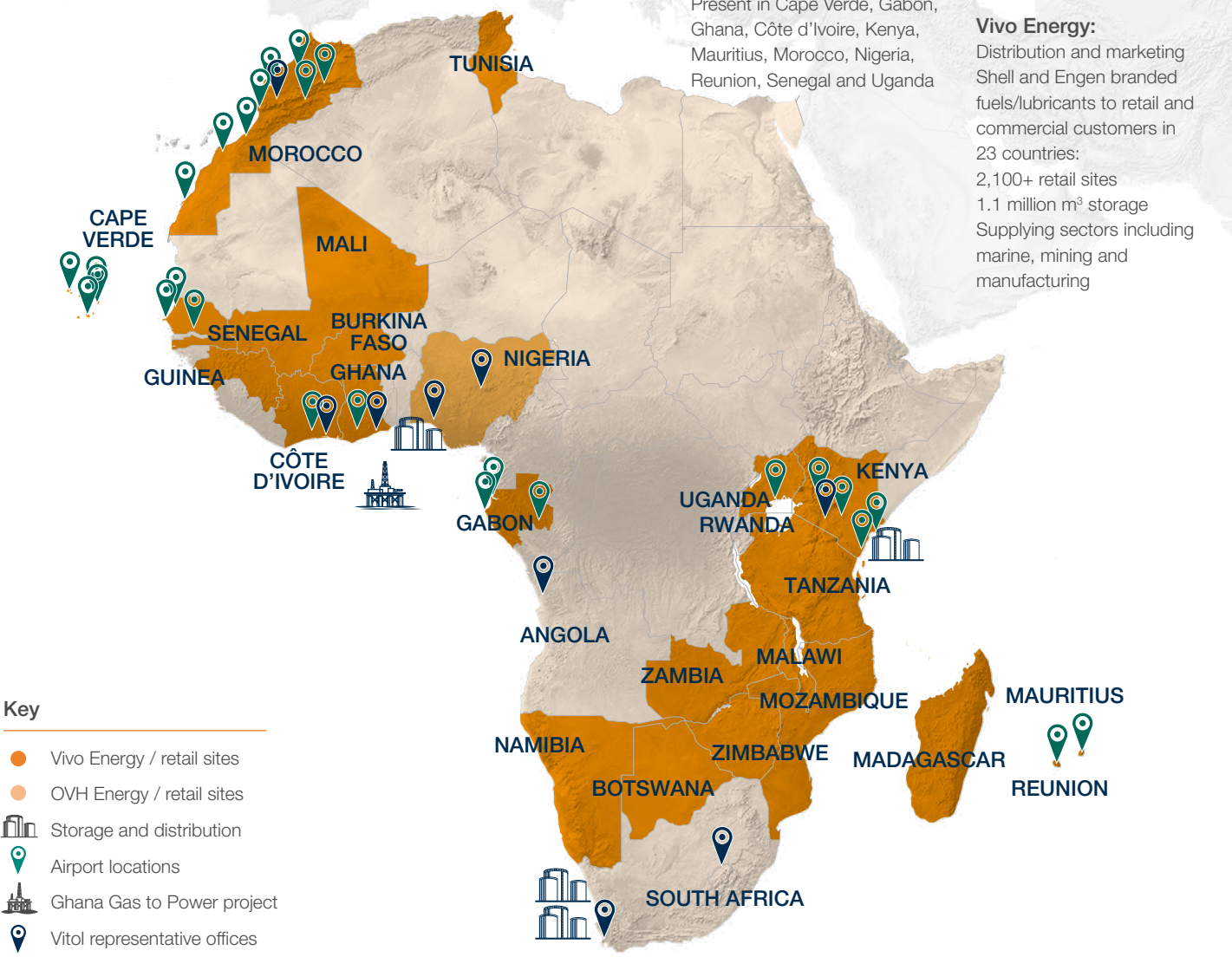
### Regional Imports

Oil Products; Europe, Middle East, Asia Pacific, Americas, Intra Africa





# Vitol in Africa - a growing presence



**Key**

- Vivo Energy / retail sites
- OVH Energy / retail sites
- Storage and distribution
- Airport locations
- Ghana Gas to Power project
- Vitol representative offices

**Ghana Gas to Power project:**  
Development offshore Ghana in partnership with Eni, Ghanaian Government and The World Bank providing gas to the thermal power sector to 2036 and an estimated 500 million bbls of oil-in-place

**Vitol Aviation:**  
Present in Cape Verde, Gabon, Ghana, Côte d'Ivoire, Kenya, Mauritius, Morocco, Nigeria, Reunion, Senegal and Uganda

**Storage and distribution:**  
Burgan Cape Terminal, Cape Town, South Africa 122,000 m³  
LPG terminal, Lagos, Nigeria 22,000 m³; 16,000 m³ butane storage and 6,000 m³ propane storage  
Suldanha Bay LPG supply and distribution facilities  
VTTI, Mombasa, Kenya 111,000 m³

**Vivo Energy:**  
Distribution and marketing Shell and Engen branded fuels/lubricants to retail and commercial customers in 23 countries:  
2,100+ retail sites  
1.1 million m³ storage  
Supplying sectors including marine, mining and manufacturing

# Reliably supplying Africa's growing businesses

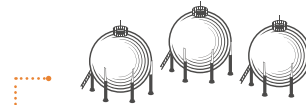
LPG offers a clean, reliable and cost effective energy solution.

Vitol is one of the largest traders of LPG in the world. In Africa our LPG is used for power, fuel, domestic and commercial energy solutions. Our offering is supported by investments in LPG infrastructure, including storage and logistics facilities, and we work closely with local distributors to bring our product to market.



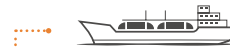
14 million tonnes LPG

traded globally every year



11,000 mt storage capacity

at our LPG terminal, Lagos, Nigeria;  
16,000m<sup>3</sup> butane, 6,000 m<sup>3</sup> propane



30+ LPG tankers

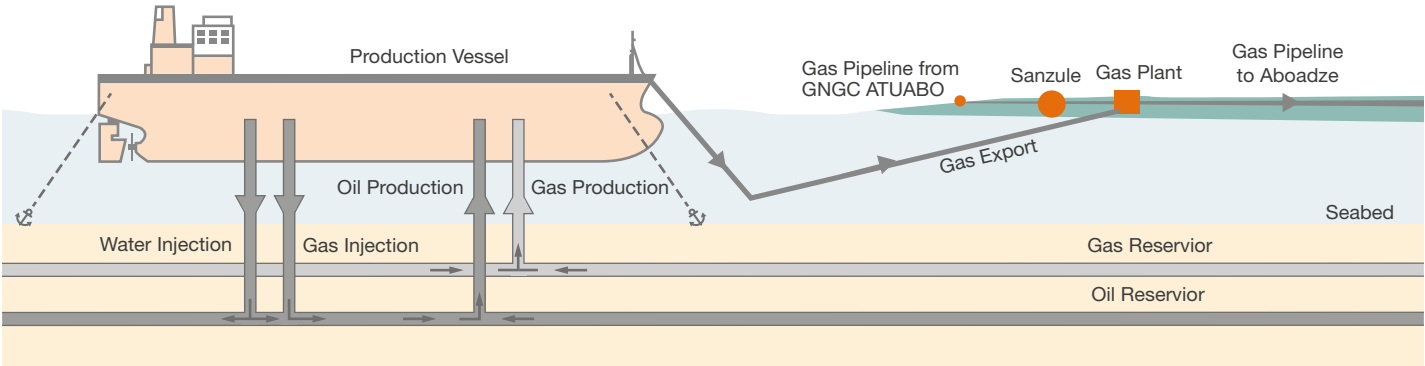
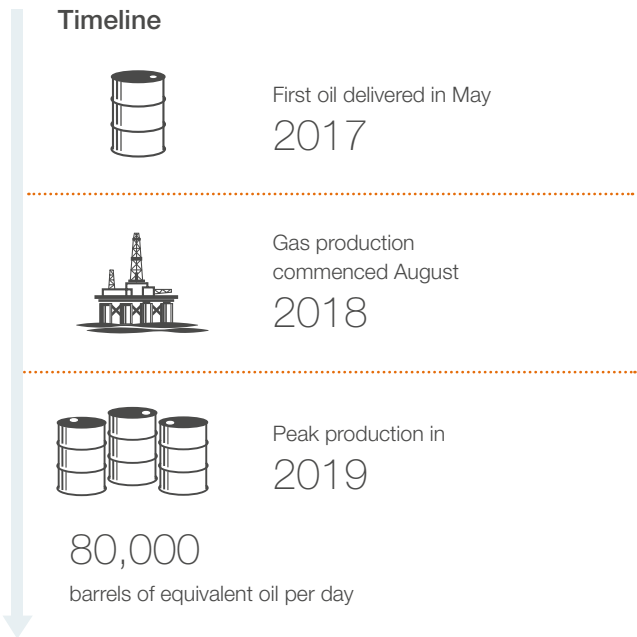
including 12 purpose-built pressurised vessels



# Fuelling Ghana's economy

Ghana urgently needed new resources for electricity generation to power its growing economy and industrial development. Vitol and Eni have partnered with the Ghanaian Government to develop local fields and 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 is being 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.

Ghana will benefit from an improved, cleaner and more reliable and affordable energy supply, as well as additional revenues for the Government.







## An energy asset for South Africa

Burgan Cape Terminal (BCT) is a storage and distribution facility located at the Eastern Mole of the Port of Cape Town.

Offering 122,000 m<sup>3</sup> of capacity and a jetty which accommodates vessels of up to 50,000 DWT, the facility has a product portfolio which includes diesel, petrol, biodiesel (FAME) and ethanol for blending.

VTTI, Vitol's global terminal company, is the major shareholder of the terminal. This infrastructure plays a vital role in strengthening South Africa's security of fuel supply; it receives and distributes fuel addressing the supply deficits which previously resulted in fuel shortages across the Western Cape.

## Vitol Foundation

We first began making charitable grants in 2002 and established the Vitol Foundation in 2006. In 2018, we supported 180 projects in 75 countries around the world.

Since inception, the focus has been on enabling children living in deprivation to escape the cycle of poverty and reach their potential in life. To this end, the Vitol Foundation supports projects that fall under four programme areas that are critical to a child's development: Health, 'WASH' (Water, Sanitation & Hygiene), Education and Livelihoods. It also responds to humanitarian emergencies with trusted partners.

The Vitol Foundation considers its grants as investments and looks for initiatives with the potential to generate a social return in a sustainable way. It supports initiatives globally and independently of business activities.

