



2018

Half-year Results





A MULTI-LOCAL SPECIALIST

- STORAGE
- RETAIL DISTRIBUTION
- SUPPORT AND SERVICES

OF FUEL PRODUCTS

2018 Half-year Results





HIGHLIGHTS

As of June 30, 2018

- Turkey
- Haiti / Madagascar integration
- US sanctions against Iran

2018 Half-year Results



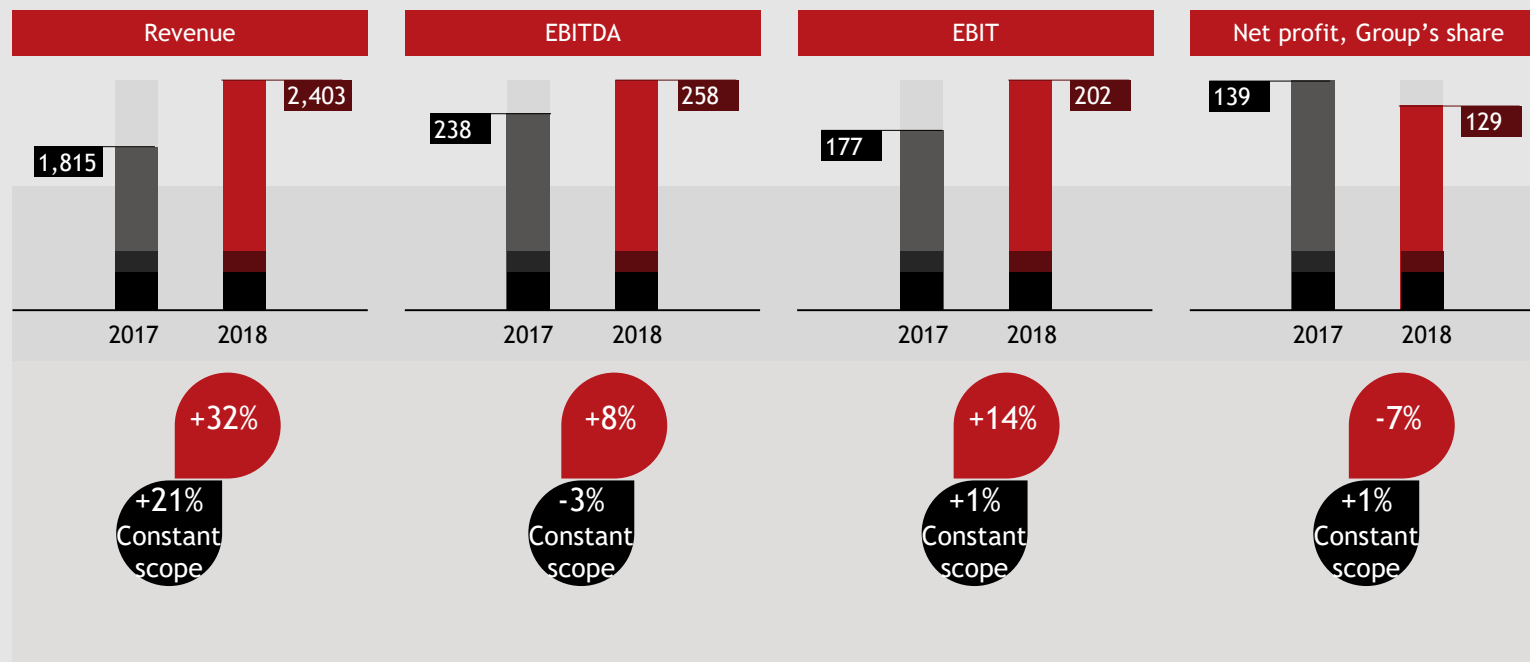


CONSOLIDATED DATA

As of June 30, 2018

CONSOLIDATED DATA

(in €M)

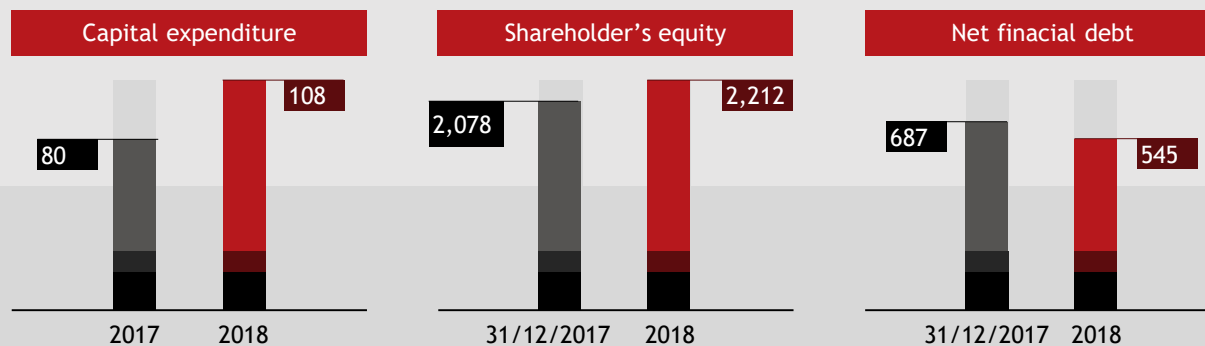


2018 Half-year Results



CONSOLIDATED DATA

(in €M)



A SOUND FINANCIAL STRUCTURE

- DEBT / EBITDA (over a rolling 12-month period): 1.05
- DEBT / EQUITY: 0.25

2018 Half-year Results



CONSOLIDATED DATA

(in €M)

Net financial position as of December 31, 2017	(687)
Cash flow	210
Change in working capital	(21)
Rubis Terminal capex	(29)
Rubis Énergie capex	(44)
Rubis Support and Services capex	(34)
Rubis holding capex	(1)
Net acquisition of financial assets	(5)
Change in loans and advances, other flows	1
Dividend paid out to shareholders and minority interest	(95)
Increase in shareholder's equity	159
Impact of change in scope and exchanges rates	1
Net financial position as of June 30, 2018	(545)

2018 Half-year Results



RUBIS TERMINAL



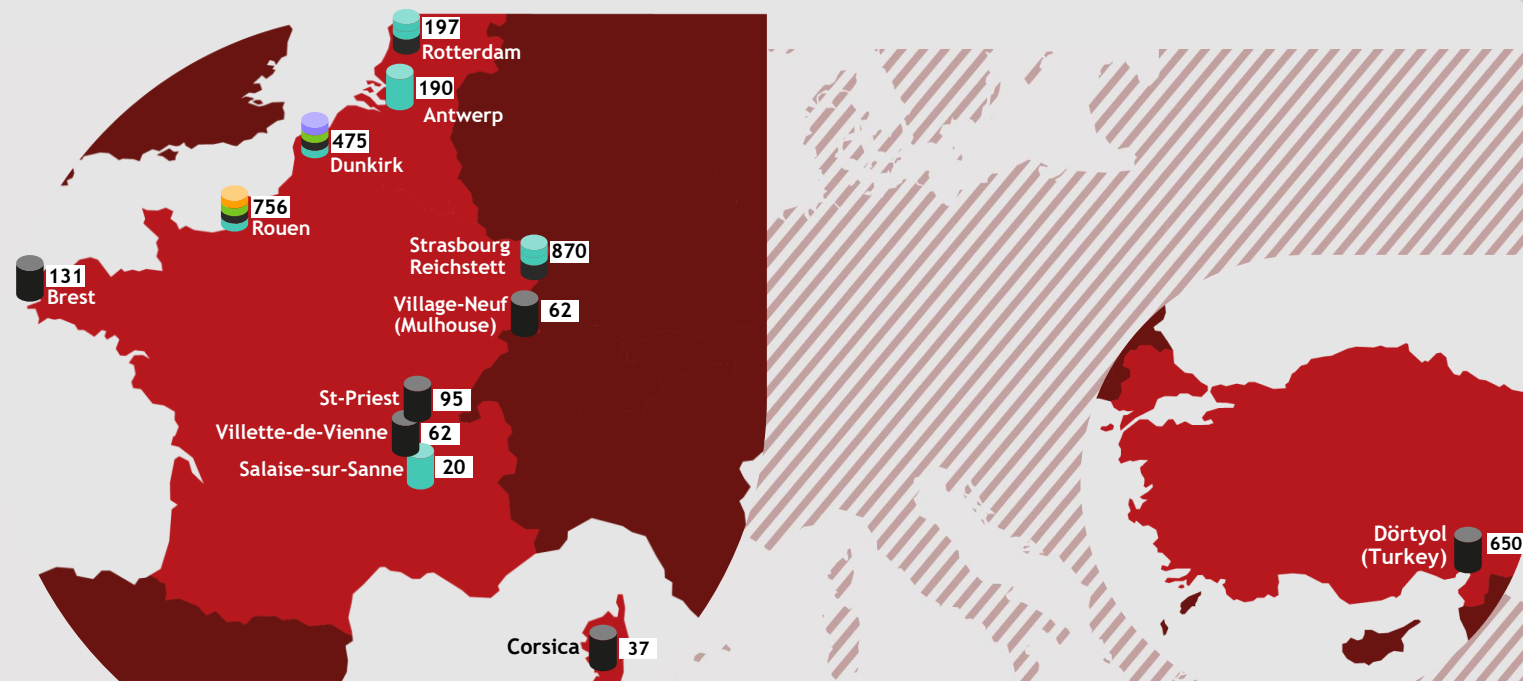
BULK LIQUID STORAGE

- Fuels
- Fertilizers
- Chemicals
- Edible oils / Molasses

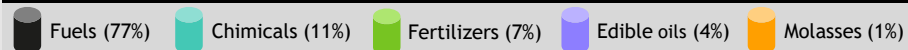
2018 Half-year Results



RUBIS TERMINAL - STORAGE CAPACITY: 3.5 MILLIONS CBM



Capacity geographical breakdown ('000 cbm)



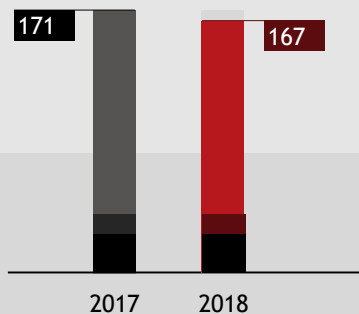
2018 Half-year Results



RUBIS TERMINAL - CONSOLIDATED DATA

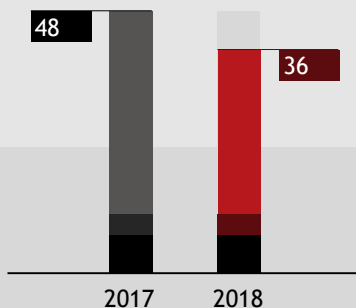
(in €M)

Revenue



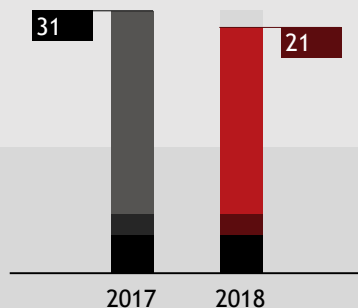
-2%

EBITDA



-24%

EBIT



-34%



2018 Half-year Results

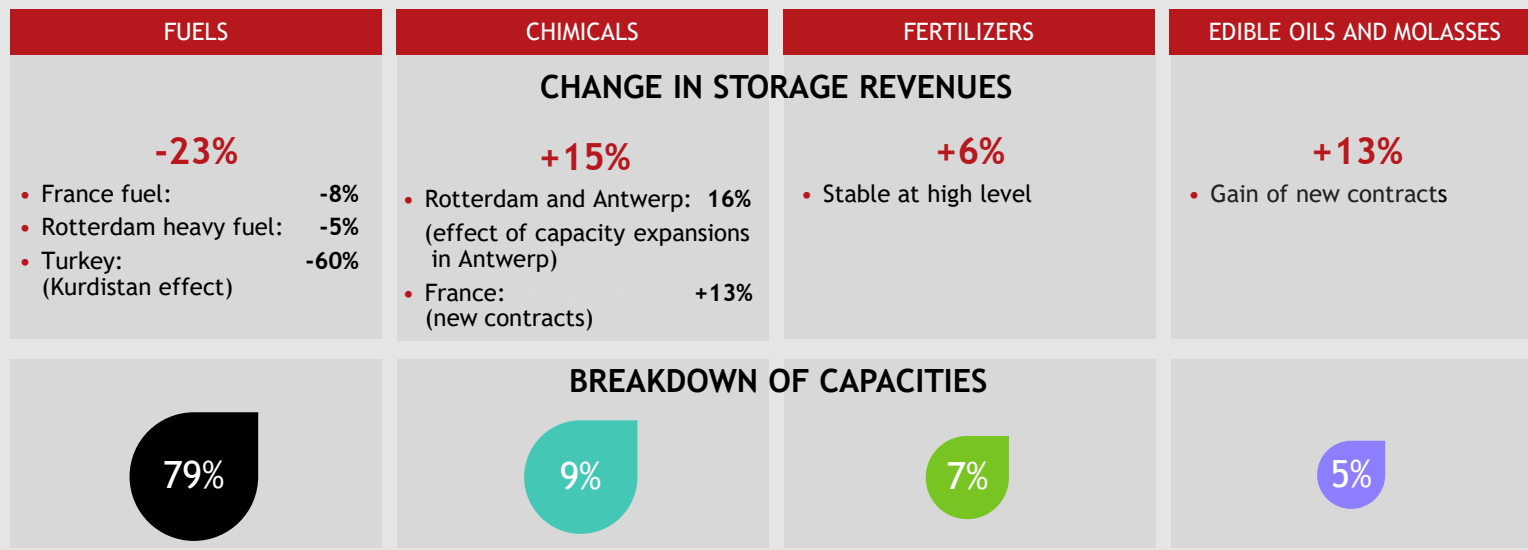


RUBIS TERMINAL - STORAGE BUSINESS

GLOBAL PERIMETER INCLUDING 100% ANTWERP (JOINT-VENTURE)

STORAGE REVENUE : €88 MILLION (-10%)

DISTRIBUTION REVENUE : €96 MILLION (+12%)

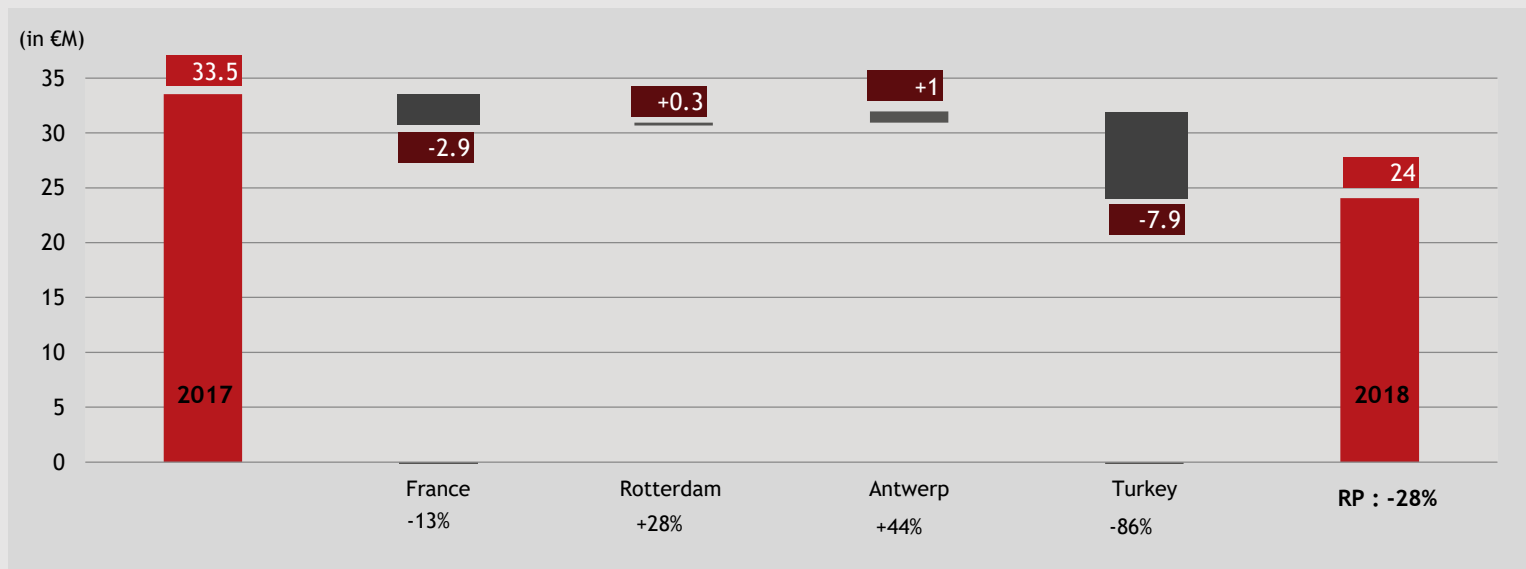


2018 Half-year Results



RUBIS TERMINAL - STORAGE BUSINESS

CHANGE IN EBIT INCLUDING 50% ANTWERP (JOINT-VENTURE)

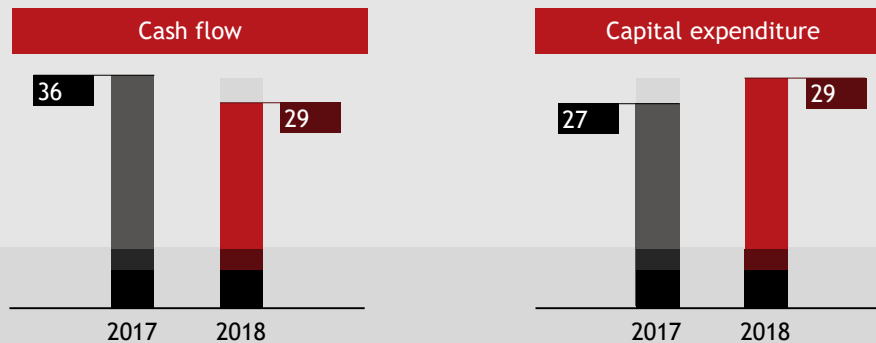


2018 Half-year Results



RUBIS TERMINAL - KEY FIGURES

(in €M)



-20%



2018 Half-year Results



RUBIS ÉNERGIE



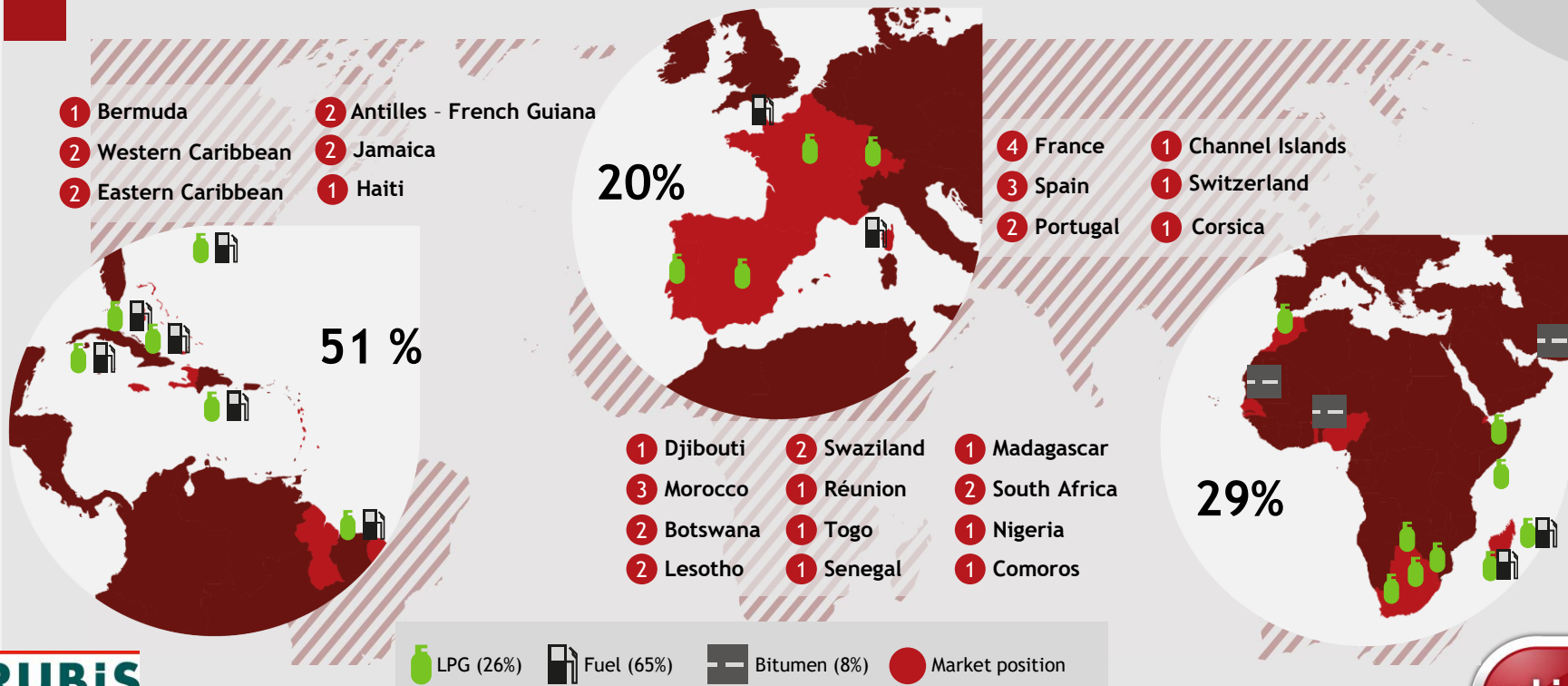
FUEL DISTRIBUTION

- Motor gas stations
- Commercial and industrial fuels
- LPG
- Aviation/marine
- Lubricants
- Bitumen

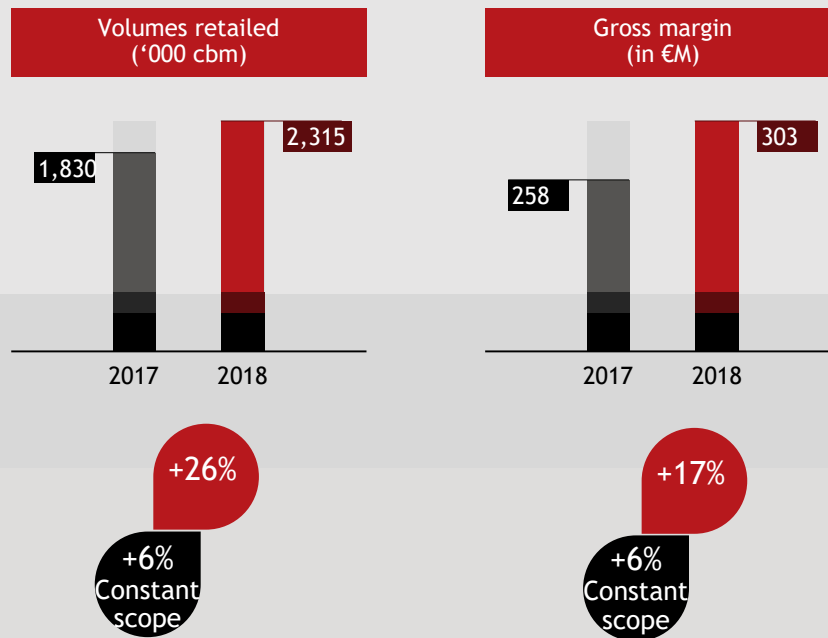
2018 Half-year Results



RUBIS ÉNERGIE: 4.5 MILLION CBM ON A YEAR-ON-YEAR BASIS

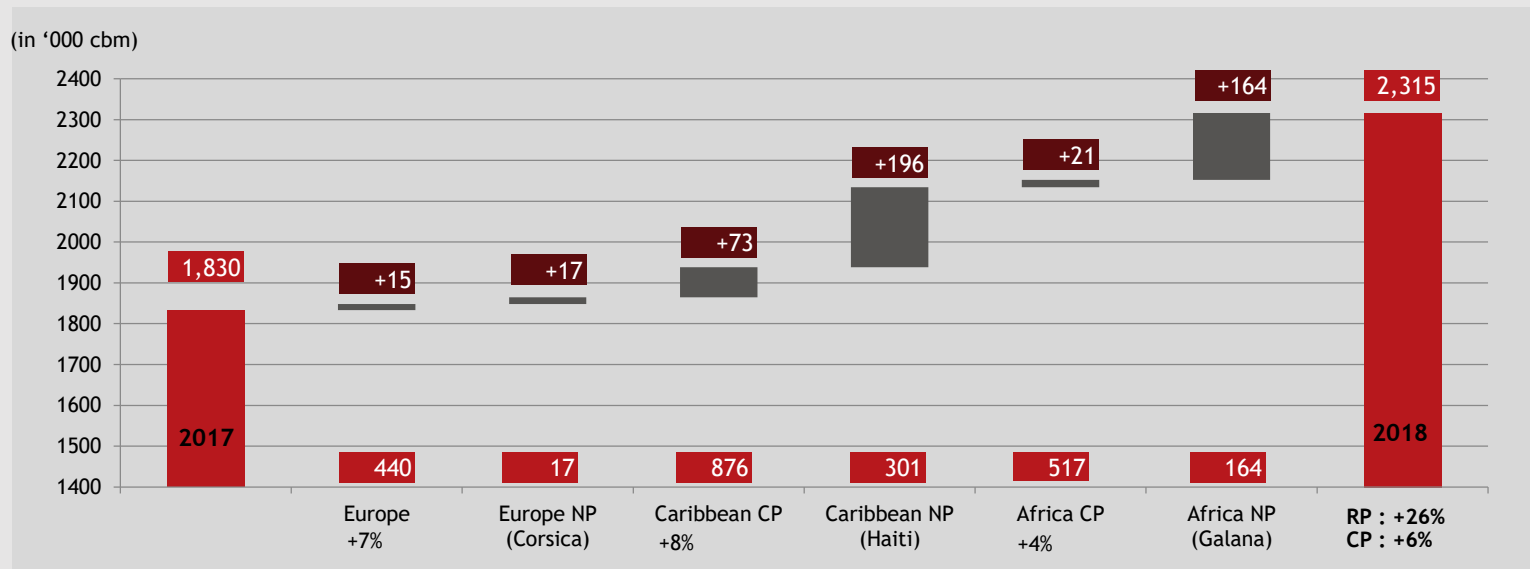


RUBIS ÉNERGIE: KEY FIGURES - RETAIL DISTRIBUTION



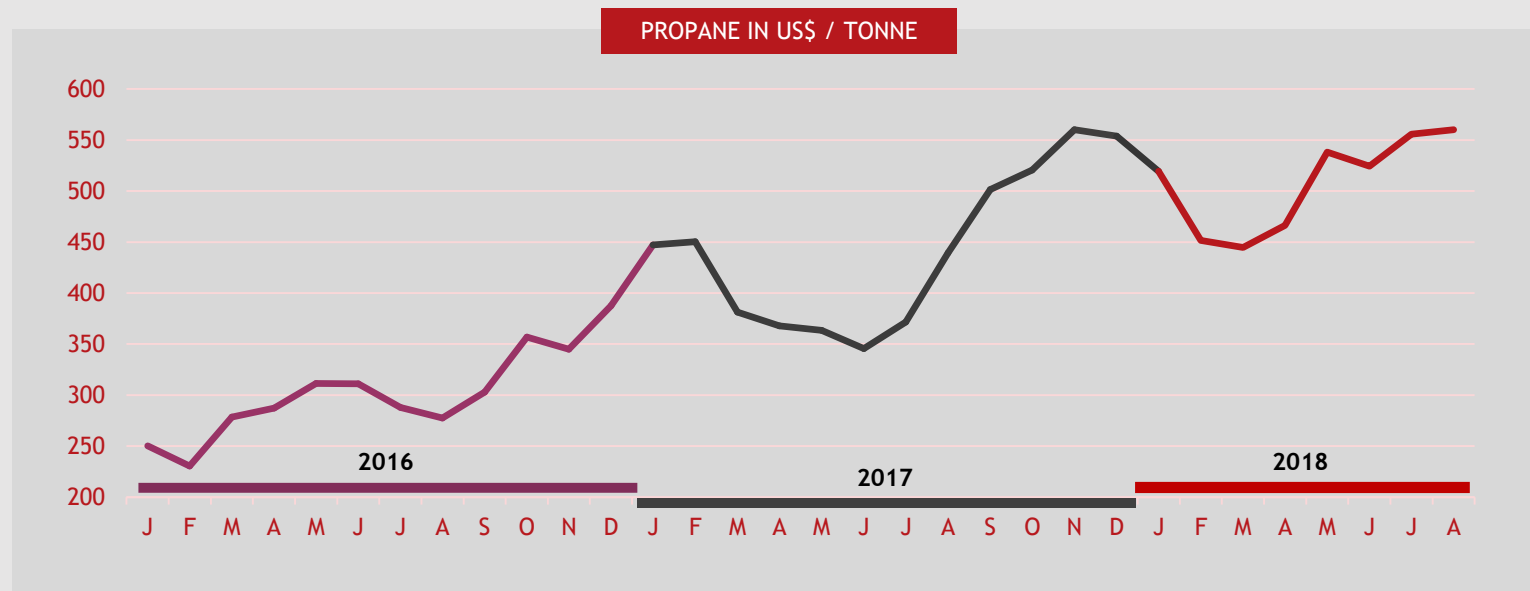
RUBIS ÉNERGIE: DISTRIBUTION BUSINESS

CHANGE IN VOLUMES IN RETAIL DISTRIBUTION



RUBIS ÉNERGIE: SUPPLY PRICES

STRONG MARGIN RESILIENCE VERSUS PRICES VOLATILITY

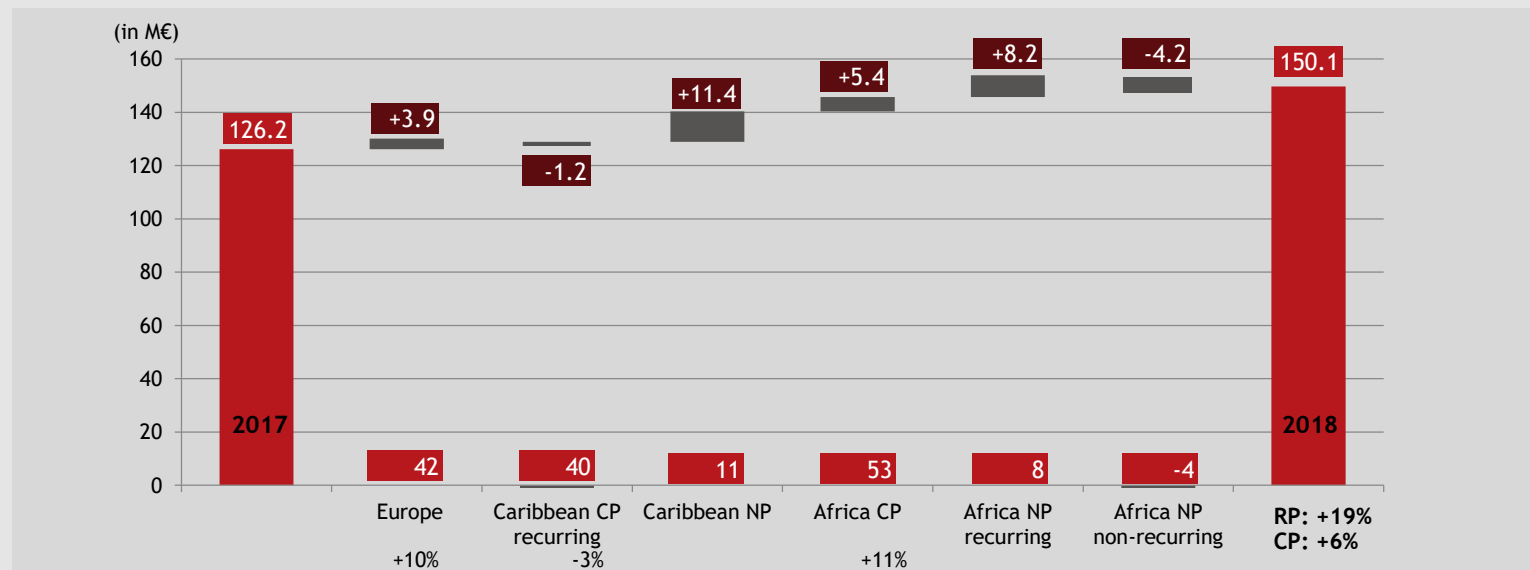


• Quotation in USD:
+25%

• Unit margin all products at constant scope:
Stable

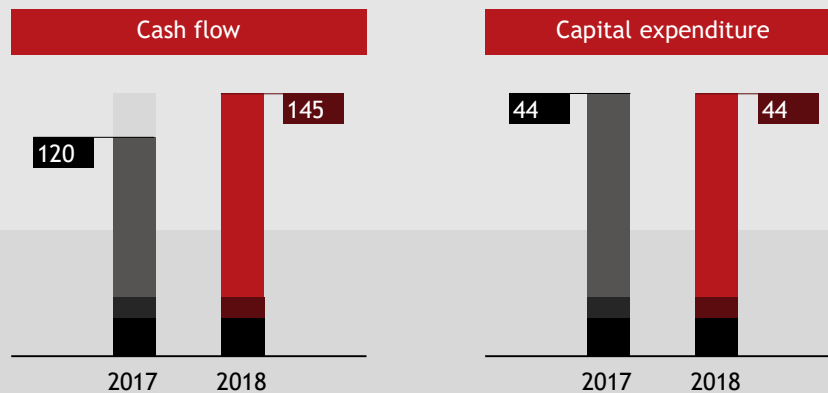
RUBIS ÉNERGIE: RETAIL DISTRIBUTION

CHANGE IN EBIT BY GEOGRAPHICAL AREA



RUBIS ÉNERGIE: KEY FIGURES

(in €M)



+21%

RUBIS SUPPORT AND SERVICES



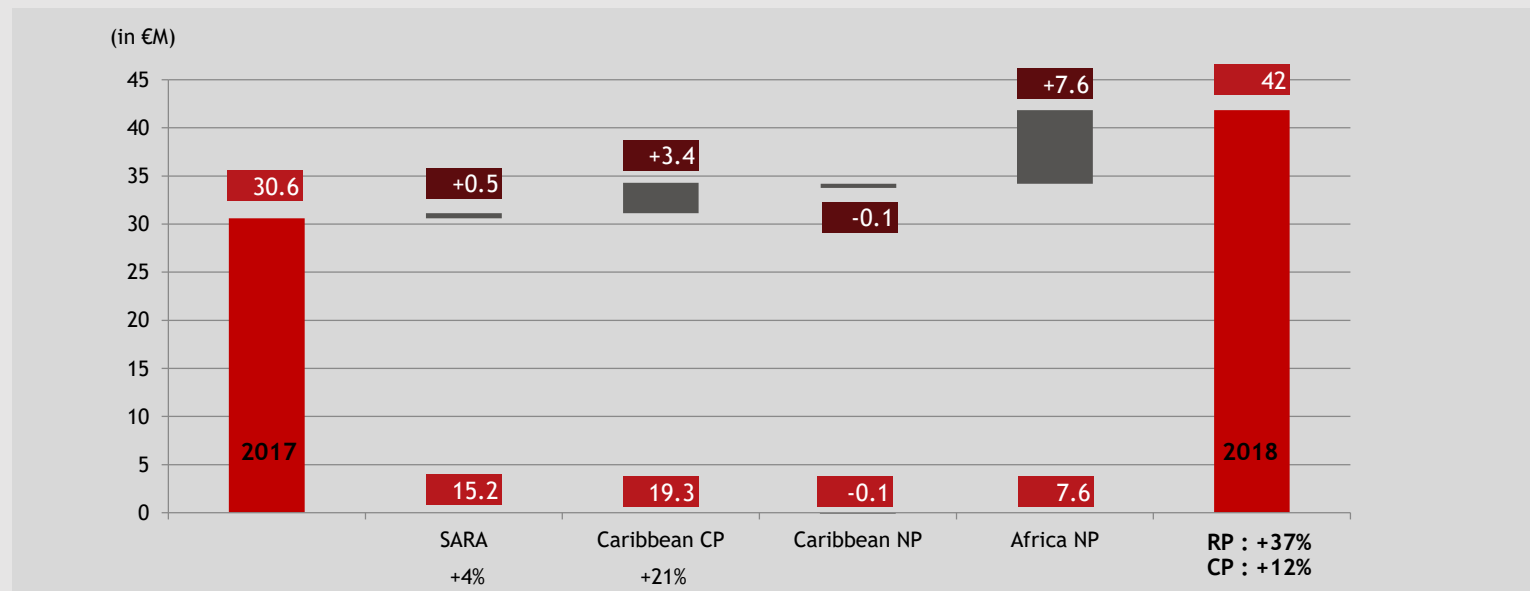
- Shipping
- Supply
- Refining (SARA)
- Trading

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RUBIS SUPPORT AND SERVICES

CHANGE IN EBIT BY GEOGRAPHICAL AREA

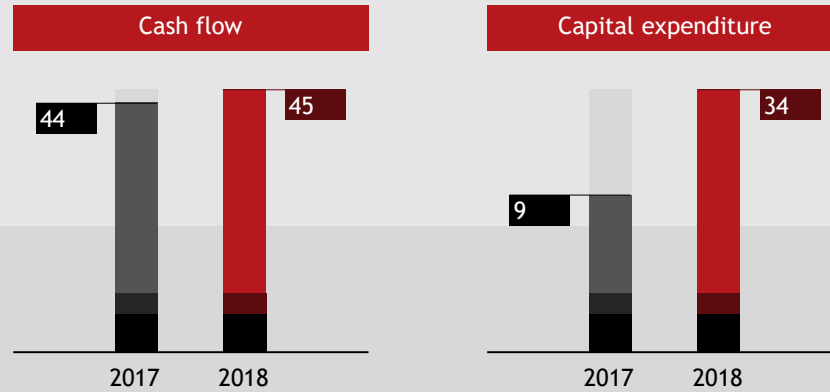


2018 Half-year Results



RUBIS SUPPORT AND SERVICES: KEY FIGURES

(in €M)



+2%

2018 Half-year Results





OUTLOOK



The will to undertake,
the corporate commitment

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