

# WELCOME



## Oil products storage and handling update

**Capital Markets Day, 11 November 2011**

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# 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.

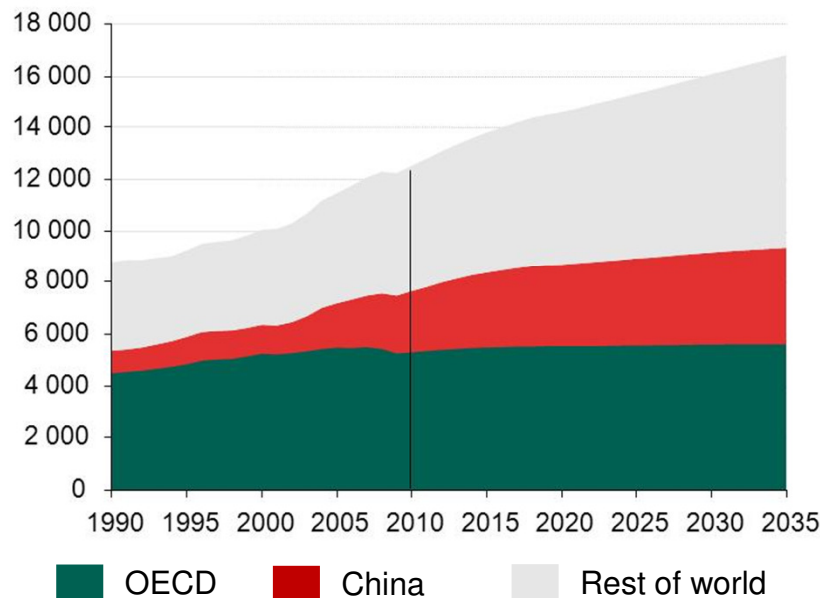
Unforeseen circumstances include, but are not limited to, exceptional income and expense items, unexpected economic, political and foreign exchange developments, and possible changes to IFRS reporting rules.

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.

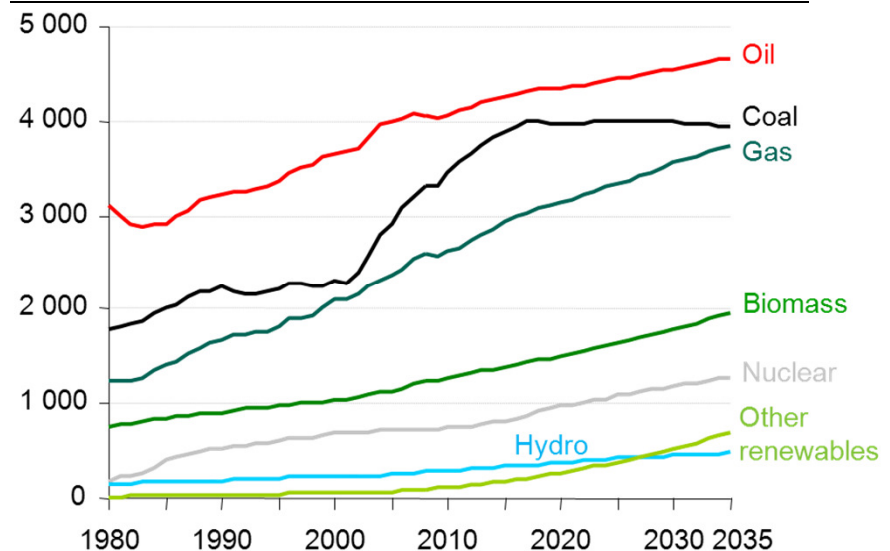


## Non-OECD economies drive energy consumption growth, Oil will remain the dominant energy provider until 2035

**World primary energy demand by region  
in IEA New Policies Scenario**  
In Mtoe



**World primary energy demand by fuel in  
IEA New Policies Scenario**  
In Mtoe

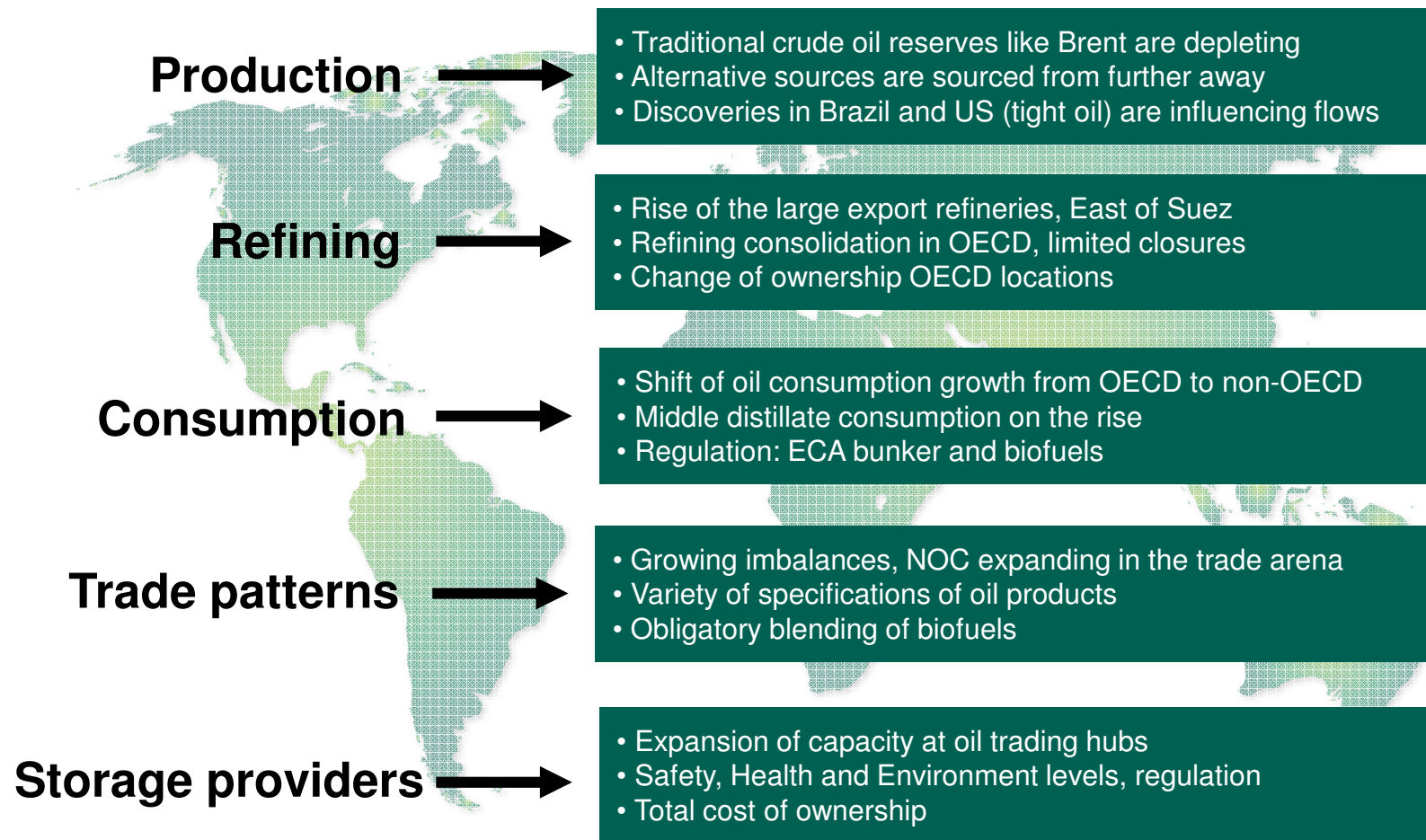


Source: IEA WEO 2010





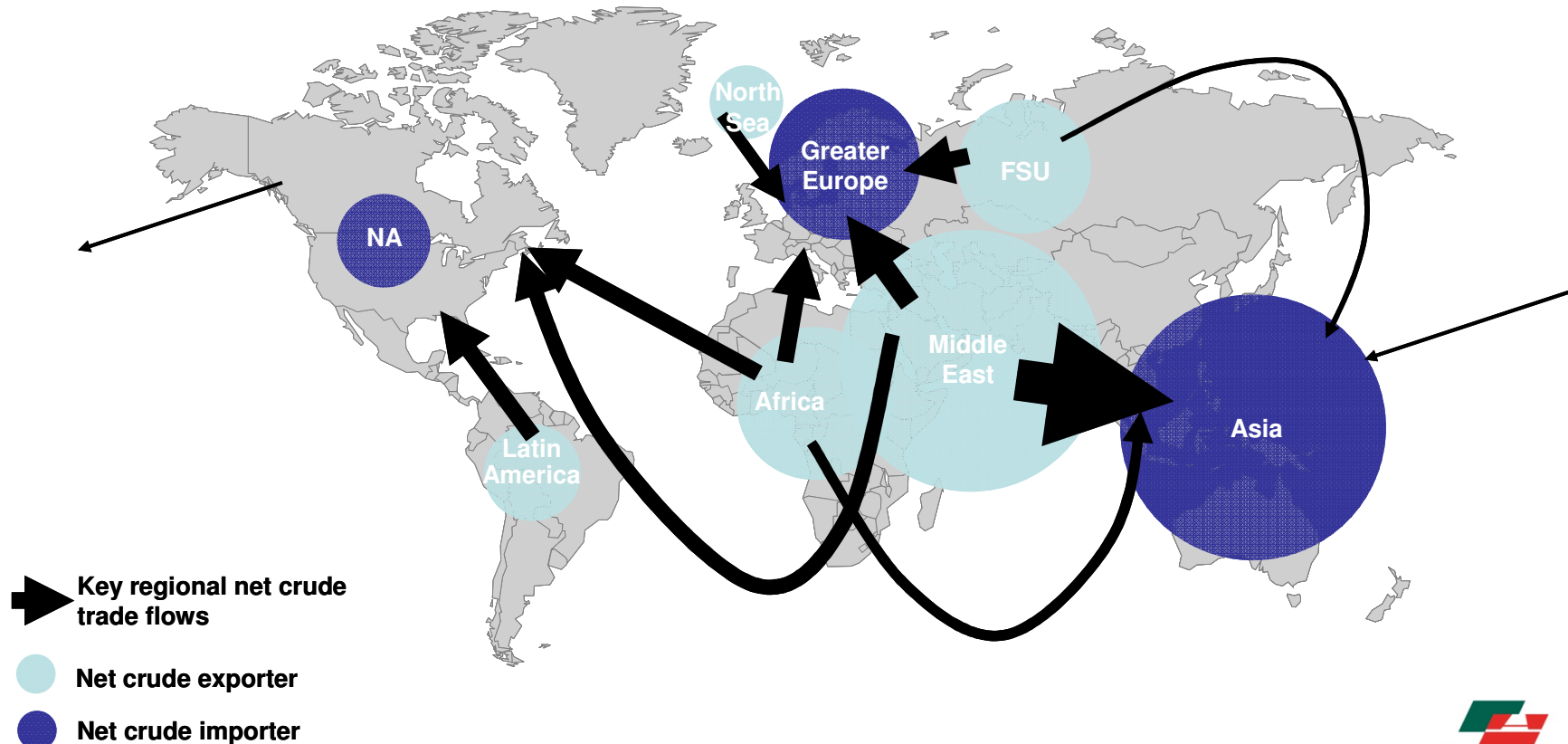
## Key market drivers provide solid demand for storage capacity





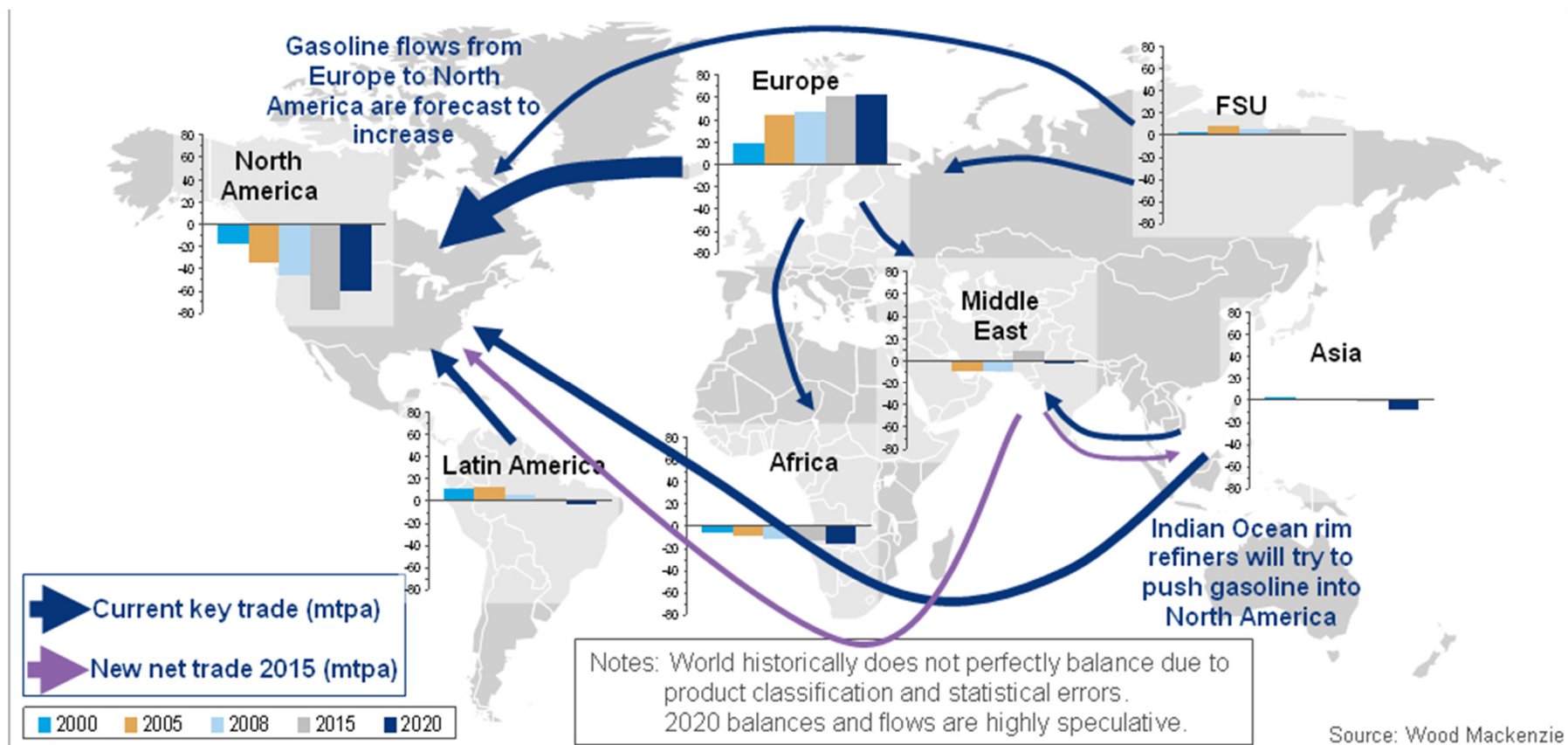
Refineries use different crudes for feedstock making crude sourcing a global business especially with traditional sources depleting (f.e. North Sea)

Increased trade also from the Caspian to Europe, North America and Asia.





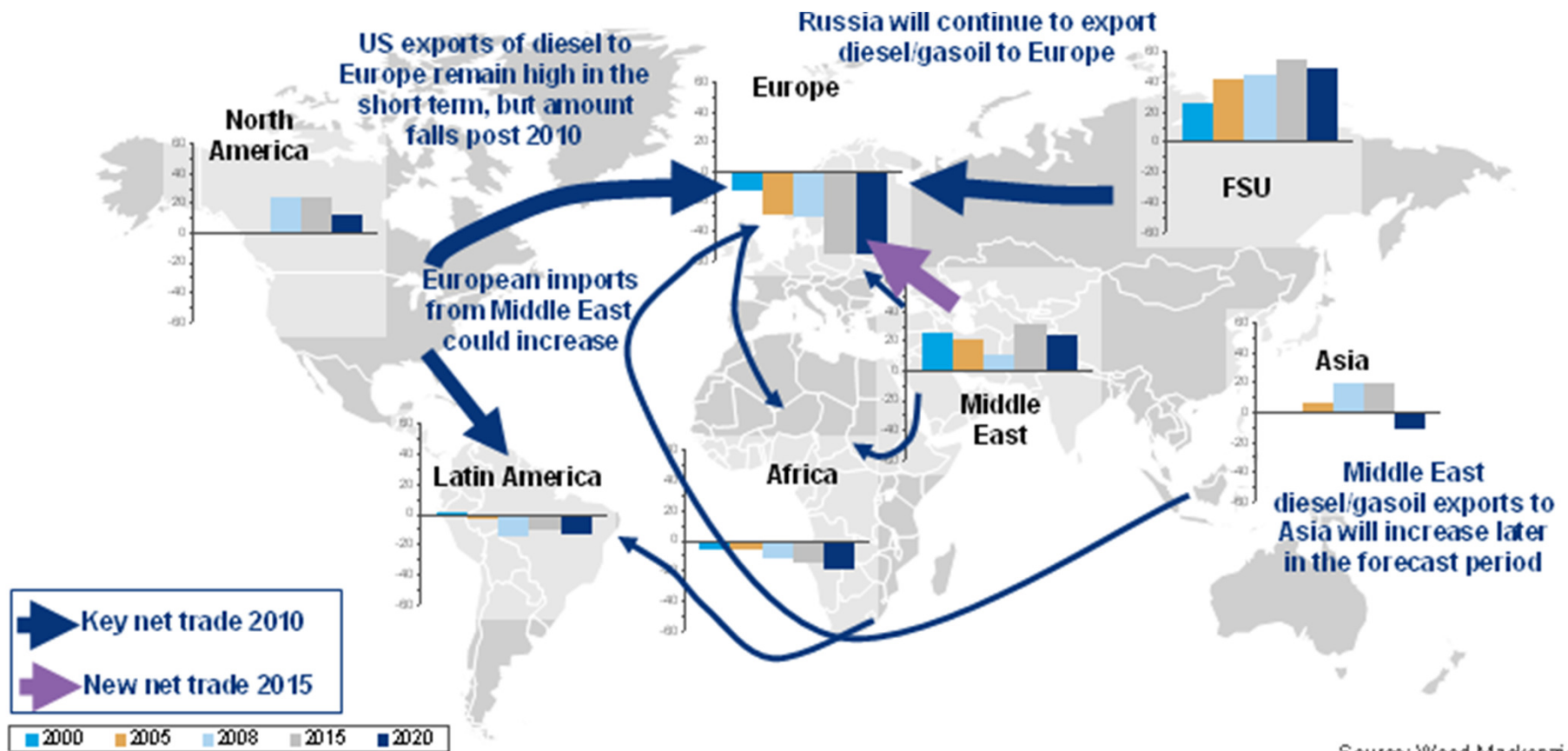
## Global gasoline production and consumption is unbalanced, Europe's huge surplus serves deficits in the rest of the world







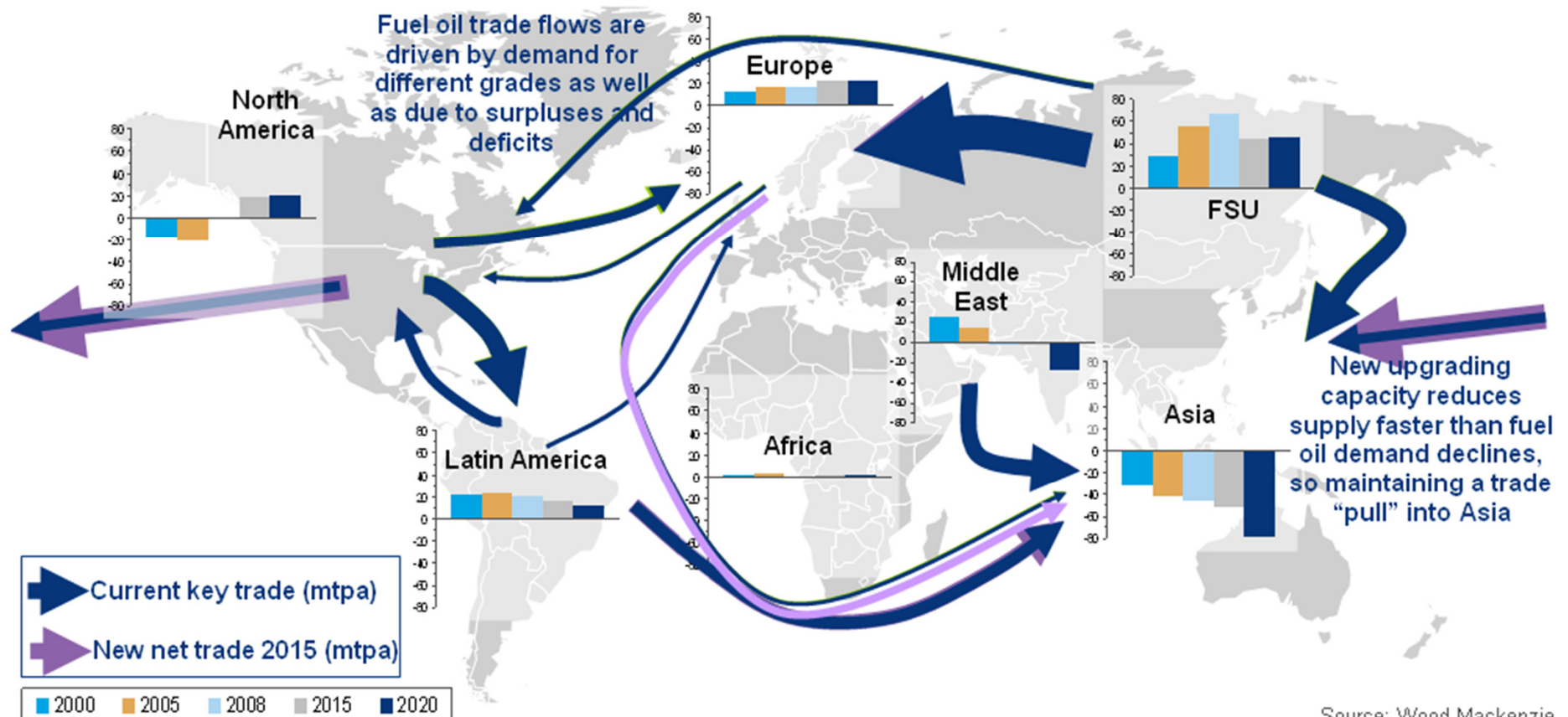
## Europe's deficit for middle distillates is attracting cargoes from the rest of the world



Source: Wood Mackenzie



## Asia's deficit for Fuel Oil is the key driver for long haul cargoes from FSU and the America's



Source: Wood Mackenzie





**Oil trade will increase around hub terminals with excellent connection to end-markets via distribution terminals**







# Vopak focuses on a global oil hub- and distribution terminal network at all key locations

The global oil terminal network of Vopak has been expanded to ~17 million cbm with new hub- and distribution projects in addition to expansion at present Vopak terminals



**"We have built  
our company  
over 400 years on  
trust and reliability."**



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