

Vision & challenges in our most important market – The future

2017-09-05 Donsö Shipping meet

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Preem in brief 2016

- **Turnover 56 billion SEK (~6,5 billion USD)**
- **One of the major Swedish export companies, 69 percent of the production was exported during 2016**
- The total production capacity is 18 million m³/year and is more than the total Swedish consumption
- **80 percent of the Swedish refinery capacity and 30 percent of the Nordic capacity**
- 50 percent of all refined products to the domestic market is produced by Preem and 2/3 is sold by Preem brand
- One of Sweden's largest producers of renewable fuels

Export

We are the third largest export company in Sweden

#3



Preems current offer to Marine segment

Preem acts as a full scale supplier of marine fuels.

According to customers request we offer supply with

- Trucks
- Barge
- Ex-pipe.

Preem can offer long scale agreement, spot agreement on daily basis and more advanced customer solutions.

As Sweden's largest fuel company we control the entire chain from refining to refined products, delivered to your vessel.



We produce and act as physical supplier for following Marine Fuel products

- Gas Oil E10, max 0,05% sulphur
- Gas Oil E32, max 0,05% sulphur
- Marine Ultra LS
- IF 380 3,5% HS
- RMD80





Our vision:
Preem leads the transition
towards a sustainable society

Our future market towards 2030

"Add value for our customers and society by developing and providing environmentally adapted fuel at competitive prices"



3 strategic areas with goals

Growth of renewable fuels

Goal: > 3 million m³

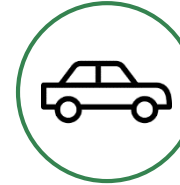
Top Class Profitability and
market efficiency

Goal: > 8 billion SEK

The most innovative fuel
company

Goal: Most sustainable brand

Customer segment



Preems product portfolio to customers

- Liquid environmentally adapted fuel



Refining

- Gasoline
- Diesel
- Gasoil
- Fueloil



Renewable fuel

- Preem Evolution Gasoline
- Preem Evolution Diesel
- Preem Evolution Diesel+
- Svanen eco-label



Ultra low sulphur fuel

- MK1 Diesel 0,001%

Low sulphur fuel

- Gasoil 0,05%
- Marine Ultra LS 0,05%



Preems product portfolio to customers

- investments in production for environmentally adapted fuel

Growth of
renewable fuels



Refining

Renewables

- Pilot production slurry hydrocracker Piteå
- Hydrogen Gothenburg: Q4 -18
- Increased production towards 3 million m3
 - Gothenburg
 - Lysekil
- Renewable sustainable and tracable feedstock

Investments 2016-2018 ~10 million SEK/day

Investment in low sulphur and less fuel oil:

- Vacuum destilation unit Lysekil: Q4 -18
- Environmental permit Residue Hydrocracker in Lysekil

Renewables



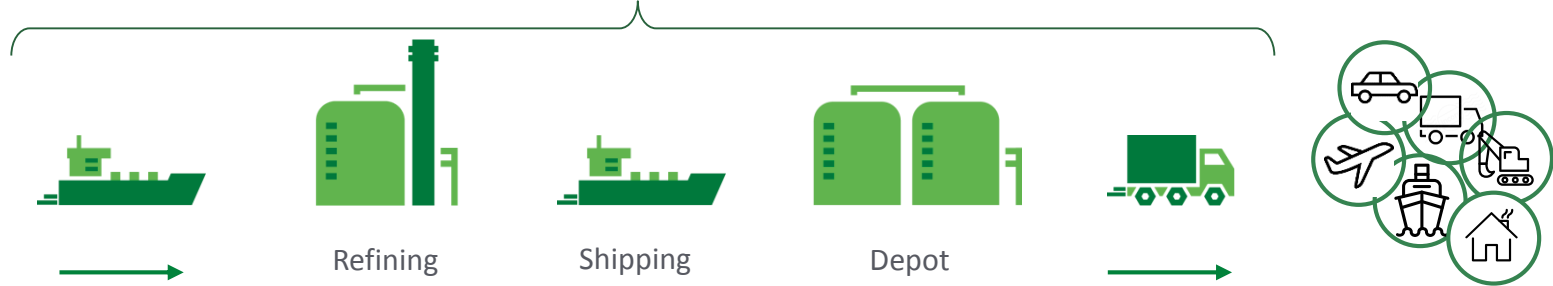
Low sulphur



Preems supply and production chain

- important part to produce environmentally adapted fuel

30 million ton/year = 1.000 kg/second



Environmental improvements
Co2 year 2008-2016

-18%

-49%

-18%

Preem Evolution fuels
-1,3 million/ton



Expectations on partners in our supply chain:

- Contributing to our business and stand up for our core values
- Tight co-operation with professional partners to succeed long term
 - Preem value and evaluates example safety, environment, proactiveness etc.
- Continues improvements in our supply chain



Thank you!

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