LUKOIL in the Benelux
10 years of successful activities

CCBLR
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Bulat Subaev
Managing Director
RUSSIAN OIL IN THE BENELUX – PARTNERSHIP FOR OVER 100 YEARS

• Deep historical roots since the times of Peter the Great
• Exposition Universelle d'Anvers in 1885: 3 Russian Oil Companies represented
• Leading Russian Oil Company “Nobel Brothers” has built a terminal in Antwerp and became a major supplier to the region
• Russian petroleum awarded for its finest quality at the Exposition Internationale d'Anvers in 1894
HOW IT HAS STARTED

• 1\textsuperscript{st} of June 2007 – set up of LUKOIL Belgium N.V.

• May 2008 – 1\textsuperscript{st} rebranded station grand opening

• December 2008 – whole network of 157 stations rebranded
SUCCESS STORY

2007
- Enter to the Belgian and Luxembourg markets

2007
- Purchase of a network of 157 stations and a terminal in Brussels

2008
- First apparition of LUKOIL brand in the Benelux
- Rebranding of the whole network

2009
- NL: Purchase of a 45% share of the Zeeland Refinery (TRN) in Vlissingen

2012
- Enter to the Dutch market and further expansion in Belgium

2012
- NL: 33 new stations in Limburg (NL) and a terminal in Maastricht
- BE: 8 new stations in Wallonia and 13 new stations in Limburg (BE)

2013
- NL: 21 new stations in the area of Rotterdam
- BE: 10 new fully automatic stations in Limburg Region

2015
- NL: 18 new stations in the area of Eindhoven

2017
- 10 Years of successful presence on the Benelux Market
More than 260 stations in the Benelux

Fuel terminals in Brussels and Maastricht

Share in Zeeland Refinery, capacity 4.9 million tonnes per year (LUKOIL share)

Efficient logistical solutions, integration between supply, refining and marketing

More than 110 persons working at LUKOIL offices in BE & NL

Over 1000 direct jobs within LUKOIL business in the Benelux
VERTICAL INTEGRATION LUKOIL

**Oil production** at LUKOIL fields in Russia, applying highest standards

**Crude oil, diesel and gasoil supply** to Europe, deliveries to the Port of Rotterdam

**Crude oil transportation to Vlissingen and processing at Zeeland Refinery**

**Product delivery** by Barges to LUKOIL terminals

**High-quality fuel** provided to the final customer together with a large choice of shop products
LUKOIL & BELGIUM

BIGGEST RUSSIAN INVESTOR
• Appx 150 million euro invested in more than 10 years
• Total amount of taxes paid in 2017 – 521 million euro

1st RUSSIAN BRAND IN BELGIUM
• Russian-born brand well accepted by the customers
• Stable growth in sales at stations after rebranding
• Wide portfolio of partnerships with local companies

DEVELOPED AND STABLE MARKET
• Predictable economic and regulatory environment
• Advantageous location in Europe
• Good People-to-people contact, multicultural society

April 2011
HRM Philippe of Belgium visited LUKOIL Headquarters in Moscow as Head of the Belgian Economic Mission
LUKOIL greatly appreciates CCBLR’s contribution to the development of economic ties between our countries.

A number of missions have been organized with the support of LUKOIL:

- Perm Region
- Nijni Novgorod
- Rostov
- Astrakhan
LUKOIL STRATEGY BENELUX

Region of priority