

**WELCOME**



## **Vopak Capital Markets Day 2012**

Rotterdam, 7 December 2012



# Vopak Capital Markets Day 2012

## Execution of our Primary 'Product'

### Growth Leadership



- Business development process
- Vopak's LNG growth strategy

### Operational Excellence



- New business: Project execution
- Existing business: Terminal Master Plans

### Customer Leadership



- Network account approach

# Program Vopak Capital Markets Day 2012, 7 December 2012 (Rotterdam)

Time	Topic	Description	Speaker
8:15	Registration	<ul style="list-style-type: none"> <li>Wereldmuseum, Willemskade 25, Rotterdam (The Netherlands)</li> </ul>	
8:45	Welcome		
8:50	Strategy and main developments	<ul style="list-style-type: none"> <li>Market developments</li> <li>Strategy update</li> </ul>	<b>Eelco Hoekstra</b> <i>Chairman of the Executive Board and CEO</i>
9:15	Strategic Finance considerations	<ul style="list-style-type: none"> <li>Strategy in financial perspective: Past, Present, Ambition 2016</li> </ul>	<b>Jack de Kreij</b> <i>Vice-Chairman of the Executive Board and CFO</i>
9:40	Q&A		
10:00	Coffee Break		
10:25	Growth Leadership	<ul style="list-style-type: none"> <li>Business Development process: Vopak Terminal Zhangjiagang as an example</li> </ul>	<b>Jan Bert Schutrops</b> <i>President Division Netherlands</i>
10:45		<ul style="list-style-type: none"> <li>Vopak's LNG growth strategy</li> </ul>	<b>Dirk van Slooten</b> <i>Global Director LNG</i>
11:05	Q&A		
11:15	Operational Excellence	<ul style="list-style-type: none"> <li>Project execution</li> </ul>	<b>Wilfred Lim</b> <i>Global Director Operations and Technology</i>
11:35		<ul style="list-style-type: none"> <li>Terminal Master Plan: Vopak Terminal Vlaardingen as an example</li> </ul>	<b>Age Reijenga</b> <i>Managing Director Vopak Terminal Vlaardingen</i>
11:55	Q&A		
12:05	Customer Leadership	<ul style="list-style-type: none"> <li>Network account approach</li> </ul>	<b>Manon Bloemer</b> <i>Global Account Director</i>
12:25	Q&A		
12:35	Closing	<ul style="list-style-type: none"> <li>Wrap-up: Capital markets update</li> </ul>	<b>Jack de Kreij</b> <i>Vice-Chairman of the Executive Board and CFO</i>
12:45	Walking lunch		
13:30-16:30	Site visit and tour Gate terminal	<ul style="list-style-type: none"> <li>Introduction Gate terminal</li> <li>Gate terminal tour by bus</li> </ul>	<b>Dick Meurs</b> , <i>Managing Director Gate terminal</i> Gate terminal team



# Forward-looking statement

This presentation contains statements of a forward-looking nature, based on currently available plans and forecasts. Given the dynamics of the markets and the environments of the 31 countries in which Vopak provides logistics services, the company cannot guarantee the accuracy and completeness of such statements.

Unforeseen circumstances include, but are not limited to, exceptional income and expense items, unexpected economic, political and foreign exchange developments, and possible changes to IFRS reporting rules.

Statements of a forward-looking nature issued by the company must always be assessed in the context of the events, risks and uncertainties of the markets and environments in which Vopak operates. These factors could lead to actual results being materially different from those expected.