



PETROLIMEX

PETROLIMEX GROUP OVERVIEW AND LNG PLAN

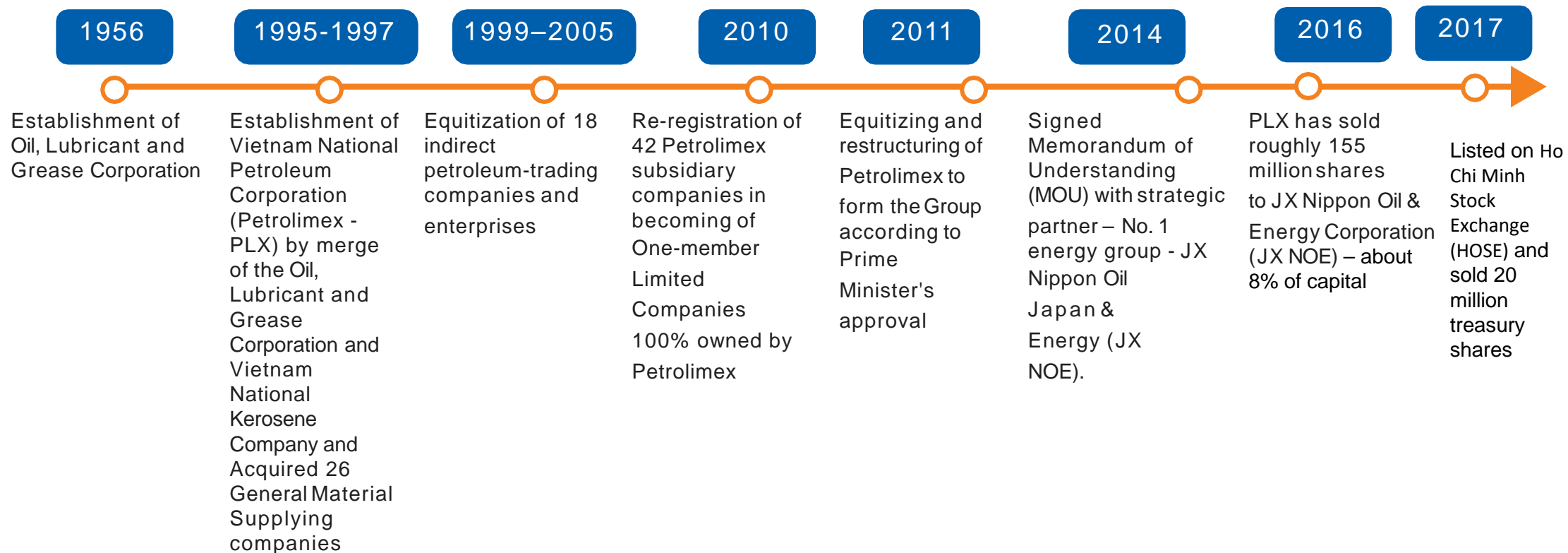
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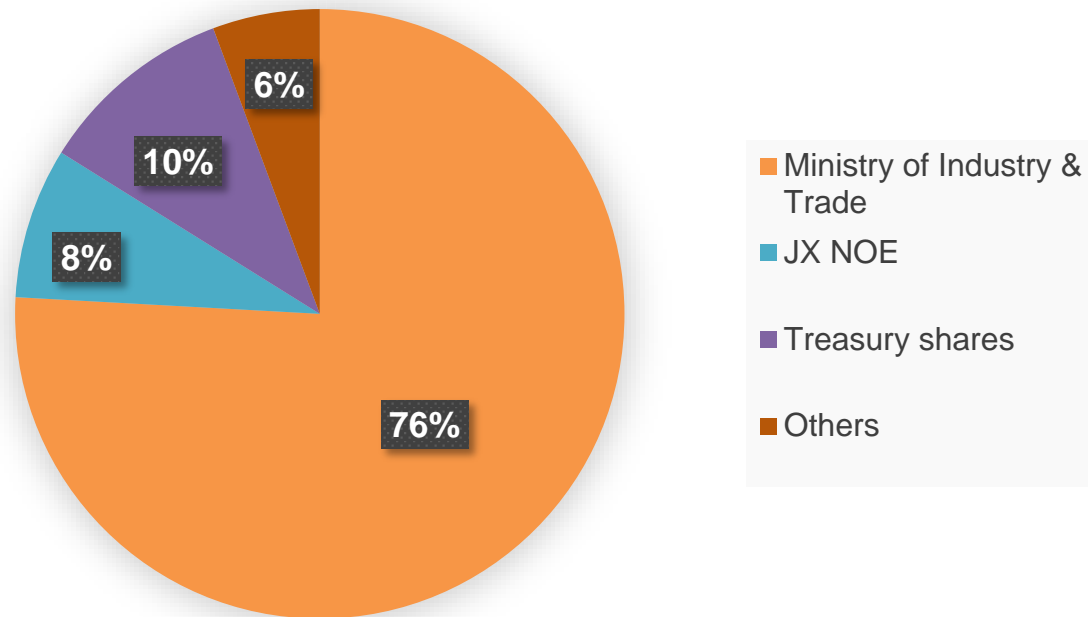
PETROLIMEX – GROUP OVERVIEW

KEY MILESTONES



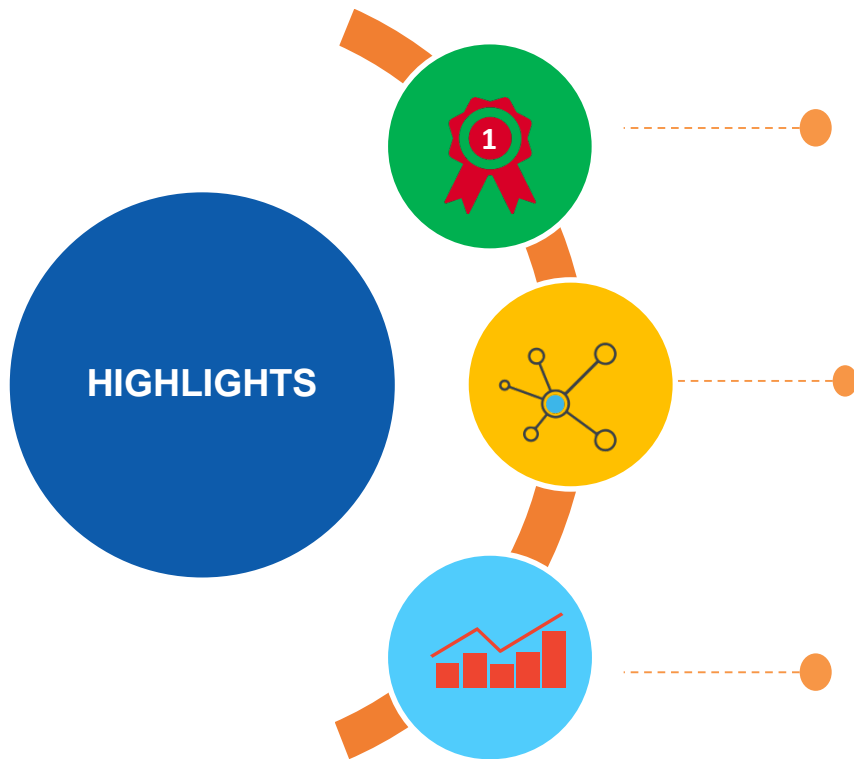
SHAREHOLDERS STRUCTURE

Shareholders Structure



Over 80 foreign institutional investors are current shareholders after 12 months listed in Hochiminh Stock Exchange (ticker: PLX).

OUR DIFFERENCES



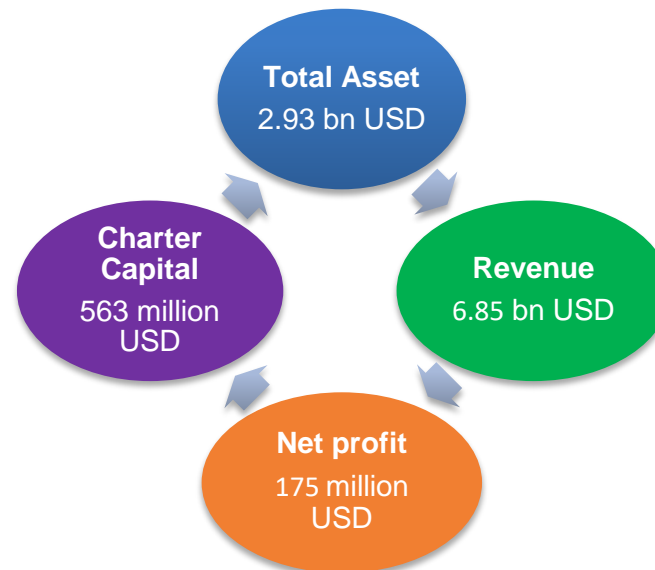
Market leader position:

- ✓ No #1: Oil and fuel distribution (> 50% market share)
- ✓ No #1: Oil and lubricants, asphalt

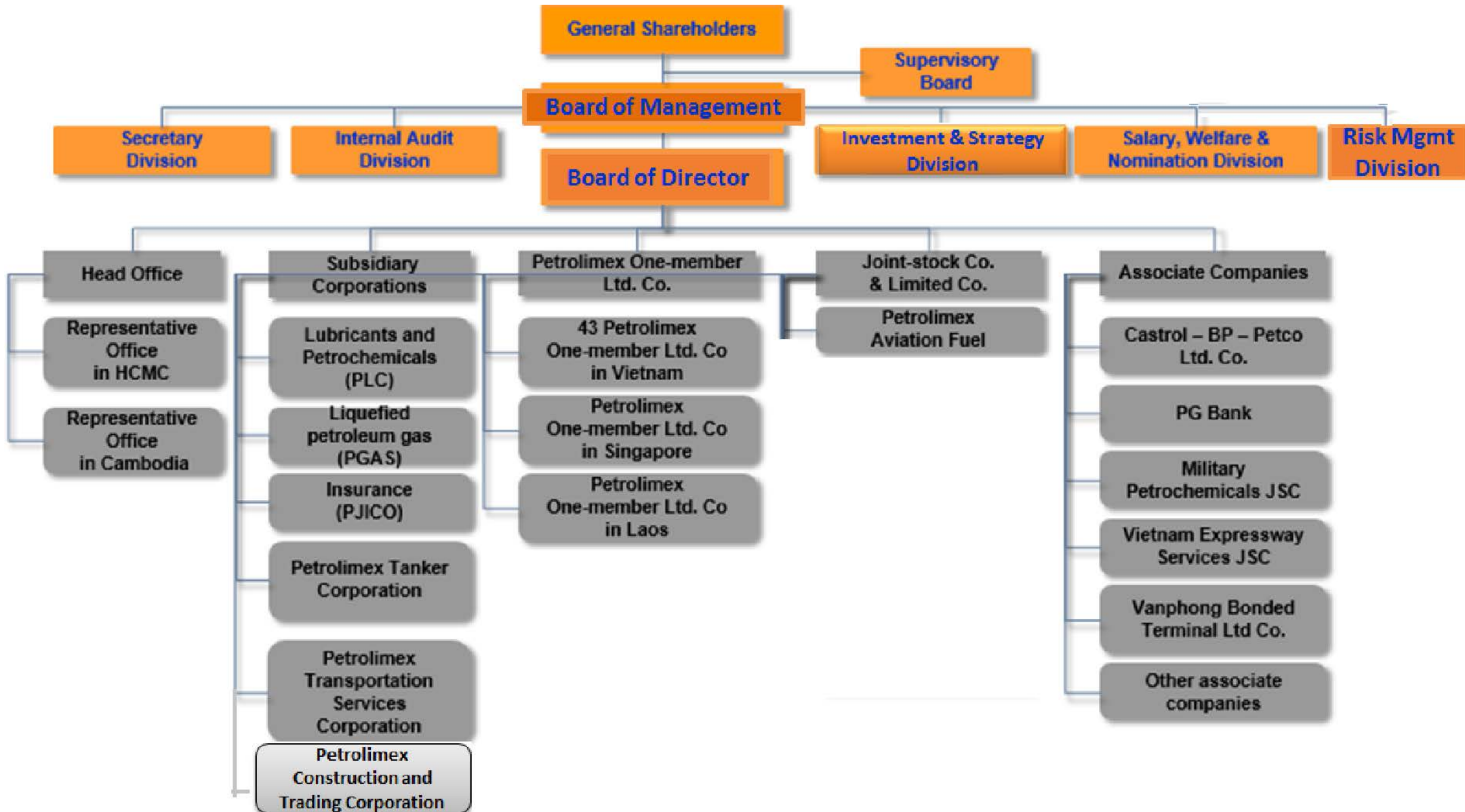
Dominant distribution network & facilities:

- ✓ The largest retail network with efficient operation
- ✓ Nationwide storage and port system with large capacity and ideal location
- ✓ Unique pipeline system

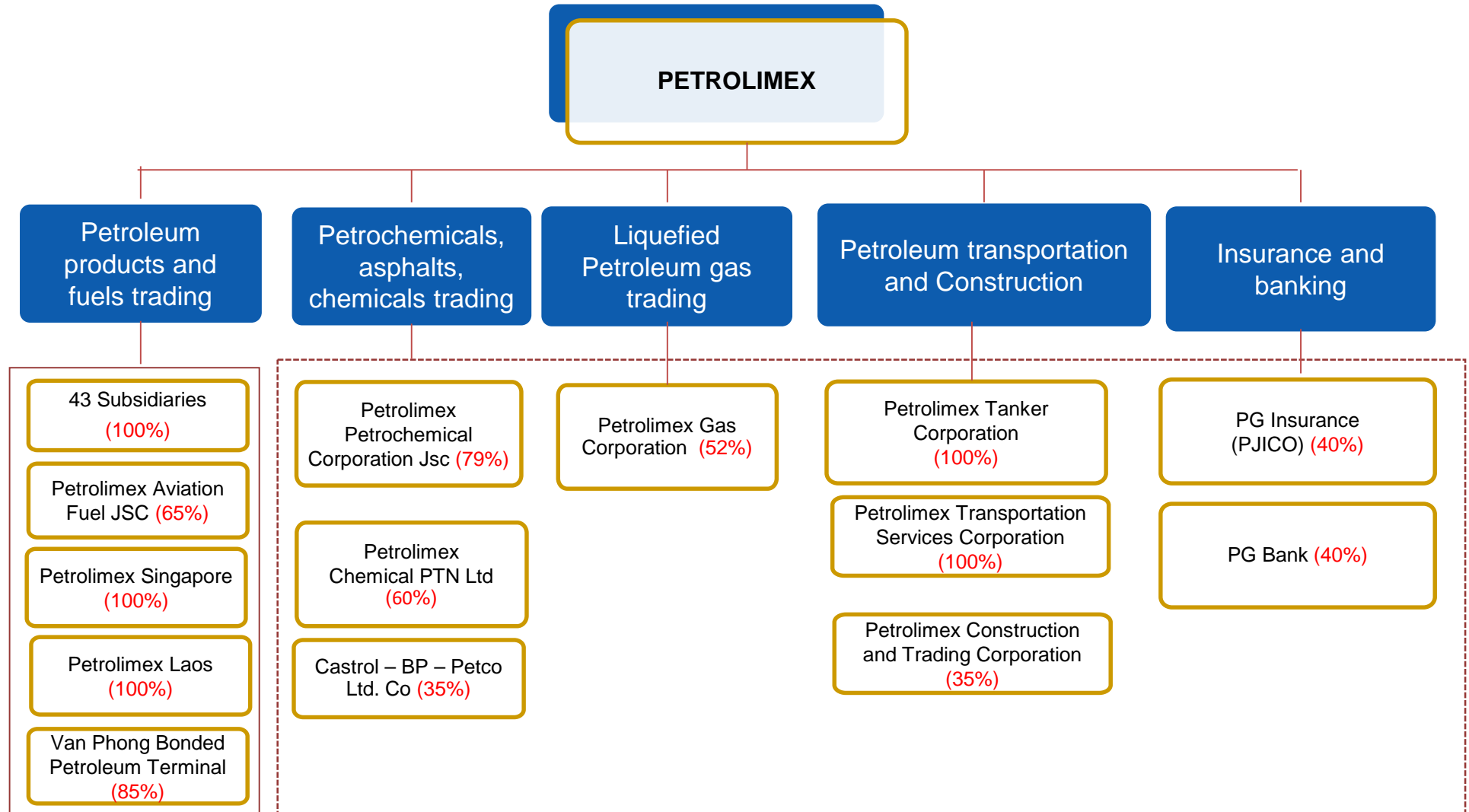
Healthy and profitable financials



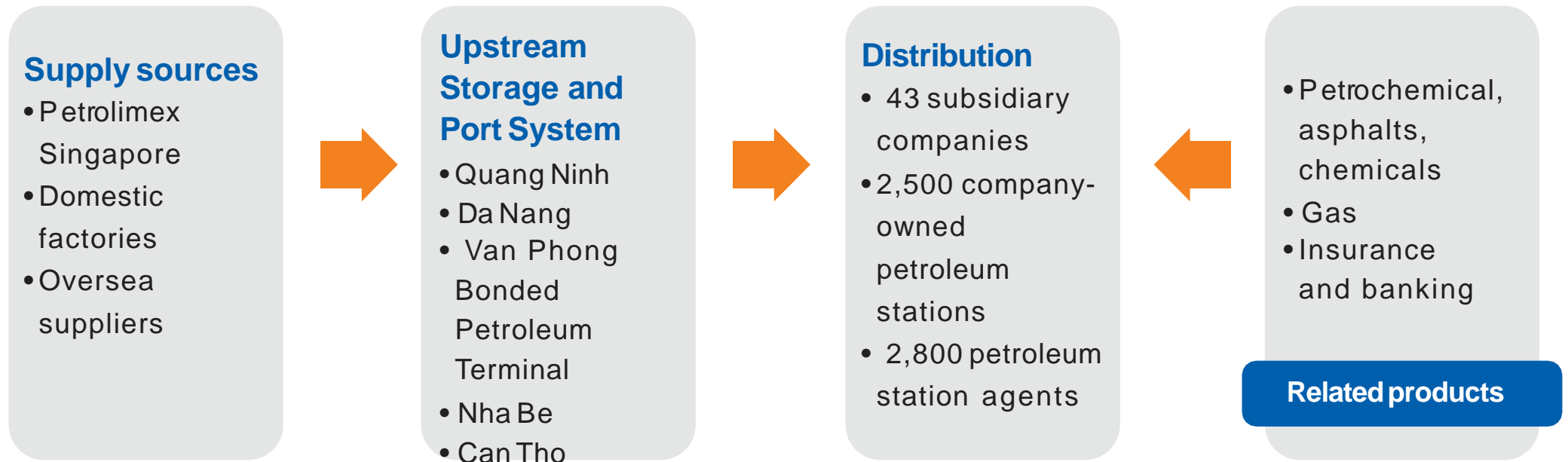
CORPORATE STRUCTURE



BUSINESS MODEL - SEGMENTS



BUSINESS MODEL - VALUE CHAIN



Value chain in downstream business, from oil and gas import, logistics, to nationwide distribution network



Petrolimex transportation system:
seaway, road transport and pipelines from oil terminals to final points.

STRATEGIC PARTNER JX

JX Nippon Oil & Energy



- Established on 1st April 2010, by consolidating two over-100-year-old groups – Nippon Oil and Nippon Mining
- The **No.1 energy group** in Japan
- Total revenue of JX Holdings in 2016 is 75 billion USD



- Procure crude oil from **25** countries
- Total revenue of JX Nippon Oil & Energy in 2016 is over **59 billions USD**



23 VLCCs

- Crude oil processing capacity: **1.93 million barrels/day (~ 1/2 total capacity of Japan)**
- **11** refineries
- **5** petrochemical product manufactories
- Owner of Kiire Base – the largest oil stockpile site in the world with **capacity of 7.3 million m³**



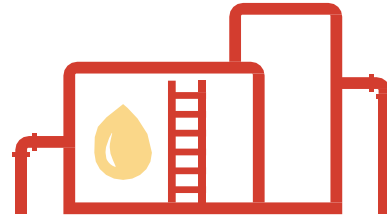
- **11,000** service stations located across Japan branded ENEOS with **43%** market share
- After the M&A with Tonen General Group in this early April/2017, JX is operating **11** refineries, increasing its market share up to over **50%**.

POSITION IN THE MARKET



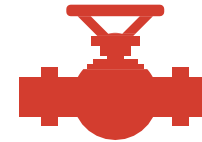
Market share

50%



Total capacity of terminal and storage system:

2.245.000m³



Total pipeline:

570 km



The only bonded petroleum terminal qualified for

150.000 DWT vessels



▶ **5200** service stations / 14,000 stations nationwide

▶ **2500** retail company-owned petroleum stations

LNG PLAN

LNG PLAN OF PETROLIMEX

- 1. Co-operate with partners to distribute LNG for domestic market of Vietnam. The priority is supplying LNG for Power Plants.**
- 2. Construct LNG storage facilities to import from oversea by vessels.**
- 3. Look for potential LNG suppliers as well as transporters.**

LNG PLAN

LNG FACILITY - VAN PHONG BONDED PETROLEUM TERMINAL

- Providing import and export services, storage and dispensing inspection of petroleum products and sell in domestic and regional markets.
- 56.7 hectares in land, 42 hectares in water, lies at the estuary of Van Phong Bay.
- Current Facilities:
 - **29** Fuel tankers with capacity of up to **505,000m³**
 - **4** Jetties capable for up to **150,000 DWT** ships
 - **3** Tug boats are also provided to move vessel in and out of the Terminal



LNG PLAN

VAN PHONG BONDED PETROLEUM TERMINAL

- **A geographically unique advantage:**
 - 14km from the main international sea route.
 - Well shielded from winds → sanctuary for international vessel in the event of storm.
- **An ideal bulk-breaking center to supply and distribute the products into domestic market.**
- **A center for transshipment to neighboring market.**



LNG PLAN

Some challenges of LNG distribution in Viet Nam:

- **High investment cost for delivery, storage and distribution system;**
- **Selling price of LNG is not competitive with coal (for Power Plants);**
- **Long-term contract and high capacity transportation vessels while import plan depends on end-users.**

TRAINING AGENDA PROPOSAL

- 1) Product specification for commercial use? Product comparison to other kind of petroleum product?**
- 2) Transportation (LNG tanker): specification for tanker, risk, vessel capacity, price....**
- 3) Quality and risk control during delivery, storage of LNG**
- 4) LNG terminal: standards for design and operation**
- 5) LNG environmental effect.**

THANK YOU FOR YOUR ATTENTION

2018年7月25日プレゼンの様子@JCCP

