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European Refining Industry

Important contribution to the economy of the European Refining & Retail industry

23

billion € / year
Added value to
the economy

Specialized
job positions

140.000

direct
employees

Innovation in
production &
products

270

billion € / year
Taxes
from fuel sales

5

billion € / year
investments

European Refining Industry

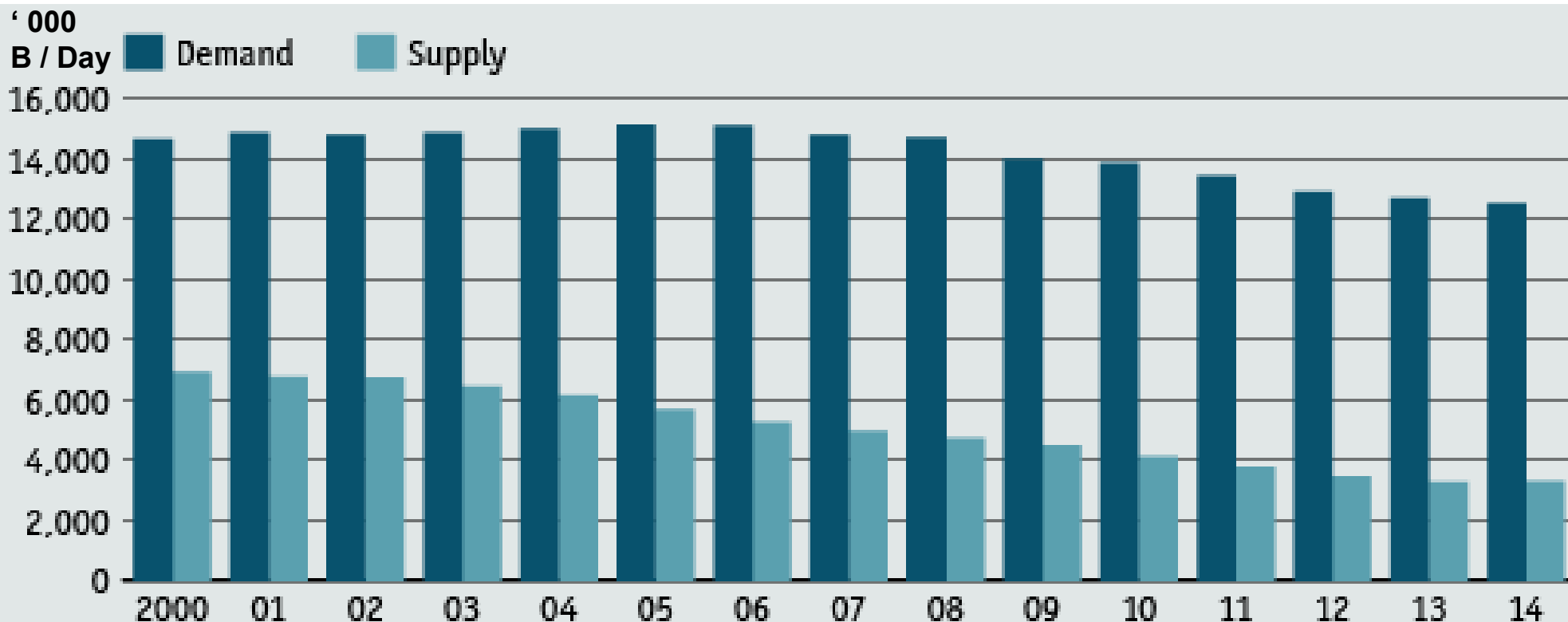
The refining industry constitutes a reliable product supplier of petrol and auto fuel products enhancing the safety of the supply chain within the E.U.

Fleet size

- **270 mil. cars**
- **34 mil. trucks**
- **93.000 ships**
- **36.000 airplanes**

Safety stock for over 90 days guarantee supply of markets

Oil in Europe (2000 – 2014) : Falling demand, falling supply ('000 barrels / day)

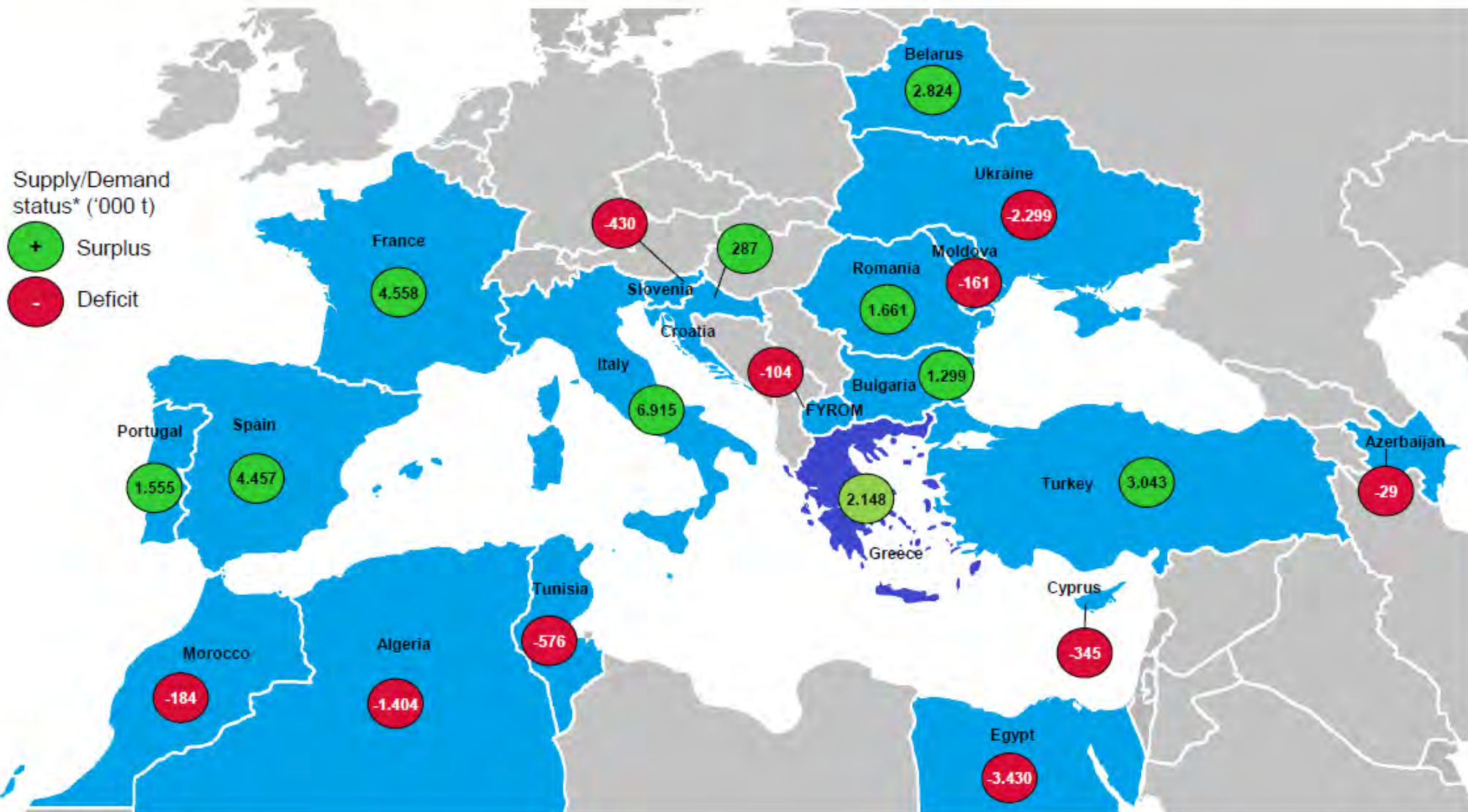


Note: Demand EU only; Supply EU & Norway.

Source: BP Statistical Review of World Energy 2015.

Note: South East Europe constitutes 1,6 million barrels per day (approx. 14%)

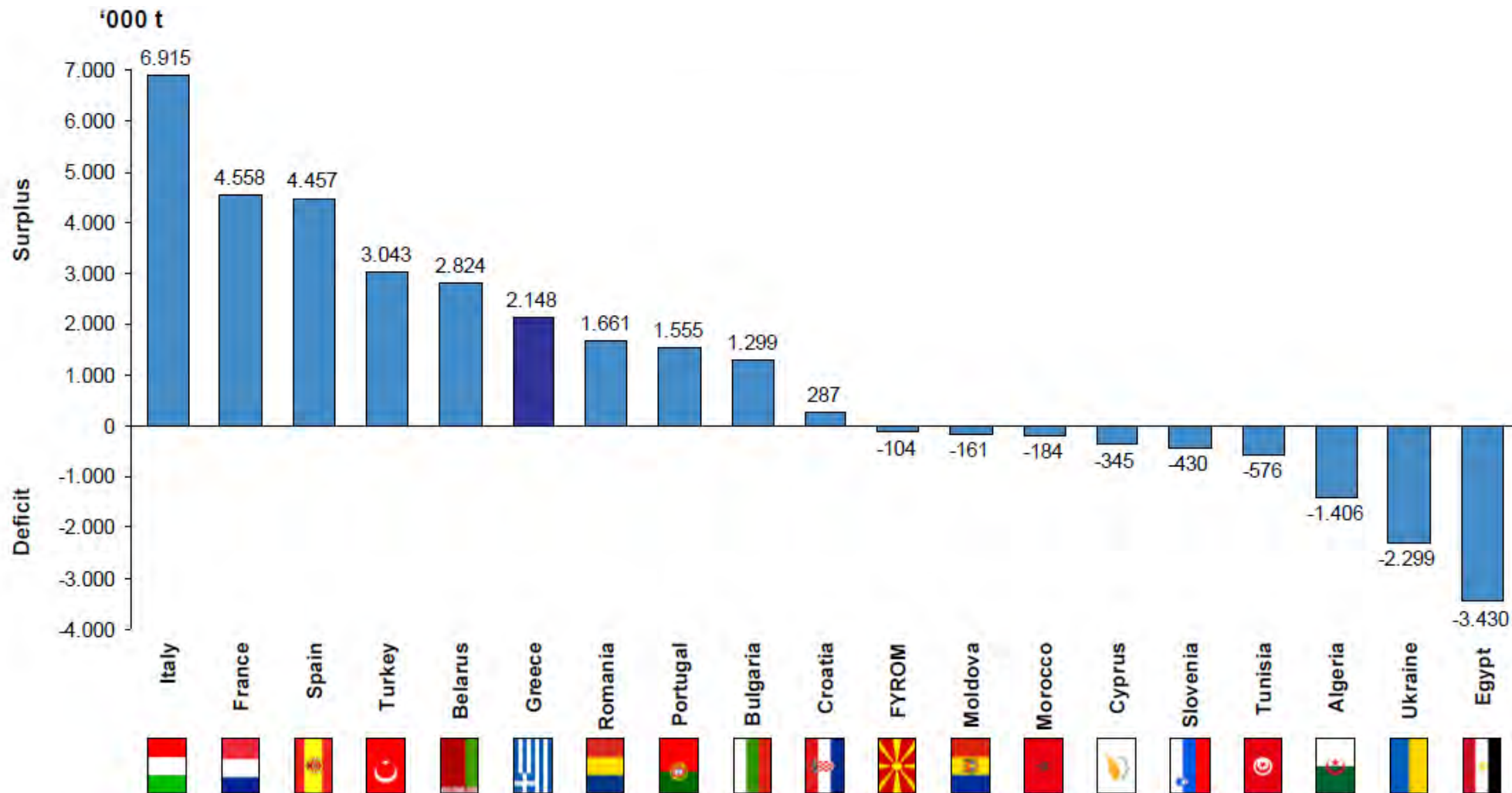
Gasolines – Large Surplus in most countries with the exception of South med & Ukraine



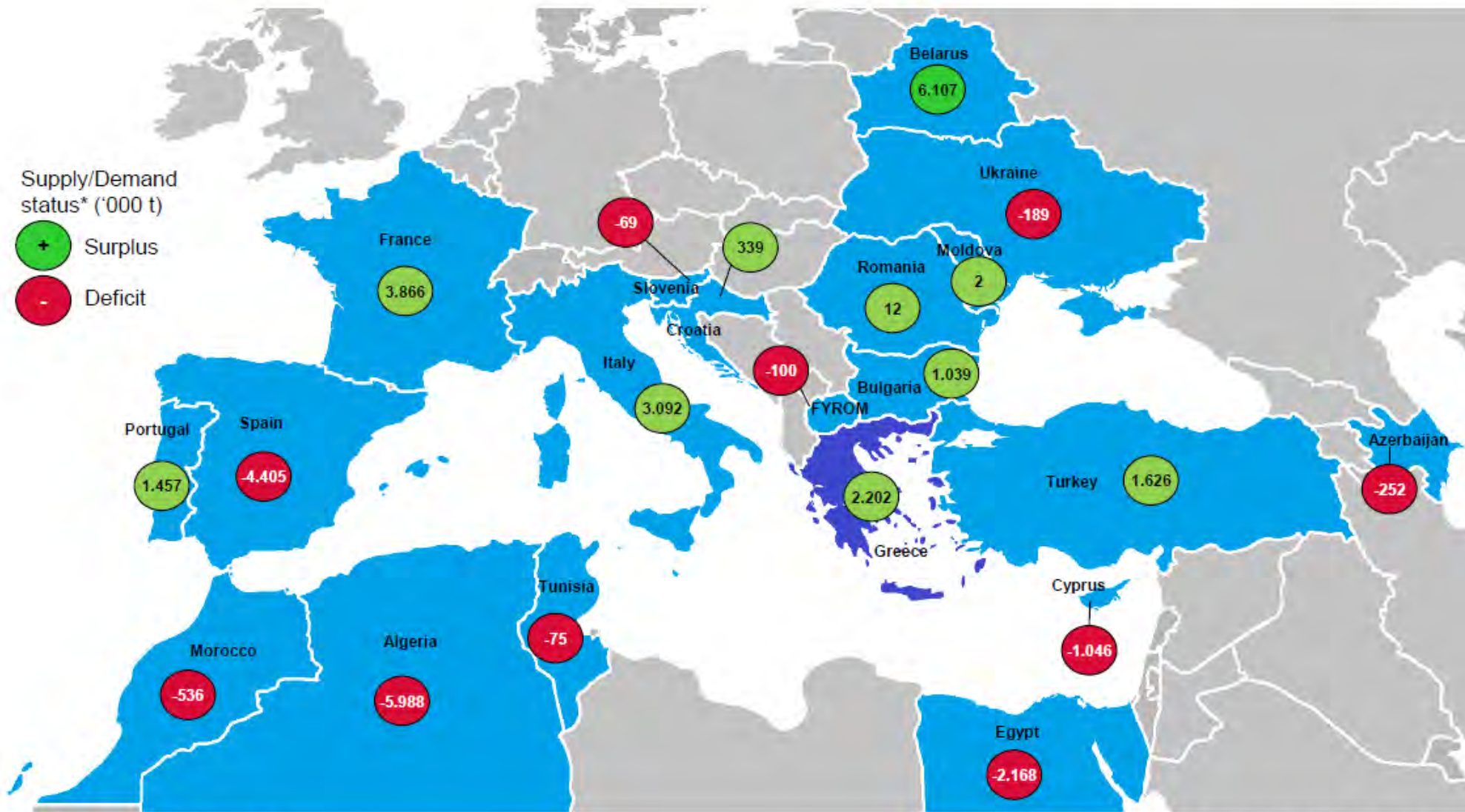
(*) Refinery Output – Demand

Source: JODI-Oil World Database, 2015

Gasolines – Surplus ranking by country



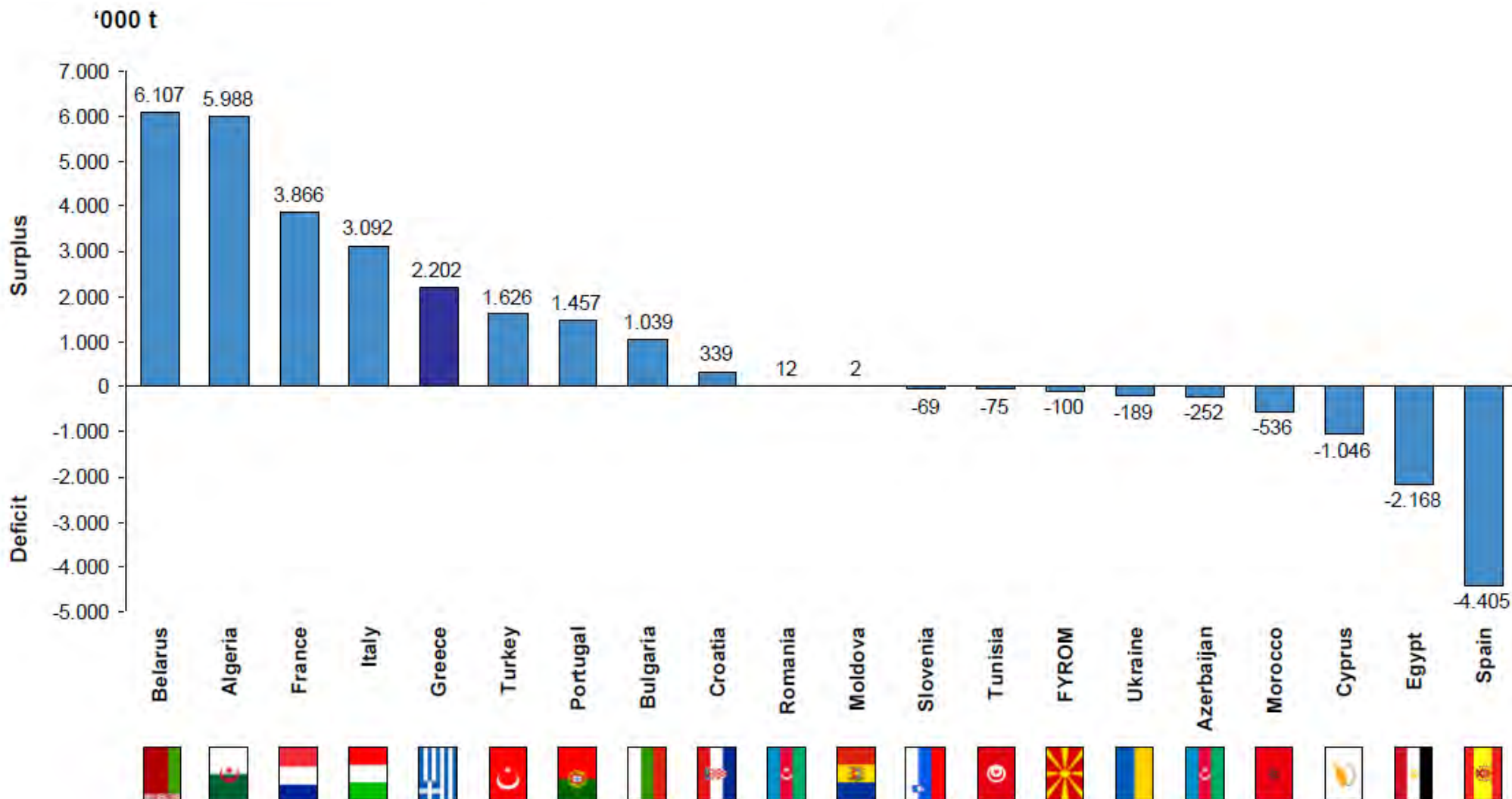
Fuel Oil– Large Surplus in most countries with the exception of South med



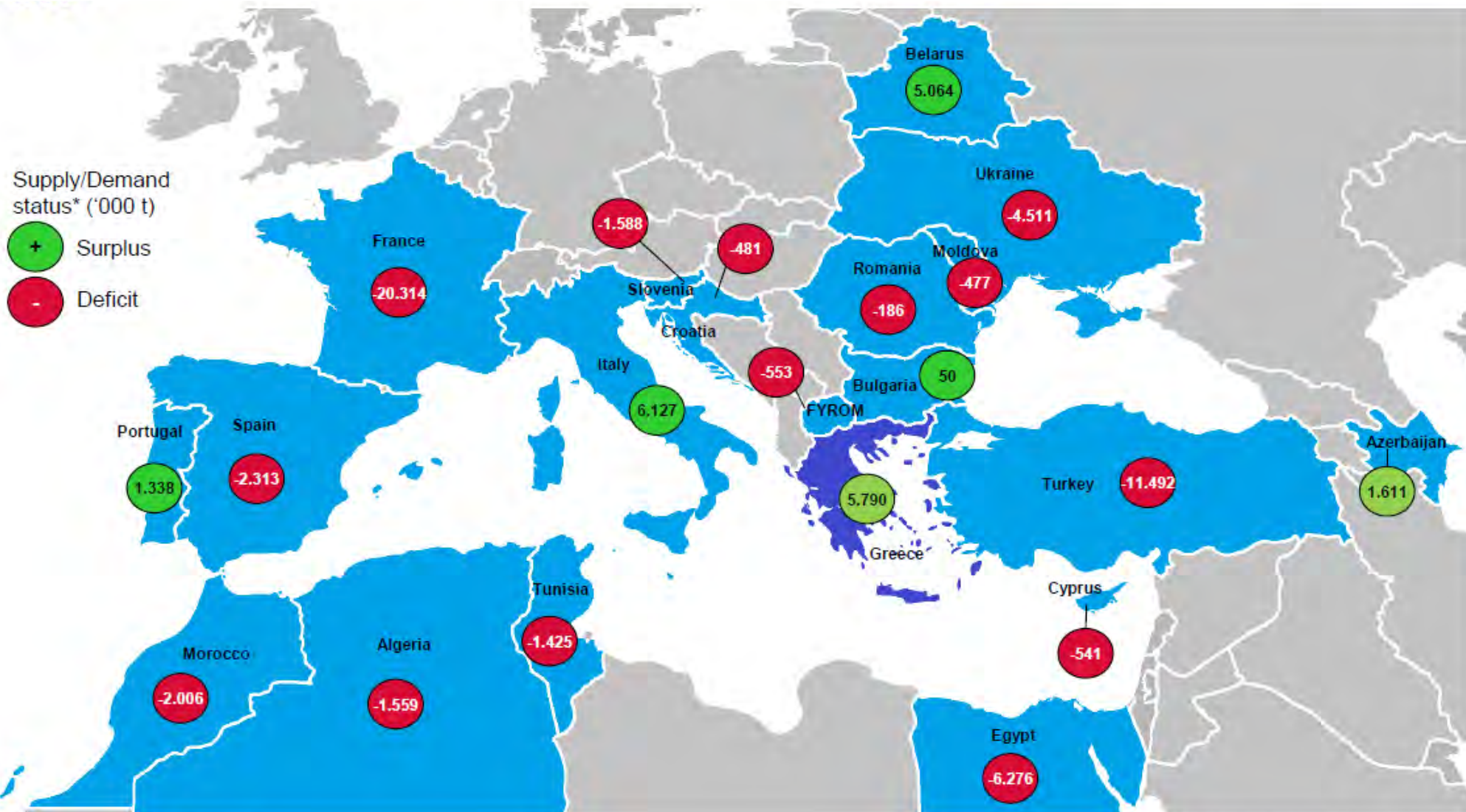
(*) Refinery Output – Demand

Source: JODI-Oil World Database, 2015

Fuel Oil – Surplus ranking by country



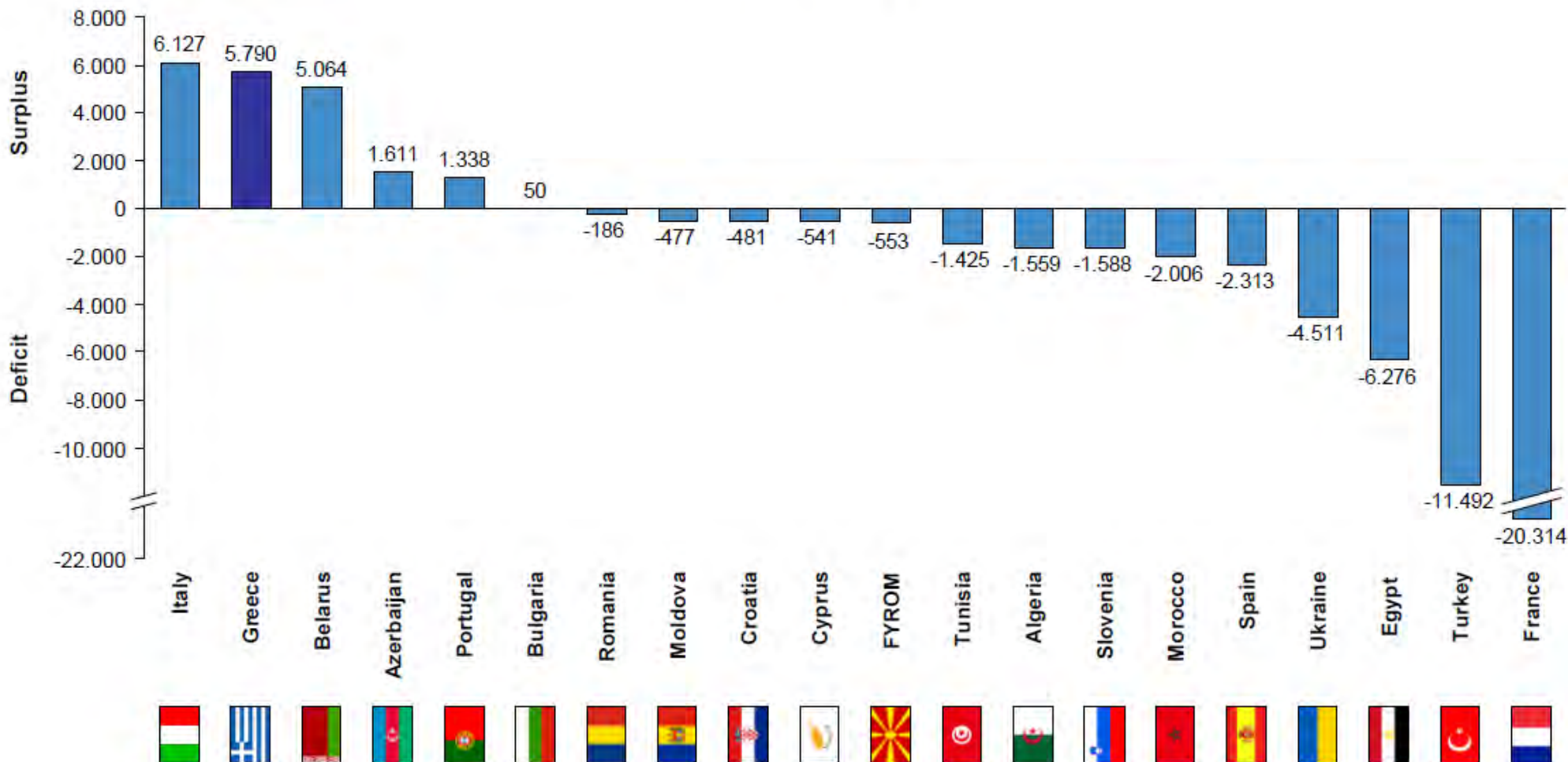
Gas / Diesel Oil – Large Deficit in most countries



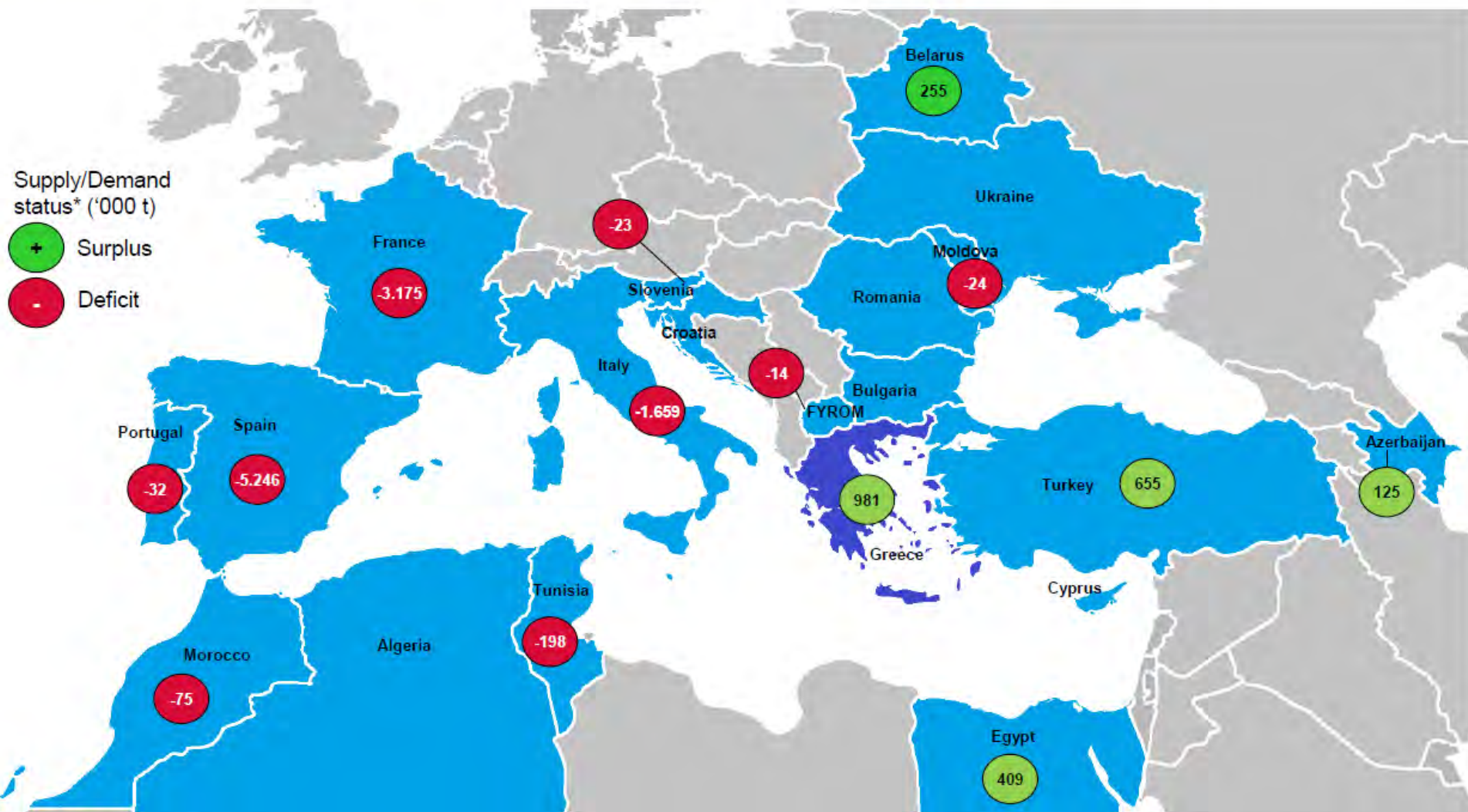
(*) Refinery Output – Demand

Source: JODI-Oil World Database, 2015

Gas / Diesel Oil – Surplus / Deficit ranking by countries



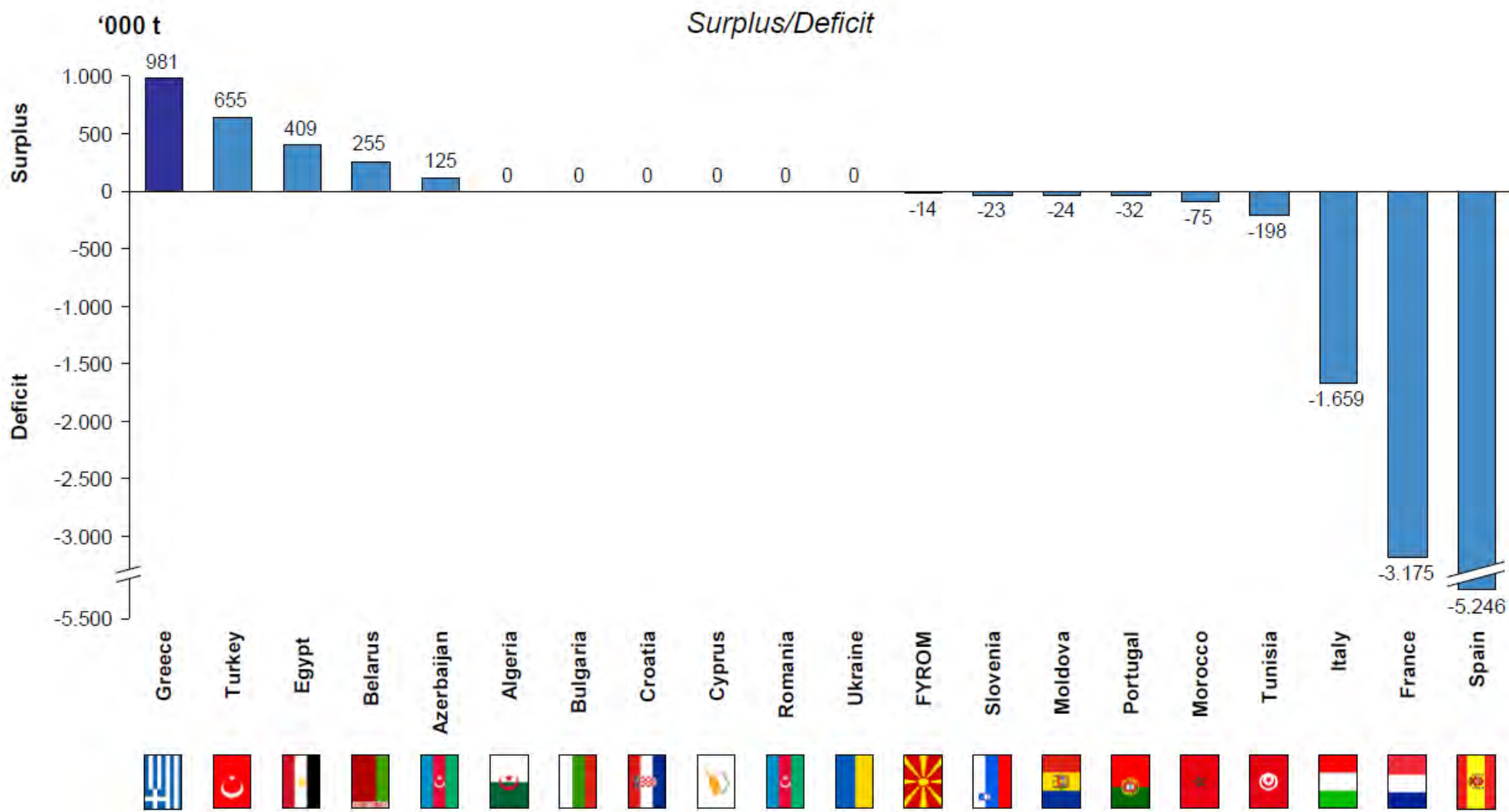
Jet fuel – Large Deficit markets in West Euro – Med



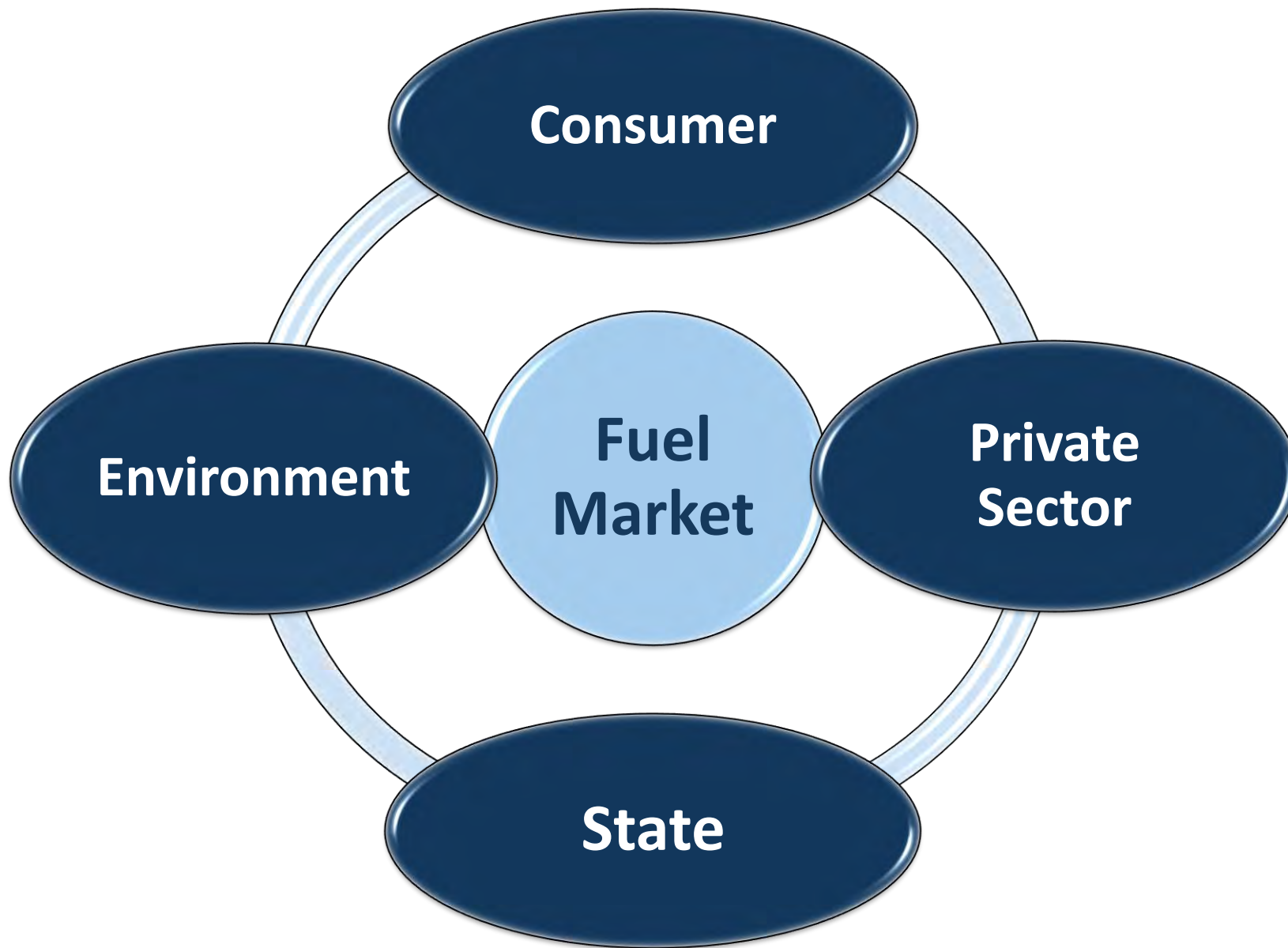
(*) Refinery Output – Demand

Source: JODI-Oil World Database, 2015

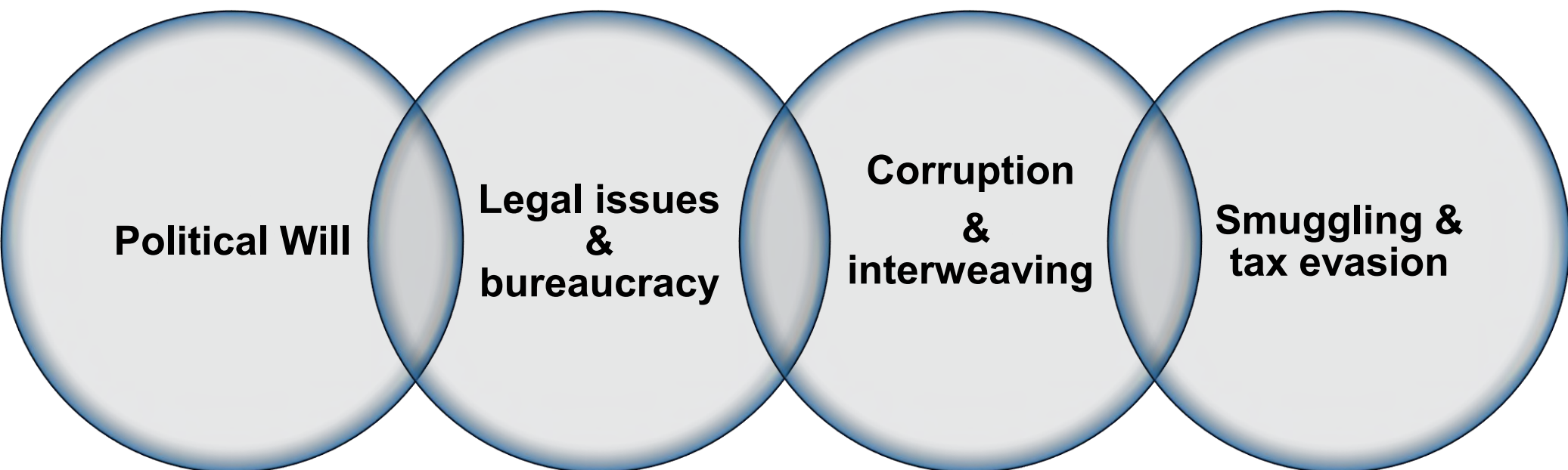
Jet fuel – Surplus / Deficit ranking by countries



Key Stakeholders in the Fuel Market



The “troubling” areas in our industry



The multiple benefits per Stakeholder

Consumer

- Save Money
- Better & higher quality fuels
- Increased life expectancy of vehicle

Private Sector

- Increased ROI
- Increased investments
- New Jobs
- Increased new practices and technologies

Environment

- Less pollution
- Positive effect on Agricultural products
- Improves living conditions

State

- Increased revenues
- Attract new investors
- Reduce black economy