

**WELCOME**



**Chemical products storage and handling update**

**Capital Markets Day, 11 November 2011**

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# Forward-looking statement

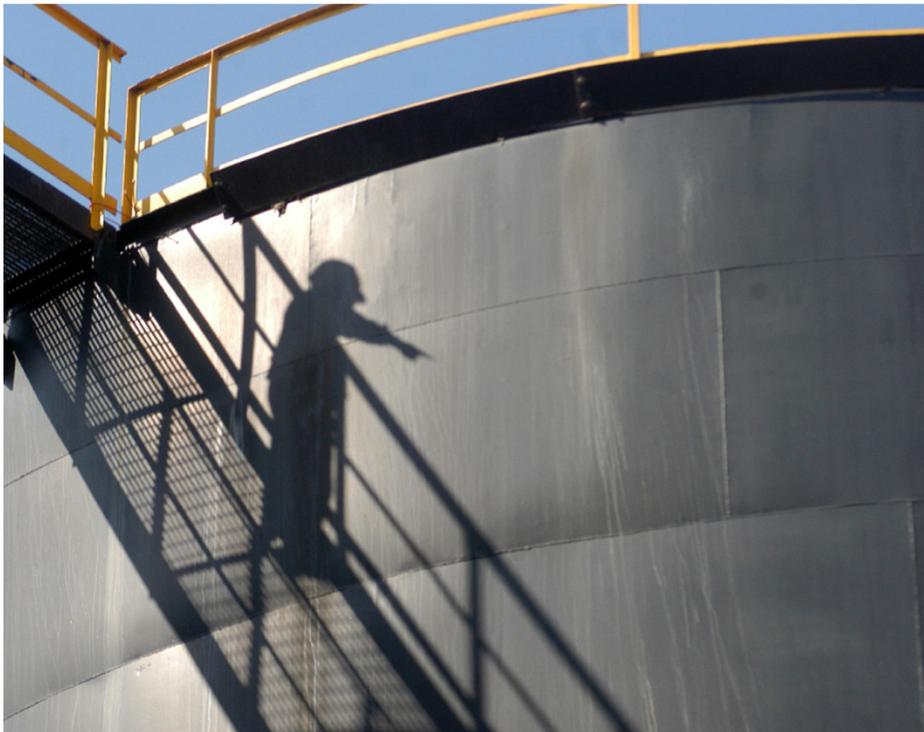
This presentation contains statements of a forward-looking nature, based on currently available plans and forecasts. Given the dynamics of the markets and the environments of the 31 countries in which Vopak provides logistics services, the company cannot guarantee the accuracy and completeness of such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



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## Introduction

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Global Chemical Industry

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World of Vopak's Chemical Business

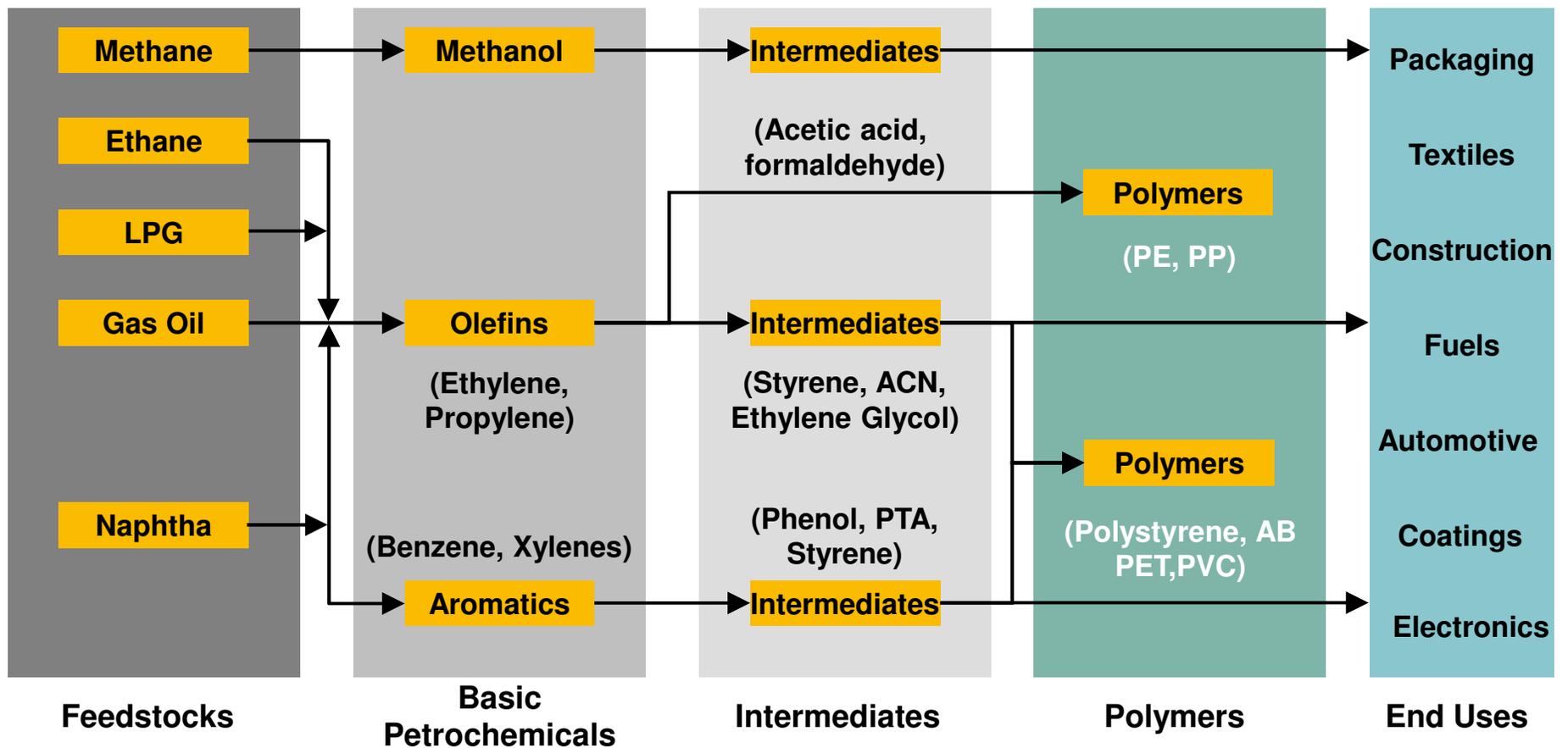
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Industrial Terminal Model

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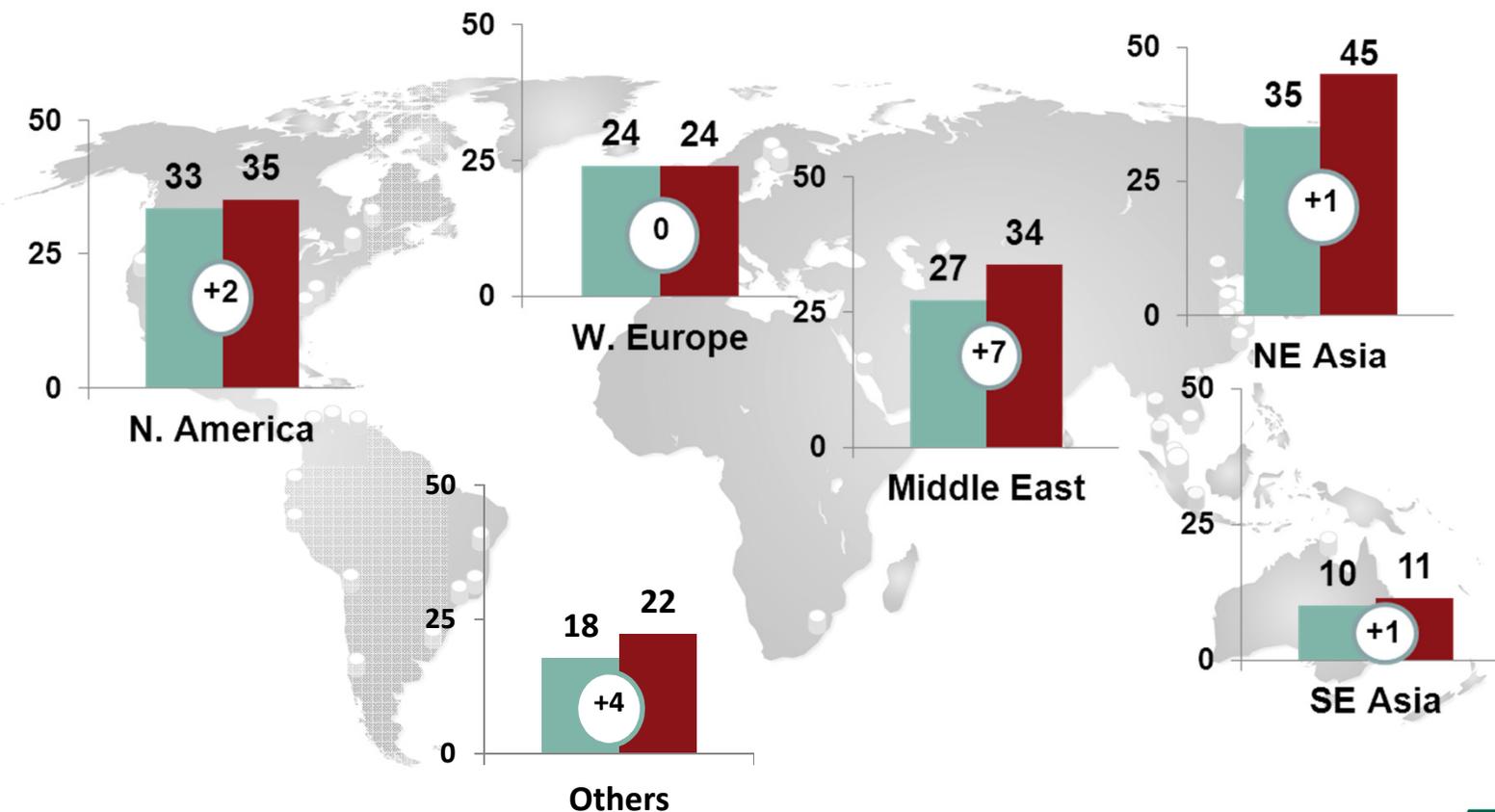
# The petrochemical industry uses a wide range of feedstocks to produce intermediate chemicals and polymers





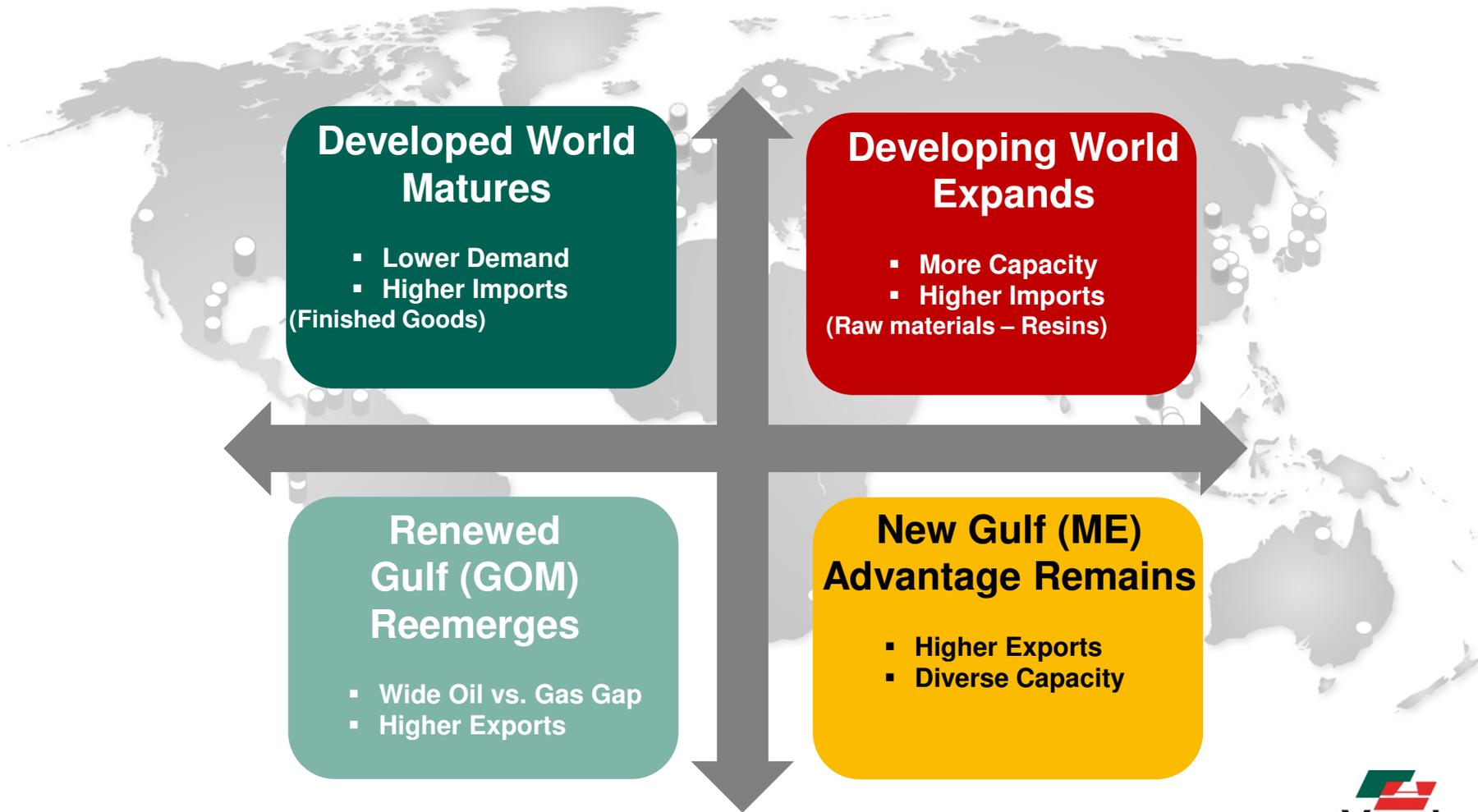
# Growth of 16% in global Ethylene capacity by 2016

Expected increase of 24 million tons versus 150 million tons today





# Global Chemicals Summary Perspective

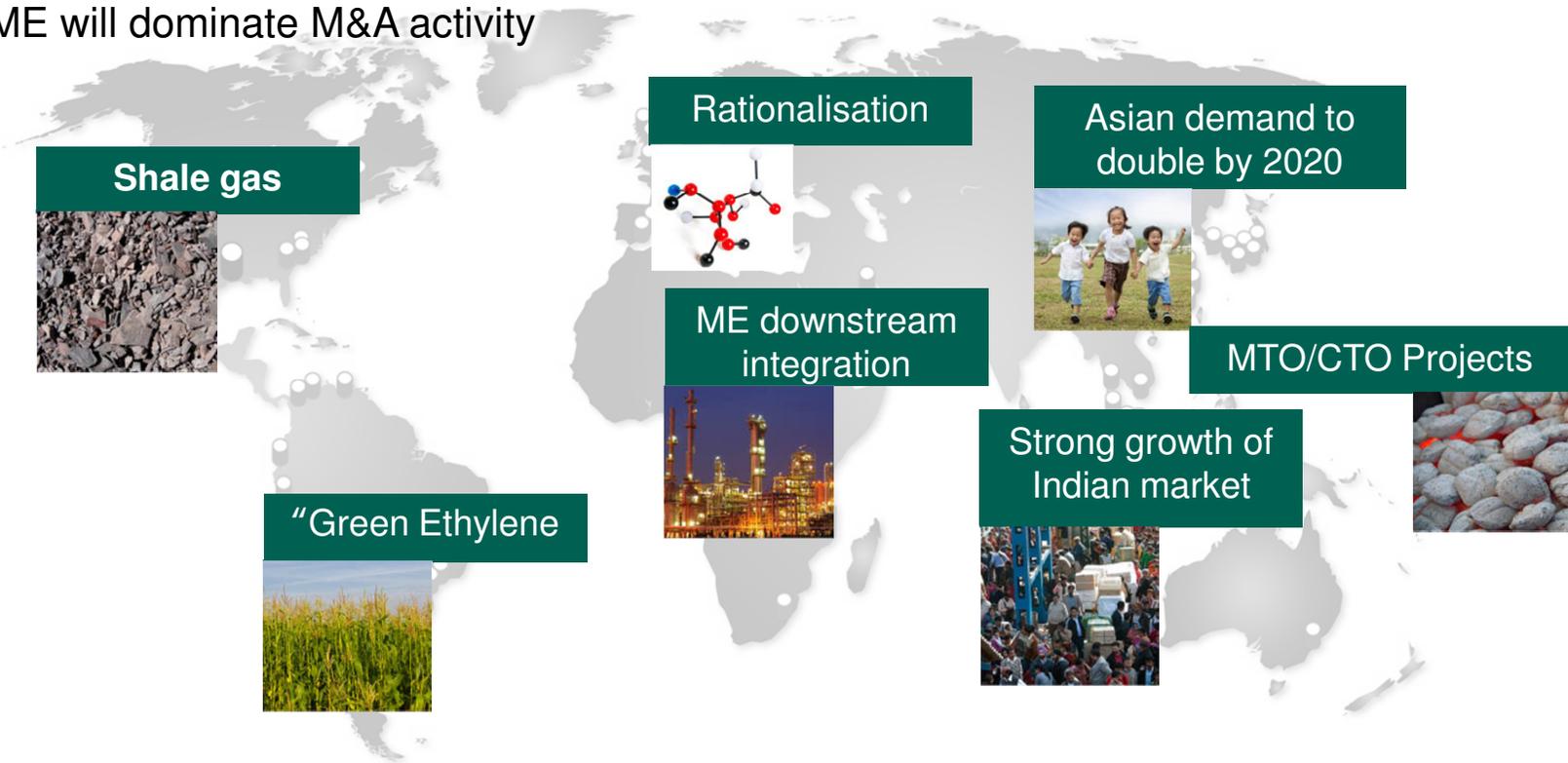




# Key global game changers that will affect the future of the chemical industry

By 2020, 7 out of 10 largest chemical companies will be based in BICME countries

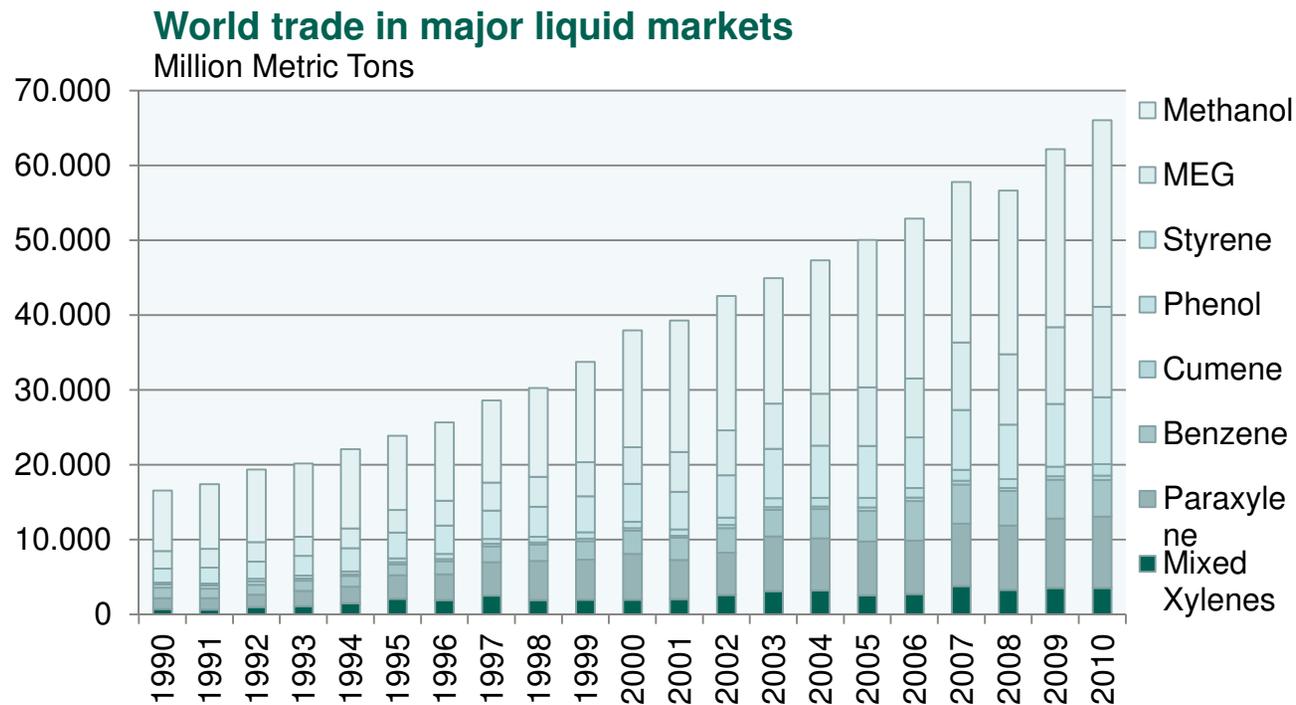
BICME will dominate M&A activity





# Growing demand for storage services by the chemicals industry

- Increasing demand for storage
- Robust growth in developing markets
- Construction of new petrochemical complexes in Asia and Middle East

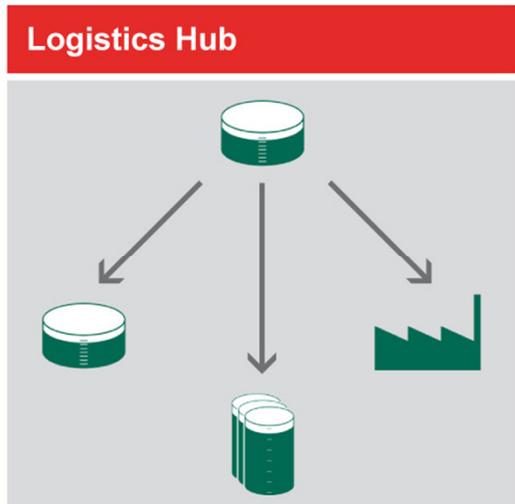


Source: CMAI





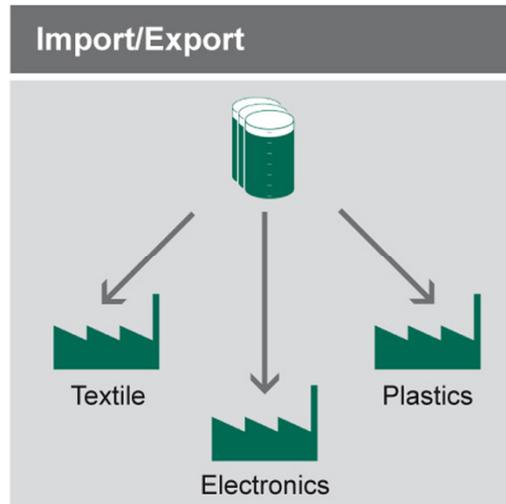
# Strategic logistic functions of tank terminals



Vital link for incoming and outgoing flows of chemicals

**Example**

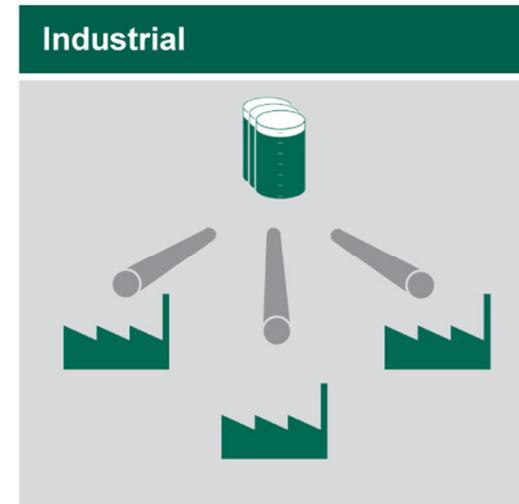
Rotterdam Botlek South



Storage of products that are exported or transferred to end users

**Example**

Vopak Terminal Ningbo



Complete integration with the production process

**Example**

Sakra Terminal in Singapore



# Type of customers and their characteristics

## Chemical Majors

- Globally structured
- Regional/Global functions
- DOW, BASF, Exxonmobil, Shell, LyondellBasell, etc.

## Regional/Local Players

- Global, but limited scope
- Focus on regional markets
- Japanese, large local players

## Traders

- Global, but selected hub locations
- European, American, Japanese

## National Oil/Chemical Companies

- Growing
- Access to feedstock
- Access to markets
- Access to capital
- Dominating their positions
- Brazilian, Indian, Chinese, Middle Eastern (BICME)

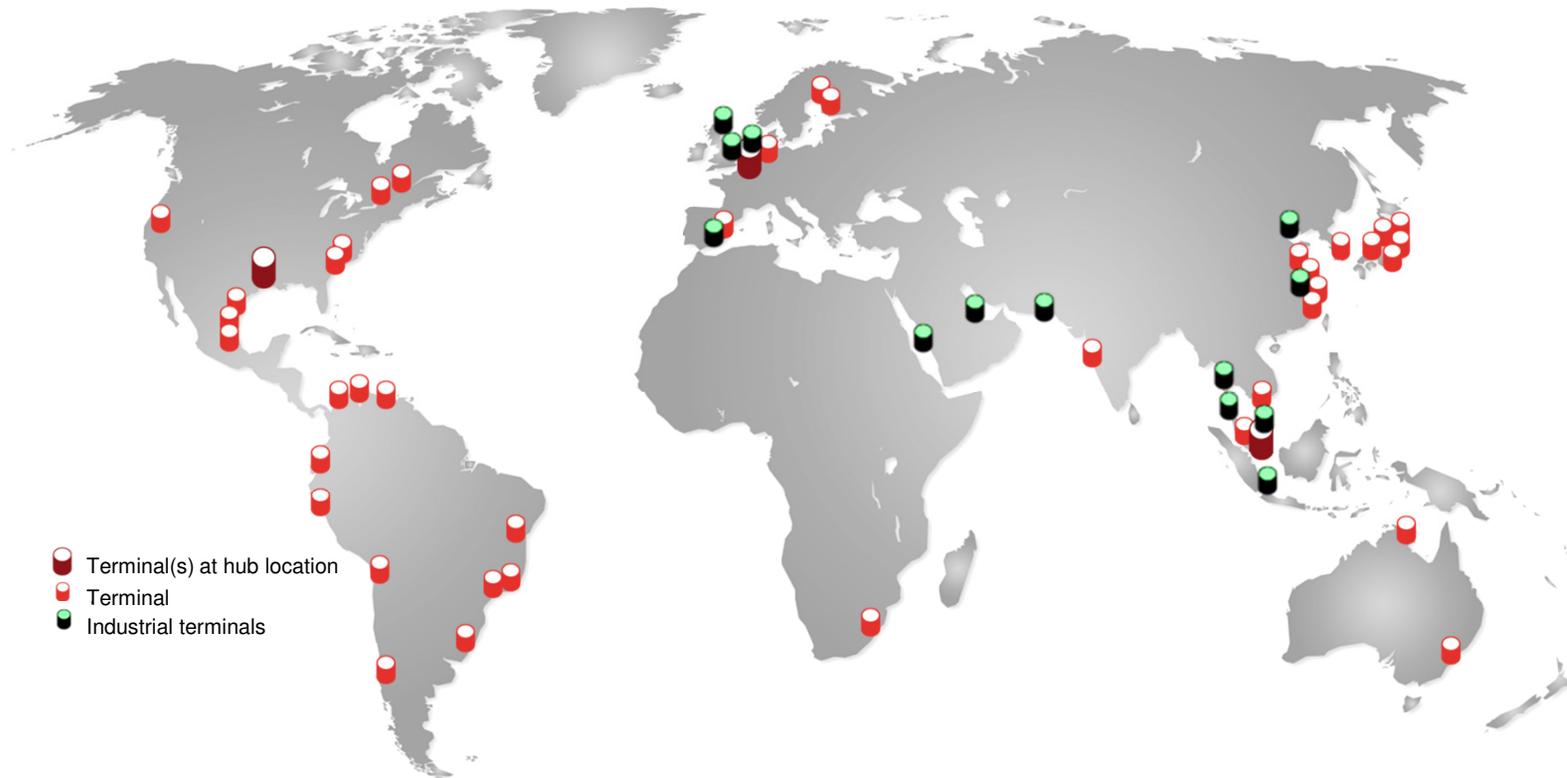
## Consolidated Groups

- MNC's, NCC's, Traders



# Vopak well positioned to serve evolving global product flows of chemicals

Vopak offers storage capacity for chemicals at over 50 terminals, global market share of independent tank storage market ~21%

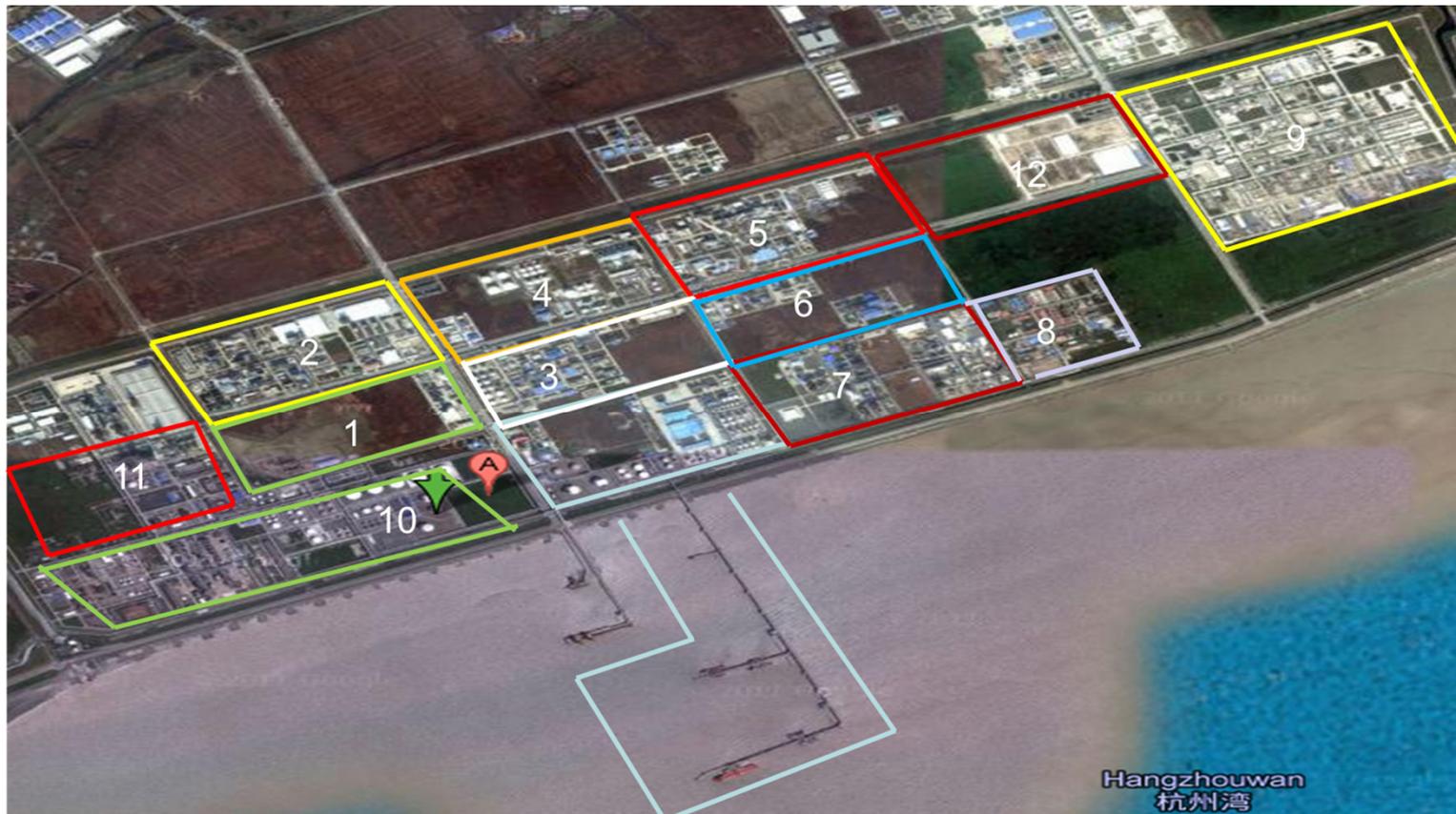


# Vopak Caojing Terminal





# Industrial terminal – Shanghai Caojing



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



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