Rubis, an independent operator with leading positions on three continents, conducts its downstream oil activity through two subsidiaries, Rubis Terminal and Rubis Énergie.

Rubis Terminal is specialized in the storage of liquid products, ranging from petroleum, chemical and agrifood products to fertilizers.

Operating from 15 terminals with total capacity of 3,000,000 m³, Rubis Terminal holds a leading position in France, and is building strong local positions in Antwerp, Rotterdam and Turkey.

Rubis Énergie combines distribution activities spanning liquefied petroleum gas (LPG) and petroleum products including propane, butane, autogas, gas station, lubricants, heating oil, bitumens and aviation fuel, in France and internationally.

Its development through organic growth and acquisitions has allowed it to build local leadership positions in Europe, Africa and the Caribbean.
### Key figures

- **Sales revenue** (in millions of euros, restated data)
  - 2011: 2,008
  - 2012: 2,669
  - 2013: 2,765

- **Gross operating profit** (Ebitda) (in millions of euros)
  - 2011: 166
  - 2012: 209
  - 2013: 227

- **Net income, Group share** (in millions of euros)
  - 2011: 120
  - 2012: 147
  - 2013: 166

- **Current operating income** (Ebit) (in millions of euros)
  - 2011: 72
  - 2012: 94
  - 2013: 105

- **Cash flow** (in millions of euros)
  - 2011: 119
  - 2012: 150
  - 2013: 154

- **Workforce** (Average number of employees of fully consolidated companies)
  - 2011: 1,512
  - 2012: 1,450
  - 2013: 1,471

- **Shareholders’ equity** €1,164 M
The Rubis share

Listed in Paris on NYSE Euronext
Compartment A
ISIN code FR0000121253
SBF 120 index

Rubis share price

Main shareholders
(as of December 31, 2013)

Stock market capitalization
(in millions of euros)

Earnings per share
(Adjusted data, in euro)

Net dividend per share*
(Adjusted data, in euro)

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* Proposed to the AGM of June 5, 2014.

Investments €119 M

Financial debt €270 M

Financial Agenda

March 13, 2014: 2013 annual results
May 5, 2014: first quarter 2014 turnover
June 5, 2014: annual general meeting
August 29, 2014: half-year results
November 5, 2014: third quarter 2014 turnover
February 10, 2015: fourth quarter 2014 turnover
Rubis Terminal stores liquid products on behalf of its clients: petroleum products, chemicals, fertilizers, edible oils and molasses.

Rubis Terminal: in France and internationally
Rubis Terminal occupies a leading position in France. The geographic location of its storage units is essential. Most of Rubis Terminal’s sites are therefore located on seaboards or have river access, some are also linked to major pipelines. They are close to consumption and distribution zones. Rubis Terminal’s customers are principally:

- hypermarkets for the management of their fuel supplies and distribution to their stores;
- oil companies and chemical and petrochemical groups seeking to optimize their logistics costs;
- traders and intermediaries, who need to be able to store the products they trade on international markets.

Rubis Terminal’s key asset: its know-how
Each product requires a specific type of storage complying with stringent and complex technical standards: floating roofs, nitrogen blanketing (for control of evaporation or proper maintenance of product quality), filtration systems, vapor recovery and/or treatment systems, product reheating and temperature control, insulated tanks and equipment, etc.
Guaranteeing individual and environmental safety is a priority for the business, requiring constant adaptation to safety standards and necessitating heavy investment, both to adapt to existing standards and to meet the needs of our customers.

For more than 20 years, Rubis Terminal has continued to invest in its facilities to keep them compliant with the highest safety standards, but also to expand them, to replace some obsolete equipment and to adapt to change in demand (increased demand for stainless steel bulk tanks, special equipment for sensitive chemical products, additives for biofuels, for example).

A growing sector, an evolving business
Demand for storage capacity in port terminals is experiencing sustained growth across all product lines, particularly due to heightened reliance on imports and exports, and the complexity of the facilities required. The development of biofuels also has a deeply transforming effect on the storage business, which now blends products as well as adding additives, increasing the value added of the service.

The tightening of regulatory constraints and rising costs leave little room for excessively old terminals, whose charges weigh too heavily on their earnings. Customers favor more secure sites, optimally located and equipped. This trend is largely to Rubis Terminal’s advantage: the Group is increasing its storage capacity in accordance with the latest technological requirements, while maintaining or bringing all of its facilities up to the same standards.
RUBIS TERMINAL AND THE ENVIRONMENT

Environmental protection is a constant preoccupation for Rubis Terminal.

**Water:** our sites running chemical processes have treatment facilities designed specifically for capturing the molecules stored. They guarantee the cleanliness of output water and provide regular controls.

**Air:** all our sites are equipped with vapor recovery units. Antwerp and Rotterdam have the best available technologies for the treatment of vents from both containers and ship tanks, enabling the emission-free exploitation of volatile organic compounds.

**Land:** Rubis Terminal also operates older facilities with a history of land contamination; for example, at the Villeneuve-la-Garenne terminal, an innovative treatment that operates 24/7 to extract a solvent and treat it *in situ* has been in place for several years.

In recent years, Rubis Terminal has built truck holding areas in its Strasbourg, Rouen and Saint-Priest sites, which considerably reduce the hazards caused on public roads in the vicinity of these sites.

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15 terminals in France and internationally

3,000,000 m$^3$ of storage capacity

13,000,000 metric tons of outgoing traffic

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www.rubis-terminal.com
Historically specialized in the distribution of LPG, Rubis Énergie has broadened its distribution to include petroleum products (service-station network and commercial heating oil). Today, it operates in three geographic zones: Europe, Africa and the Caribbean. An independent operator, the Group has adopted the highest standards in the industry, and regularly gains market share.

**Energy: a basic need**
LPG (liquefied petroleum gas) is also known as butane and propane. LPG has many uses: residential use (cooking, production of domestic hot water, heating), industrial and agricultural applications, as well as autogas.

Under the trademarks Vitogaz, Easigas, Energaz or Casino, the Group markets LPG either in bottles or in bulk tanks, via pipeline networks or as vehicle fuel (autogas) sold in gas station under the trademark Gaz'L.

In automotive fuel and heating oil, Rubis Énergie operates a network of 335 gas station, under the “VITO” and “RUBiS” banners in the Channel Islands, the Caribbean and Corsica.

The Group owns the infrastructure needed for this business (import terminals, storage units, filling centers, etc.).

**Future growth**
LPG, clean fuel that respects the environment, benefits from an increasingly favorable context. In developing countries, the tourism sectors and small businesses are generally the biggest users of LPG.

As for autogas, it reduces polluting emissions significantly and is an alternative to traditional fuels in countries where vehicle manufacturers are stepping up their “clean” model offerings.

Finally, the restructuring conducted by major integrated oil groups, translating into divestment from downstream distribution, provides Rubis Énergie with new opportunities to develop through acquisitions.

**Keys to success**
As a medium-size operator, Rubis Énergie remains selective in terms of its investment policy by targeting growth in niche markets: geographic niches (developing countries with high growth potential, islands with import bases) and product niches.

The Group is moving towards encompassing the whole distribution chain from procurement to the end user.

By maintaining control of the entire logistics chain (trading units, import terminals, filling centers, intermediary storage facilities, bulk relays, etc.), Rubis guarantees the supply of the energy (gas or fuel oil) that users need.
**RUBIS ÉNERGIE AND THE ENVIRONMENT**

Safety and environmental protection are essential values for Rubis Énergie in its operations. Rubis Énergie has set ambitious targets for its different subsidiaries in terms of health, safety and the environment, all of which are covered by a specific charter prioritizing:

- the health and safety of individuals and assets;
- the design of installations and setup of high performing equipment in response to natural and technological risks;
- the control and limitation of liquid waste and atmospheric emissions into the environment;
- the definition of rigorous operating systems within the guidelines of quality frameworks (ISO 9001, 14000, etc.);
- the systematic analysis of incidents listed to gather feedback for prevention purposes.

Compliance with these different targets is regularly monitored and recorded, thereby guaranteeing that the risks identified are controlled.

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**1,900,000 metric tons/m³**

in retail distribution including:

- **600,000 metric tons of LPG**
- **1,300,000 m³** of fuel and heating oil

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**A targeted international presence on three continents:**

Europe, Africa and the Caribbean

- Channel Islands (Jersey and Guernesey)
- France
- Switzerland
- Portugal
- Spain
- Morocco
- Bahamas
- Turks and Caicos Islands
- French Antilles
- West Indies*
- Guyana
- French Guiana
- The Cayman Islands
- Bermuda
- Jamaica

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* Antigua, Barbados, Trinidad and Tobago, Saint Barthélemy, Dominica, Saint Lucia, Grenada, Saint Vincent and the Grenadines.

www.vitogaz.com
Be active and close to others

These are the watchwords of the Rubis Mécénat Cultural Fund, an endowment established by Rubis in 2011 to strengthen the links between its subsidiaries, to contribute to the Group’s integration within its socio-cultural environment and to nurture its corporate culture.

Rubis Mécénat has chosen Art as the cornerstone of its action

Acting in the developing countries where the Group operates is its prime concern. Working with its subsidiaries on the ground, Rubis Mécénat, in partnership with international artists, promotes humanitarian and cultural projects in disadvantaged communities by providing artistic education.

Building bridges between social action and the artists supported by the fund is part of a real commitment to a thriving new arts scene, giving rise to long-term collaboration with artists and creative projects.

For more information

www.rubis.fr
www.rubis-terminal.com
www.vitogaz.com
www.rubismecenat.fr

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