



serving with energy

The Blue Oil Group is an innovative market leader in the supply, storage and distribution of oil products to the Pacific coast of North, Central and South America.

The foundations of our business are:

- ▶ **the executive team's creativity**
- ▶ **our comprehensive knowledge of the region**
- ▶ **consistent fulfilment of contractual obligations**
- ▶ **our commitment to a long-term strategic view**

GROUP HISTORY

The group was born out of the long-term collaboration of a team of traders, operations and finance experts that has been supplying oil to the Pacific coast of the Americas since 1999. The first company in the group, Blue Oil Limited, was created in the British Virgin Islands in January 2004. In 2005 Blue Oil Trading Limited was formed as a trading entity that has enjoyed successful joint-venture relationships with several large and internationally recognized counterparties; supplying diesel to North, Central and South America,

As a group, we took our first steps into domestic distribution when we secured control of the Arcenillas Terminal on the Pacific coast of Guatemala. Today, Blue Oil Guatemala is responsible for approximately 14% of the supply of clean petroleum products in the country.

VISION AND STRATEGY

We believe that the next few years will see a major reorganization of energy distribution and infrastructure assets in the Pacific region of the Americas. Our vision is to combine our experience in the international markets with our knowledge of the domestic ones in order to lead the consolidation of logistics and distribution assets in the region.

Long-term, we are creating a network of terminals and distribution businesses that will generate supply and investment synergies with multiple sources of value for our stakeholders. We believe in achieving this through a measured growth strategy, underpinned by robust relationships with our clients, trading partners, financial institutions, and governments.

ABOUT BLUE OIL

Blue Oil specializes in finding unconventional sources of oil products to create competitive and reliable chains of supply. We are recognized as a major participant in the domestic distribution of fuel in Central America as well as a significant player in the arbitrage of products to Latin America. Our business is backed by both significant internal reserves and several trade finance facilities – all provided by leading international financial institutions. This allows us a wide scope to capitalise on both long-term, and spot market opportunities.

Our supply strategy is based on identifying significant changes in the relationship between the supply and demand of oil products worldwide, and on anticipating where the best opportunities are to be found. This is how, in 1999, the team behind Blue Oil pioneered the supply route to Pacific Coast diesel consumers from the Far East.

Our distribution strategy seeks markets with refining capacity shortage and unregulated pricing for wholesale fuel products. We achieve differentiation from our competitors by offering both competitively priced products and a superior service for our customers. Having established a successful distribution business in Central America, we are expanding to other countries in the region that present similar market characteristics.

We are also pursuing both organic, and acquisition opportunities for further growth in the region.

GROUP VALUES

- ▶ Decency is at the core of the way we relate to each other, and to the world around us.
- ▶ Credibility is our greatest capital. Our word is our bond. No amount of money can make up for this.
- ▶ We believe in forging long-term relationships with counterparties of the highest quality.
- ▶ Our people are our greatest asset. We aim to create the conditions for people to give their best.
- ▶ We work to improve our lives, we don't live to work. We believe that balanced, fulfilled individuals are the key to our success.
- ▶ We are not following a path. We are creating one.



worldwide locations

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