

WELCOME



—
Boudewijn Siemons
Managing Director Vopak Oil Rotterdam

Analyst Meeting 3 July 2009

Vopak Oil Rotterdam



Safety, Health & Environment

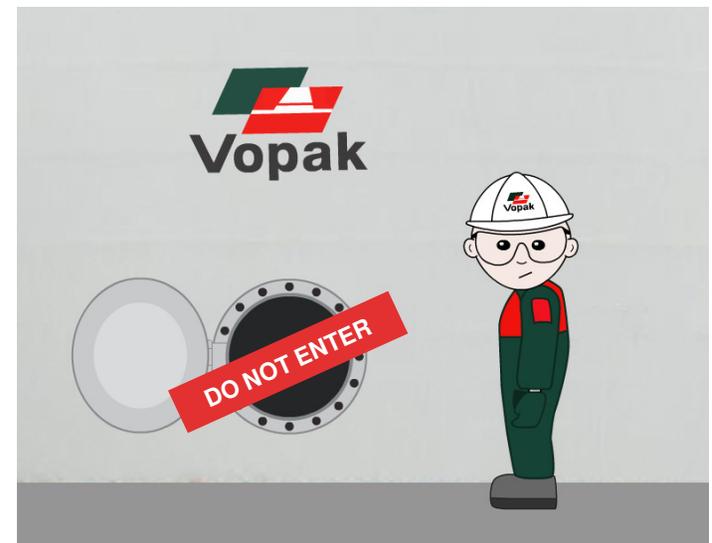
History

Terminals

Markets and Strategy

Vopak Oil Rotterdam - Safety

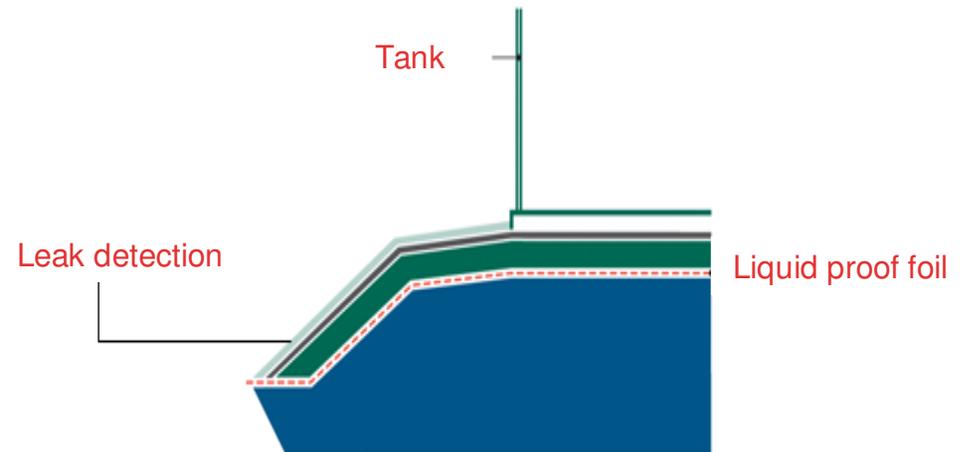
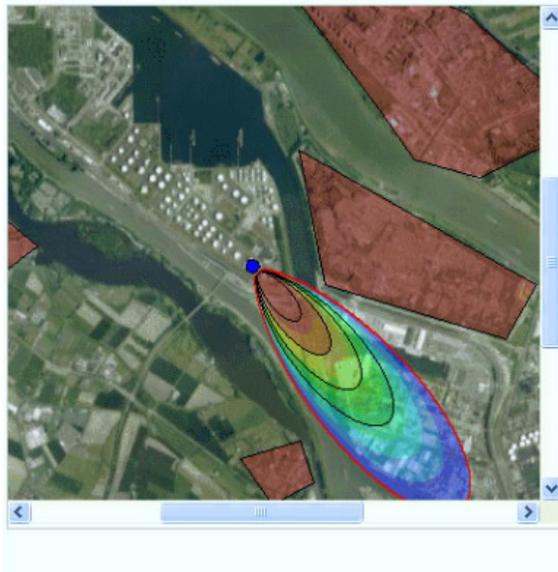
- Global Vopak Safety Fundamentals
- Safety Awareness Program
- Safety Observation Rounds
- Vopak global terminal health assessments



Health and Environment

Air , Soil, Water

- Stench prevention plan
- Emissions
- Tank pits, leak detections
- Seperate oil water recovery



Long history of oil storage in Rotterdam



Porter early 1600

oil →



First barrels of oil, Rotterdam 1862

Discharging oil Rotterdam 1900



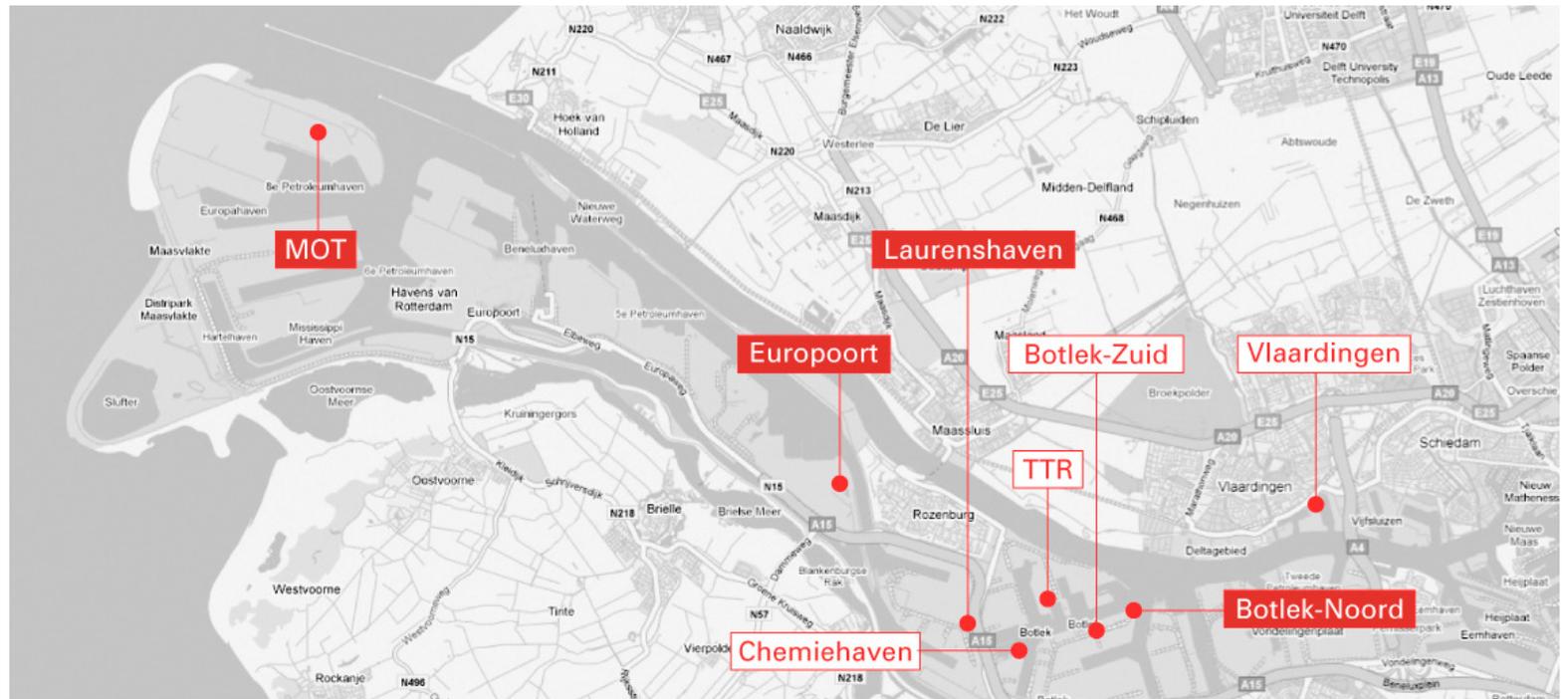
Pakhoed – Van Ommeren 1970



Vopak Terminal Europoort 2009



Vopak locations in Rotterdam



Vopak Oil Rotterdam

Vopak chemicals/vegouls

Vopak Oil Rotterdam locations

Total storage capacity of 5 mln cbm, 165 tanks



About Vopak Oil Rotterdam



Total square area
115 hectare

Storage and handling
Full range of petroleum products

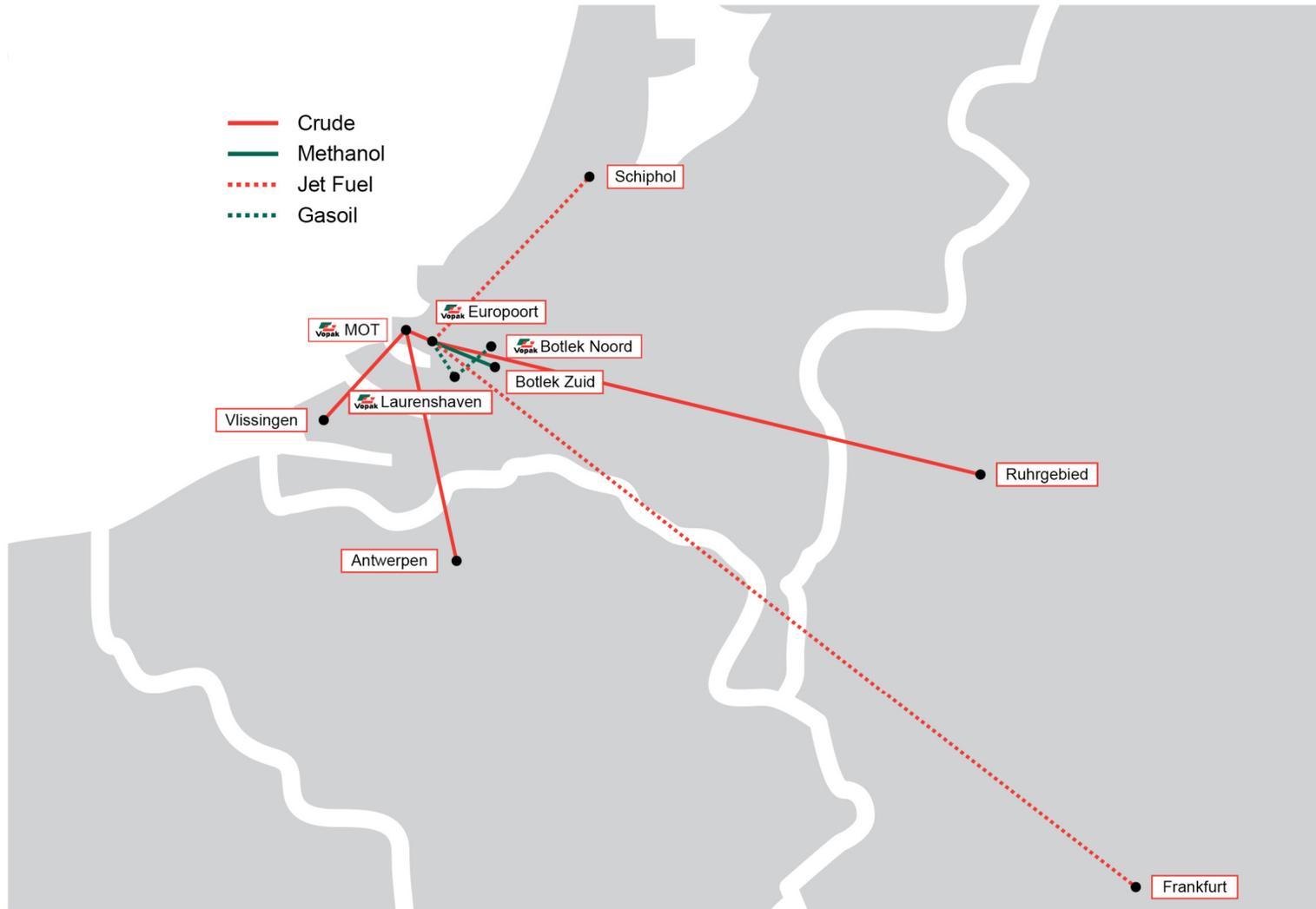
Logistics-hub
Fuel oil
Naphtha
Jet fuel

Pipelines crude
Netherlands
Belgium
Germany

Pipelines jet fuel
Amsterdam (Schiphol)
Frankfurt
Brussels

Industrial Terminal
Refinery Koch

Connected pipelines



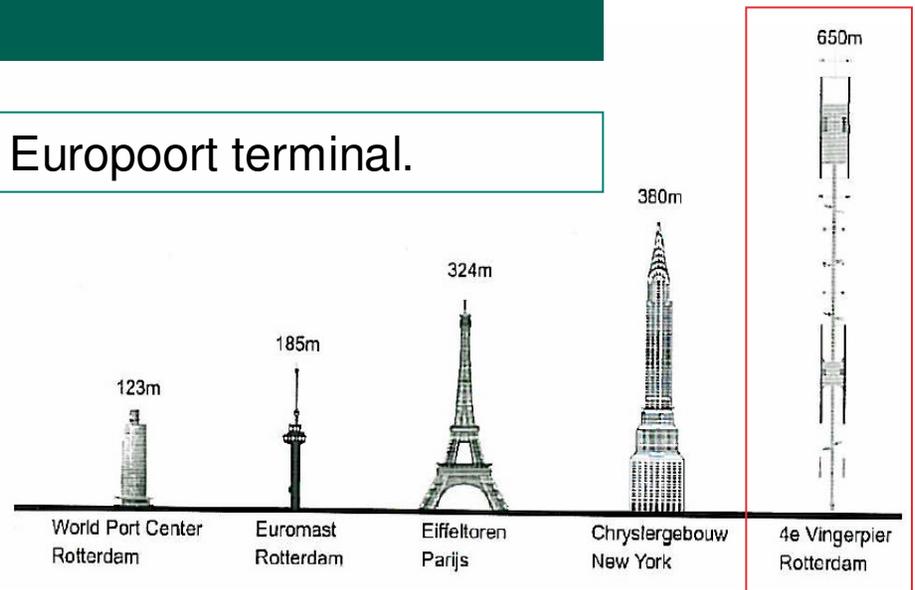
Sizes in perspective

You can drive more than 30,000 times around the world with the gasoline in our largest gasoline tank.

Total square area Vopak Oil Rotterdam

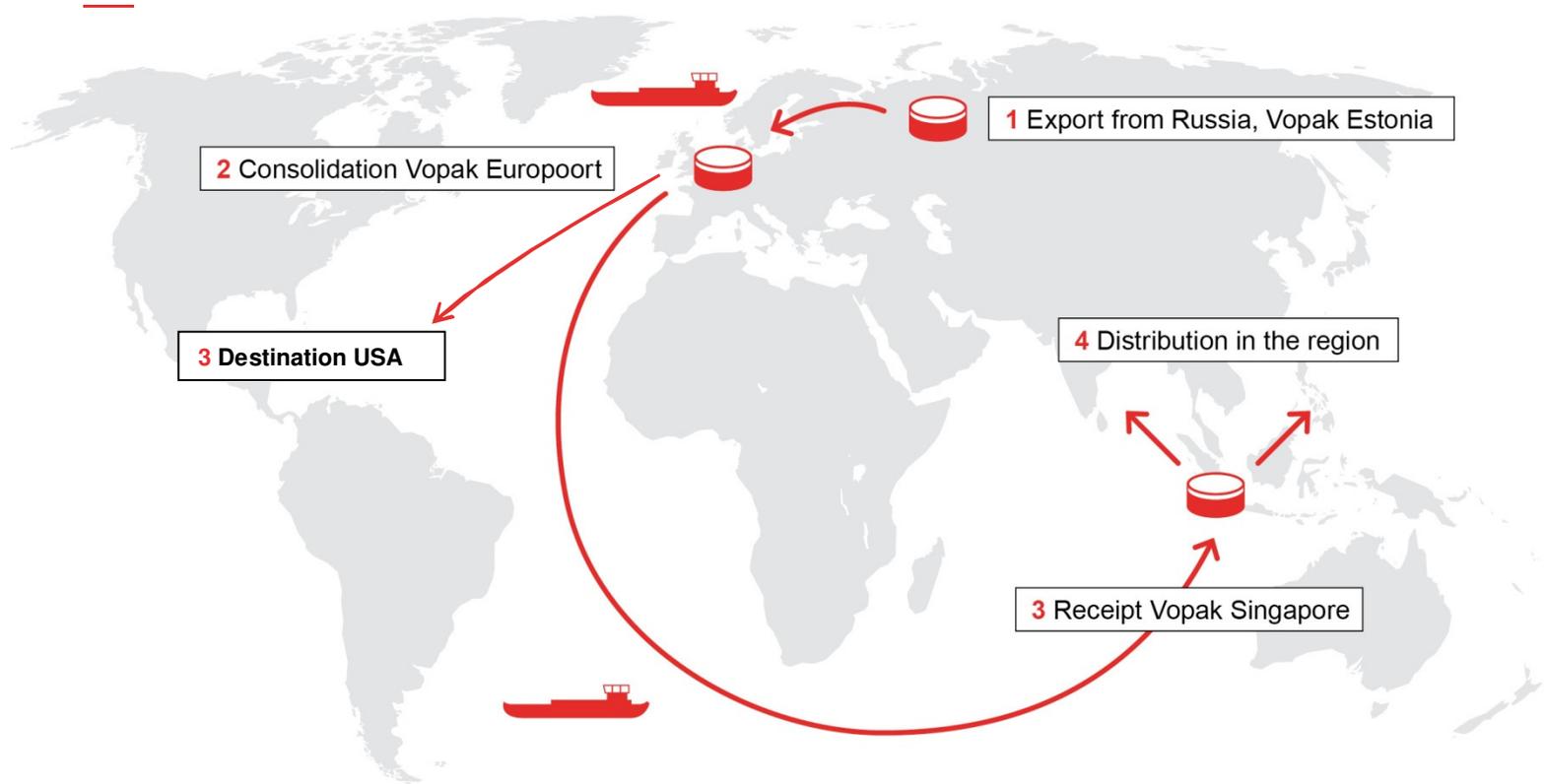
1,152,786 m² = 230 football fields

200 km of pipelines at our Europoort terminal.

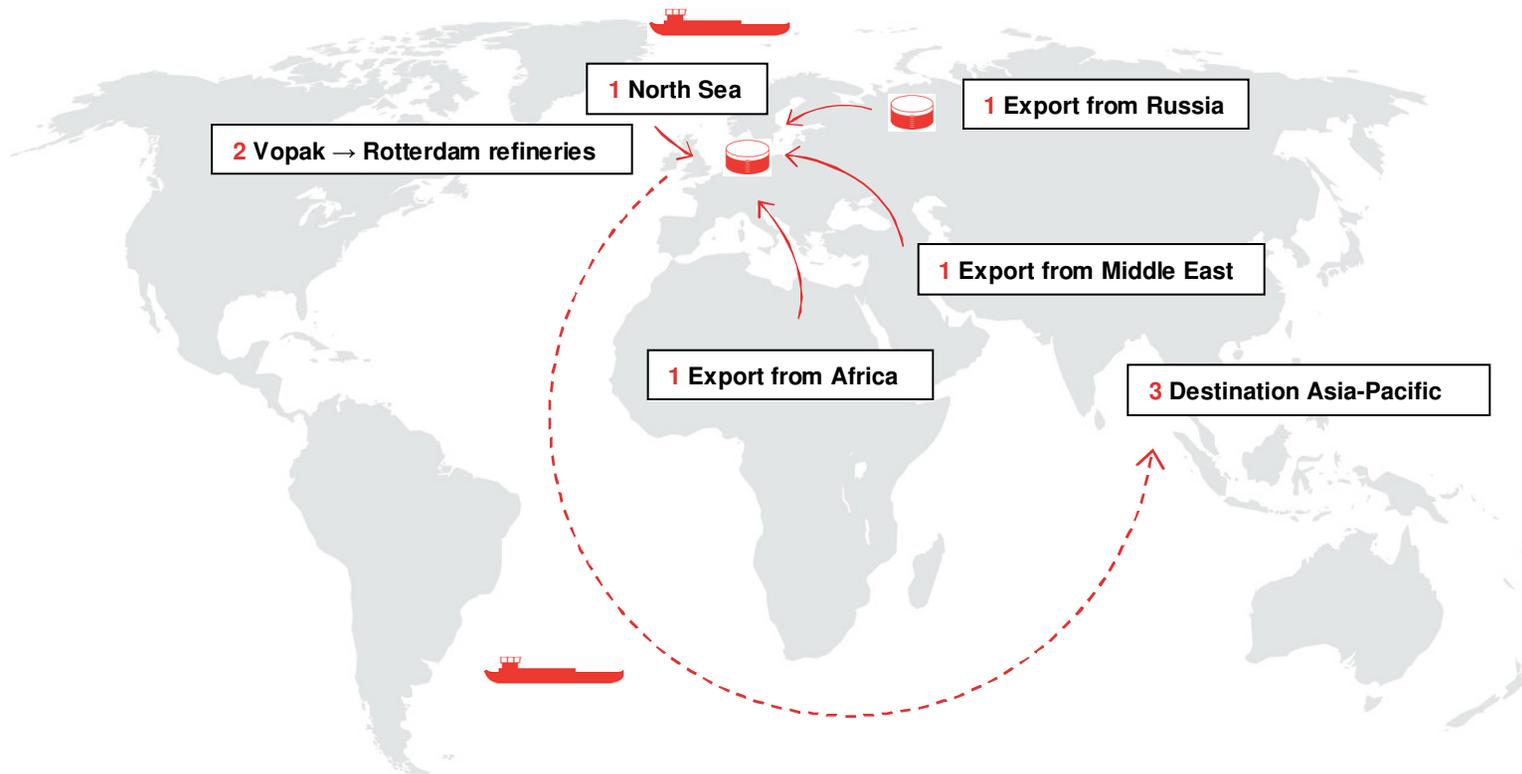


Strategically positioned worldwide

Fuel oil

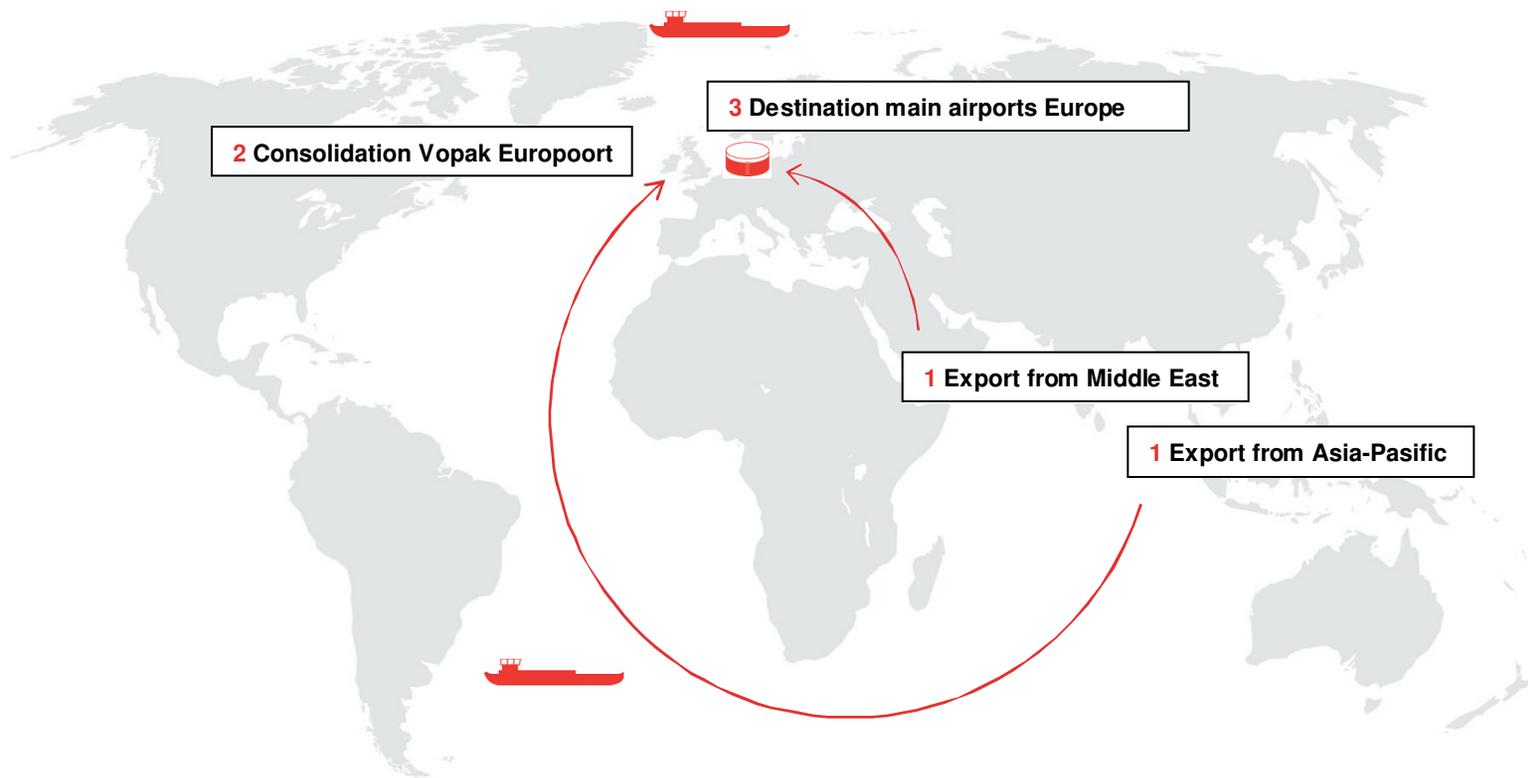


Strategically positioned worldwide *Crude*



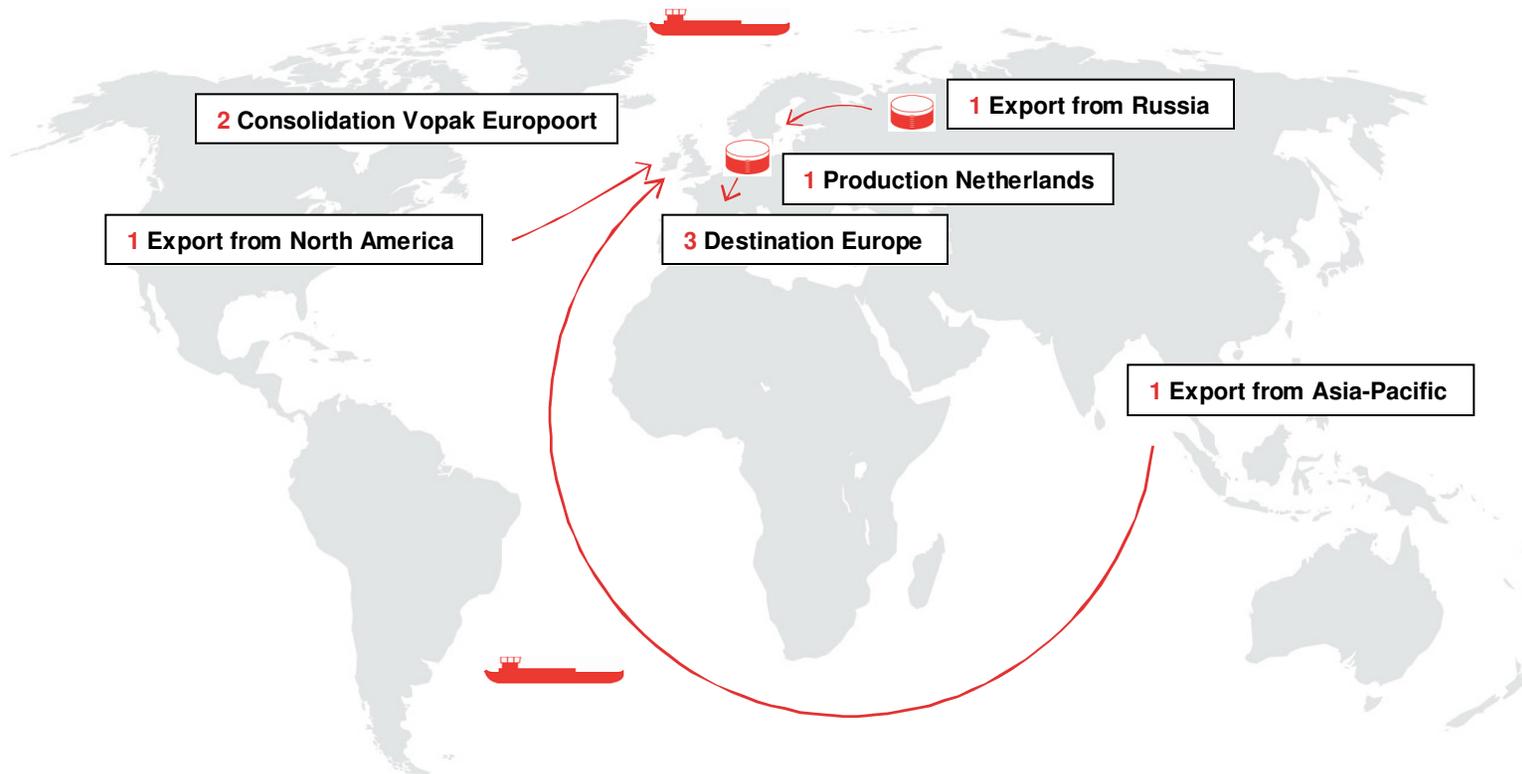
Strategically positioned worldwide

Jet fuel



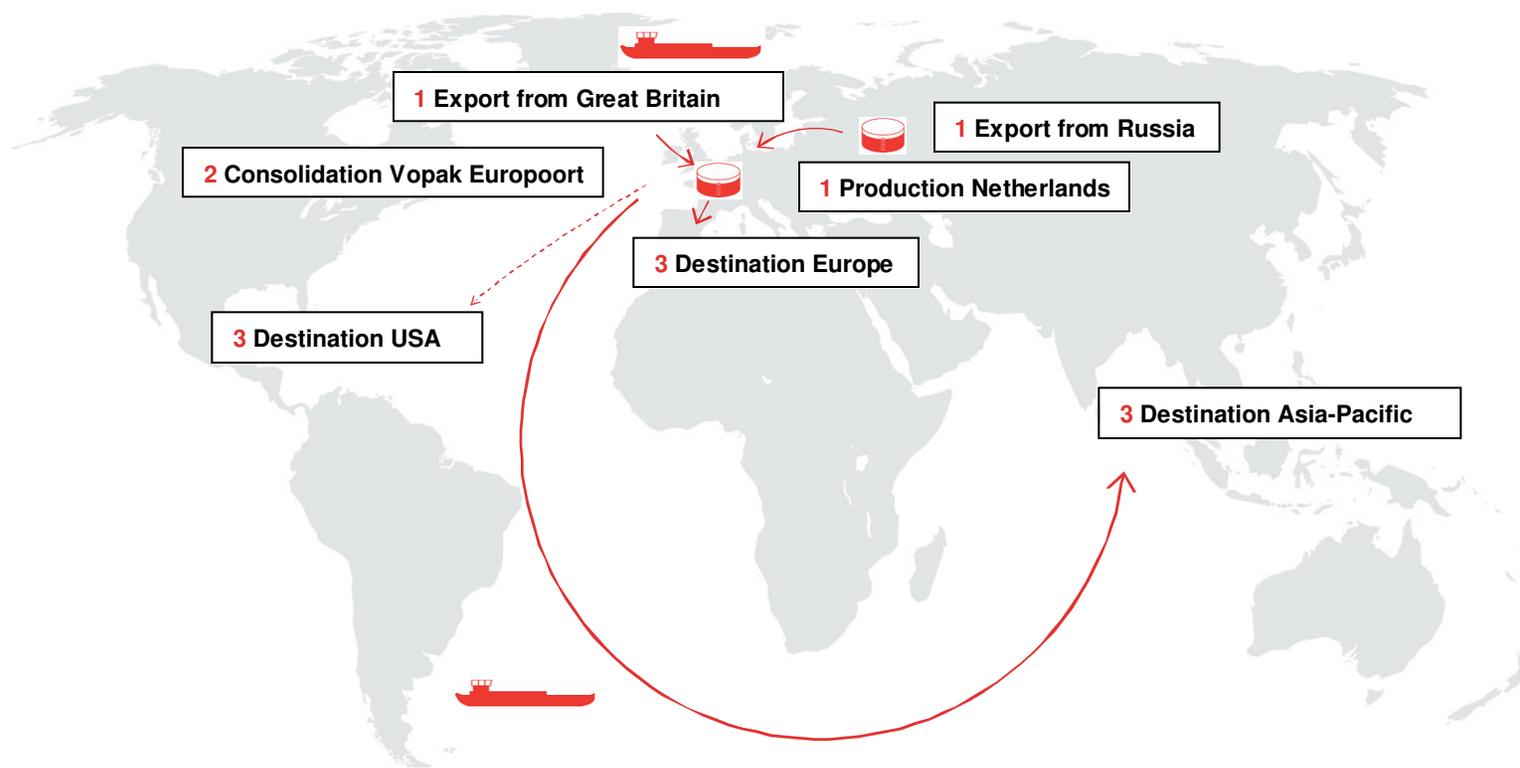
Strategically positioned worldwide

Gasoil



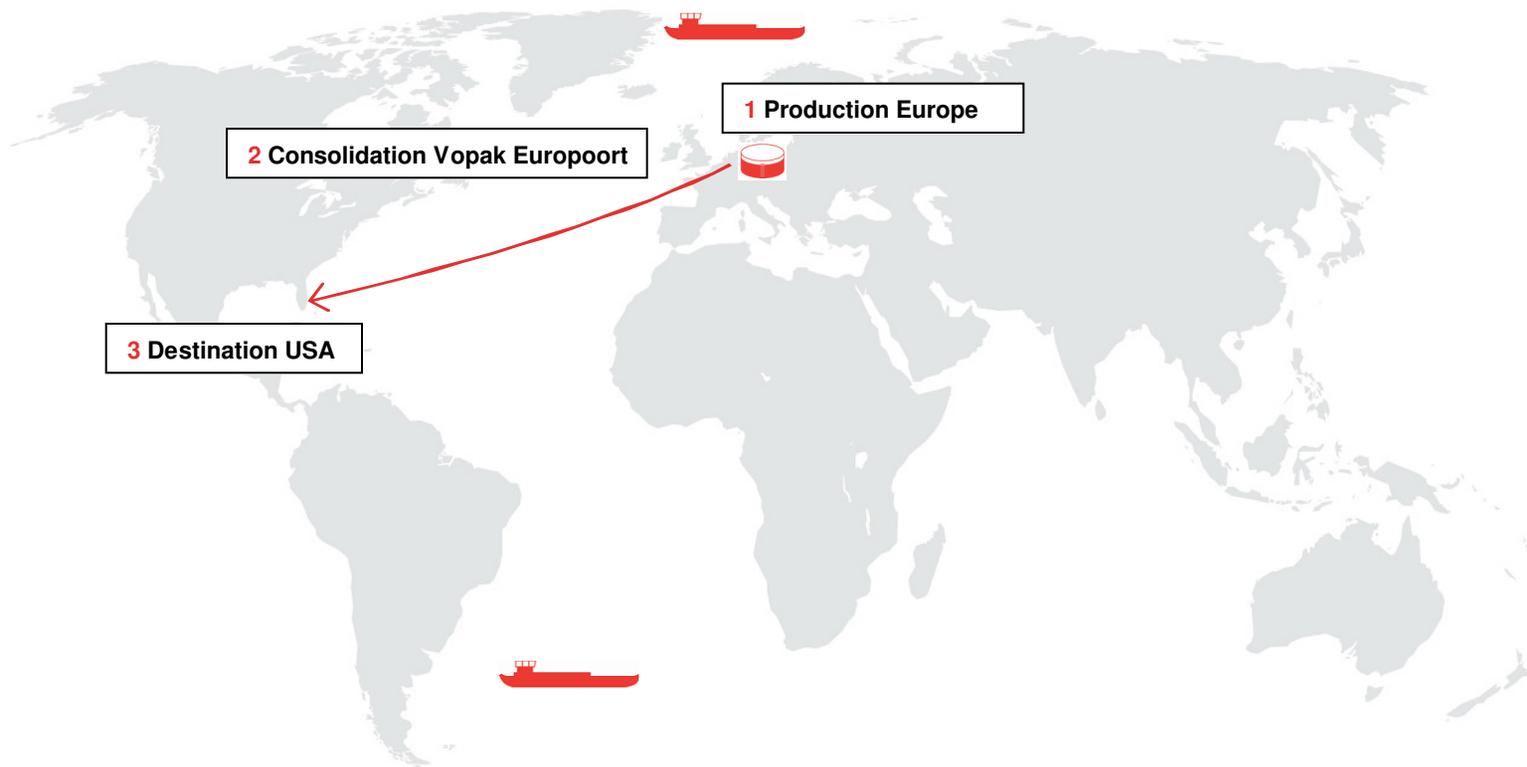
Strategically positioned worldwide

Naphtha



Strategically positioned worldwide

Gasoline



Vopak strategy

EXCELLENT CUSTOMER SERVICE

Attain service excellence across the network

Become preferred provider for strategic accounts

MAXIMUM OPERATIONAL EFFICIENCY

Attain low cost position compared to key competitors

Develop superior ability to withstand all economic conditions

ACCELERATED COMPANY GROWTH

Persue and strengthen leadership in key locations

Invest in partnerships with strategic customers`

EXCELLENCE

set new standards in commercial, operational and financial excellence.

LEADERSHIP ENABLERS

align structure with strategy and improve supply of human capital

Growing demand for Vopak's services by the oil industry

- Increasing product differentiation
- Increasing geographical imbalances
- Liberalization of new markets
- High oil price – high feedstock costs
- New giant oil players



Accelerated
company growth

Transparency

Maximum operational efficiency

- 10 clear rules on how Vopak Oil Rotterdam allocates the infrastructure
- Transparency and predictability

TRANSPARENCY

Transparency and predictability are of tremendous importance for our clients. Our clients use Vopak infrastructure such as jetties, pumps and pipelines on a multi-user basis. It is essential to create clarity for all parties involved with regard to how this infrastructure is allocated. This flyer explains which rules Vopak Oil Rotterdam has adopted to arrange execution as securely and effectively as possible.

WHICH RULES DO APPLY?

- 1 Nominations (and changes to it) are only processed and scheduled by Vopak after they have been submitted in writing. Vopak can assign the client a position in the waiting queue as soon as the following information has been made known: sea-going vessel/ barge name, quantity, product, tank, and ETA. It is possible to make changes to a nomination – for more information, please refer to point 7.
- 2 Nominations are scheduled in the following order: first sea-going vessels and internal and external pumping operations, then barges. Within these groups, Vopak applies the principle of first-come-first-serve. In scheduling nominations, the following is taken into account:
 - The availability of suitable infrastructure (opportunities and limitations); and
 - Maintenance on infrastructure.For an up-to-date overview of the possibilities of our infrastructure and planned maintenance activities, please visit <http://oilrotterdam.vopak.com>
- 3 In scheduling sea-going vessels, the NOR determines the order of first-come-first-serve. In cases where Vopak has not yet received a nomination, the time at which the nomination is received is decisive.
- 4 In scheduling barges, the time at which the notice of arrival fax was received determines the order of first-come-first-serve. In cases where a client has nominated large volumes, Vopak can choose to temporarily allocate a dedicated jetty to this client. The following points apply in this case:
 - All barges for this client will be handled on a first-come-first-serve basis at the dedicated jetty;
 - The other barges will be distributed on a first-come-first-serve basis across the other jetties; and
 - Barges belonging to the client with the temporary dedicated jetty can also be scheduled at the other jetties, when the waiting queue for these other jetties allows for such a move.The following rules apply for all barges loading/ discharging cargo:
 - If a barge cannot arrive at the jetty within one hour after being called, it loses its place in the waiting queue. The barge is required to re-apply by means of a notice of arrival fax; and
 - Once an order is deliverable, it must be planned and executed as soon as possible. In other words, the loading or discharging of a barge may not be postponed until the moment all orders have become deliverable.
- 5 At least four hours prior to the planned time of execution, Vopak will check:
 - Whether the tank is released;
 - Whether there is sufficient volume of product, in the case of loading;
 - Whether there is sufficient tank space, in the case of discharging.
- 6 As long as the above requirements are not fulfilled, the order will be put on hold in the waiting queue and the sea-going vessel/barge will not be called.
- 7 Once the sea-going vessel or barge has arrived at the jetty, and upon timely receipt of the nominations, all operations for the vessel in question will be executed in full. However sea-going vessels and barges are not allowed to occupy a jetty if they are not involved in active operations. Therefore, timely receipt implies: prior to the conclusion of the work in progress.
- 8 The following changes in order details will not have any consequences for the assigned place in the waiting queue:
 - An increase or reduction of the nominated quantity;
 - A switch of the tank, under the condition that no other infrastructure that has already been scheduled is required for this change.All other changes in order details are rescheduled on the basis of the new information.
- 9 The maximum allowed idle time at the jetty for sea-going vessels from all fast final product analysis is 5 hours. If this takes longer Vopak can decide to reschedule the vessel.
- 10 The jetties can be used for Board-to-Board (or Ship-to-Ship) if:
 - This is done simultaneously, with loading from or discharging into a shore tank; or
 - The jetty does not have to be used for loading from or discharging into in a shore tank.An exception to this rule may be formed by VLCC operations.

RULES

Logistic rules
Vopak Oil Rotterdam



THANK YOU



— <http://oilrotterdam.vopak.com>