

RUBIS TERMINAL

**PRESS
KIT**



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THE WILL TO UNDERTAKE, THE CORPORATE COMMITMENT

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1 AN OVERVIEW OF RUBIS TERMINAL

“The will to undertake, the Corporate Commitment”

The will to undertake means creating, acting and moving forward together, with the purpose of ensuring the development of an industrial and human adventure. The Corporate Commitment ensures that Rubis Terminal applies the most responsible approach to its organisation and its work.

A KEY LINK IN THE ENERGY CHAIN

Rubis Terminal, a subsidiary of the Rubis Group which is listed on the NYSE Euronext Paris, specialises in storing liquid motor and heating fuels, chemical products, agri-food products and fertilisers. It was originally constituted through the acquisition of French-based companies, the oldest of which dates back to 1877. Today, the company enjoys strong growth and dynamic international development. It is the leading independent operator in France, and the fifth largest in Europe. Thanks to its strategic geographical positions and constant expansion, it has become a key link in the energy chain and a major player in the logistics chain for its industrial customers.

RUBIS TERMINAL SITES VARY IN THEIR HISTORY, THEIR SIZE, THEIR LOCATION AND THEIR SPECIALISATION

While some sites act as a logistics base for industrial platforms, others function as regional supply centres. The stock management of motor and heating fuels, chemical products, agri-food products and liquid fertilisers is based on complex tracking techniques which have become a key specialist skill of Rubis Terminal.

While some terminals have been constructed recently, the older ones have undergone profound transformations to adapt to the standards and demands of the market.

ALL OF THEM HAVE THE CAPACITY TO OFFER WHAT CLIENT COMPANIES EXPECT FROM A STORAGE TERMINAL:

- a constant concern for the safety of our staff, our subcontractors and local residents,
- respect for the environment, protection of land, water and air,
- stability in the volume and quality of the products stored by Rubis Terminal,
- efficient and reliable procedures.

THE COMPANY EMPLOYS 403 PEOPLE, INCLUDING 252 IN FRANCE AND 151 IN OTHER COUNTRIES

What all the sites also have in common is one of the hallmarks of Rubis Terminal: the skills, commitment and initiative of the teams which are the prerequisites of innovative and effective solutions.

Key figures 2017

Storage revenue €173M

Investments (storage business) €48M

Workforce 403 people including 252 in France and 151 in other countries.

Storage capacity 3.5 million m³.

Traffic 14,7 million tons of throughput on Rubis Terminal sites in 2017.

Source: Rubis annual report 2017.

FAST AND TARGETED DEVELOPMENT

- 1992** Acquisition by Rubis of the Compagnie Parisienne des Asphaltes (CPA) and its sites in Rouen and Dunkirk with total capacity of 1 million m³,
- 1995** Acquisition of a terminal in Brest,
- 1996** Acquisition of the Lyon Saint-Priest site and a first terminal in Strasbourg,
- 2001** Acquisition of the Propetrol Company and its terminals in Strasbourg (fuels and chemical products), Salaise-sur-Sanne, Villeneuve-la-Garenne and Village-Neuf,
- 2002** The company changes its name, becoming Rubis Terminal,
- 2007** Start of international development with the construction of the Rotterdam terminal,
- 2008** Start-up of the Rotterdam terminal and launch of construction of the Antwerp terminal,
- 2010** Start-up of the Antwerp terminal and acquisition of a majority stake in Dépôts Pétroliers de la Corse (DPLC), in Bastia and Ajaccio,
- 2012** Acquisition of a 50% stake in Dörtyol (Turkey). Investments to increase storage capacity and construct a jetty of more than 2 km,
- 2013** Acquisition of 500,000 m³ of capacity on the site of the former Reichstett refinery in Alsace,
- 2014** Commissioning of the Dörtyol jetty (Turkey) with 6 mooring positions, start up of 40,000 m³ in Antwerp,
- 2015** Acquisition of a terminal in Villette-de-Vienne (64,400m³),
- 2016** Start-up of additional storage capacities in Rotterdam (35,400m³), Antwerp (45,000m³) and Rouen (75,000m³),
- 2017** Construction of concrete double wall tanks in Rouen 2 x 9,500 m³, start-up of 30,000 m³ in Antwerp,
- 2018** Start-up of 22,000 m³ of fertilizers storage in Rouen.

Breakdown of products by sales (2017)

65% FUELS

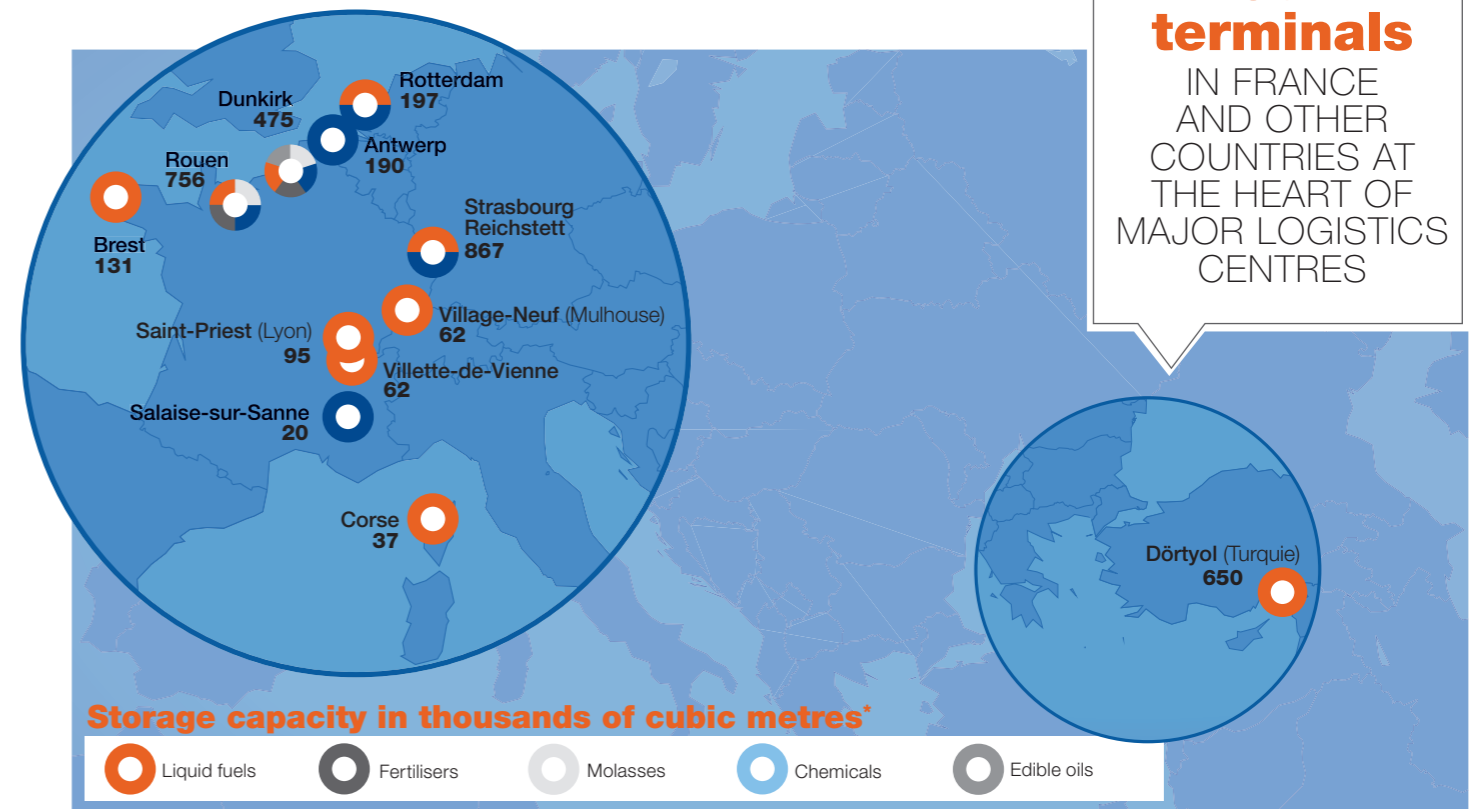
28% CHEMICAL PRODUCTS

5% EDIBLE OILS AND MOLASSES

2% FERTILISERS

Our terminals

IN FRANCE AND OTHER COUNTRIES AT THE HEART OF MAJOR LOGISTICS CENTRES



* Figures have been rounded

2 THE DEVELOPMENT STRATEGY IN FRANCE AND OTHER COUNTRIES

Maintaining a good level of competitiveness in a safe and secured environment in line with all regulations.

Strengthening strategic positions in France to remain leader.

Further developing the sites in the ARA area (Amsterdam-Rotterdam-Antwerp) and in Dörtyol in Turkey.

Seizing new development opportunities both in France and in other countries.

FRANCE



DUNKIRK - RUBIS TERMINAL DUNKERQUE-RTD

Rubis Terminal Dunkerque plays a key role in fuel and agri-food products flows in the North of France. It is connected by pipeline to the north and east of France (Strasbourg).

Products stored

Motor fuels, heating fuels, biofuels, chemical and petrochemical products, agri-food products, fertilisers.

Storage capacity

475,000 m³



ROUEN - RUBIS TERMINAL

The Rouen terminal consists of six sites located on the Seine River and on a section of the pipeline between Le Havre and Paris. This location enables it to be an importation and distribution hub extremely close to major consumption centres, such as the Paris area.

Products stored

Motor fuels, heating fuels, biofuels, chemical products, agri-food products, fertilisers.

Storage capacity

756,000 m³

An extensive supply network both nationally and internationally

BREST - STOCKBREST

Located on the Atlantic Coast, the Brest terminal is a major supply hub in Brittany for heating fuels.

Products stored

Motor fuels, heating fuels, biofuels.

Storage capacity

131,000 m³



STRASBOURG - SOCIÉTÉ EUROPÉENNE DE STOCKAGE (SES)

Located in the east of France, the Strasbourg fuel terminal is situated on the Rhine River. It is connected by pipeline for supplies coming from the Atlantic area, the English Channel and the Mediterranean Sea. It is also connected to the fuel terminal in Reichstett and the chemical terminal in Strasbourg.

Products stored

Motor fuels, heating fuels, biofuels.

Storage capacity

281,000 m³



STRASBOURG - RUBIS TERMINAL

Located near the fuel terminal in Strasbourg, this site is a strategic platform for the chemical industry in the east of France and the west of Germany. It therefore supplies an area running from the Rhine region to Central Europe.

Products stored

Chemical and petrochemical products, liquid wastes

Storage capacity

36,000 m³



REICHSTETT AND STRASBOURG PORT - WAGRAM TERMINAL

In February 2013, Rubis Terminal took over the storage and distribution activity of the former Reichstett refinery. North of Strasbourg, this site is located on the main motorways and connected to Rubis Terminal's fuel site in Strasbourg.

Products stored

Motor fuels, heating fuels, biofuels.

Storage capacity

550,000 m³





VILLAGE-NEUF – RUBIS TERMINAL

The Village-Neuf site is located on the Rhine River at the intersection between Switzerland, France and Germany, to the north of Basel. Its multiple connections enable the terminal to supply those three markets.

Products stored

Motor fuels, heating fuels, biofuels.

Storage capacity

62,750 m³



LYON SAINT-PRIEST – SOCIÉTÉ DU DÉPÔT DE SAINT-PRIEST (SDSP)

The Saint-Priest terminal is located close to Lyon. In order to supply the region, it is connected by pipeline to refineries and fuel storage terminals in the South of France (Fos-sur-Mer, Étang de Berre, Lavera).

Products stored

Motor fuels, heating fuels, biofuels.

Storage capacity

94,900 m³



VILLETTE-DE-VIENNE – SOCIÉTÉ DU DÉPÔT DE SAINT-PRIEST (SDSP)

Located approximately fifteen kilometres away from Saint-Priest, the Villette-de-Vienne site plays a strategic role in fuel distribution logistics. Transported by pipeline from Fos-sur-Mer, fuel products are then dispatched to terminals of the Lyon region, including Saint-Priest.

Products stored

Motor fuels, heating fuels, biofuels.

Storage capacity

62,400 m³



SALAISE-SUR-SANNE – RUBIS TERMINAL

The Salaise-sur-Sanne site is located 60 km south of Lyon and is connected by pipeline to the Roussillon chemical complex. Its location gives it access to markets in France, Italy, Switzerland and Germany.

Products stored

Chemical and petrochemical products, biofuels, liquid wastes.

Storage capacity

19,500 m³

BASTIA – DÉPÔTS PÉTROLIERS DE LA CORSE (DPLC)

Located in northern Corsica, the terminal situated in Lucciana, is the distribution platform for liquid fuel in the area. It supplies three-quarters of the island including the Bastia, Calvi and Figari airports with jet fuel.

Products stored

Motor fuels, heating fuels, biofuels, jet fuels, additive and colouring products.

Storage capacity

19,100 m³



AJACCIO – DÉPÔTS PÉTROLIERS DE LA CORSE (DPLC)

Situated in southern Corsica on the Mediterranean Coast, the Ajaccio terminal is a strategic platform for supplying fuel to the southern and western parts of the island.

Products stored

Motor fuels, heating fuels, biofuels, jet fuels, chemicals, additive and colouring products.

Storage capacity

18,000 m³



INTERNATIONAL

ROTTERDAM, NETHERLANDS – RUBIS TERMINAL BV

Located in Botlek Chemiehaven, this terminal specialises in storing and transshipping chemical products and marine fuels. Built in 2008, it is equipped with the latest technologies and four jetties. Progressive extensions have been planned in the coming years.

Products stored

Marine fuels, chemical and petrochemical products.

Storage capacity

197,000 m³



Supporting the economic growth players under the best conditions, protecting products while protecting the environment.



ANTWERP, BELGIUM – ITC RUBIS TERMINAL ANTWERP

ITC Rubis is a joint venture between Rubis Terminal and Mitsui & Co. The terminal is located on the left bank of the Escaut River and benefits from a new lock since 2016. When complete, the storage capacity will reach 500,000 m³ with possible extensions for storing chemical products and gases.

Products stored

Chemical and petrochemical products, C4 derivatives (gas).

Storage capacity

190,000 m³ (of which 14,000 m³ of gas)



DÖRTYOL, TURKEY – RUBIS TERMINAL PETROL

The terminal, specialised in storing liquid fuels, is a joint-venture between Rubis Terminal and Delta Petrol and is strategically located next to Iraq, the world's second largest oil reserve. Commissioned in 2016, the new 2.3 km jetty is able to berth six Suezmax vessels. The site storage capacities could reach up to 1,000,000 m³.

Products stored

Fuels.

Storage capacity

650,000 m³

An essential link in the energy chain and a major player in the supply of industrial customers.

3

UNDERSTANDING RUBIS TERMINAL'S BUSINESSES

- Storing** products that are essential for the economy and local consumption.
- Ensuring** the supply of major centres of consumption and industrial zones.
- Optimising** customers' logistics operations.
- Supporting** the economic growth players under the best conditions, protecting products while protecting the environment.

DYNAMIC CUSTOMERS, AGENTS OF GROWTH

The customers who store their liquid products with Rubis Terminal are principally:

- Hypermarkets and supermarkets needing to store motor and heating fuels,
- Oil companies and chemical and petrochemical groups wishing to optimise their logistics operations,
- Buyers storing liquid products that have been traded on international markets,
- The company that manages strategic stocks of liquid fuel for the French government.

ESSENTIAL PRODUCTS BOTH FOR A SMOOTH RUNNING ECONOMY AND FOR HOUSEHOLD CONSUMPTION

Rubis Terminal stores different types of product on behalf of its customers.

MOTOR AND HEATING FUELS

The liquid fuels that are handled on Rubis Terminal sites are everyday consumer products:

- diesel and gasoline (98-octane, 95-octane, E5, E10, E85), supplied in filling stations in proximity to terminals,
- heating fuels: domestic fuel and heavy fuel. Domestic fuel is used for both individual and collective heating systems. Heavy fuel is intended for customers who provide fuel for thermal power plants, suppliers to urban heating systems and provides of fuel to ships.

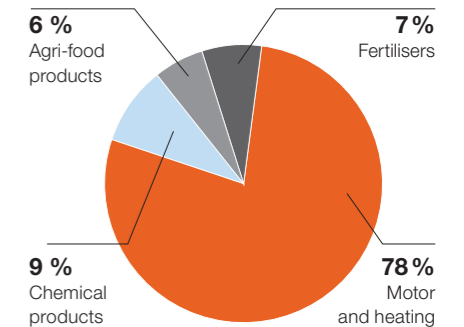
FERTILISERS

The liquid fertiliser that is stored is supplied to farmers and agricultural cooperatives to fertilise their land.

CHEMICAL PRODUCTS

Rubis Terminal stores chemical products for petrochemical and pharmaceutical groups. These basic products are essential for the production of the industrial plants that transform them into plastics, polystyrene and everyday household products.

Breakdown of products by volumes stored (2017)



Ship unloading.



© Gilles Dacquin – Transfer pipe for chemical products

AGRI-FOOD PRODUCTS: EDIBLE AND INDUSTRIAL OILS

The agri-food products stored by Rubis Terminal are mostly crude and refined edible oils, biofuels and molasses intended for livestock.

STRATEGIC CONNECTIONS TO SUPPLY MAJOR CONSUMPTION CENTRES

CONNECTIONS



Depending on their locations, sites have varied means of access. They can have maritime, river, road, rail and pipeline connections. Most of the products stored arrive by sea and leave by truck. At the largest motor and heating fuel terminals, an average of 250 trucks per day come to load up with fuel to supply the region's filling stations.

CUSTOMISED SERVICES FOR DEMANDING CUSTOMERS

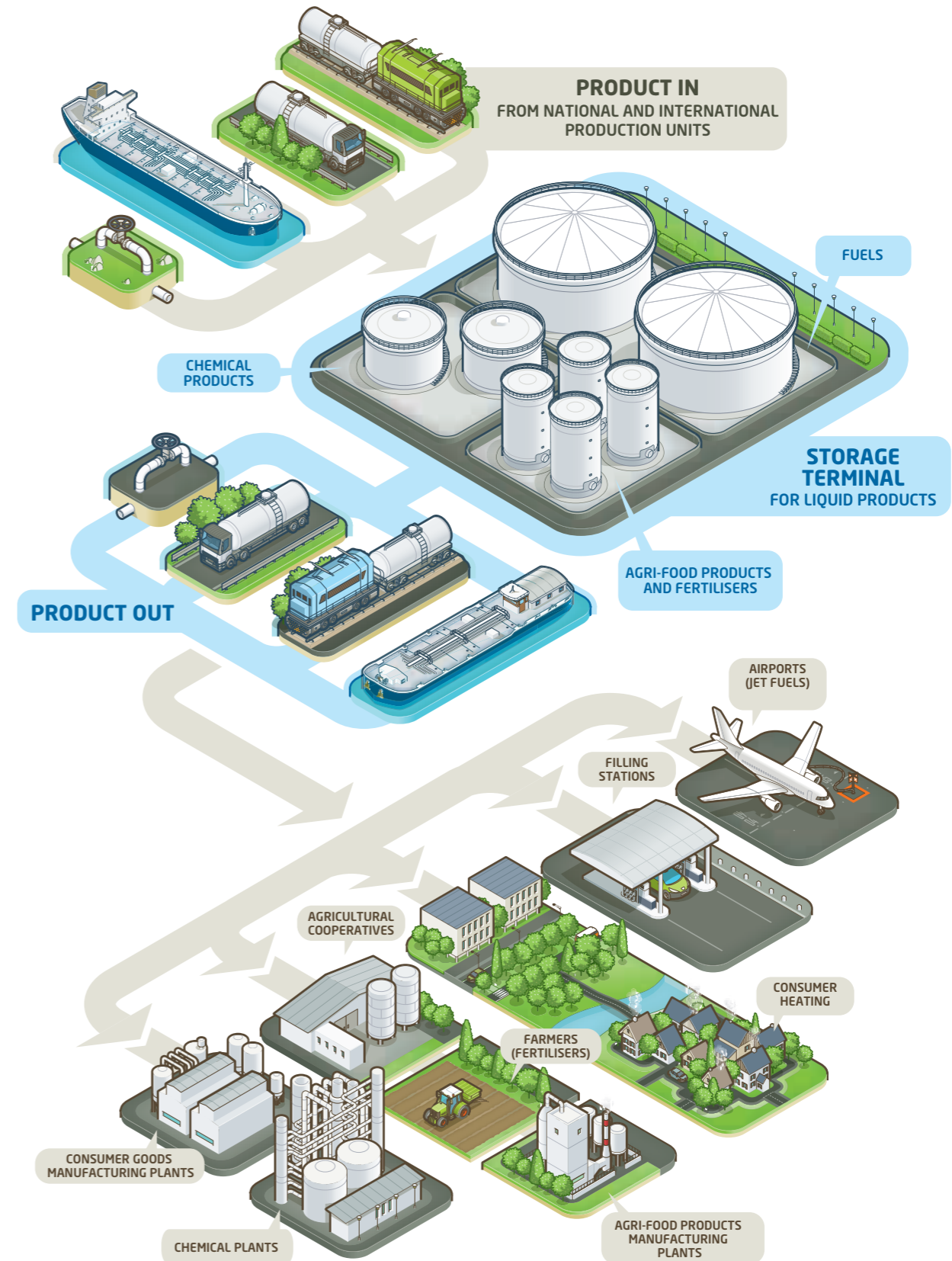
For each product, there is a specific type of storage respecting stringent technical standards. Rubis Terminal also offers a wide range of complementary services to meet the varied needs of its customers.

OPTIMISED TRANSPORT SOLUTIONS FOR EFFICIENT LOGISTICS.



© Gilles Dacquin – Loading of trucks

LIQUID STORAGE TERMINAL LOGISTICS



A COMMITMENT TO SAFETY AND SUSTAINABLE GROWTH

A quality guarantee for a greater safety.
Protecting the environment.
Safety of facilities and protection of people.

THE RUBIS TERMINAL
MANAGEMENT
SYSTEM
CONTINUOUSLY
ASSESSES
AND ANTICIPATES
INDUSTRIAL
RISKS.

SAFETY, THE TOP PRIORITY FOR RUBIS TERMINAL

The Rubis Terminal company's European sites are classified as Seveso installations, which entails adopting an industrial risk prevention policy at company level. The company's Safety Culture is of intrinsic importance to it, and chiefly takes the form of commitments of Quality, Health, Safety and the Environment (QHSE). Rubis Terminal applies the regulations in force in its industry and in the countries where it operates, and emphasises the training and empowerment of its teams. Through a better understanding of risks and an ability to identify and quantify them, the company is able to implement the measures of prevention and protection required by its business.

RUBIS TERMINAL'S QUALITY GUARANTEE

To limit industrial risks, the organisation of sites is subject to internal procedures at every level: operation, product quality, maintenance, sales and administration. These procedures are regularly assessed by both internal and external audits to control the efficiency of the organisation and check that any recommendations for improvement are being carried out.

The company's quality policy therefore forms part of a process of continuous improvement of the safety management system, which has resulted in its facilities being awarded the following management, environment and safety certifications, depending on the sites and products:

- ISO 9001 (quality management),
- ISO 14001 (environmental management) for chemical terminals in France and other countries,
- CDI-T (Chemical Distribution Institute – Terminals) for chemical terminals,
- OHSAS 18001 for the Dörtyol site in Turkey,
- Responsible Care for all chemical terminals and some motor and heating fuel sites.

In addition, some sites that store agri-food products employ the HACCP approach (a preventive method for ensuring food safety).

PROTECTING THE ENVIRONMENT, A CONSTANT CONCERN

Rubis Terminal is committed to protecting the environment on all of its sites, and pays particular attention to the following areas:

- water: monitoring and processing of the quality of groundwater and evacuated water (wastewater and rainwater), which is stored in a water collector and treatment system, analysed, processed as necessary then discharged when it is clean,
- air: monitoring and recovery of gasoline vapours at truck-loading stations by vapour recovery systems that treat them and maintain air quality; treatment of volatile organic compounds (VOCs) on chemical sites; monitoring of CO₂ emissions and policy for reduction,
- land: monitoring and remediation of the quality of the soil,
- waste: sorting, processing, monitoring and traceability of industrial waste.

SAFETY AND PROTECTION OF FACILITIES AND PEOPLE

As a Seveso-classified company with targets for safety and for information on its business, all Rubis Terminal's European storage sites possess:

- an operating authorisation issued by the appropriate authorities,
- an assessment of industrial risks and related preventive measures,
- an internal emergency plan for dealing with operational risks according to various predefined scenarios,
- an external emergency plan devised with government agencies and the appropriate authorities to coordinate risk management plans in the event of an incident liable to affect the neighbouring population.

SAFETY OF FACILITIES

The safety of Rubis Terminal's installations is ensured by different systems, and is constantly improved according to the best standards in the industry. Fire is the principal risk linked to the storage of liquid fuels, and Rubis Terminal owns a powerful fire protection system. For the last five years, a vast investment programme has been under way to increase resources and automate fire-fighting systems. In order to satisfy the appropriate regulations, all the company's European sites are capable of extinguishing fires without the intervention of fire fighters.

The company installs the following internal resources to fight fires:

- pump systems including motor pump and electro pump units and an automated process control system,
- substantial storage of water,
- retention basins around the tanks to contain products in the event of a spill, making it possible to confine a potential fire,
- cooling rings above the tanks to limit the spread of the fire,
- supplies of a foam agent (an emulsifier) which, when mixed with water, will form a layer of foam on the retention basins to smother any outbreak of fire.

In addition, to further strengthen the safety of facilities:

- a computerised monitoring system of installations verifies flows in order to prevent anomalies or overflows,
- detectors of liquid and gas products alert teams in the event of a leak,
- the maintenance of installations enables teams to be both reactive and proactive. Thanks to the preventive maintenance plan, maintenance is not restricted to upkeep and repair, but rather anticipates and improves the safety of the installations.



Sampling of products in the laboratory.



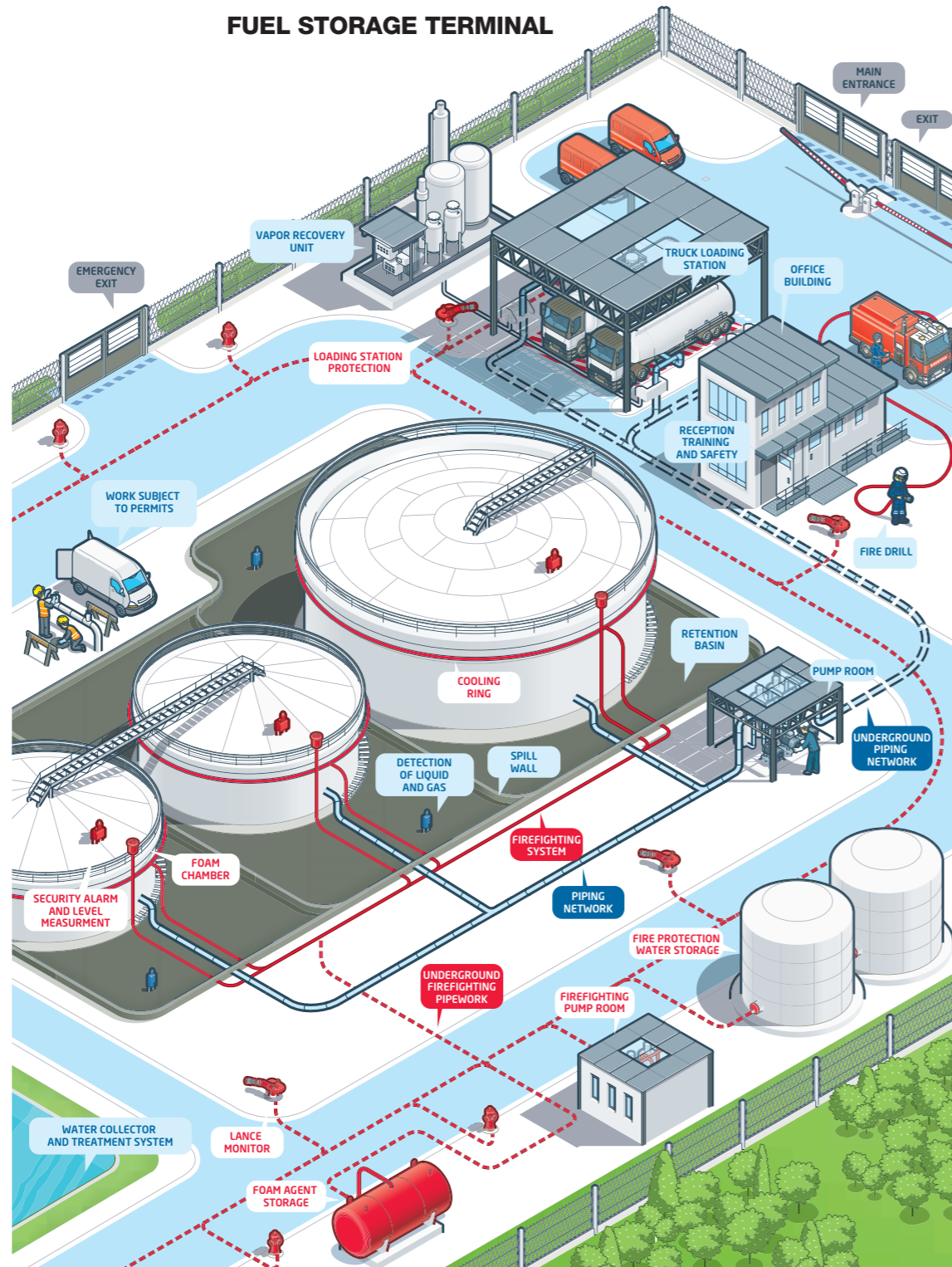
Fire drill.



Fire system valves.

To check that the safety systems operate effectively, accident simulation exercises with the implementation of emergency plans are regularly organised with the involvement of the site, the fire service and government agencies.
 Rubis Terminal sites are inspected at least once a year by the authorities to check the compliance of the installations.
 The safety of the terminals also owes much to the professionalism of the Rubis Terminal teams and the managerial organisation.

FUEL STORAGE TERMINAL



THE SAFETY OF PEOPLE

The health and safety of Rubis Terminal's workforce and external subcontractors on its sites is a constant concern and an absolute priority for the company. Key factors include the management, commitments on Health, Safety and the Environment, training and compulsory protective equipment. The company continually raise employees' awareness on these issues in information meetings and discussions on possible areas of improvement.

Operational teams receive training through a mentoring system, and they take part in refresher courses provided by specialised organisations on a regular basis. In the case of certain technical skills, accreditations are awarded to confirm individual employees' expertise.

External companies are given training before being allowed to intervene on the company's sites. The following regulatory phases are employed: firstly a schedule of operations is determined, and then external staff are trained in safety standards by local teams. They then receive daily work permits authorising them access to the site in question.

Rubis Terminal operators and external subcontractors working on company sites must wear compulsory personal protective equipment, which is specific to each product stored.

As a minimum, the equipment includes suitable work clothes, safety footwear, a hard hat and safety glasses.

When certain products are handled, the staff may be required to wear complete coveralls.

It is also important for the company to make neighbouring populations aware of risks relating to its business. Information campaigns are run for this purpose in conjunction with the authorities so that people living near Rubis Terminal sites are aware of the company's activity.








© Gilles Dacquin – A worker wearing compulsory personal protective equipment checks the level of a tank.



Mentoring is used as a method of training in the fire prevention system.

COMPULSORY PERSONAL PROTECTIVE EQUIPMENT

-  Hard hat
-  Safety gloves
-  Work clothes
-  Safety footwear
-  Safety glasses

A SOCIAL AND RESPONSIBLE VISION

Responsibility is a fundamental principle of the Rubis Terminal corporate culture, which puts people at the heart of its organisation and wishes to remain a human scale company, even though it is developing in France and in international locations.

A CENTRAL ROLE IN LOCAL ECONOMIC ACTIVITY

In 2018, the company hired twenty-six people in France to support its development and meet growing safety demands.

EMPLOYEE RELATIONS AND COLLECTIVE BARGAINING AGREEMENTS

Rubis Terminal maintains open and constructive relations with its personnel and with representative bodies, based on listening, dialogue and mutual respect.

Employee representatives and senior management meet several times a year to discuss subjects relating to health, safety working conditions for the company's employees.

A CONTRIBUTION TO LOCAL INDUSTRIAL GROWTH

Rubis Terminal sites constitute an essential link in the logistics chain by supplying local industries. Their presence and capacity for adaptation are indispensable to regional development and generate many direct and indirect jobs. Some sites are among the largest employers in the regions in which they operate, and the managers of the terminals maintain close relations with local communities. The company cooperates closely with the ports with which it has signed concession agreements (Rotterdam, Antwerp, Rouen, Strasbourg, Dunkirk, Brest). It encourages its site managers to take on responsibilities in the management of port authorities, notably in the Port of Rouen Development Council, the Board of Directors of the Port of Strasbourg and the Strasbourg Ports Users group.

A CENTRAL ROLE
IN LOCAL
ECONOMIC
ACTIVITY

INFORMATION AND AWARENESS CAMPAIGNS FOR LOCAL POPULATIONS

All the company's terminals actively conduct regional campaigns on major industrial risks to inform local populations about their activities, the products that they store and the relevant safety instructions. Awareness campaigns take the form of brochures distributed to local residents, detailing safe behaviour to adopt in the event of an incident. Some site managers also carry out awareness campaigns in schools and organise site visits to present the company's activities to journalists, local politicians and children.

COMMUNITY ACTION AND SPONSORSHIP

Seeking to establish itself as an industrial, social and cultural player in the countries where it operates, the Rubis Group set up the Rubis Mécénat endowment fund in 2011. Its purpose is to support committed artists by hosting exhibitions, commissioning and acquiring works of art. It also supports humanitarian and environmental causes and sets up social and cultural projects.

Thanks to Rubis Mécénat the Group is able to develop its image and to increase its involvement in communities by setting up philanthropic projects.

PEOPLE AT THE
HEART OF RUBIS
TERMINAL PROJECTS



The installation *Les Voyageurs* of the artist Fanny Allié, on the wall along the terminal of Saint-Priest.

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