

Oiltanking



Oiltanking in Latin America

October | **2008**

O v e r v i e w



→ Marquard & Bahls



→ Oiltank Group



→ HSSE



→ Basic Values



→ Key Features

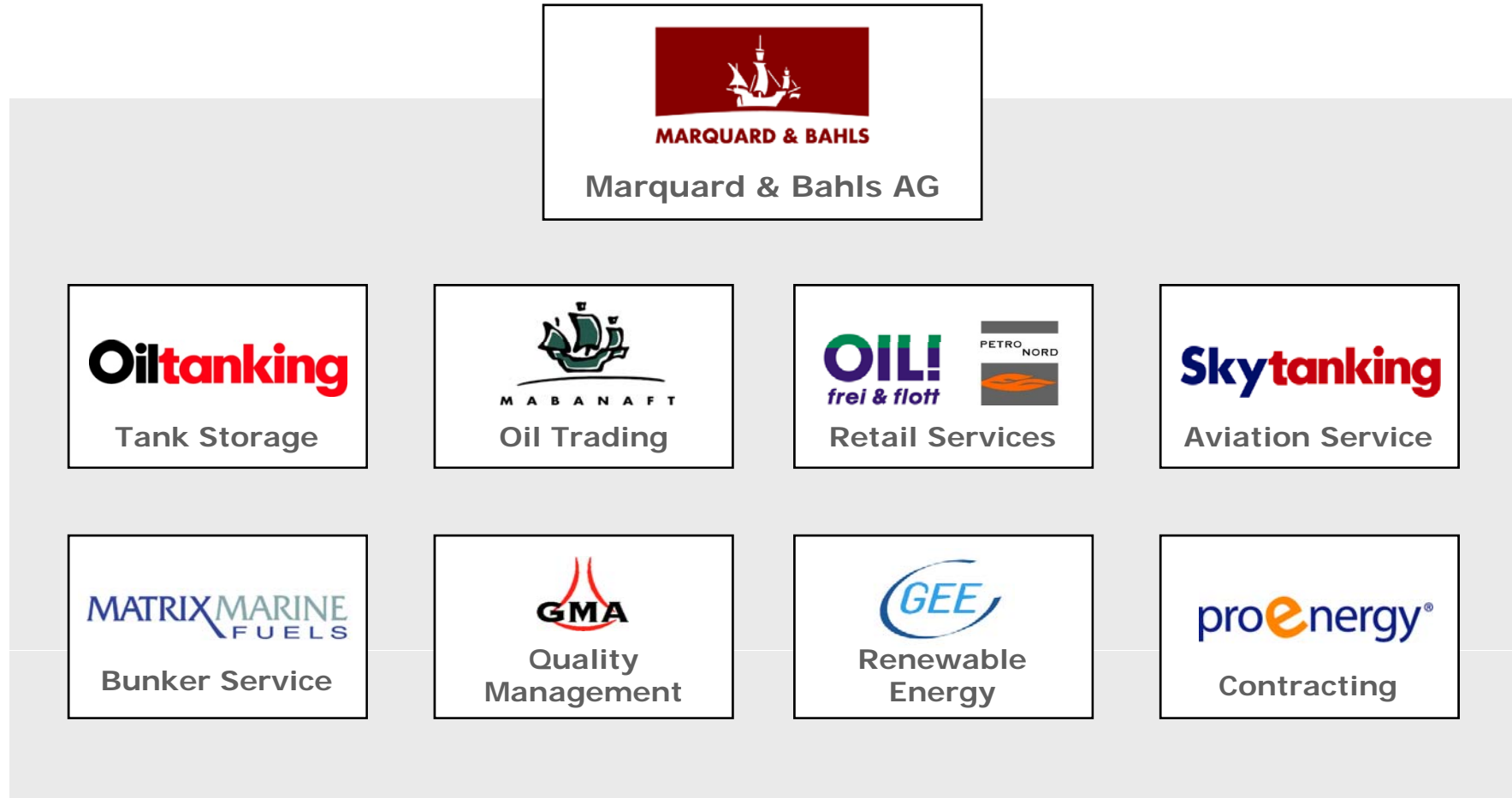


→ Market Trends



→ Tank Terminal Network

Marquard & Bahls Group



Oiltanking Group

- Oiltanking is an independent logistic service provider to the oil and chemical industry specialised in tank storage and related services
- Our business is:
 - > storing and handling bulk liquids
 - > building and operating multi- and single user tank terminals
 - > managing logistic infrastructure
 - > providing uncommon customer service along with high operational integrity
- We own and operate 62 independent tank terminals and marine facilities in 20 countries situated at 4 continents.
- Workforce of approximately 2,700 employees with over 42 nationalities.

Business Philosophy

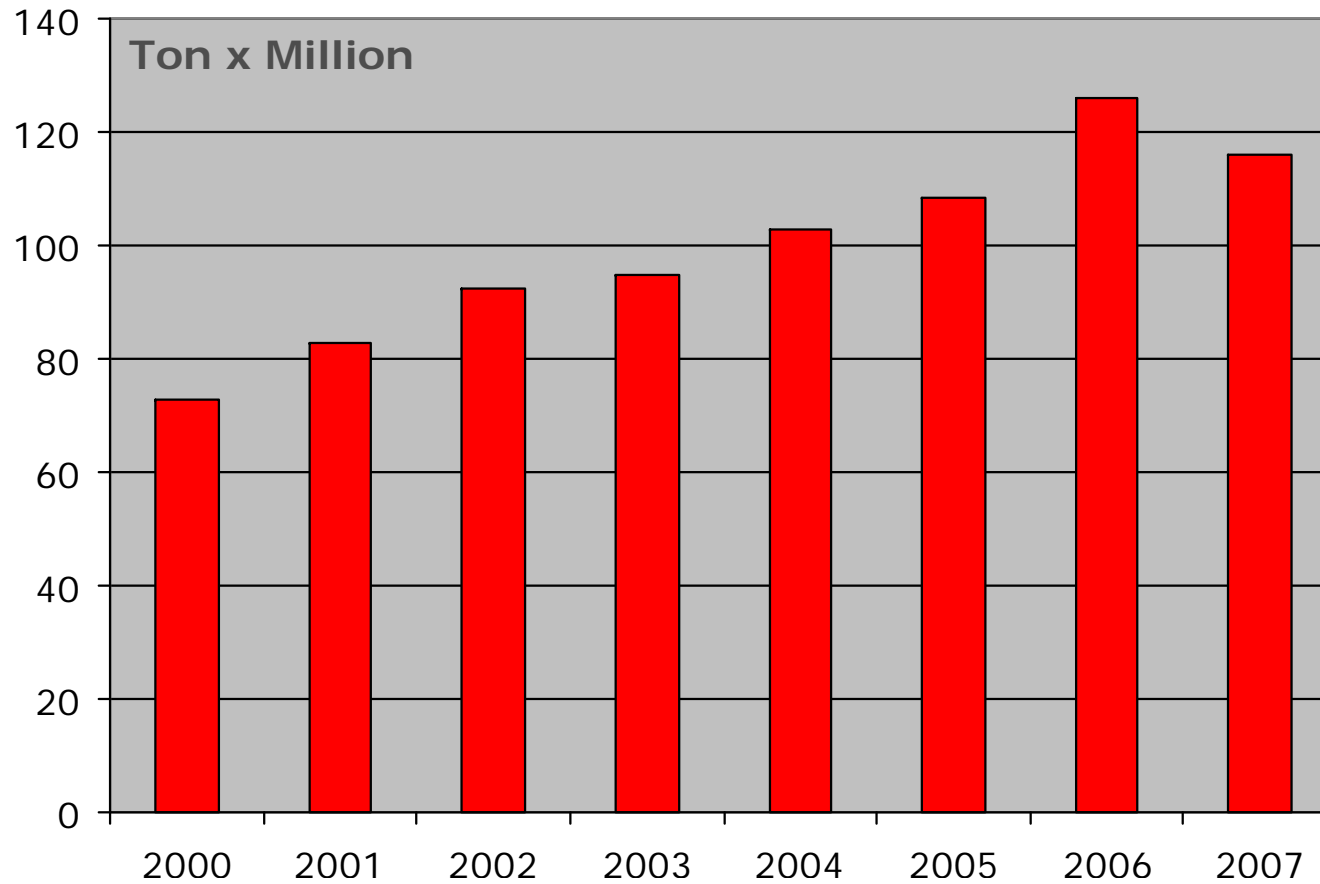
- First class HSSE mentality shared by everyone, everywhere, every time... ALWAYS!!!
- **“Oiltanking is committed to the safe and efficient operation of its facilities. Our goal is to prevent all accidents, injuries and occupational illness and to protect the environment.”**
- Decentralised management structure, flexible and customer oriented.
- Development and operation of our business with reputable local, private and state-owned companies.
- ‘Glocal’ focus through a multicultural, international management with deep insight of the local business environments
- As a corporate citizen of many countries we seek to maximise the hiring and training of qualified local people

Our Strategy

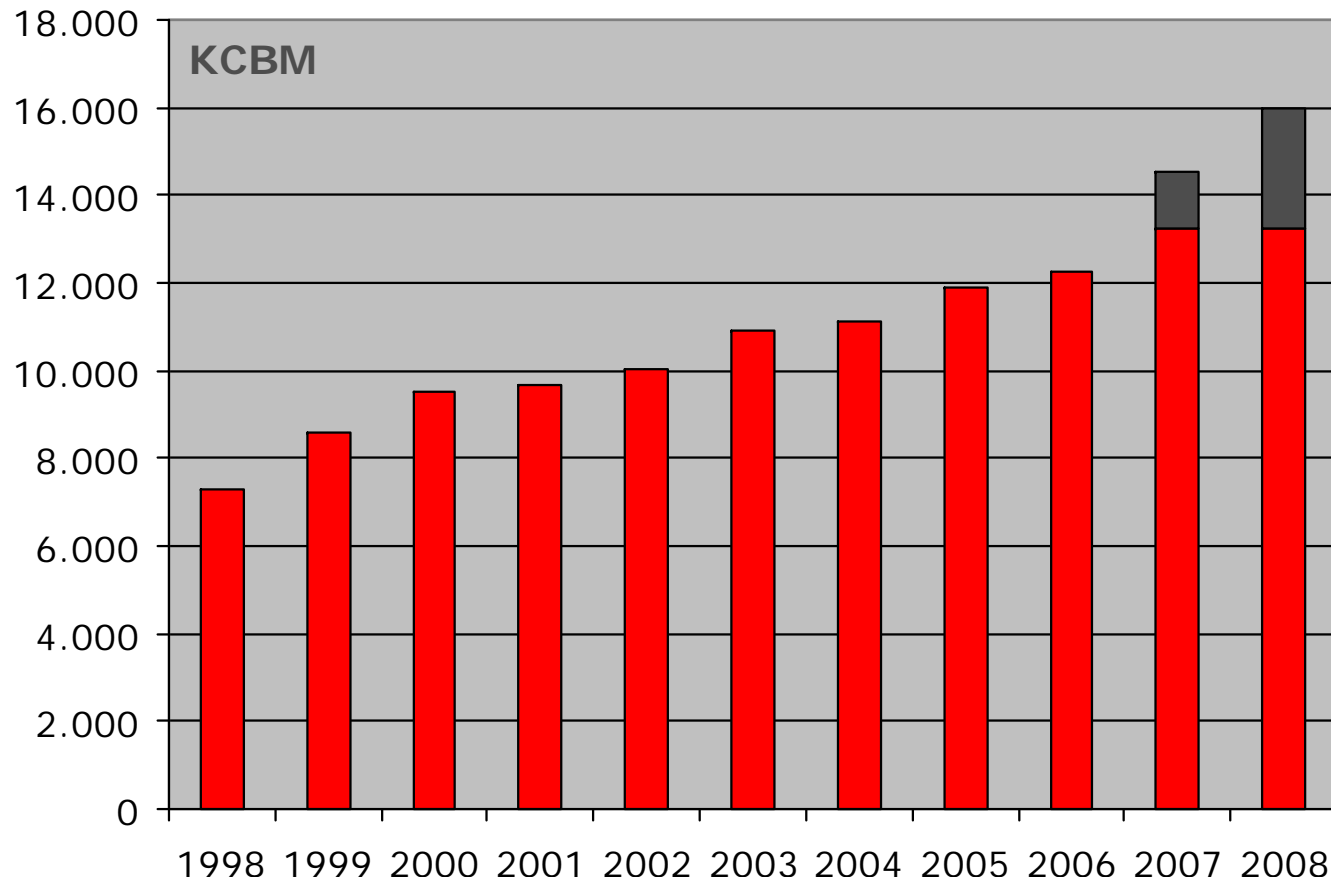
We employ a strategy of:

- Controlled growth of our tank terminal network through acquisitions, new buildings and upgrading of existing facilities:
 - a. in markets with continued oil, LPG and chemical consumption growth
 - b. in countries where privatisation of the oil and chemical industry or liberalisation of energy policies offer opportunities
 - c. in mature markets through building-up a market leading position in co-operation with major oil and chemical companies
 - d. in product niche markets with expected growth potential
- Diversification into core related services to offer a wide range of integrated solutions to the petroleum and chemicals industry (e.g. Design, Engineering & Construction Services)

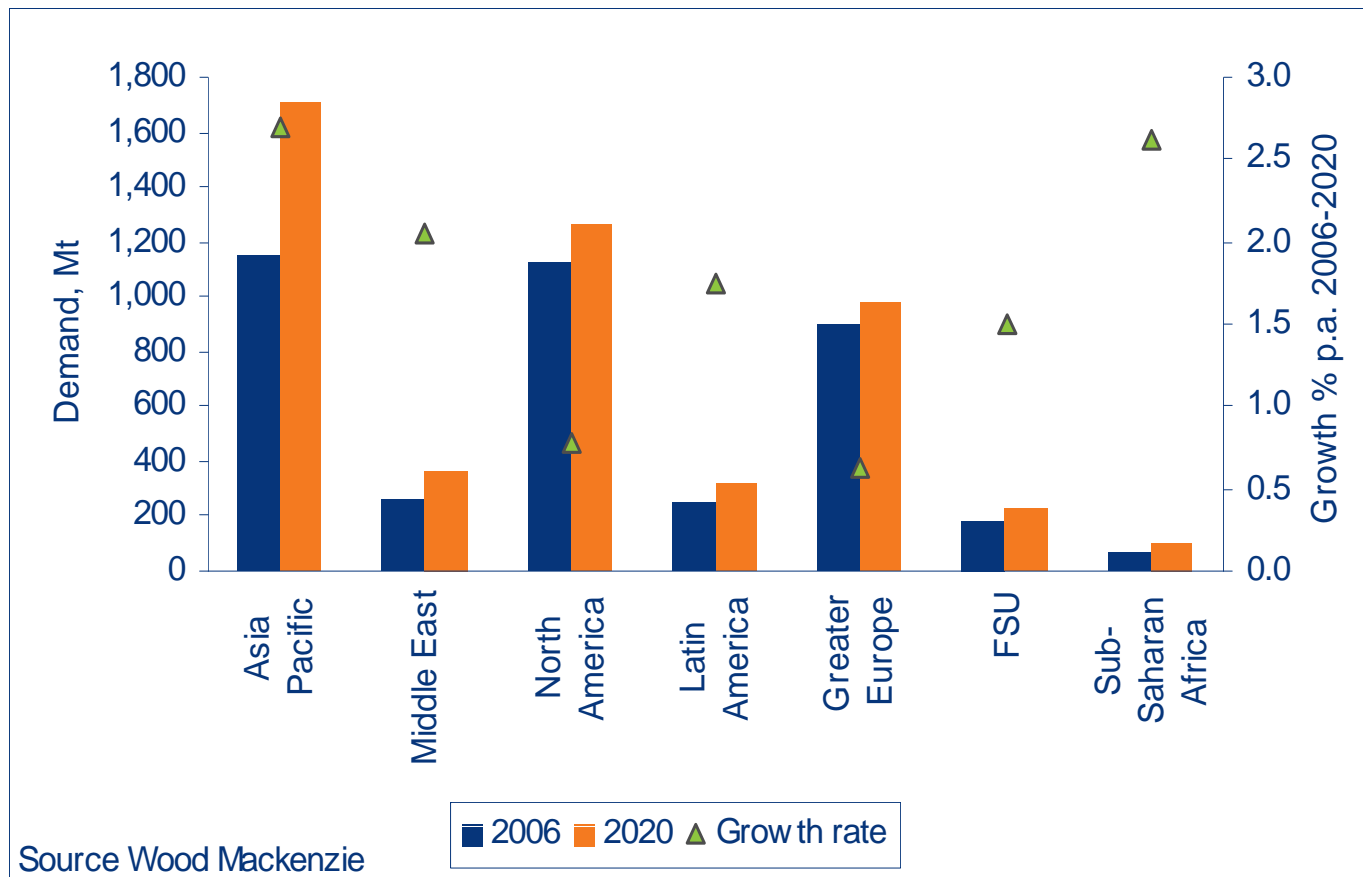
Group Throughput Development



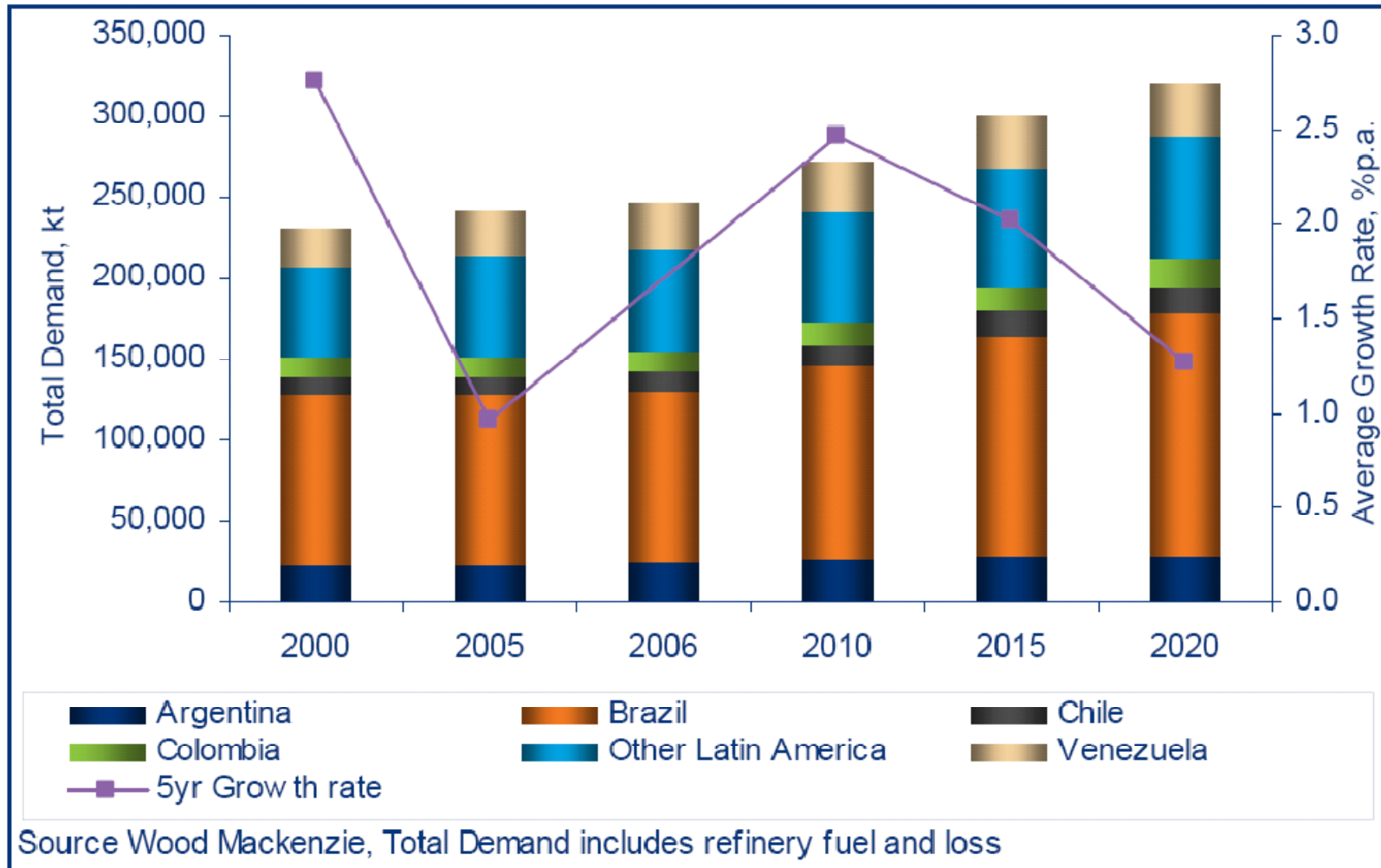
Tank Capacity Development

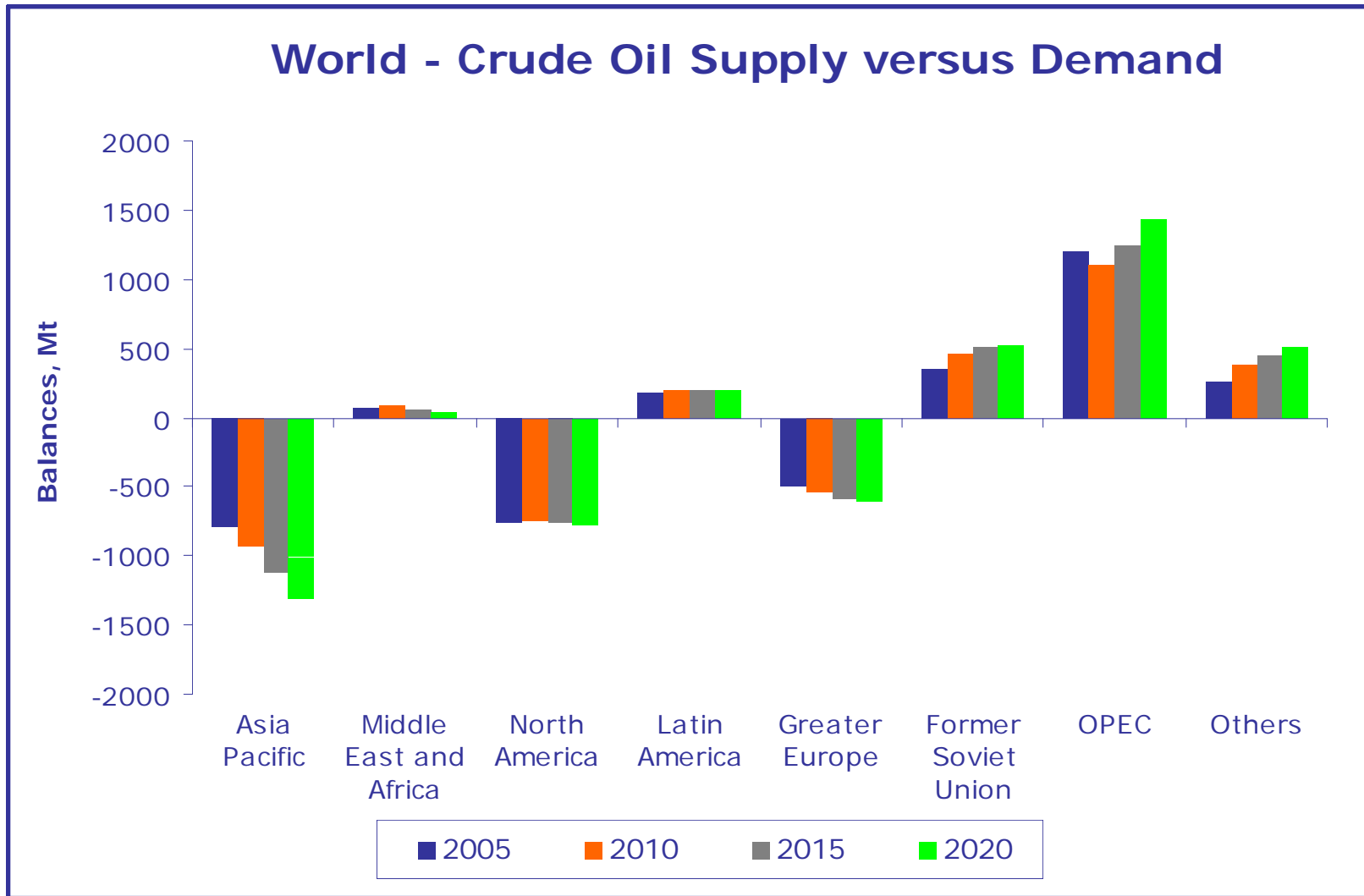


Oil Demand: Latin America is a relatively small market but still with high growth rates. Asia Pacific is accounting for 55% of total global demand growth by 2020. North America has low growth rates, but still second largest market.

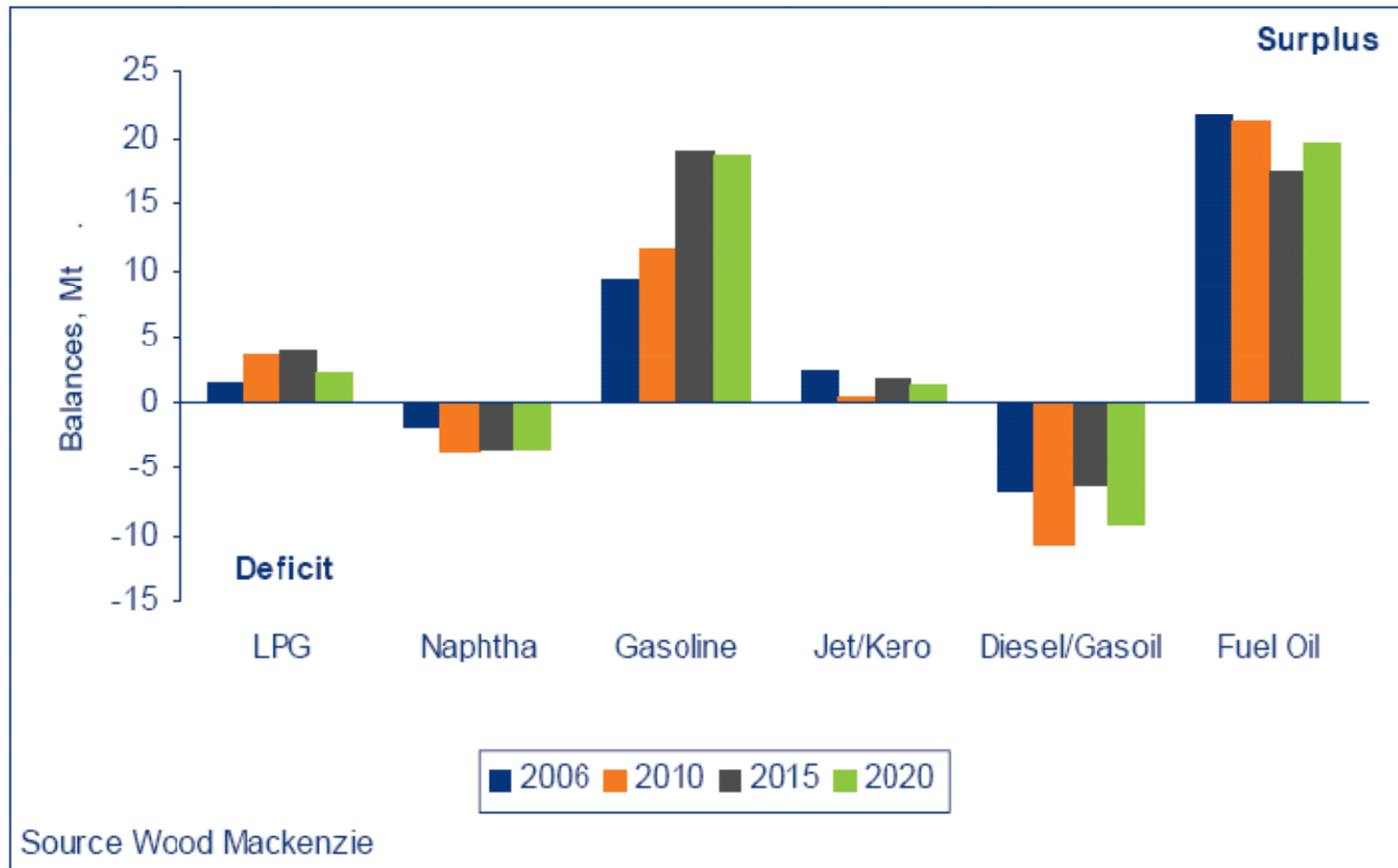


Latin America Demand





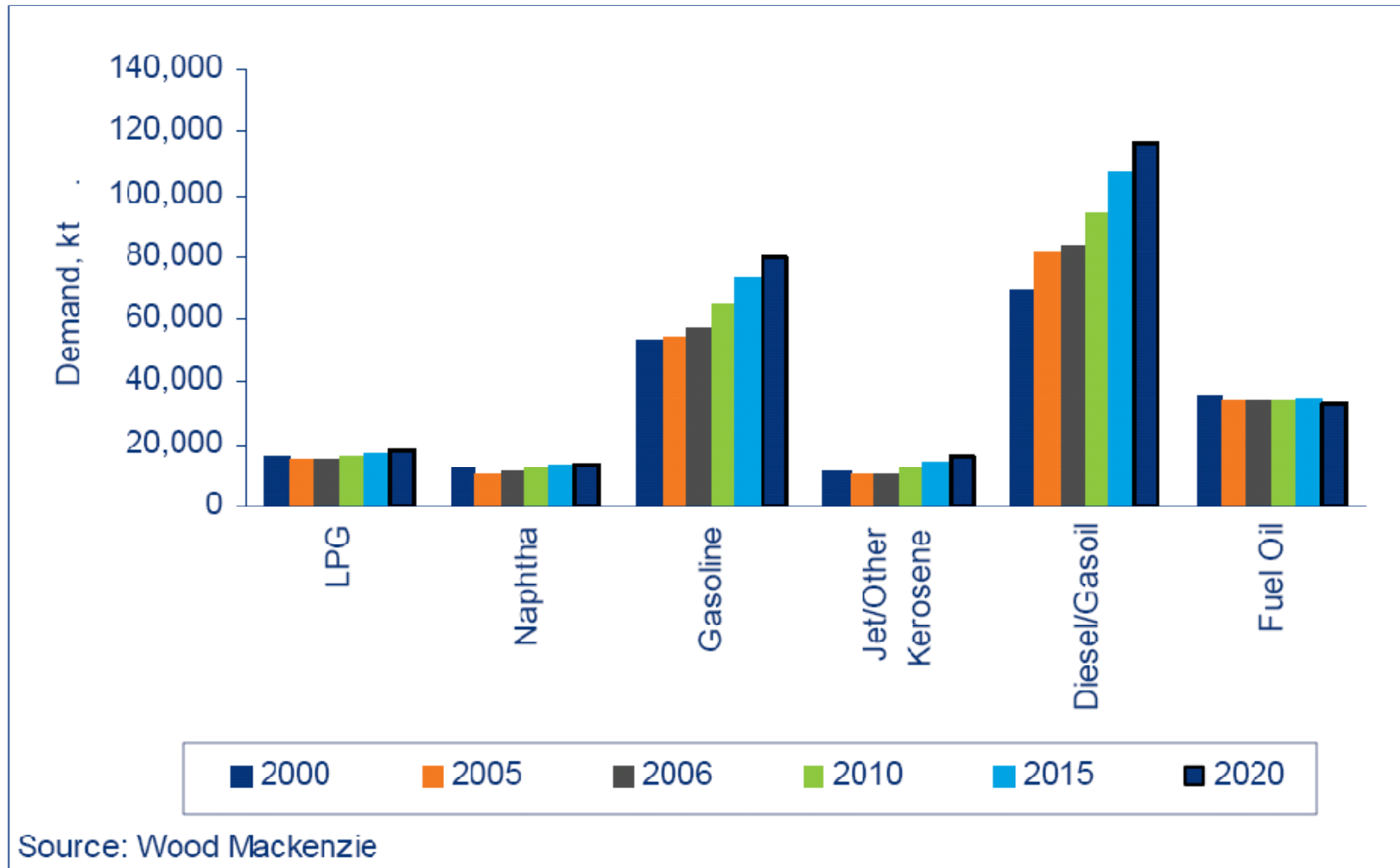
Latin America Oil Product Balances - All Supply versus Demand



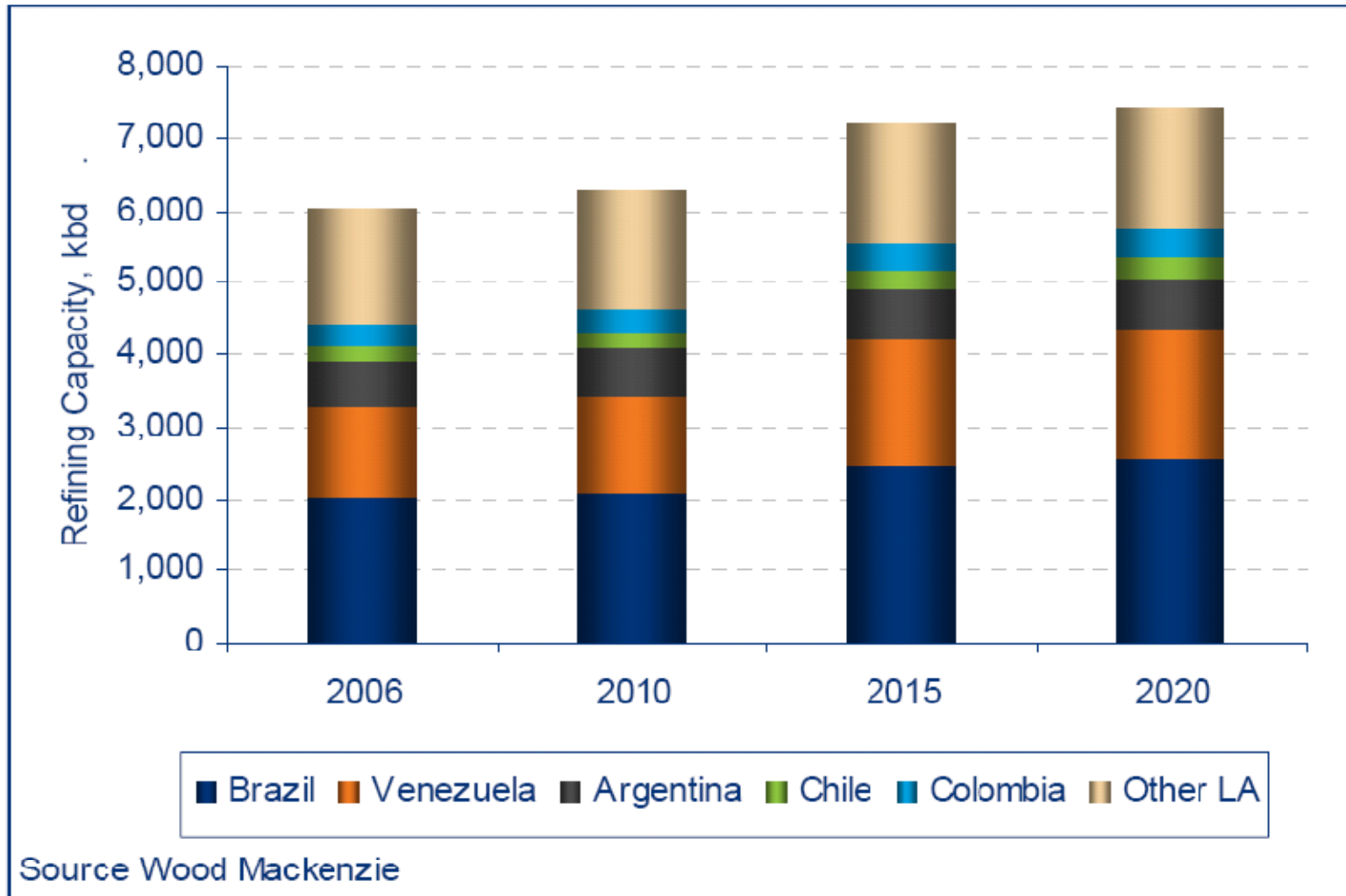
All supply includes non-refinery oil products, supplied from NGLs production and biofuels consumption

Source: Wood Makenzie

Demand Trends by Product



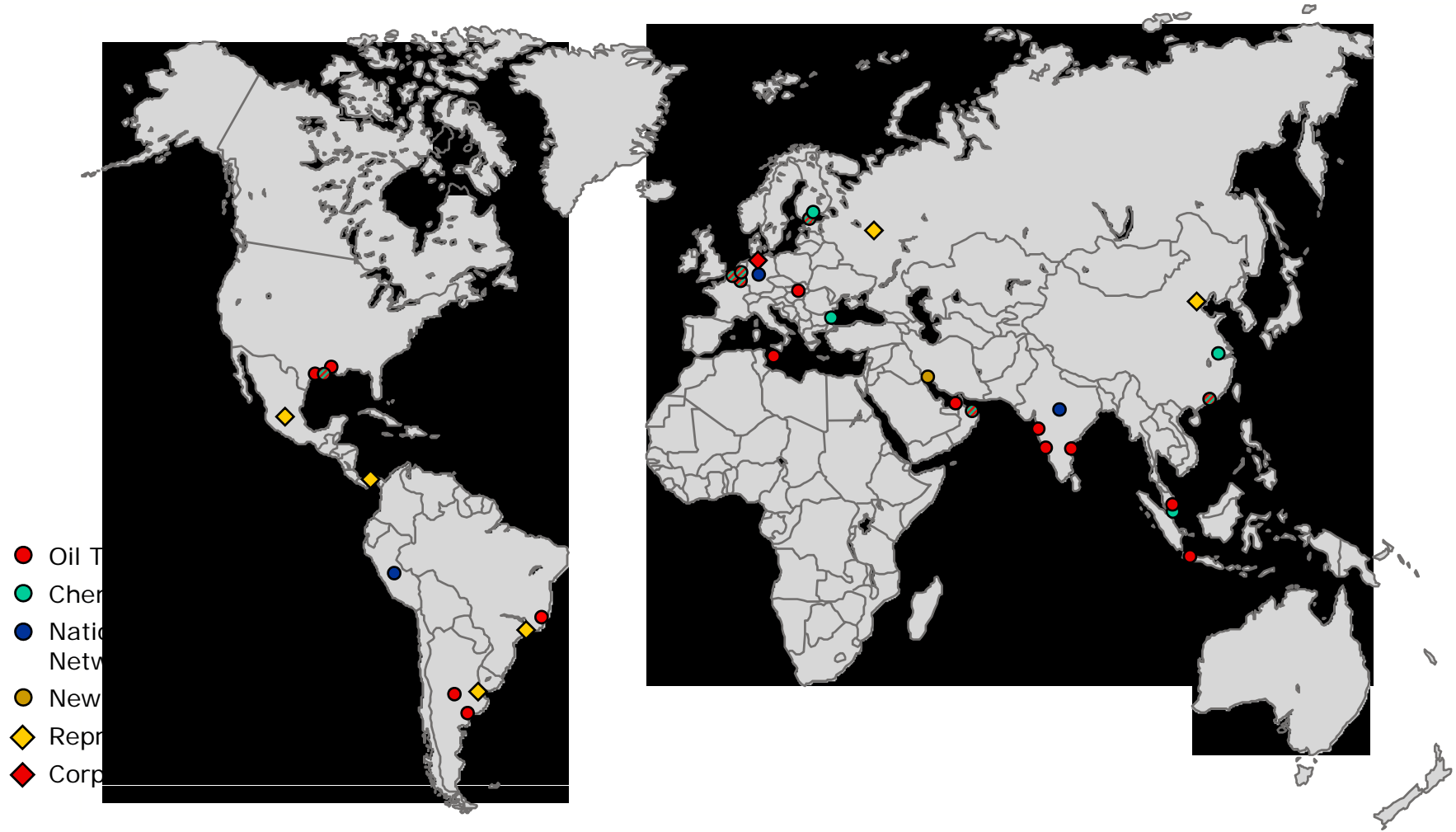
Latin America Refining Capacity Forecast



In Summary

- Nationalistic trend affects oil industry in the Region ⇒ NOCs and domestic private companies acquiring bigger stakes.
- More control than in the '90 ⇒ Limited returns in the sector.
- Major oil companies are leaving the Region.
- Latin American oil exports shifting gradually from US Gulf Coast towards Asia Pacific (key region for demand growth).
- Substantial increase in the supply of non-refinery products (NGLs, GTL, biofuels), 2006: 26Mt, 2020: 45Mt
- Refining capacity additions are lower than demand growth even considering the addition of non-refinery supply
- Key growth product diesel/gasoil for transportation. Global fuel oil demand is broadly flat.

World-Wide Tank Terminal Network



Tank Terminal Network: Latin America



Brandsen (AR):
60,000 cbm



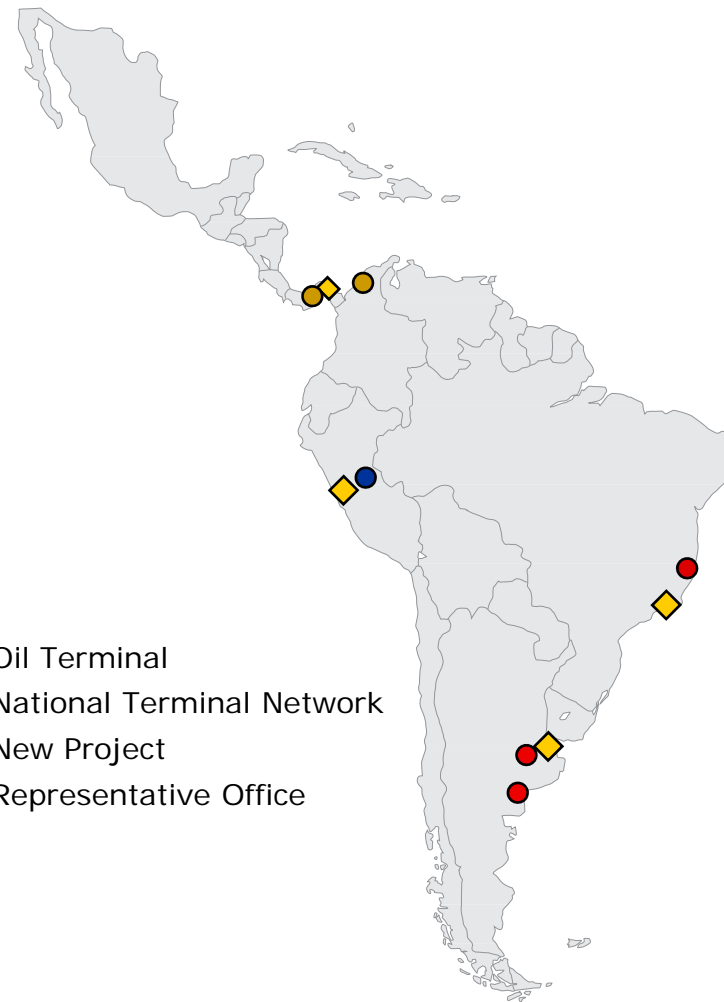
Puerto Rosales (AR):
480,000 cbm



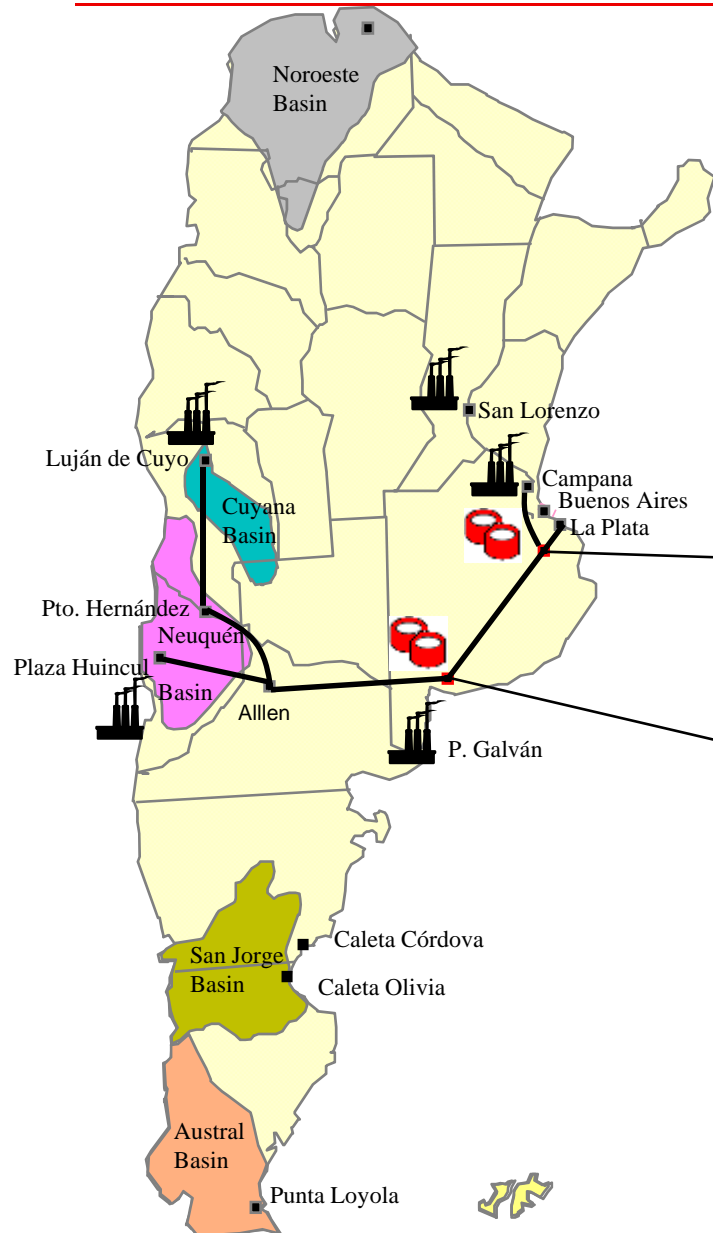
Vitoria (BRA):
35,200 cbm



Peru:
389,386 cbm
Terminals: 10



Tank Terminal Network Argentina



Brandsen (AR):
60,000 cbm



Puerto Rosales (AR):
480,000 cbm

→ OT participates in the logistics of 70% of the domestic crude oil.

→ More than 18 million tons of crude oil handled every year.

→ Puerto Rosales Terminal is the biggest crude oil terminal in Argentina.

Tank Terminal Network Brazil



Vitoria (BRA):



→ **New Ethanol exports facility of 35,200 cbm.**

→ **500.000 tons of ethanol exports per year.**

→ **Several other projects underway**

Tank Terminal Network Peru

→ OT handle more than 50% of total domestic refined products.

→ 10 Terminals with 395,000 cbm of storage capacity

→ Operation of Maritime Terminal of Camisea



Tank Terminal Network - New Projects Panama & Colombia



→ New bunker products Terminal in Taboguilla island in Panama of 250,000 cbm storage capacity.



→ New chemical products Terminal in Cartagena, Colombia of 40,000 cbm storage capacity

Oiltanking

Doing the Common
Uncommonly well