

# Shaping the future

Roadshow Presentation

March 2023



Storing vital products with care

# Forward-looking statement



Any statement, presentation or other information contained herein that relates to future events, goals or conditions is, or should be considered, a forward-looking statement.

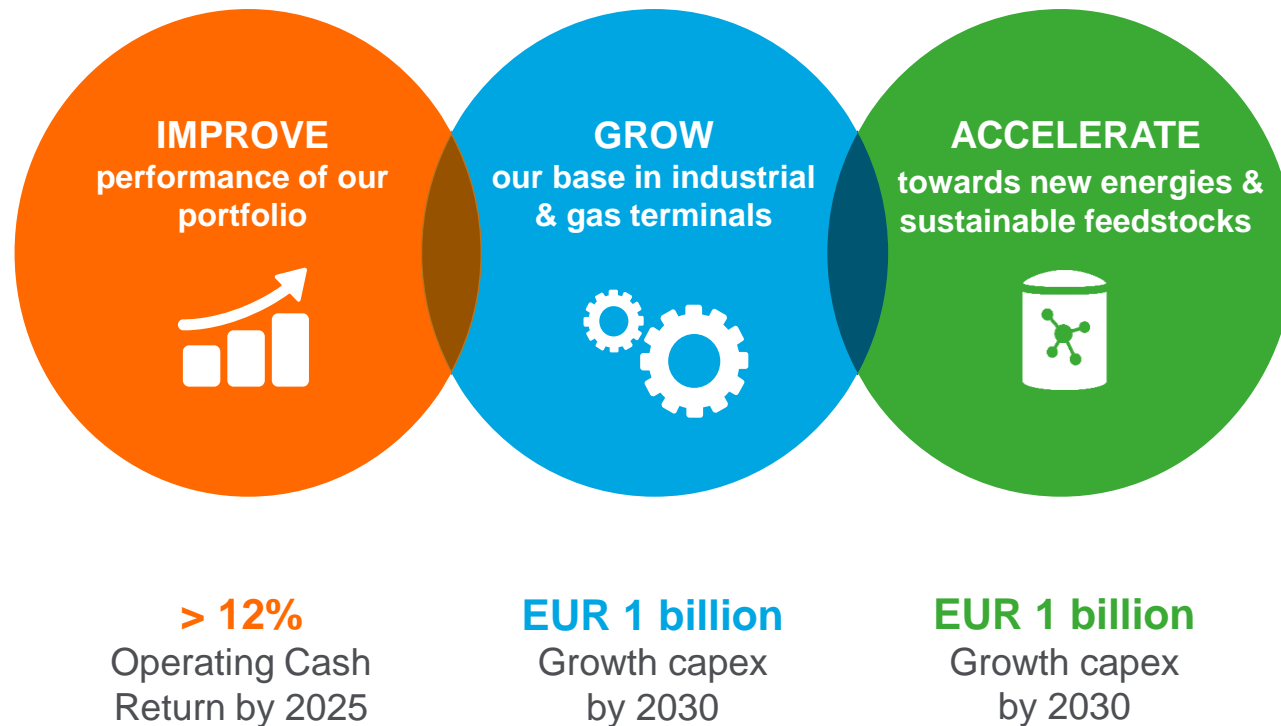
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The actual future results, timing and scope of a forward-looking statement may vary subject to (amongst others) changes in laws and regulations including international treaties, political and foreign exchange developments, technical and/or operational capabilities and developments, environmental and physical risks, (energy) resources reasonably available for our operations, developments regarding the potential capital raising, exceptional income and expense items, changes in the overall economy and market in which we operate, including actions of competitors, preferences of customers, society and/or the overall mixture of services we provide and products we store and handle.

Vopak does not undertake to publicly update or revise any of these forward-looking statements.

All numbers in this presentation are excluding exceptional items, unless otherwise stated.

# Shaping the future



Leading global platform

Unparalleled access to growth opportunities

Improve performance of existing portfolio

Commitment to ESG

Disciplined capital framework

# We serve multiple end markets through different products and customer offerings



End markets

Energy



Manufacturing



Products

Gas

New energies  
& sustainable  
feedstocks

Oil

Chemicals

Customer offerings

Industrial

Multifunctional

Distribution

# Diversified portfolio through global network, product and commercial expertise



## Global network

Diversified portfolio of terminals across the globe

**78**

Terminals<sup>1</sup>

**15+**

Industrial clusters<sup>2</sup>

**4**

Geographical divisions

## Product expertise

Storing a wide variety of products and expertise in handling gaseous products

**250+**

Products

**2 million+**

Cbm of gaseous storage

**6**

Existing ammonia locations

## Commercial expertise

Our skilled commercial expertise allows us to create long-term value

**34%**

Share of revenue with a contract duration > 10 years

**72%**

Share of revenue with an indexation clause

**1000+**

Long standing relationships with customers

<sup>1</sup> 78 terminals reflects an increase of 5 terminals versus FY2021 of 73 terminals related to Canada (-4) and Kandla, India (-1) divestments, Aegis Vopak joint venture (+11), Brasil (-1).

<sup>2</sup> An industrial cluster consists of petrochemical complexes, which are becoming larger and more complex, making logistics integration through our industrial terminal offering even more crucial. Industrial terminals have long-term customer contracts – since terminals are fully integrated into the customer's facility.

# 2022 Key Highlights








**>12%**  
Operating cash return by 2025




**EUR 1 billion**  
Growth capex by 2030

**EUR 1 billion**  
Growth capex by 2030




## IMPROVE performance of our portfolio

-  Improved performance by reporting an EBITDA of EUR 887 million
-  Operating cash return improved to 11.4%
-  Divested Canadian oil terminals and Agencies business
-  Strategic review of 3 chemical terminals in Rotterdam
-  Reduced our scope 1 & 2 GHG emissions by 10% (FY'22 vs. FY'21)

## GROW our base in industrial & gas terminals

-  Gate LNG terminal is fulfilling an important role in the energy security of Northwest Europe
-  Aegis and Vopak joined forces for LPG and chemical storage in India
-  Strengthened our leading position in China through an expansion in Caojing

## ACCELERATE towards new energies & sustainable feedstocks

-  Repurposing oil capacity in Los Angeles to sustainable aviation fuel and renewable diesel
-  Acquired a share in Elestor, an electricity storage company, and Xycle, a company specialized in plastic recycling
-  Teaming up with trusted partners to develop hydrogen and CO2 infrastructure

# Diversified portfolio with 78 terminals across 23 countries around the globe



Supporting energy and supply security in Europe

Biggest independent storage provider in China and India.

Accelerating to sustainable feedstocks in LA

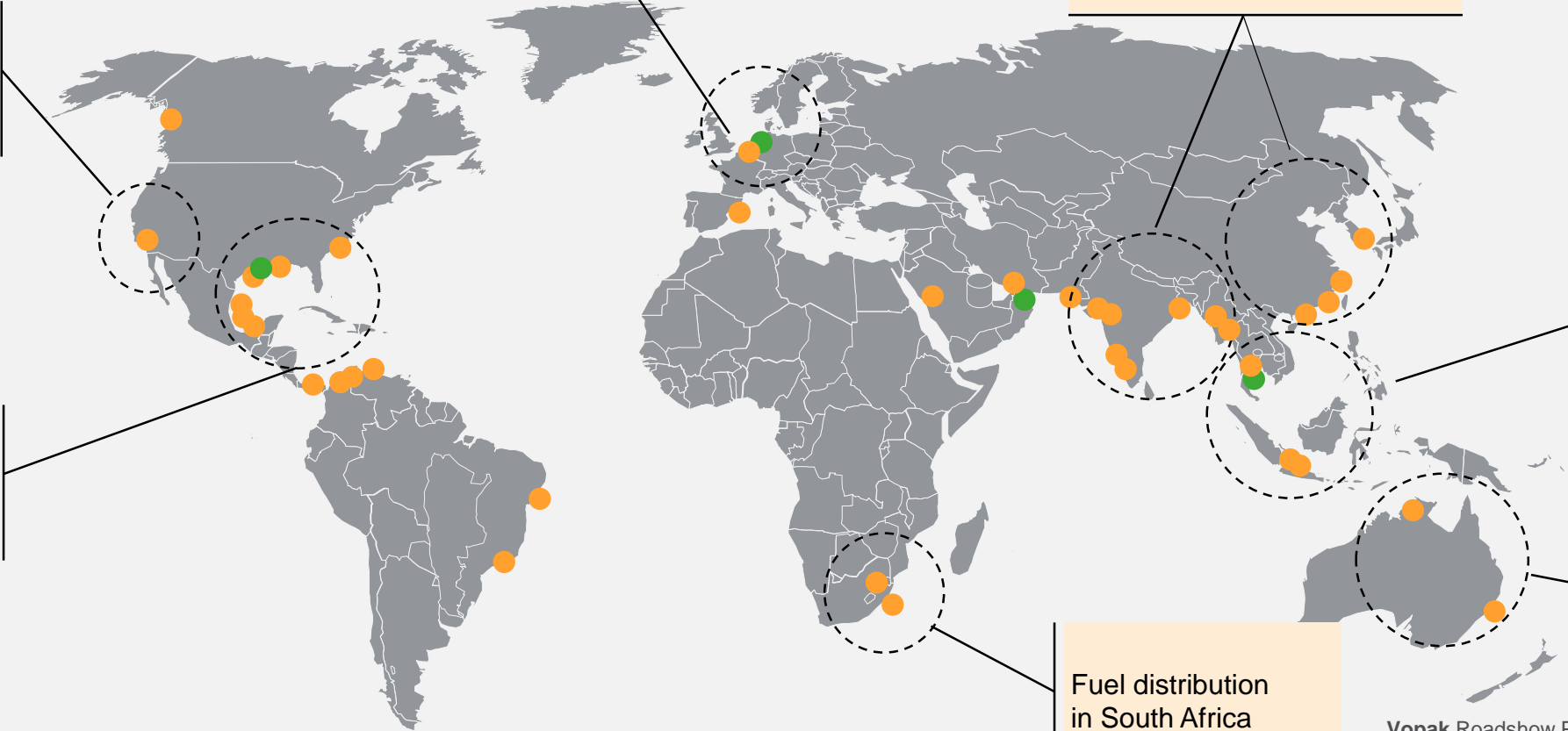
Chemicals and Industrial cluster in US Gulf performing well

Industrial terminals showing stable performance in Asia

Fuel distribution in Australia

Fuel distribution in South Africa

- Terminal
- Hub terminal



# Serving markets contributing to energy and supply security



## Gas

- LNG infrastructure is in high demand due to a lack of Russian pipeline gas.
- Market tightness is expected to continue well into 2023.

- Gate terminal supporting energy security, with expansion momentum.

## New energies & sustainable feedstocks

- Momentum for hydrogen continues to accelerate, supported by government policies.
- Sustainable fuels demand remains strong.

- LOHC market solutions and large-scale pilot projects advancing with our venture partner Hydrogenious.
- Sustainable feedstocks projects progressing well in Vlaardingen and Los Angeles

## Energy

- Rebalancing global oil flows following the international sanctions regime, leading to longer haul flows.
- China's ongoing reopening is expected to provide a boost to demand going forward.

- The demand in hubs is improving as a result of changed product flows and security of supply.
- Fuel distribution terminals continue to benefit from strong local demand.

## Manufacturing

- The chemicals market continues to be under pressure due to macro-economic headwinds.
- Lower European production is driving the need for imports.

- Solid demand for chemical storage capacity, stabilizing throughput H2 2022.
- European chemical storage continues to benefit from strong imports to make up for production cuts in the region.

Market dynamics

Vopak impact



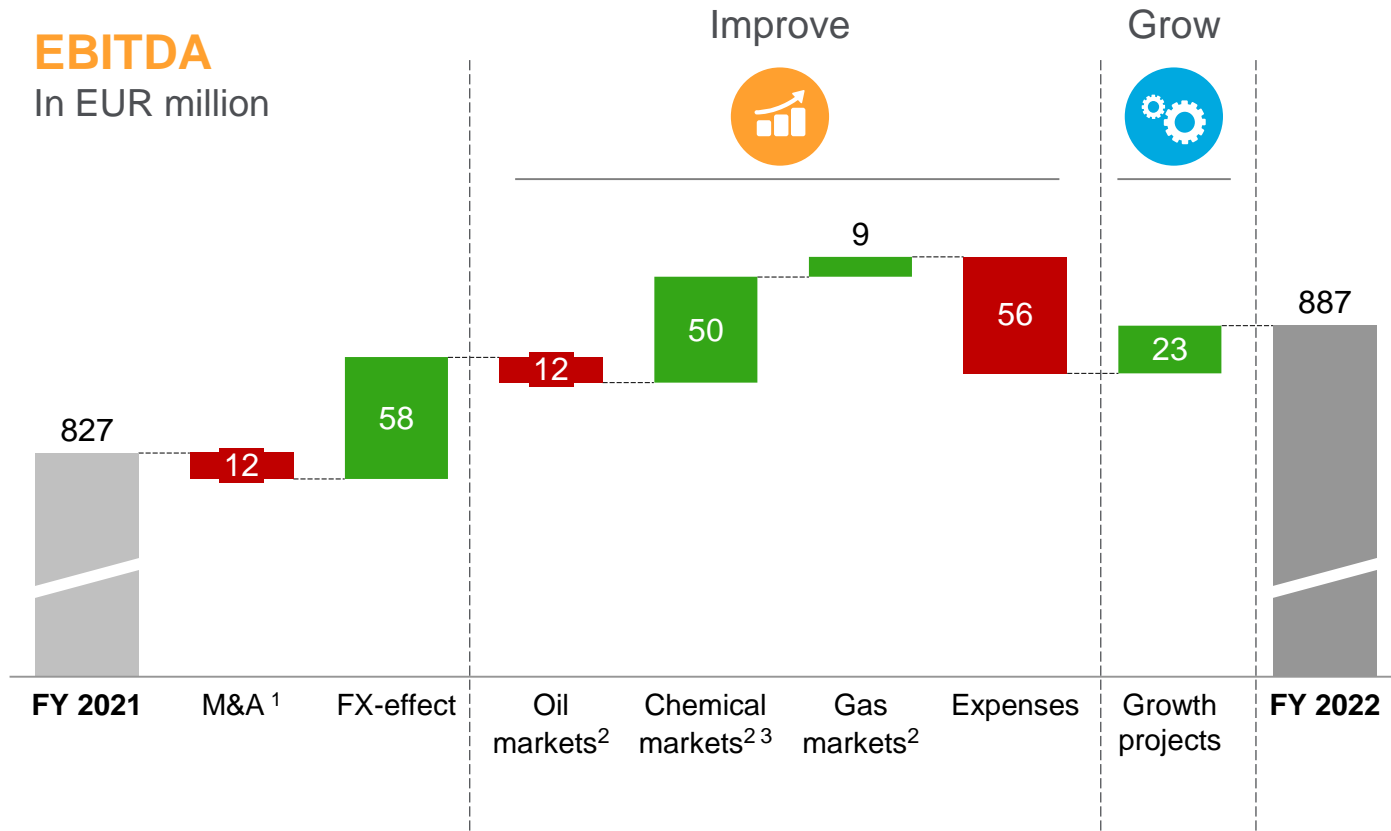


# Improve portfolio performance



## EBITDA

In EUR million



## EBITDA performance

- EBITDA of EUR 887 million in FY 2022, supported by positive currency translation effects and improved market conditions
- Chemicals and gas continue to perform well
- Oil performance improved in the second half of the year
- Cost pressure intensified in the second half due to surging energy prices and higher personnel expenses

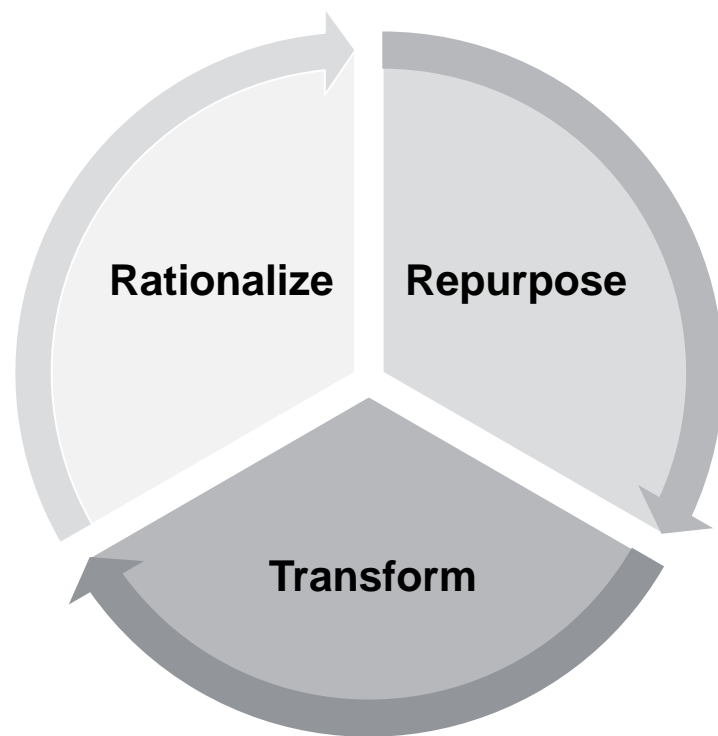
1 M&A is net of divestments (e.g. Canada) and acquisitions (Aegis)  
 2 Oil, chemical and gas markets represents revenues and result joint ventures.  
 3 Chemical markets include industrial performance.



# Actively managing our portfolio



## Increase portfolio operating cash return



### Rationalize the portfolio

- Divested our Canadian oil terminals and Agencies business
- Started a strategic review of our three chemical terminals in the port of Rotterdam (Botlek, TTR and Chemiehaven).

### Repurpose our existing assets in Los Angeles

- 22 oil storage tanks (148k cbm) will be repurposed to sustainable aviation fuel and renewable diesel, anchoring our business in Los Angeles for the long term.
- Total investment is ~ EUR 30 million with attractive operating cash return.

### Transform the portfolio in Antwerp

- We are refurbishing our Eurotank terminal by rebuilding 41k cbm, solidifying our position as the leading chemical terminal infrastructure provider in the Port of Antwerp.
- The total investment is around EUR 70 million and contributes positively to the cash return of the terminal.



# Actively managing our portfolio



## Looking back

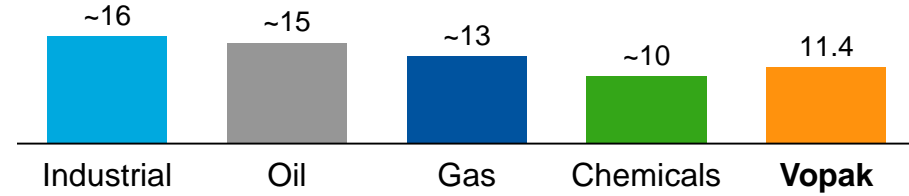
- Increased gas and industrial exposure over the last 5 years
- Lowered oil exposure with 20% by material divestments and impairment charges
- Significant difference in return levels by terminal type

## Looking forward

- Cash flow generation backed by long-term stable commercial contracts
- 2025 portfolio will have more gas, industrial and new energies infrastructure
- Increase performance of the portfolio towards higher and more stable returns

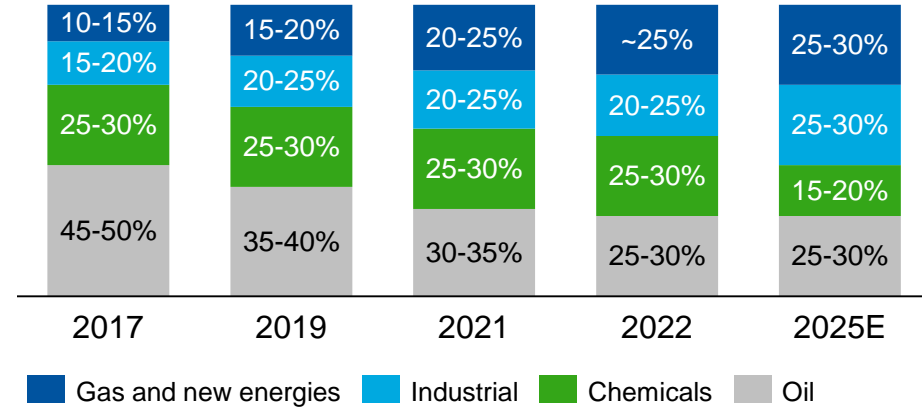
## Operating cash return<sup>1</sup> average by terminal type

In % for FY 2022, excluding the corporate cost allocation



## Proportional capital employed per product category

In %



<sup>1</sup> Proportional Operating Cash Return is defined as proportional operating cash flow divided by average proportional capital employed. Proportional operating cash flow is defined as proportional EBITDA minus IFRS 16 lessee depreciation/interest) minus proportional operating capex. From 2022, onwards IFRS 16 lessor (gross customer receipts minus interest income) has been adjusted. Proportional operating capex is defined as sustaining and service capex plus IT capex. Proportional operating cash flow is pre-tax, excludes growth capex derivative movements and working capital movements. Proportional Capital employed is defined as proportional total assets excluding assets and current liabilities not related to operational activities, excluding IFRS 16 lessee (gross lease payment)



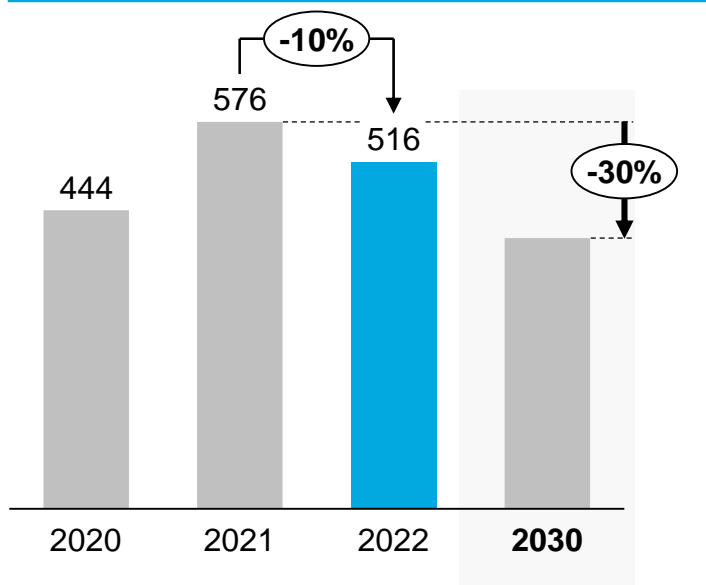
# Vopak's approach to sustainability



We are ambitious and performance driven with a balanced roadmap focusing on care for people, planet and profit

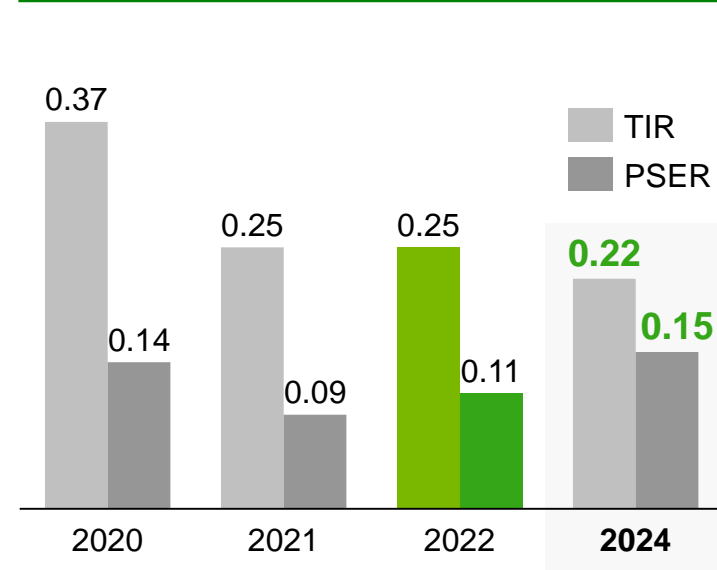
**Environmental**

**GHG emissions**  
Achieved 10% CO2 reduction in 2022 compared to 2021 (scope 1 & 2 in metric tons)



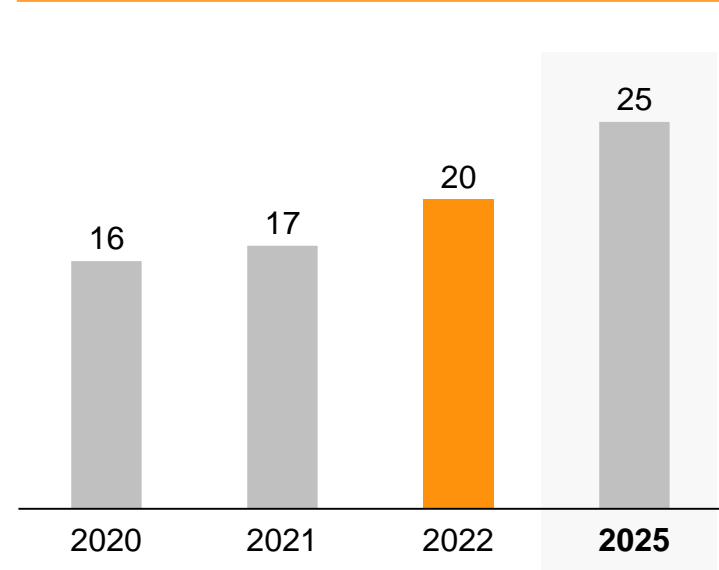
**Social**

**Safety performance**  
Maintained good performance on Total Injury Rate (TIR) and Process safety (PSER)



**Governance**

**Diversity & inclusion**  
20% of women in senior management positions. Upgraded target for 2025





# Accelerating in new energies and sustainable feedstocks



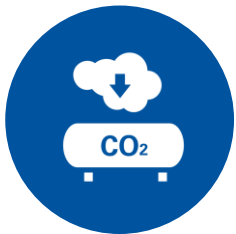
## 4 focus areas



Hydrogen



Low carbon fuels and feedstocks



CO<sub>2</sub> infrastructure



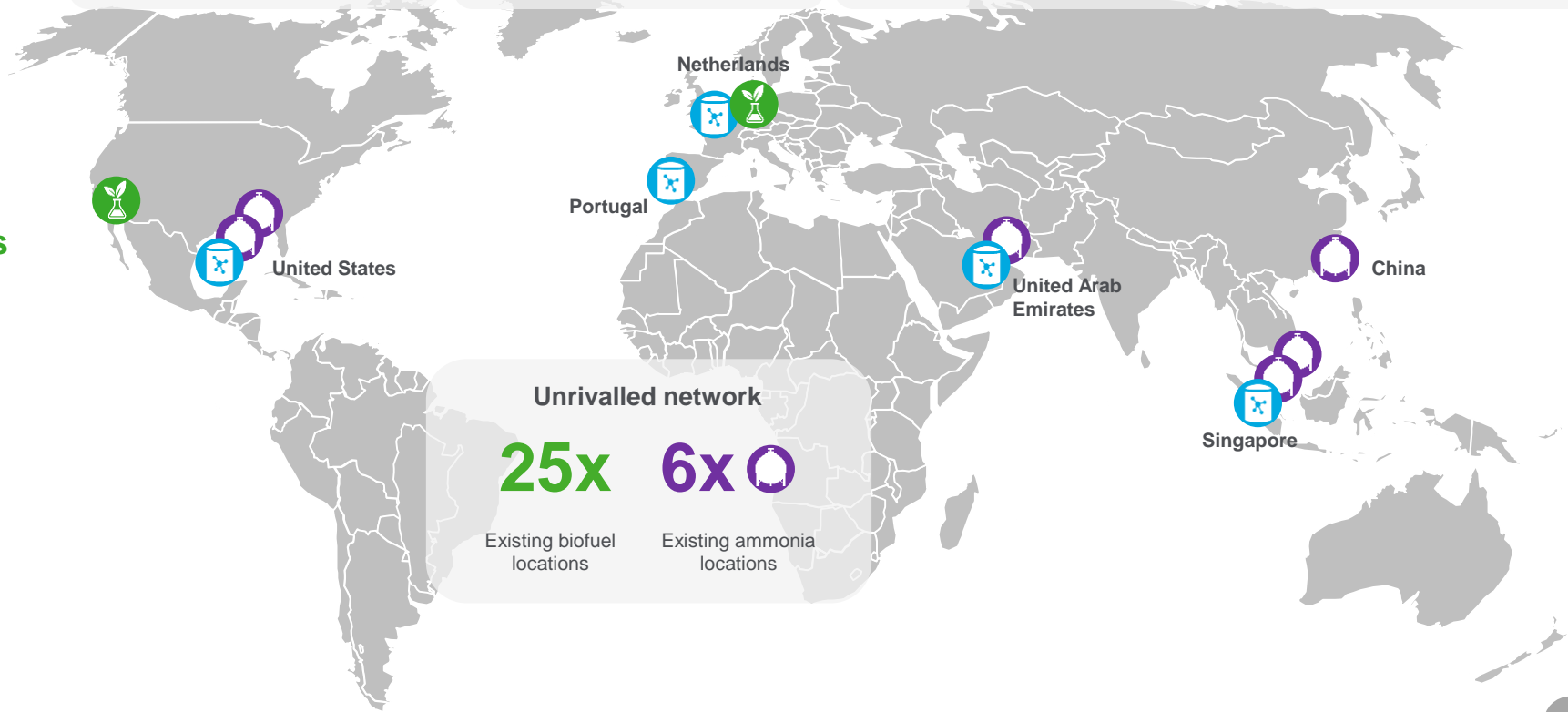
Long duration energy storage

**Ammonia** – ACE, import terminal for green ammonia as a hydrogen carrier

**Sustainable fuels** – projects in Vlaardingen and Los Angeles

**LOHC** – green liquid organic hydrogen carrier pilot (LOHC) from Germany to the Netherlands

**Liquid hydrogen** – green liquid hydrogen supply chain between Portugal and the Netherlands



Locations with projects in sustainable feedstocks



Locations with projects in new energies



Existing ammonia locations



# Redeveloping land in Port of Antwerp



## Redevelop

Accelerate to make a positive contribution to the decarbonization of the industrial cluster of Antwerp



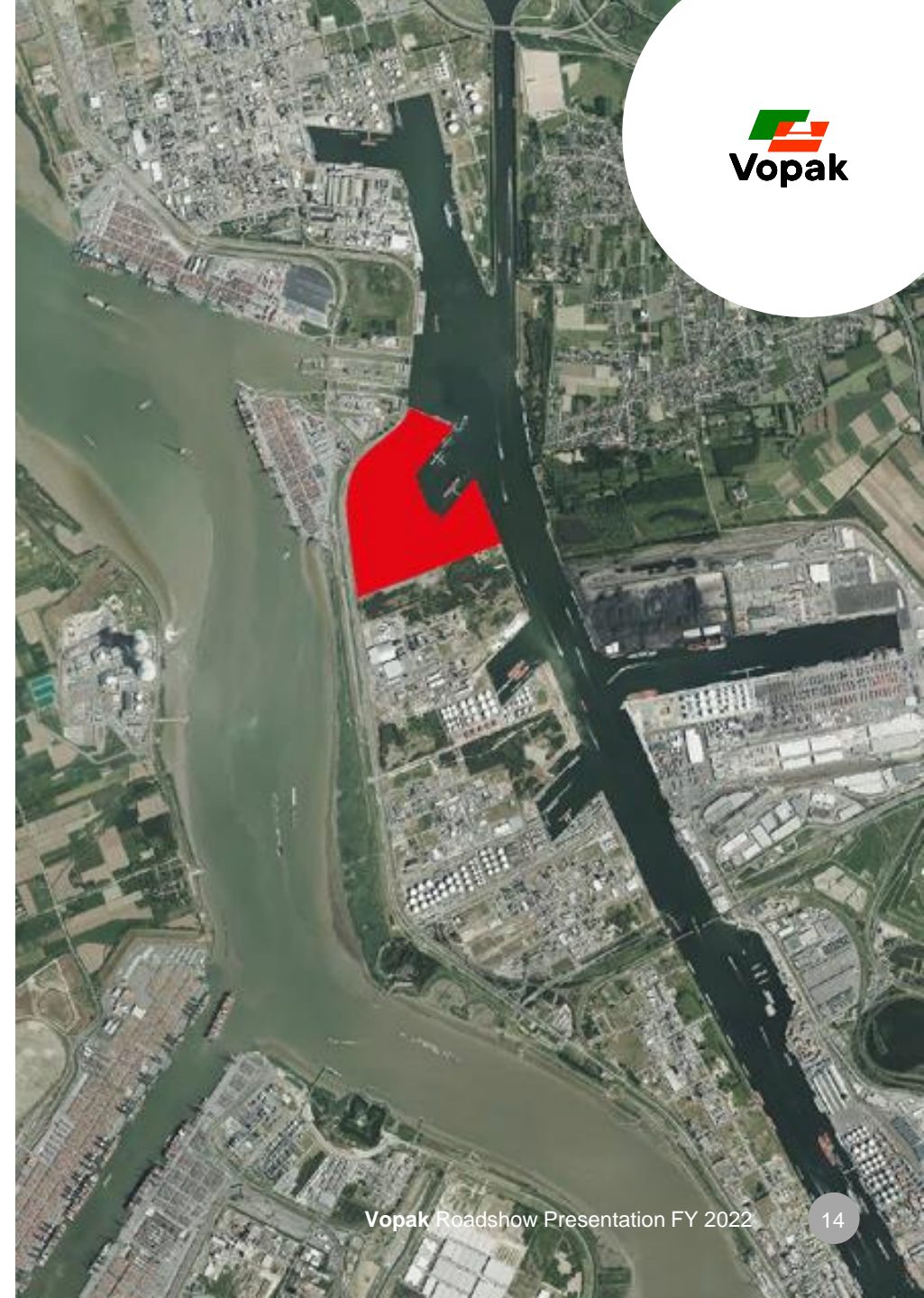
## Multi-modality

Deep sea, river, road and rail access, as well as pipeline connections to Northwest Europe



## Products of the future

The adjacent and future pipelines are suitable for transporting i.a. propylene, ethylene, CO2 and hydrogen





# Repurposing to low carbon fuels



## Market need

Existing oil assets show huge potential to be repurposed and transformed to store and handle sustainable fuels and feedstocks



## Well positioned

We have presence in the locations where import, export and distribution is expected to grow



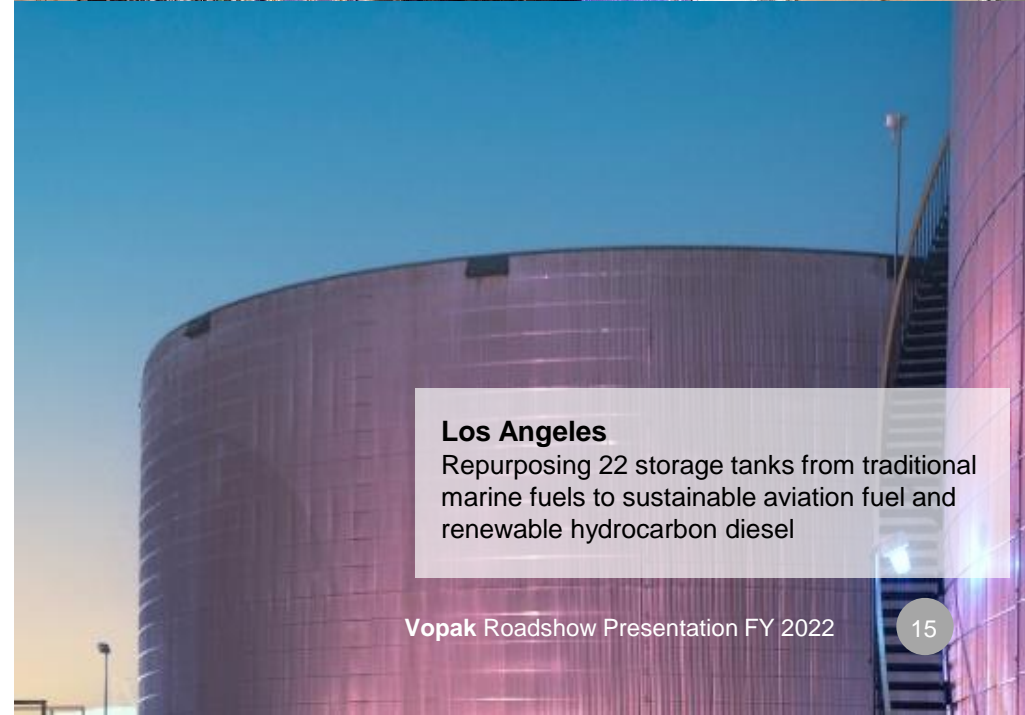
## Commercial

Projects in the US and the Netherlands show long-term contracts and attractive returns



### Vlaardingen

Capacity being built for waste-based feedstocks



### Los Angeles

Repurposing 22 storage tanks from traditional marine fuels to sustainable aviation fuel and renewable hydrocarbon diesel

## 2022 Key Highlights



“During 2022, we made good progress in our strategy to **improve** our financial and sustainability performance, to **grow** our base in industrial and gas terminals, and to **accelerate** towards new energies and sustainable feedstocks”



**Shaping the future**

# **Vopak Roadshow Presentation**



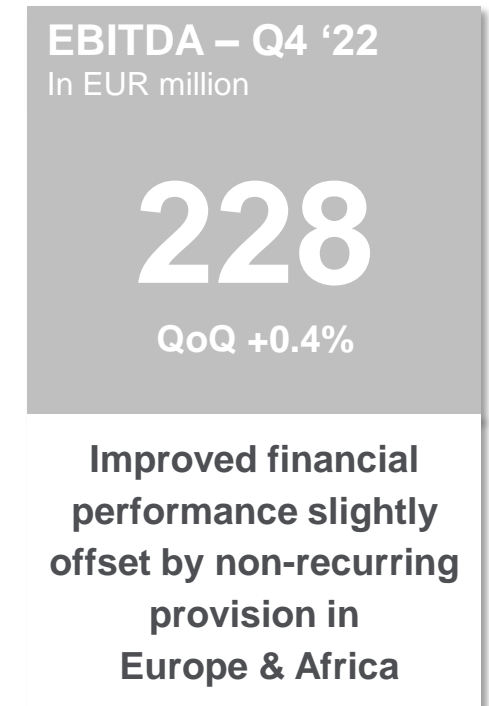
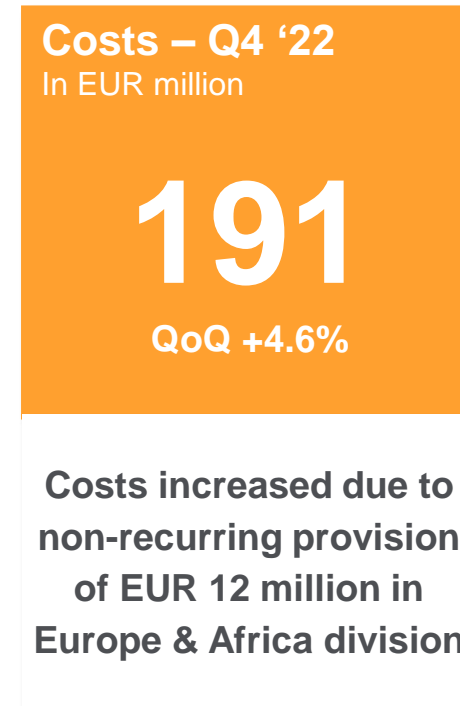
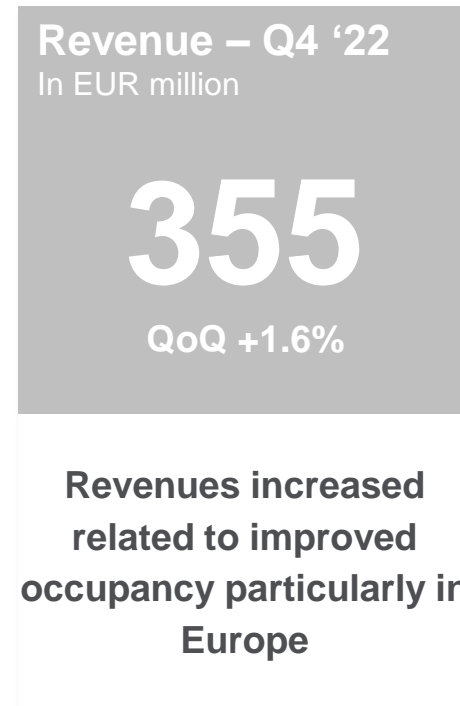
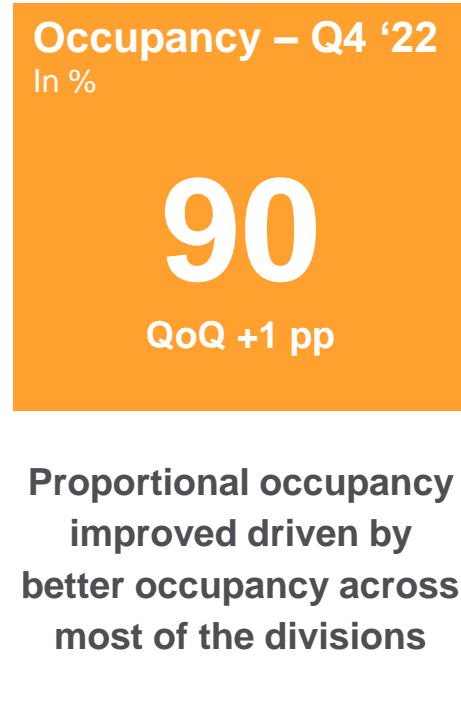
**Financial framework and  
performance**

# Delivering on performance improvement



<b>Revenue</b>	<b>EBITDA</b>	<b>Operating Cash Return</b>
EUR 1,367 m.   +11%	EUR 887 m.   +7%	11.4%   +1.2 %p.
<b>Growth Capital Expenditures</b>	<b>Net debt to EBITDA</b>	<b>Proposed Dividend</b>
EUR 313 m.   +16%	2.65x   -0.28x	EUR 1.30   +4%

# Q4 2022 Key messages

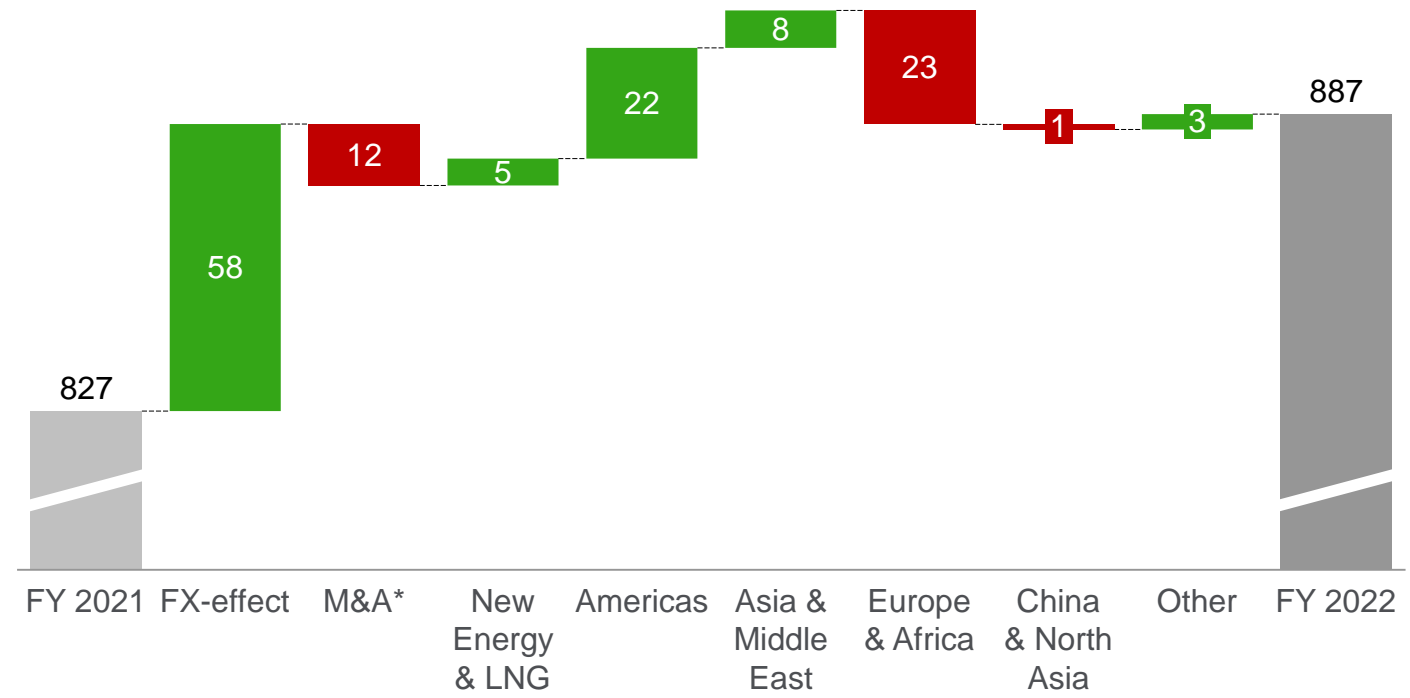




# High EBITDA primarily due to strong performance of Americas division



## EBITDA In EUR million



## EBITDA performance

- EBITDA improved due to improved results in our Americas division with mainly the US and Brazil performing well
- Positive currency effects also contributed to improved EBITDA performance
- Europe & Africa performance impacted by higher operating expenses

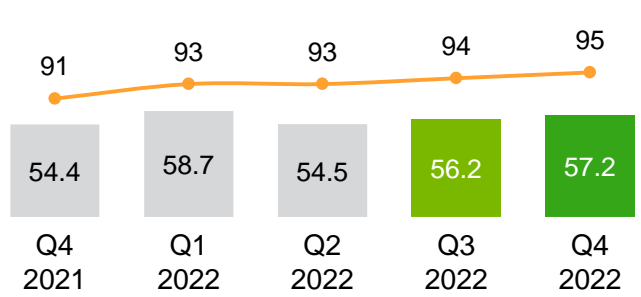
\* M&A is net of divestments (e.g. Canada) and acquisitions (Aegis)



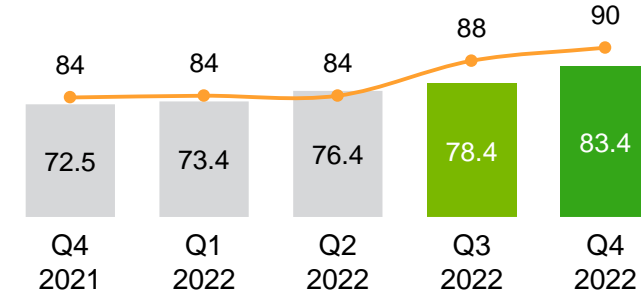
# Well diversified infrastructure portfolio



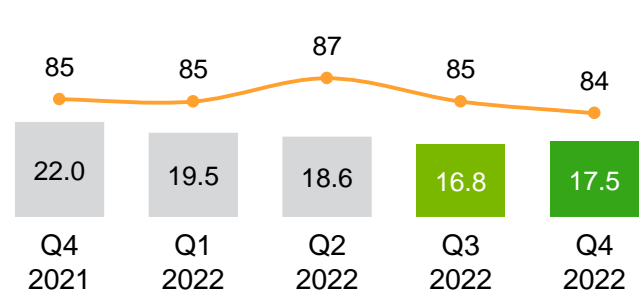
## Americas



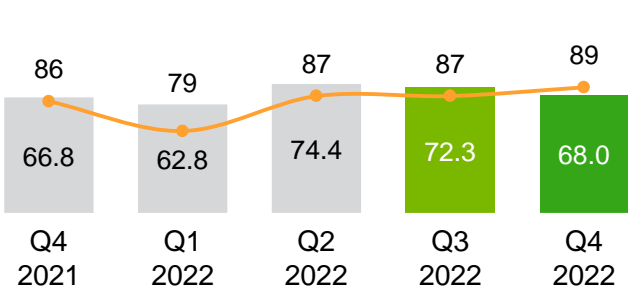
## Asia & Middle East



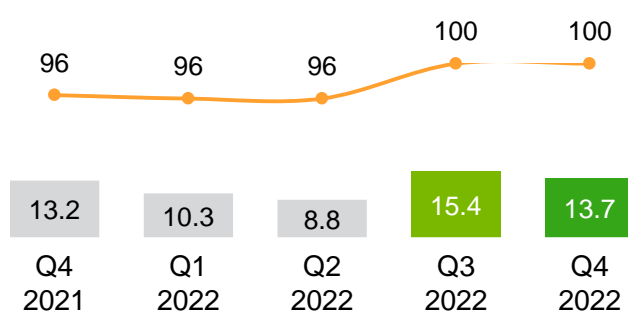
## China & North Asia



## Europe & Africa



## New Energy & LNG



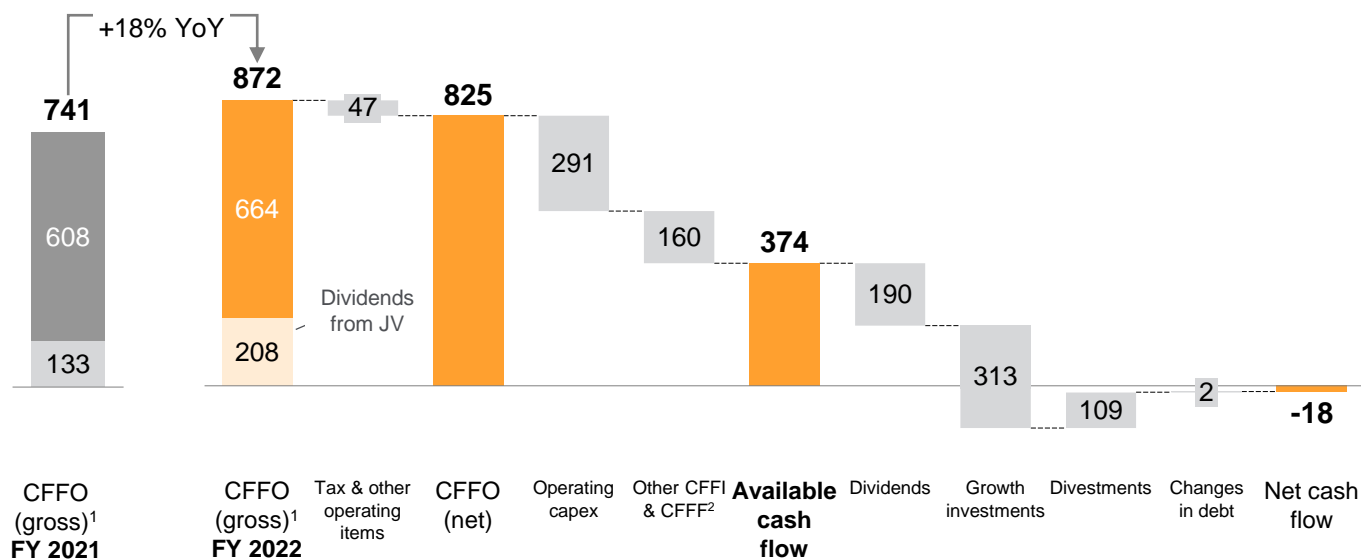
Proportional occupancy rate (in percent)  
 Reported EBITDA (in EUR million), including net result from joint ventures and associates and currency effects

# Strong cash flow generation



## Cash flow overview

In EUR million



- CFFO improved driven by higher dividends from joint ventures and lower operating capex
- Other CFFI and CFFF include interest expenses and interest component of leases
- Growth investments include Aegis joint ventures
- Divestment proceeds include the proceeds of Canada, Kandla and German LNG

Cash flow generation funding dividends and growth investments and keeping leverage in low end of the range

<sup>1</sup> CFFO (gross) is defined as EBITDA including exceptional items, impairment(s), dividends received from JV, derivatives and working capital movements and other.

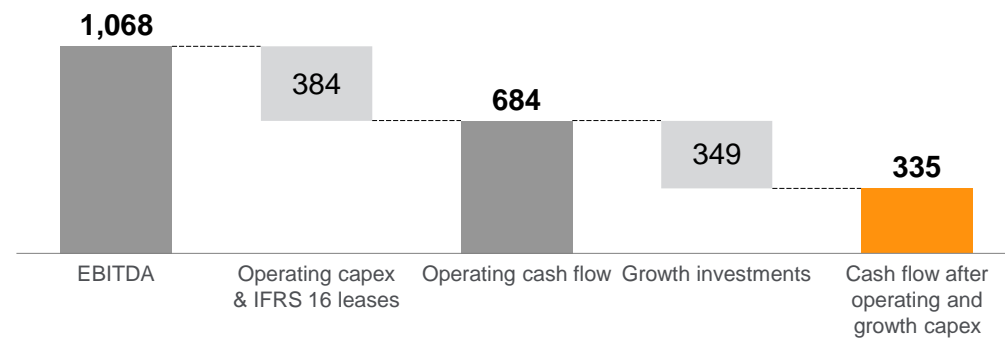
<sup>2</sup> CFFF is excluding dividends and changes in debt.

# Good operational performance driving higher proportional operating cash flow



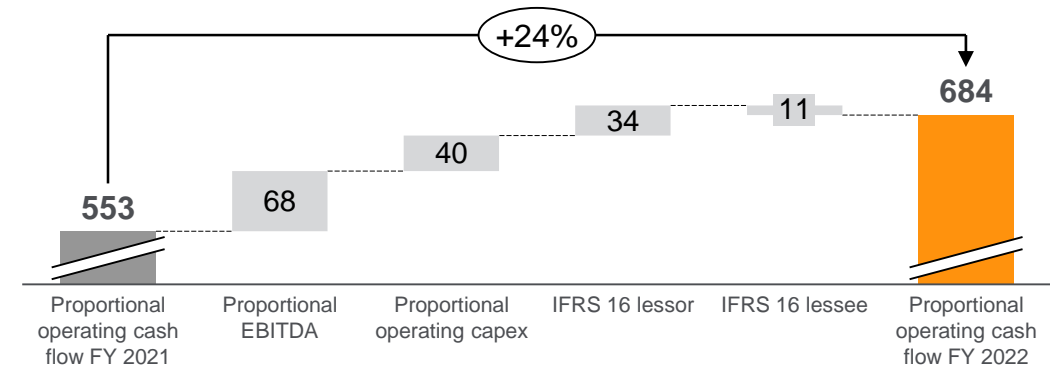
## Proportional cash flow (FY 2022)

In EUR million



## Proportional operating cash flow bridge

In EUR million



## Joint ventures value drivers

- Healthy cash return on the capital to drive performance
- Healthy leverage to drive return on equity
- Maximum dividend distributions to drive cash position of Vopak

## Proportional operating cash flow: +24%

- The value creation indicator for all Vopak activities
- Better operational performance, driven by growth projects and positive currency translation impact
- Lower operating capex

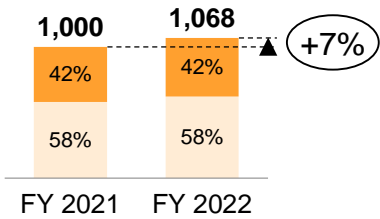
# Operating cash return increased due to positive EBITDA performance and lower operating capex



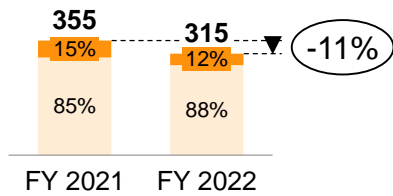
## Operating cash return<sup>1</sup> reconciliation – YoY

In EUR million

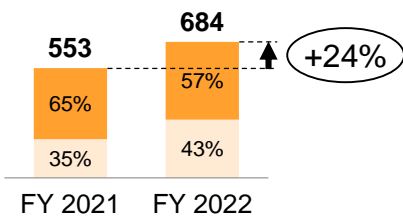
### Proportional EBITDA



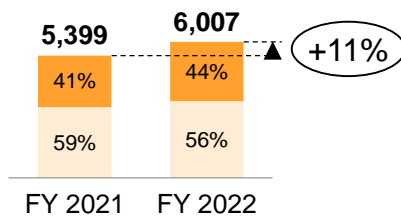
### Proportional Operating Capex



### Proportional Operating Cash Flow *Including IFRS 16 impact*

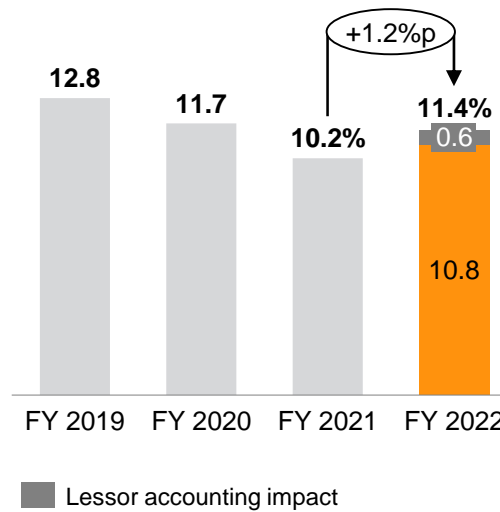


### Average Proportional Capital Employed



Joint ventures Subsidiaries

### Operating cash return



## Operating cash return performance

- Operating cash return improved due to positive EBITDA performance and lower operating capex
- FY2022 operating cash return of 11.4% including lessor accounting impact of 0.6%p and impairment charges impact of 0.4%p
- Delivering on our target to improve the operating cash return

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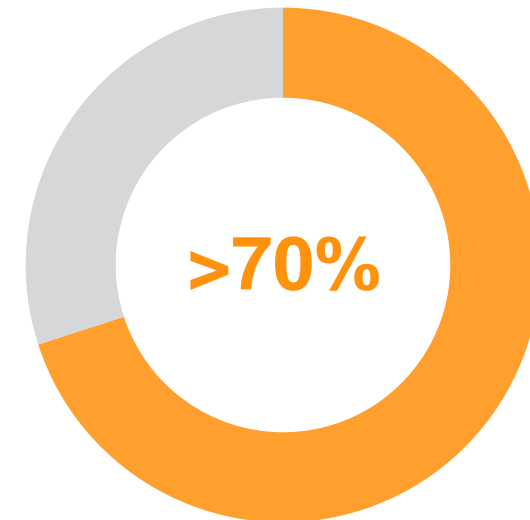
# Inflation protection through indexation clauses

Indexation clauses are mostly applied in January looking at average CPI from previous year

Active management of the exposure by applying energy surcharges to the customers and having more frequent contract reviews

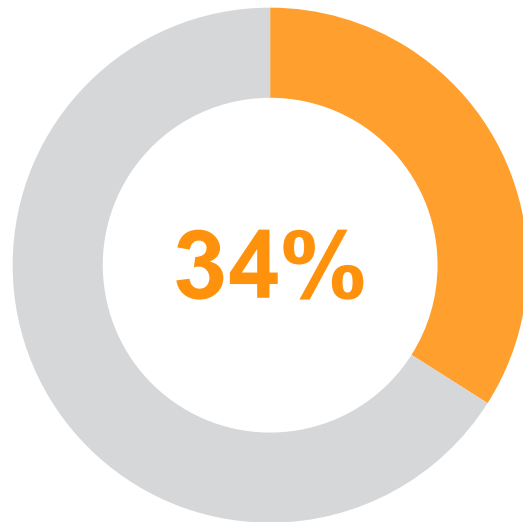
Further steps taken during 2022 to improve on indexation and pass through of energy cost

## Proportional revenues containing indexation clauses

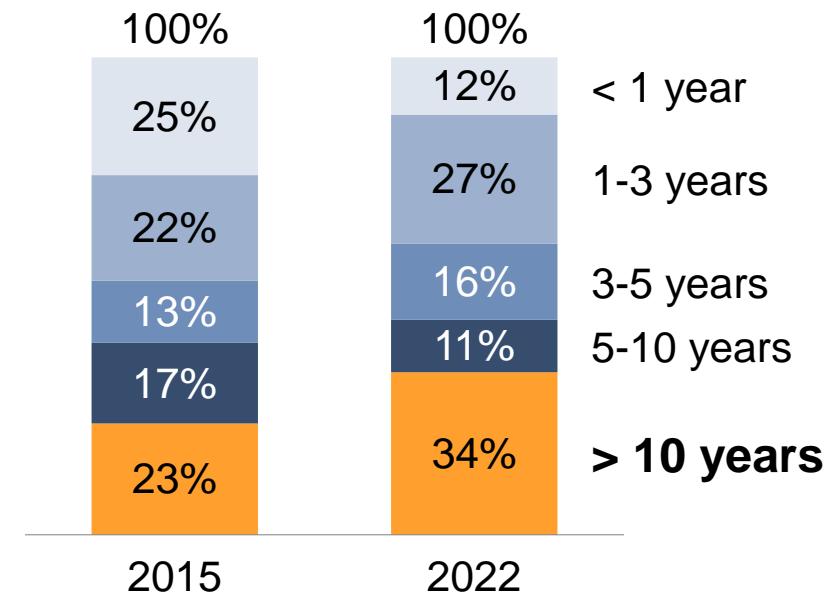


# Portfolio transformation to industrial and gas terminals continue to improve earnings quality

Share of proportional revenue with a contract duration > 10 years



Contract duration as a share of proportional revenue (%)



# Disciplined capital allocation priorities

We focus on a robust balance sheet –  
Maintain a healthy leverage ratio

We return value to shareholders –  
By a progressive dividend policy

Remaining capital is spent on growth  
investments with attractive operating cash  
returns

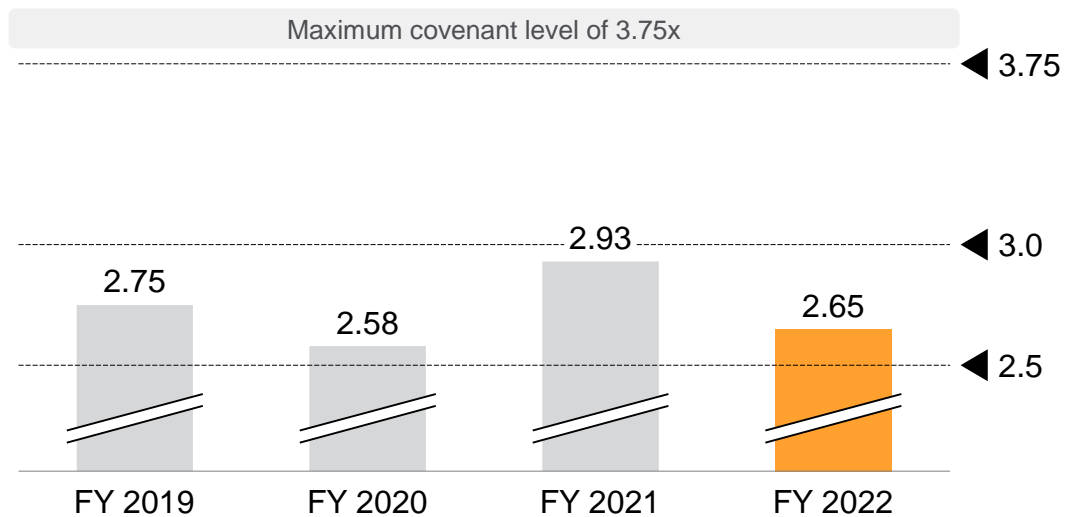
**Generate total shareholder return**



# Solid balance sheet allows us to execute our strategy



## Senior net debt : EBITDA



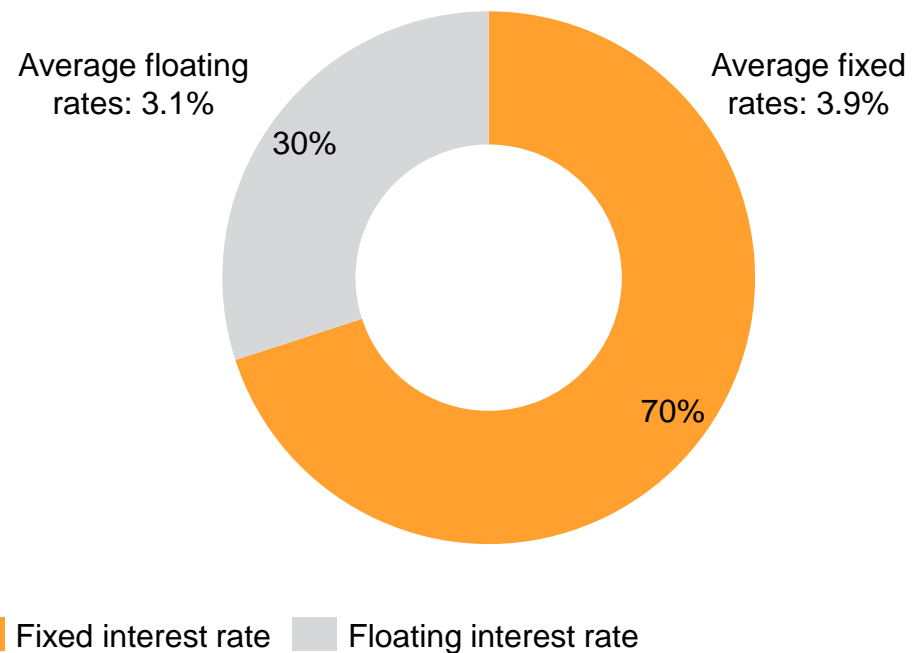
Maintain a healthy leverage ratio with a range of around 2.5-3.0x senior net debt to reported EBITDA

### Levers to improve ratio

- Increase EBITDA
- Increase Free Cash Flow
- Improve dividend upstream

## Interest-bearing loans

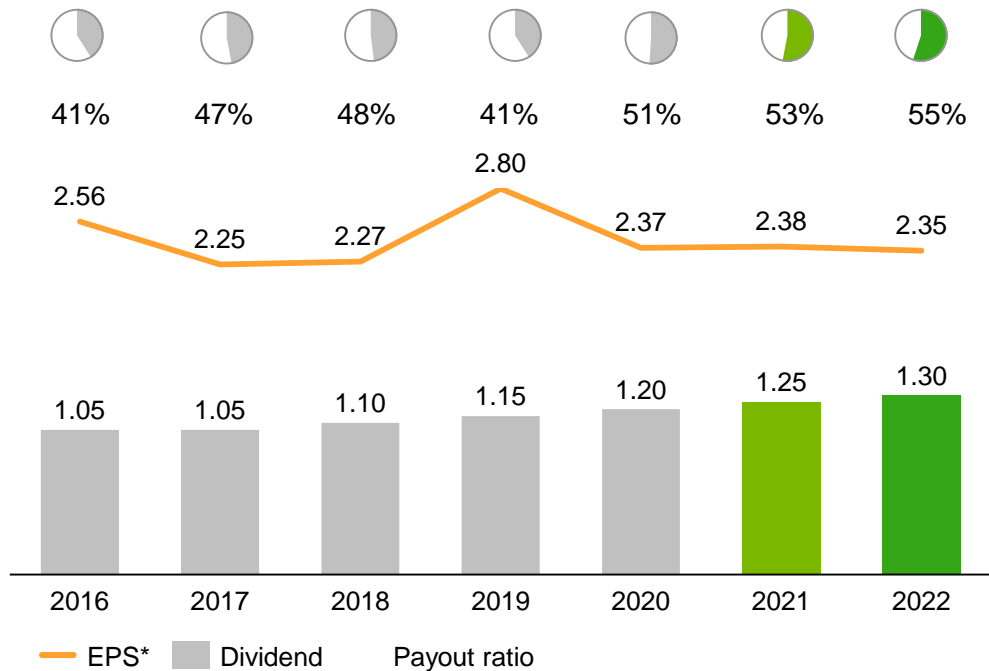
Composition and average rate



# Progressive dividend policy

## Dividend and EPS\*

In EUR



\* Excluding exceptional items

**Progressive dividend policy aims to maintain or grow our annual dividend subject to market conditions**

# Outlook drivers



## Market indicators

The storage demand indicators are expected to remain favorable in the first half of 2023, similarly to the second half 2022



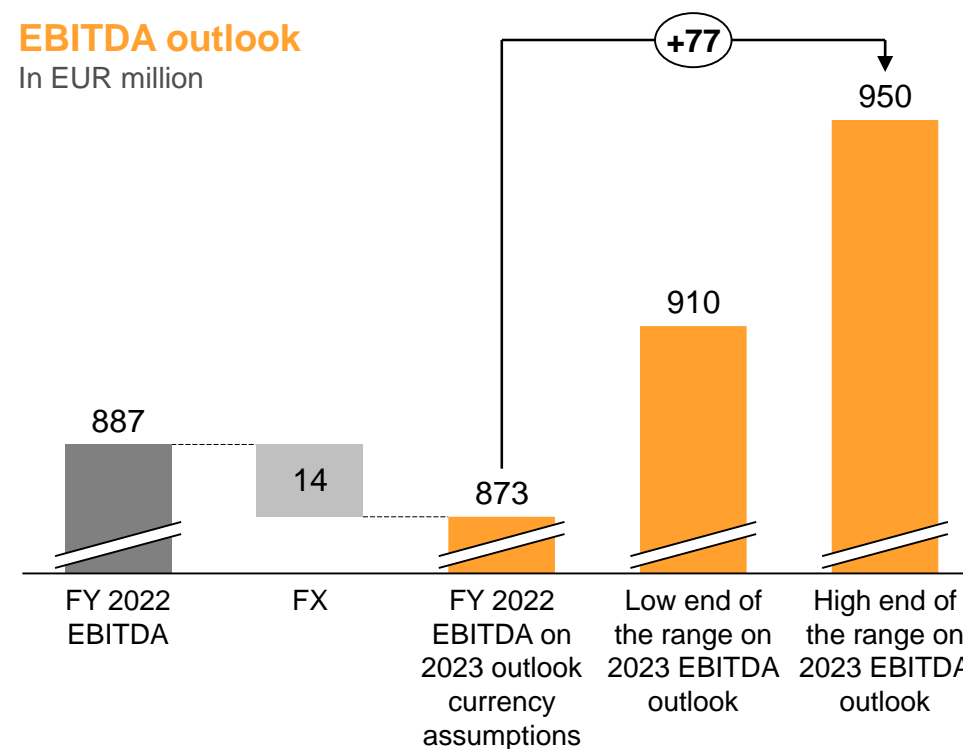
## Vopak business

Continue the momentum in improved financial performance in 2022, capturing growth opportunities and accelerating towards the company we want to be in the future



## EBITDA outlook

In EUR million



# Outlook



## Short term outlook

### EBITDA

For FY 2023 is expected to be in the range of EUR 910-950 million

### Consolidated operating capex

For FY 2023 is expected to be a maximum of EUR 300 million

### Consolidated growth capex

For FY 2023 is expected to be around EUR 300 million

### Operating cash return

For FY 2023 is expected to be around 12%

## Long term outlook

### Operating cash return

Increase our operating cash return target from minimum 10% to above 12% by 2025

### Consolidated growth capex

Vopak's long term commitment is to invest EUR 1 billion in industrial and gas terminals by 2030 and EUR 1 billion in new energies and sustainable feedstocks

### Leverage

Maintain a healthy leverage ratio with a range of around 2.5-3.0x going forward

### Dividend policy

Progressive dividend policy aiming to maintain or grow our annual dividend subject to market conditions

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# Successfully renewed a EUR 1 billion sustainability-linked revolving credit facility



## EUR 1 billion

Sustainability-linked RCF



Safety performance



Gender diversity in senior management



Greenhouse gas emissions



## 12

International relationship banks





# Our contribution to a net-zero society



1

**Provide critical infrastructure for new energies and sustainable feedstocks**

- **Contribute** actively to decarbonize industrial clusters
- **Enlarge** share of investments in new energies and sustainable feedstocks
- **Focus** on four areas in new energies and sustainable feedstocks with different maturity levels

2

**Invest in cleaner conventional fuels and feedstocks**

- **Invest** in LNG/LPG terminals that offer cleaner alternatives to existing energy systems
- **Explore** and develop the possibility to complement traditional gasses with cleaner alternatives

3

**Reduce our own environmental and carbon footprint**


- **Decarbonize** our existing and future asset base
  - Interim GHG emissions reduction target of 30% by 2030 relating to scope 1 and 2 GHG emissions relative to 2021
  - Ambition is to be net-zero by 2050

# Vopak's global GHG emissions in perspective




~2x the emissions of Formula 1 as a full event, ~25% of one coal-fired electricity plant and ~0.3% of the Netherlands


**GHG emissions per annum**  
In million metric tons



**Storage & regasification**

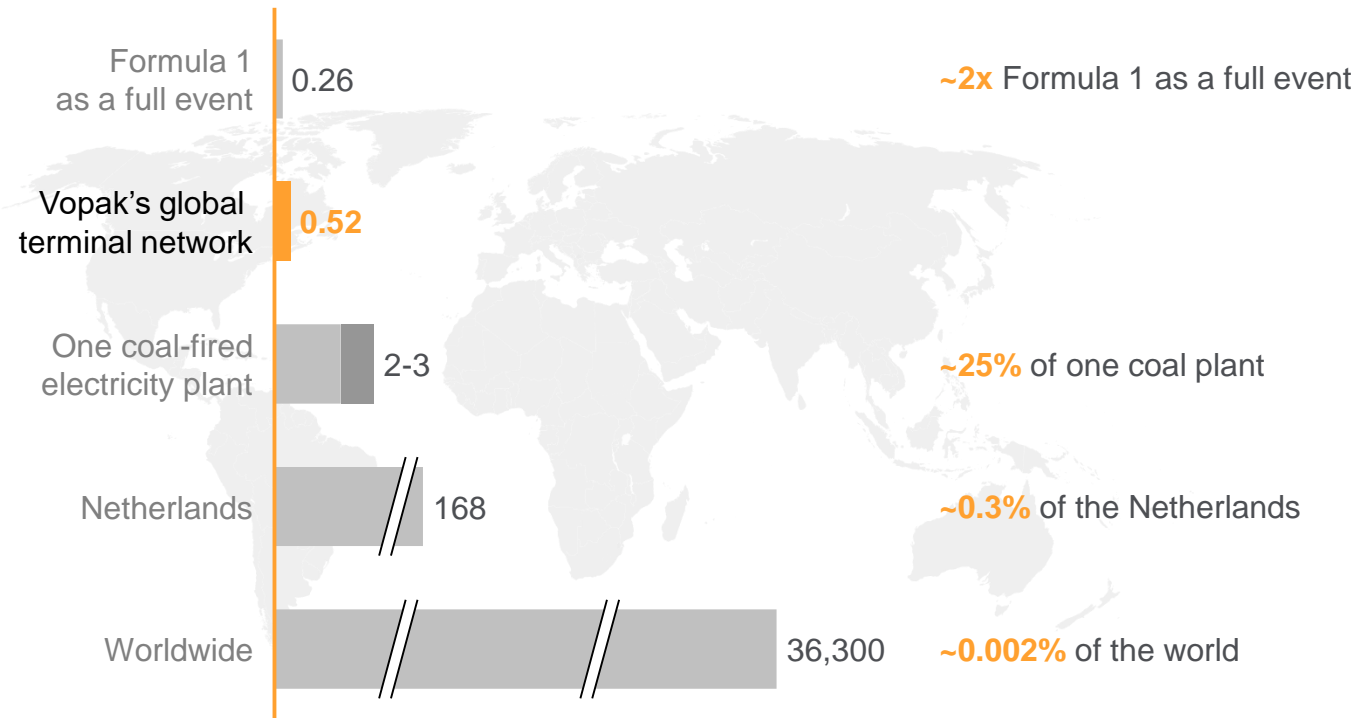


LNG Storage & Regasification



Liquid Products Storage

Vopak GHG emissions\*  
0.52 million metric tons



\* Scope 1 & 2 GHG emissions. Source: F1 Corporation, Vopak Annual Report 2022, Argus, CBS, IEA

# Reduce our own environmental and carbon footprint



**Decarbonize** our existing and future operations

Interim GHG emissions reduction target of **30% by 2030** vs. 2021, which requires a **45-60%** reduction of the current asset base

Our ambition is to **net-zero by 2050**

## Renewable electricity

Renewable electricity in our terminals in Singapore, Spain and the Netherlands

**100%**

## Renewable energy

Total renewable energy as % of Vopak's total energy consumed in 2022







**64%**

## Scope 3

Our scope 3 emissions (steel, concrete, waste treatment) as a % of scope 1, 2 and 3 emissions

**43%**

# Decarbonizing our operations and becoming net-zero – 6 lines of action

Lines of action	Examples
 Energy efficiency	Insulation of tanks and pipelines in the Netherlands, boiler economizers, variable speed drives for pumps, data analytics optimizing compressor efficiency
 Produce renewable energy	Solar park Eemshaven, using residual heat to regasify LNG, floating solar, solar foil on tanks
 Procure renewable electricity	Renewable electricity in the Netherlands (subsidiaries only), Singapore and Spain, exploring renewable electricity for Gate terminal and Deer Park (US)
 Electrification	Exploring electrical boiler for heating product in collaboration with Eneco in Vlaardingen (NL) and electrical heat pumps to regasify propane, electrical vapor treatment units
 Cleaner conventional fuels and new energies	Switched to gas fired heating in China, exploring use of bio-propane to fuel boilers, in the future we aim to use new energies like hydrogen
 Invest in promising companies supporting climate neutrality	With the Vopak Ventures New Energies, Feedstocks & Sustainability fund, we focus on funding ventures facilitating new sustainable solutions in areas such as zero emission fuels, green feedstocks, recycling solutions and flow batteries

# Shaping the future

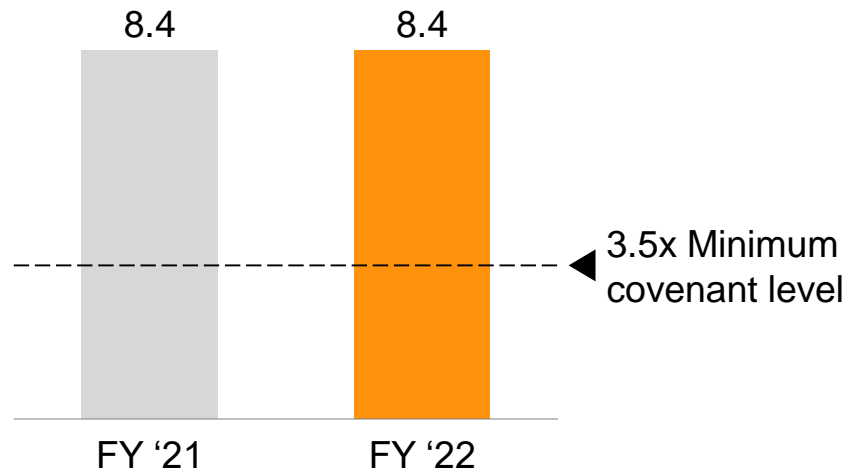


## Appendix

# Healthy interest cover ratio and 5-year average time to maturity

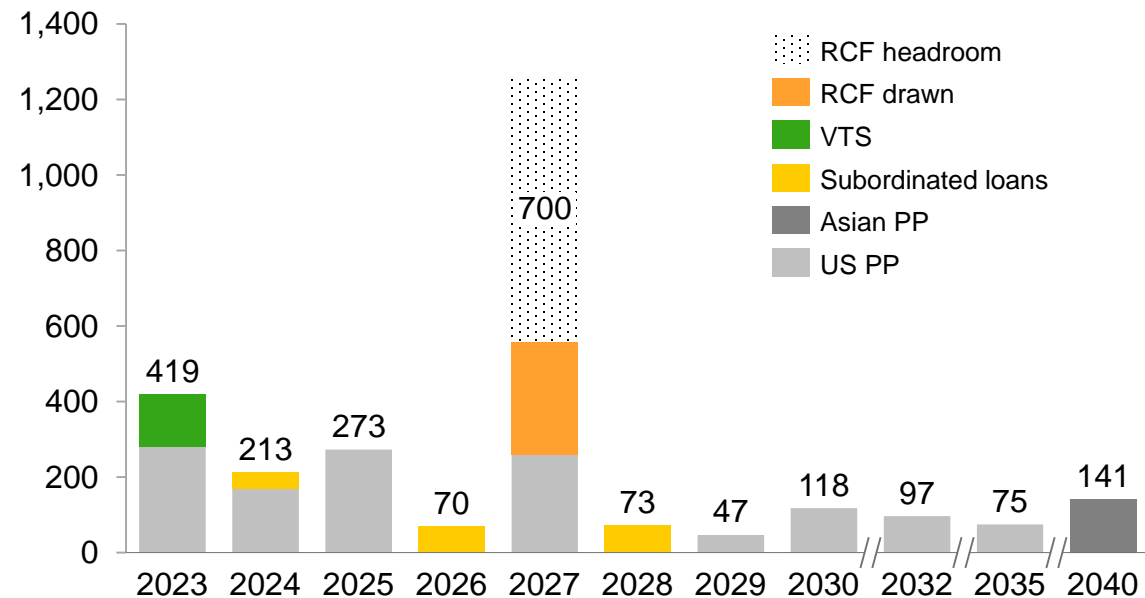


## Interest cover



## Debt repayment schedule



In EUR million



# Project timelines

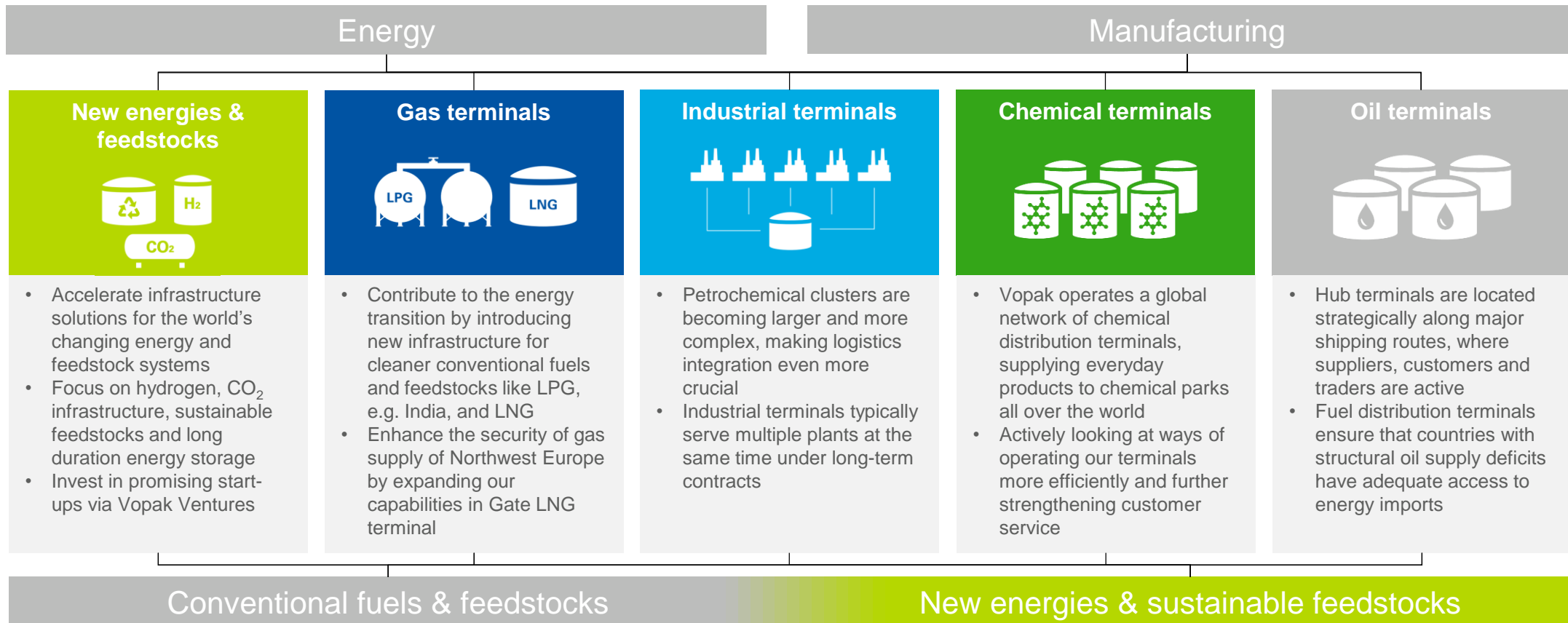


Country	Terminal	Vopak's ownership	Products	Capacity (cbm)	2020	2021	2022	2023	2024	2025
<b>Growth projects</b>										
<b>Existing terminals</b>										
United States	Los Angeles	100%	Renewable fuels	148,000						
Netherlands	Vlaardingen	100%	Renewable feedstocks	64,000						
Belgium	Antwerp	100%	Chemicals	41,000						
Brazil	Alemoa	100%	Chemicals	20,000						
China	Caojing	50%	Industrial terminal	110,000						
<b>Acquisitions</b>										
China	LNG Hong Kong	49.99%	LNG	263,000						
<b>New terminals</b>										
China	Huizhou	30%	Industrial terminal	560,000						
Germany & Netherlands	Hydrogenious	50%	LOHC	-						

 start construction  
 expected to be commissioned

Indicative overview, timing may change due to project delays

# Strategic terminal types





# Ammonia terminal for import of hydrogen carrier

Start 2021 - Operational 2026

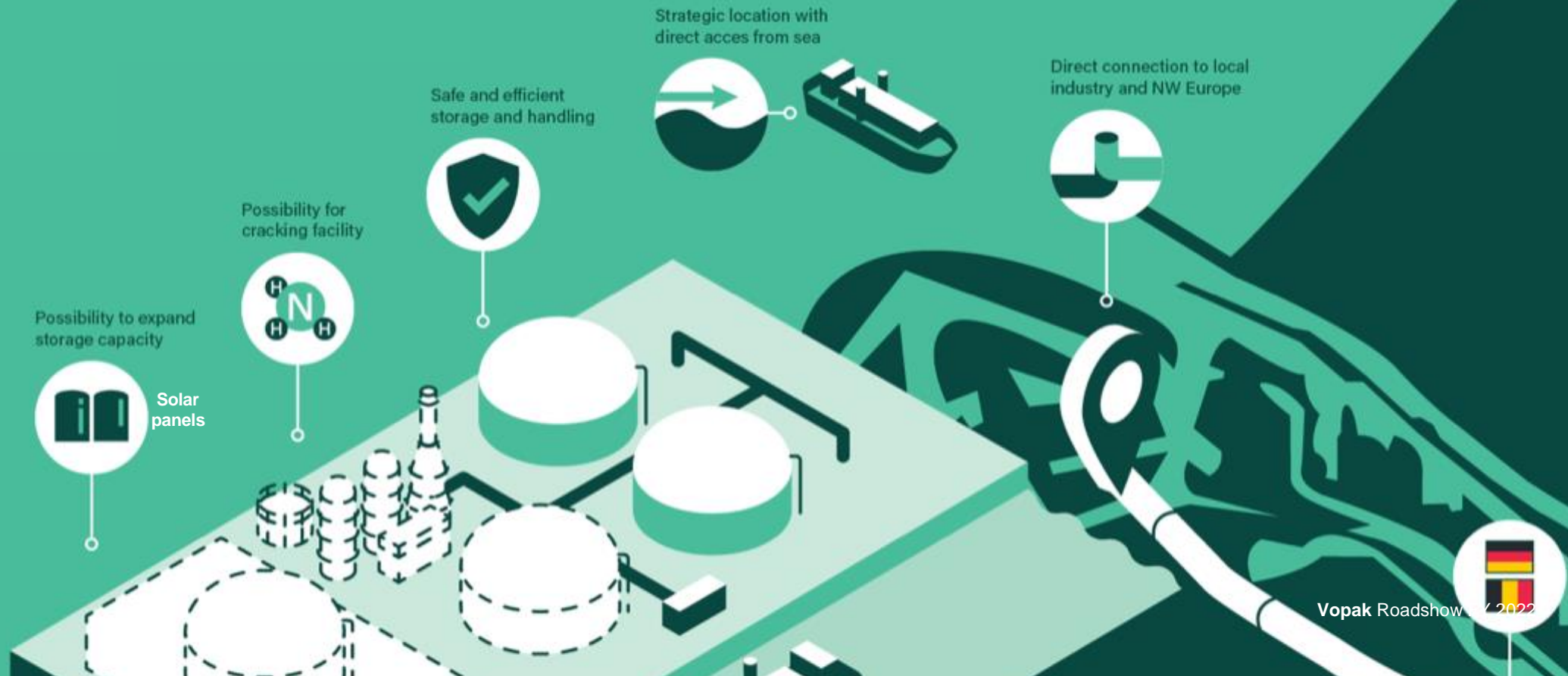


**Products:** green ammonia as hydrogen carrier

**Partners:** Gasunie, HES International and Vopak

**Possible services:** storage, cracking, break-bulk, pipeline integration with Northwest European industrial areas

**End-use:** industry and mobility



# LNG terminal strengthening supply security

Gate terminal in the Netherlands



**Product:** high-calorific liquefied natural gas (LNG)

**Shareholding:** Gasunie (50%) and Vopak (50%) **Services:** storage, regasification, truck and vessel loading, ship-to-ship transfer, bio-LNG

**End-use:** power and industry

**Storage:** 540 thousand cbm (3 tanks)

**Send-out:** yearly 12 BCM (baseload), 4 BCM (interruptible), meeting more than 30% of the Netherlands' gas needs



Open season for 4th tank (in preparation)

Loading in small vessels and trucks

Pipeline to Northwest European gas grid

More than doubled the send out in 2022

Regasification

# Industrial terminal integrated with petrochemical complex

Vopak Sakra terminal in Singapore



**Product:** chemicals and base oils

**Services:** storage, blending, integrated pipeline systems with industrial complex, trucking, drumming, heating and chilling

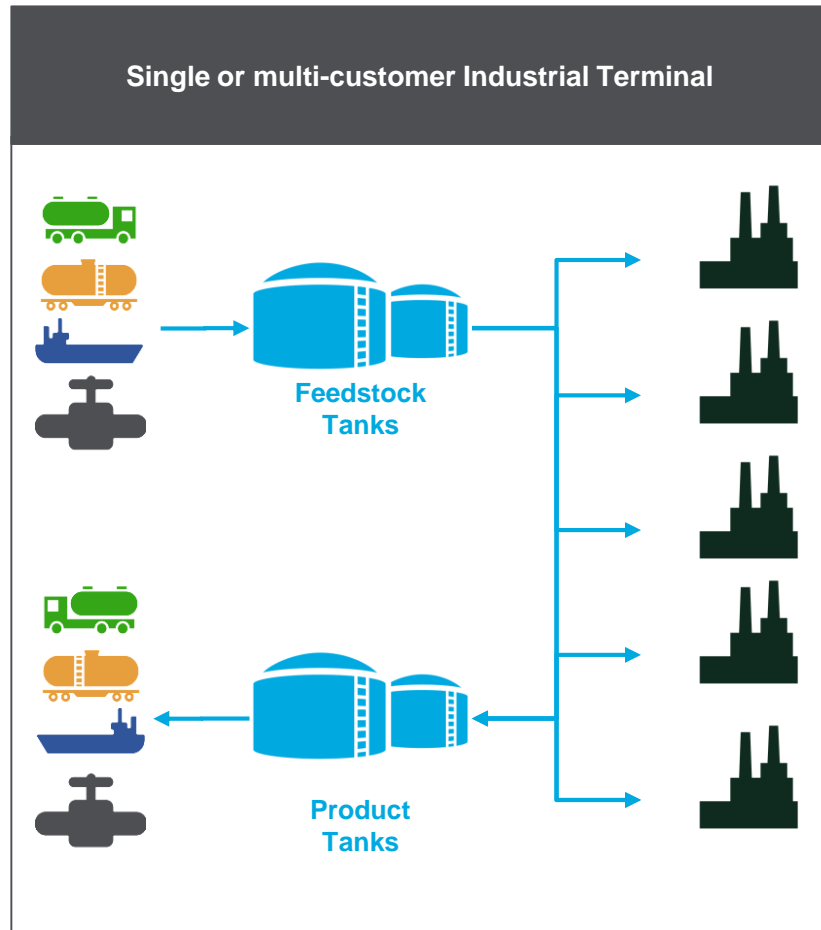
**End-use:** manufacturing, wide range of consumer goods

**Storage:** 288 thousand cbm (71 tanks)

10+  
customers



# Vopak Industrial Infrastructure



1. Serves feedstock and rundown from/to Refineries, Crackers and Chemical Plants



2. Handles all shipping operations: loading and unloading of vessels



3. Transfers between terminal and plant(s), built to specific needs of plant(s); as part of plant process(es)



4. Continuous feed or rundown via pipeline: 24/7/365 or in batch per day



5. Other logistics operations: trucks, iso-containers, drums, rail tank cars



6. Documentation: customs, inspection, surveying



7. Long-term contracting: as plants are built to run for many decades

Fit-for-purpose Design

Right Level of Resources

Optimized Flows & Infrastructure

Terminalling Expertise

# Typical ITL contracting

## Lease Term

Long-term between 10 to 25 years

## Fee Structure

Stable revenues with fixed “take-or-pay”, variable OPEX and energy & utilities (pass-through or with markup)

## Renewal

Fixed Fee adjustment in consideration of investment capex recovery



# Vopak Industrial Infrastructure Americas



**Product:** chemicals, oil products, biofuels, base oils and lubricants

**Shareholding:** BlackRock (50%) and Vopak (50%)

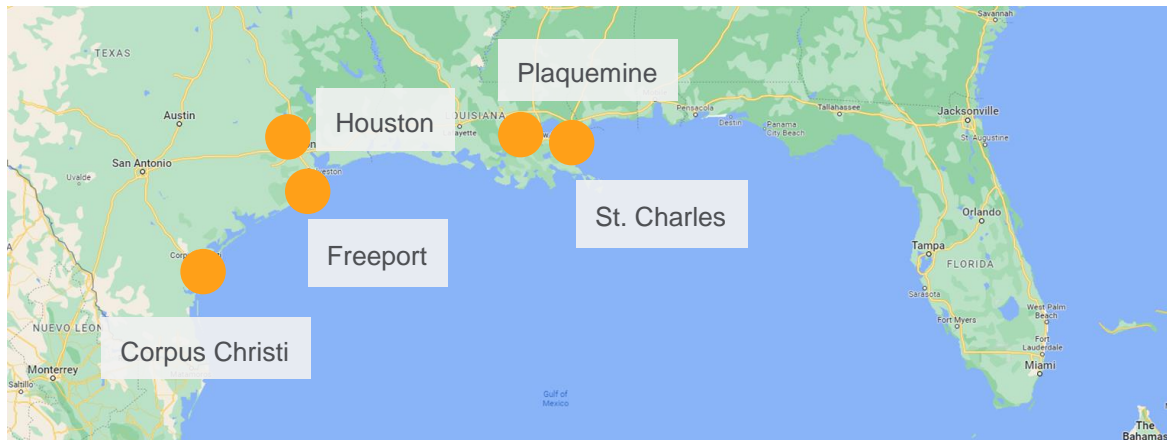
**Services:** storage, blending, integrated pipeline systems with industrial complex

**End-use:** manufacturing, wide range of consumer goods

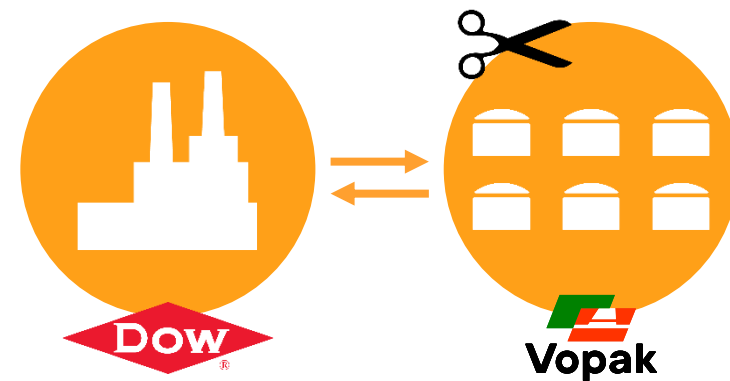
**Storage:** 737 thousand cbm (150+ tanks)



Vopak's US Gulf Coast footprint



Carve out concept



# Chemicals distribution terminal

Vopak ACS terminal in Antwerp Belgium



**Products:** chemicals including acetyls, acrylics, solvents and acids

**Services:** import, export, distributing, blending

**End-use:** manufacturing for a wide range of products like paints, adhesives and packaging

**Storage:** 203 thousand cbm (107 tanks)



First class rail loading capabilities (block trains and single wagon traffic)

Stainless steel tankage available

Vessel, barge, truck and rail access

Strategically located in the industrial cluster of Antwerp

# Oil hub terminal

Vopak Sebarok terminal in Singapore



**Products:** crude and oil products

**Services:** storage, blending and heating

**End-use:** industry and mobility

**Storage:** 1.3 million cbm (83 tanks)



Access for barges - break bulk distribution

Hub, import, export, distribution

83 tanks and 9 berths

Access for seagoing vessels - long haul shipments



# Fuel distribution terminal

Vopak Lesedi terminal in South Africa



**Products:** oil products

**Services:** storage, distribution and truck loading

**End-use:** mobility

**Storage:** 100 thousand cbm (6 tanks)



Johannesburg  
Lesedi



Durban



Truck loading bays for inland distribution

Solar panels

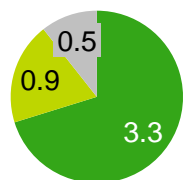
Fuel supply to Johannesburg via pipeline connection with Vopak's terminal in Durban

# Americas developments



## Storage capacity

In million cbm

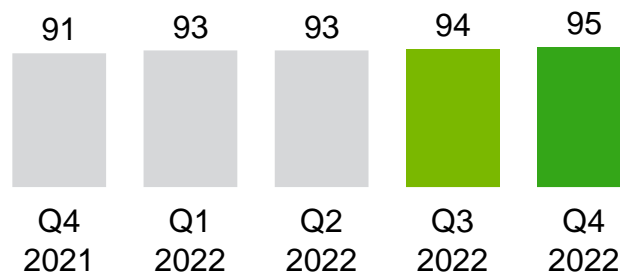


Q4 2022  
**4.7 million cbm**

- Subsidiaries
- Joint ventures & associates
- Operatorships

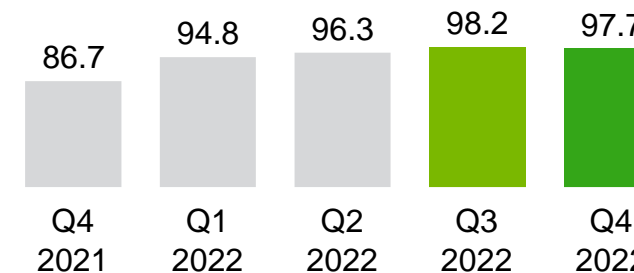
## Proportional occupancy rate

In percent



## Revenues\*

In EUR million

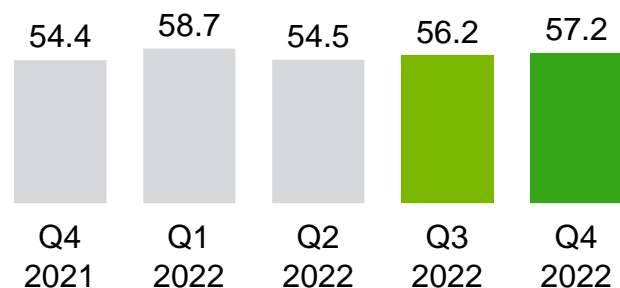


## 19 Terminals (6 countries)



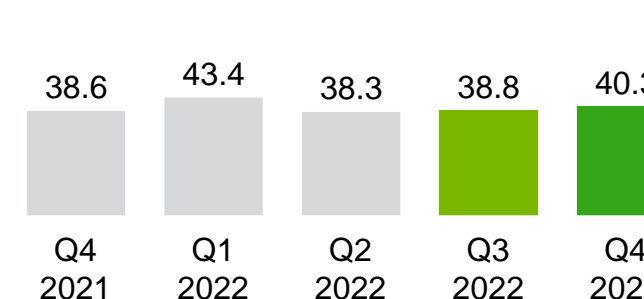
## EBITDA\*\*

n EUR million



## EBIT\*\*

In EUR million



\* Subsidiaries only

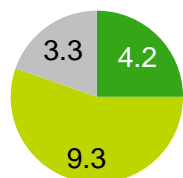
\*\* EBIT(DA) - including net result from joint ventures and associates and excluding exceptional items

# Asia & Middle East developments



## Storage capacity

In million cbm

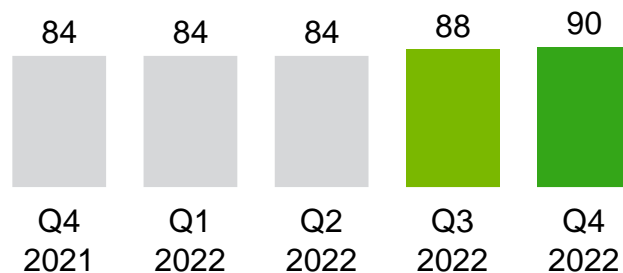


Q4 2022  
16.8 million cbm

- Subsidiaries
- Joint ventures & associates
- Operatorships

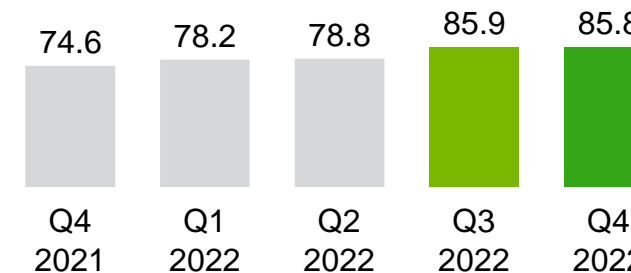
## Proportional occupancy rate

In percent

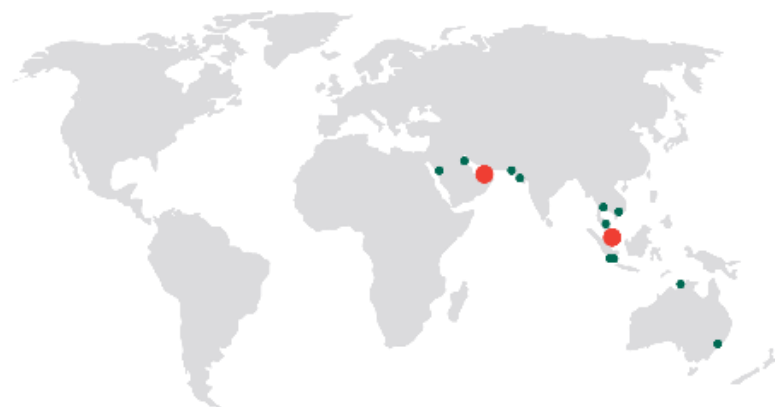


## Revenues\*

In EUR million

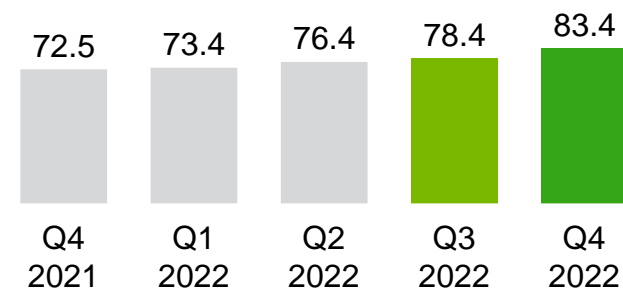


## 29 Terminals (9 countries)



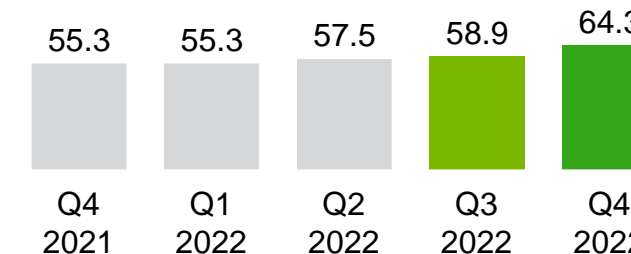
## EBITDA\*\*

In EUR million



## EBIT\*\*

In EUR million



\* Subsidiaries only

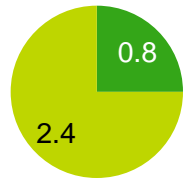
\*\* EBIT(DA) - including net result from joint ventures and associates and excluding exceptional items

# China & North Asia developments



## Storage capacity

In million cbm

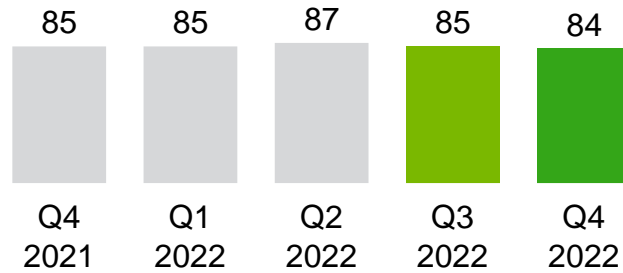


Q4 2022  
3.2 million cbm

- Subsidiaries
- Joint ventures & associates
- Operatorships

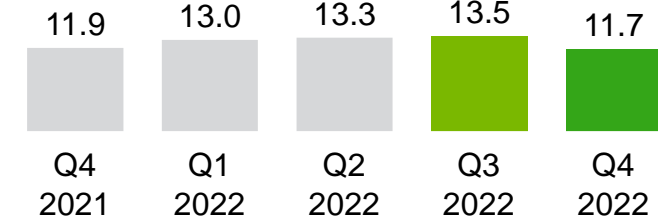
## Proportional occupancy rate

In percent



## Revenues\*

In EUR million

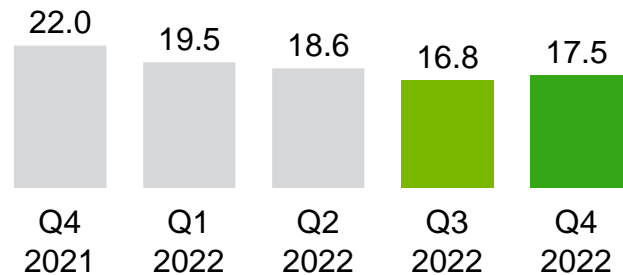


## 9 Terminals (3 countries)



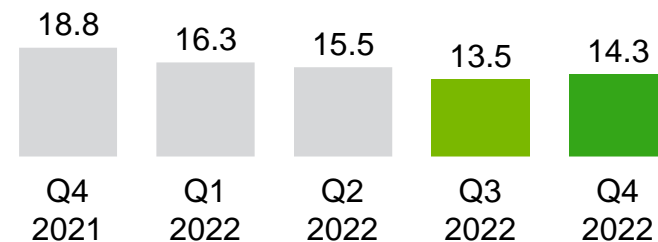
## EBITDA\*\*

In EUR million



## EBIT\*\*

In EUR million



\* Subsidiaries only

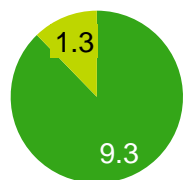
\*\* EBIT(DA) - including net result from joint ventures and associates and excluding exceptional items

# Europe & Africa developments



## Storage capacity

In million cbm

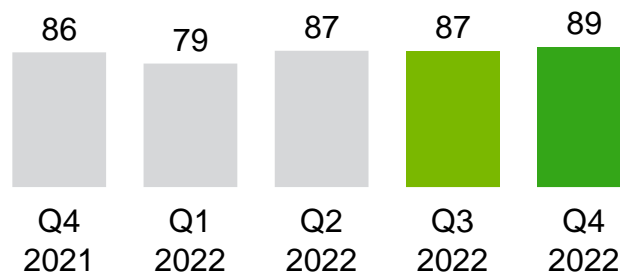


Q4 2022  
10.6 million cbm

- Subsidiaries
- Joint ventures & associates
- Operatorships

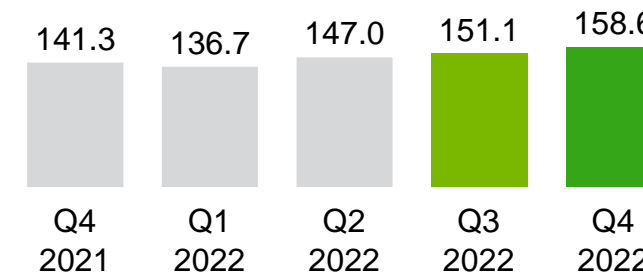
## Proportional occupancy rate

In percent

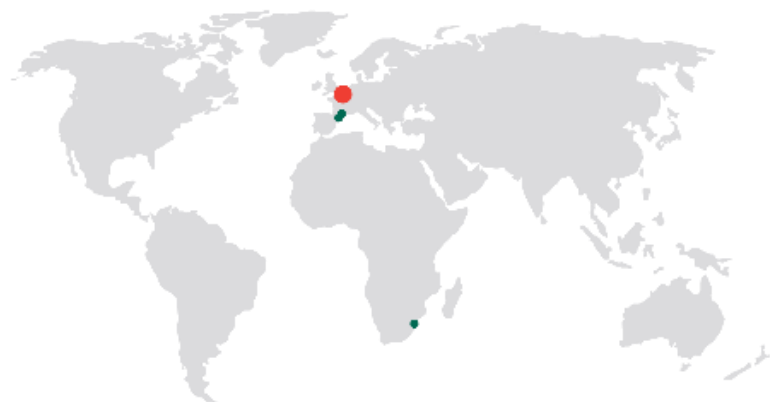


## Revenues\*

In EUR million

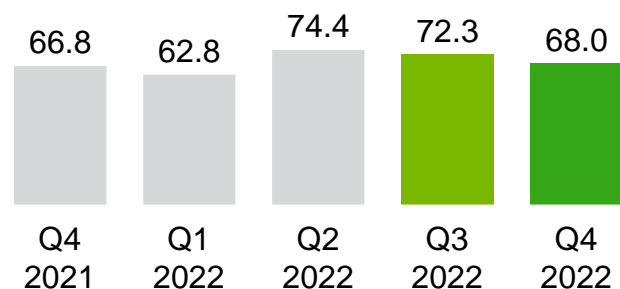


## 16 Terminals (4 countries)



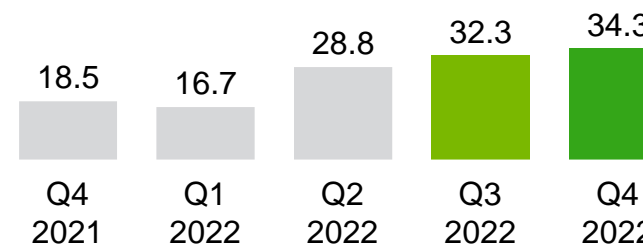
## EBITDA\*\*

In EUR million



## EBIT\*\*

In EUR million



\* Subsidiaries only

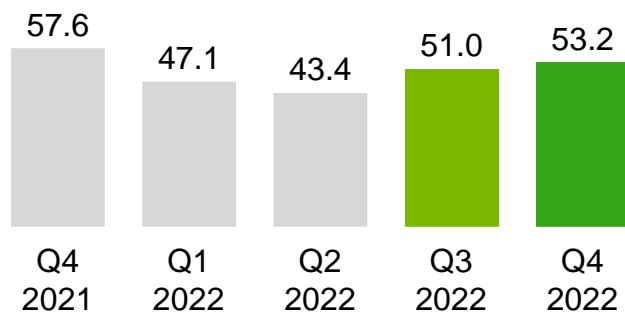
\*\* EBIT(DA) - including net result from joint ventures and associates and excluding exceptional items

# JVs & associates developments\*



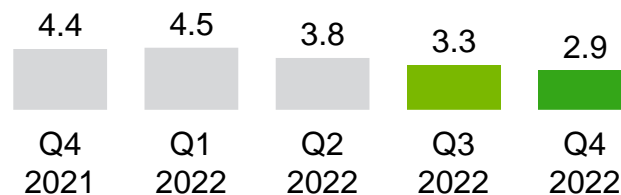
## Net result JVs and associates

In EUR million



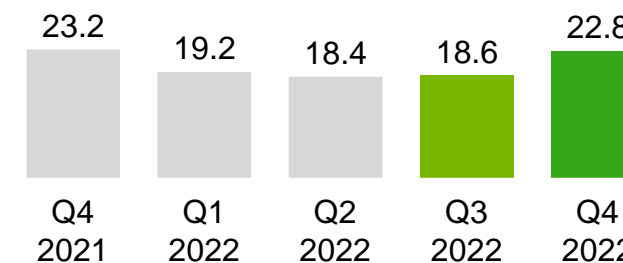
## Americas

In EUR million



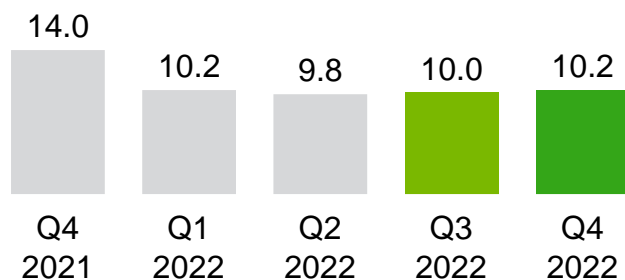
## Asia & Middle East

In EUR million



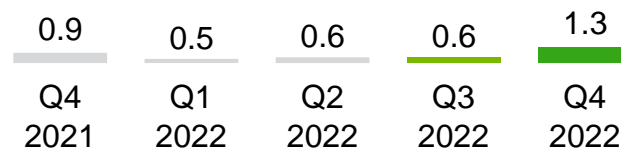
## China & North Asia

In EUR million



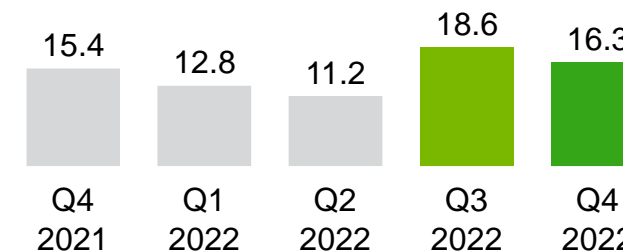
## Europe & Africa

In EUR million



## LNG

In EUR million



\* Excluding exceptional items