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Puma Energy Non Deal Roadshow

December 2022

Today's Presenters



Hadi Hallouche

Chief Executive Officer

- Hadi Hallouche has been on the Board of Puma Energy since October 2020 and was appointed CEO on 30th September 2021
- In October 2019, Hadi was appointed Co-Head of Trafigura's Oil Trading Division and is a member of Trafigura's management committee. Before this, he was Head of Oil Singapore with responsibility for managing the company's oil and gas trading activity across the Asia Pacific region
- Hadi joined Trafigura in 2011 as an LNG Trader. Prior to this, he spent seven years with Royal Dutch Shell, lastly as LNG Regional Trading Leader for Middle East & South Asia
- Hadi, an Algerian national, holds a PhD in Economics from Cass Business School



Carlos Pons

Chief Financial Officer

- Carlos Pons became CFO of Puma Energy on 30th September 2021
- He started his career in 2004 at Goldman Sachs and joined Trafigura in 2013 from Glencore where he was responsible for M&A in the Oil department
- Throughout his career, Carlos has been heavily involved in portfolio management, integration, restructurings and capital markets transactions. Carlos also served as Co-Chief Executive Officer of Wolverine Fuels and is also a Board member of several Trafigura Group companies
- Carlos, a Spanish national, holds a BA in Business Administration from ICADE Madrid, Spain



David Rival

Head of Corporate Finance

- David joined Puma Energy in January 2017 and led both Puma's 2017 US\$ 600m Bond issuance and concurrent Liability Management exercise as well as January 2018 US\$ 750m Bond issuance and other all subsequent funding transactions
- Prior to joining Puma Energy David had 15 years of experience in various Natural Resources focused M&A and Financing roles at Citi, Ambrian Partners, Dresdner Kleinwort and BNP Paribas
- David, a French national, holds two masters in Business and Corporate Finance from Neoma Business School and EM-Lyon



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Puma Energy Overview



Puma Energy at a Glance

Puma Energy at a Glance

- We are a leading global energy business, present in high potential markets that are structurally short
- We create value by safely and responsibly supplying, trading, distributing and delivering refined oil products, and related retail activities and services in countries where we operate
- We are **diversifying our business** by focusing more on **transition fuels and clean energy solutions**— with an immediate focus on B2B customers
- We are highly diversified in **33 countries across six continents, where IOCs have had limited downstream presence in recent times**
- We own and operate **2.6 m m³ of storage capacity**, and operate a network of **1,950+ retail service stations**, employing **2,800+ people**
- We distribute refined oil products and provides services to **13,000+ commercial customers**, and **98 airports**
- **Moody's rating of B1, stable outlook / Fitch Rating of BB-, stable outlook**

Key Figures¹



33
COUNTRIES
WHERE PUMA
ENERGY
OPERATES



1.952
RETAIL SITES



742
SHOPS AT
RETAIL SITES



2,870
EMPLOYEES*
AND
CONTRACTORS



2.6mm³
STORAGE
CAPACITY



98
AIRPORTS
SERVED



13,000+
B2B
CUSTOMERS

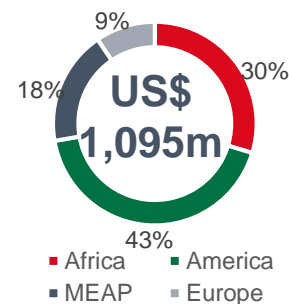


55
TERMINALS

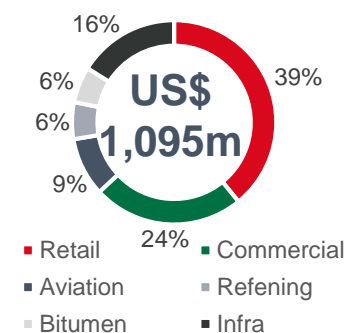
Global Business that is Geographically Diversified



Gross Profit by Region LTM Q3'22 (%)



Gross Profit by Line of Business LTM Q3'22 (%)



¹ Figures consider the full divestment of Leopard Perimeter (inc. subsequent completion which is expected in 1H 23) and Myanmar exit which occurred in Oct 2023.

2022 Milestones Reached



Improved Business Performance

Increase in volumes and margins across the different business units vs last year.



Further Streamlined Portfolio

We completed the main sale of 19 terminals to ITG Sarl¹ and also exited Myanmar & Ivory Coast



Improved Credit Profile

Recorded 3 successive quarters of positive net income and continued to de lever or balance sheet.



Renewed ESG Strategy

We published a new sustainability report outlining our ESG targets and are investing in green projects.



¹ ITG stands for Impala Terminals Group. Further assets are expected to be sold to ITG Sarl by the end of second quarter of 2023

New Management Supported by Long-Term Shareholder

Executive Committee



Hadi Hallouche
CEO



Carlos Pons
CFO



Sophonie Babo
Head of Strategy & Business Development



Seamus Kilgallon
Head of Aviation



Fadi Mitri
Head of Africa



Martin Urdapilleta
Head of Latam



Nicacio Brusafarro
General Counsel



Omar Zaafrani
Head of Corporate Affairs & ESG

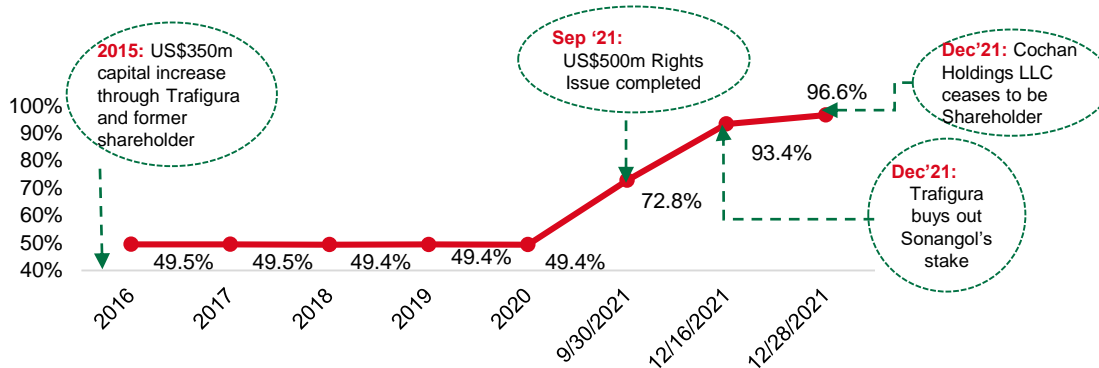


Sean Craig
Head of HR

Years at Puma and Trafigura / Within Industry:



Trafigura Acquiring Majority Shareholding



Board of Directors



René Médori
Independent Chairman



Michael Wainwright
Trafigura Director

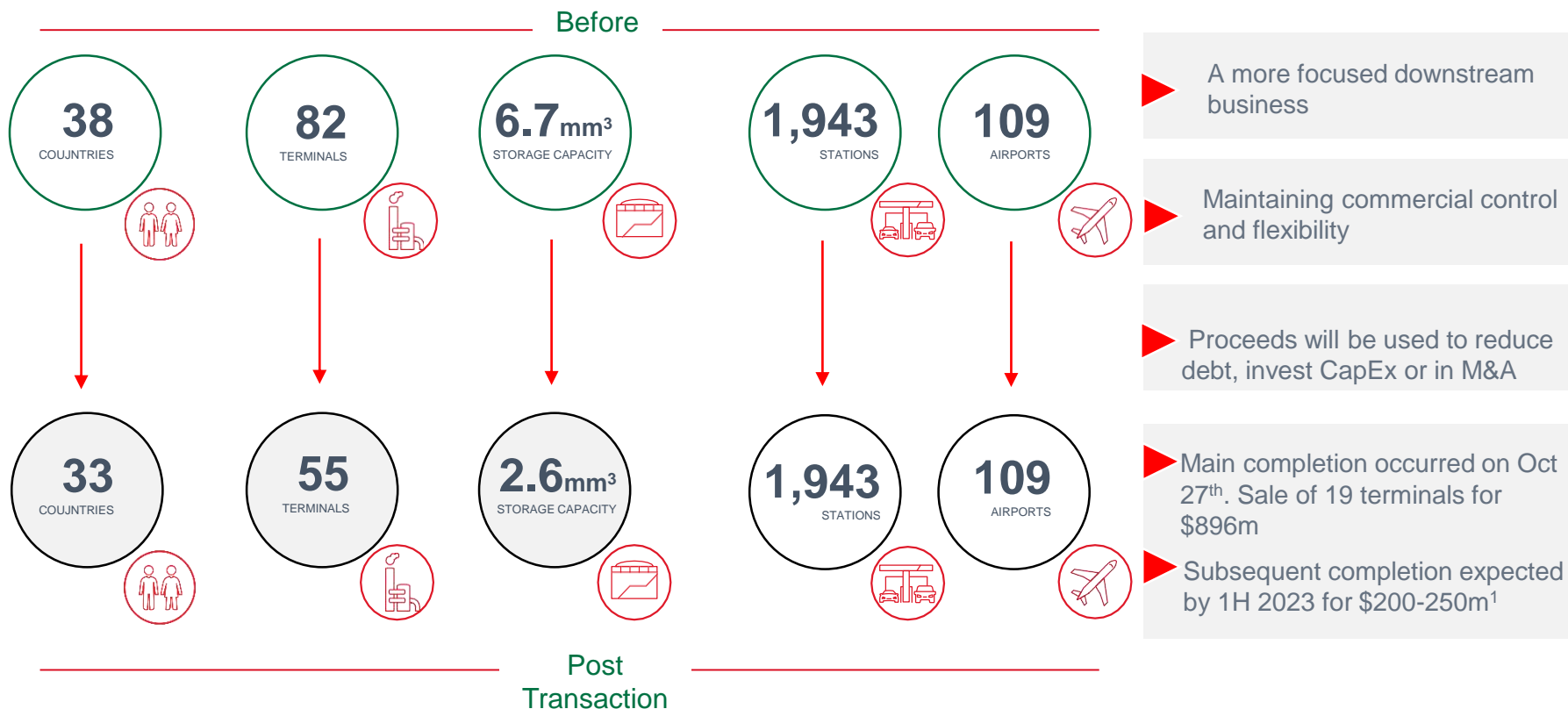


Pierre Lorinet
Trafigura Director



Hadi Hallouche
CEO

Streamlined Portfolio: Sale of Infrastructure Business



¹ Proceeds will depend on final perimeter and Working Capital adjustment.

Strategy: Focus on Core and Diversify into New Energy

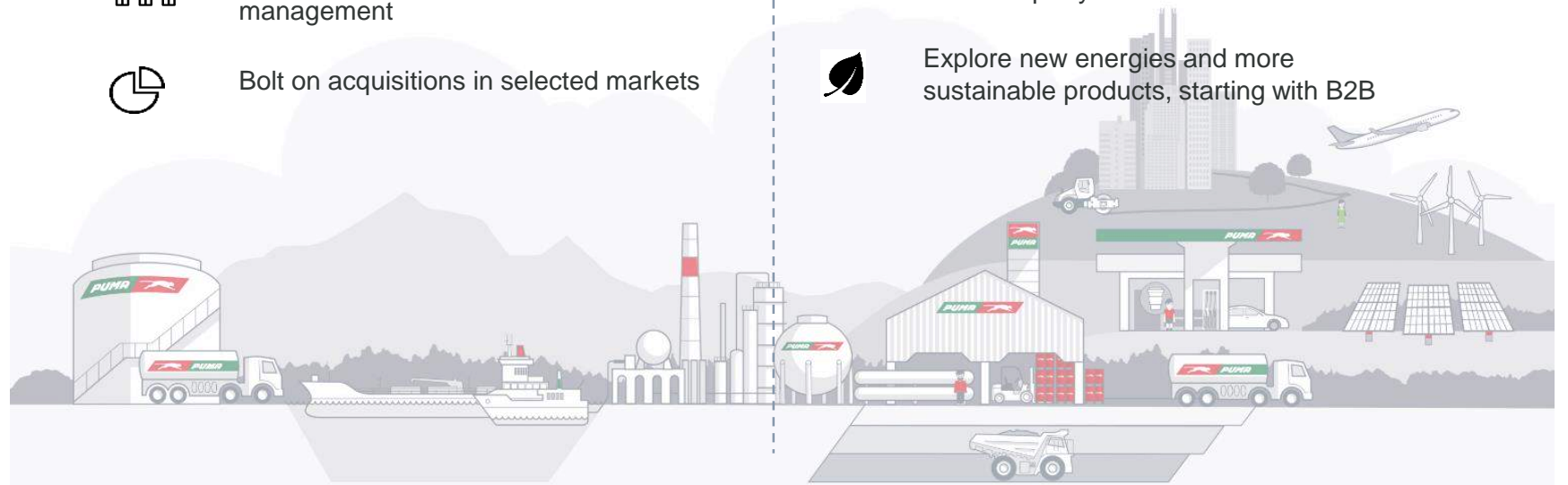
Achieve and maintain best-of-industry safety standards

Focus on Core Business & Reinvigorate

-  Optimise current portfolio and focus on downstream growth
-  Streamline processes to become more efficient
-  Strengthen regional and country management
-  Bolt on acquisitions in selected markets

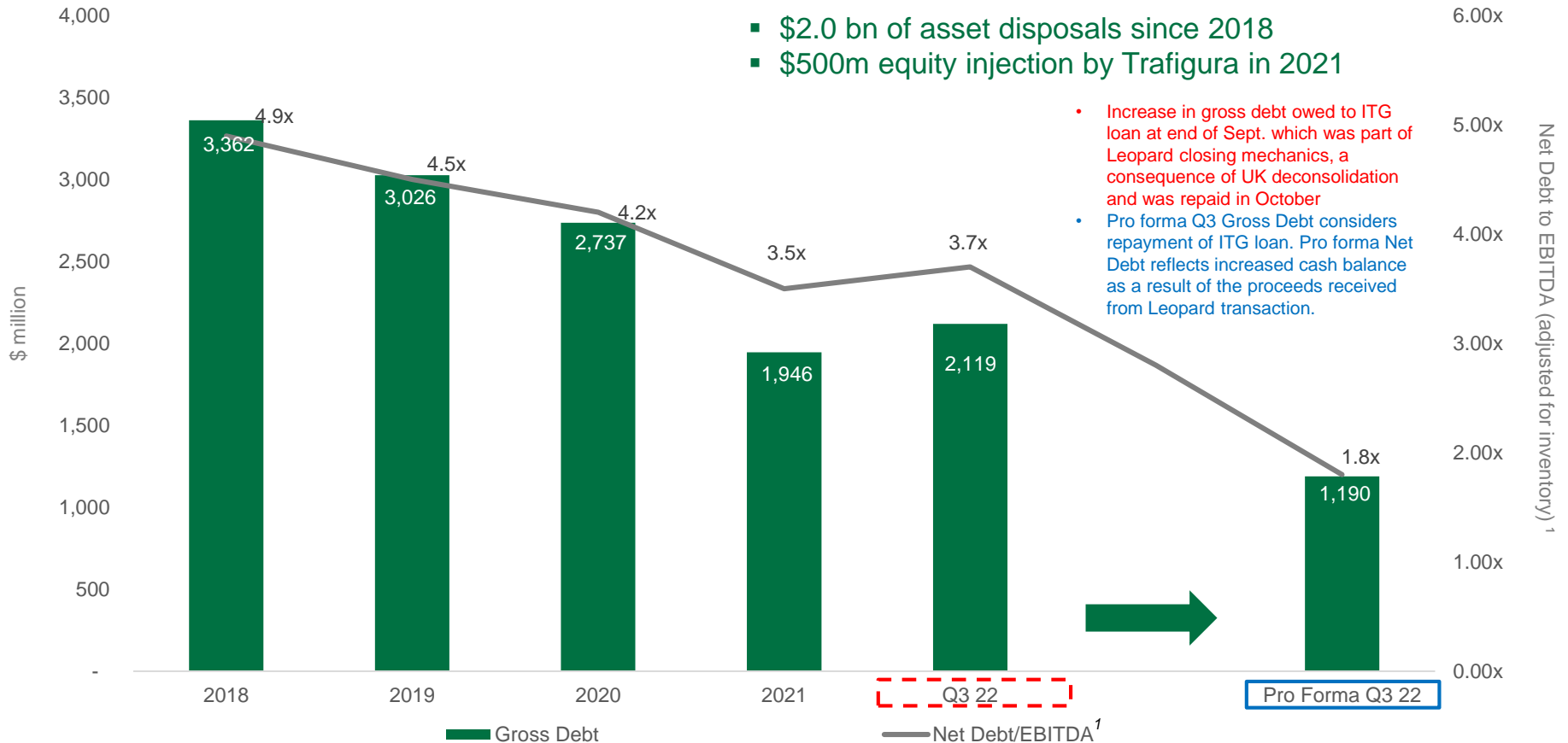
Diversify Into New Energies

-  Future Energies plans integrated into Downstream and Infrastructure
-  Focus on affordable energy
-  Install solar and battery solutions on own and third party assets
-  Explore new energies and more sustainable products, starting with B2B



Delivering on our Deleveraging Plan

In the last 4 years Puma has reduced its Gross Debt by \$2.2bn.



New Financial Policy: Net Debt to EBITDA (w/o inventory adjustments) < 2.5x by the end of 2022

¹Net Debt is calculated as per standard definition (Gross debt minus cash).



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Charting our ESG Roadmap

Building our ESG Credentials

2021 Baseline Exercise to Map Gaps & Opportunities

B-

- Aligned with O&G Retailing Sector average of B-
- Considered to be taking coordinated action on climate

25.2

- Risk Rating Medium
- Top 9% of Refiners & Pipelines
- Top 11% of O&G Storage and Transportation

31/100

- Below industry average of 33/100
- Total sustainability score within the 48th percentile



S&P Global

ESG at the Heart of Governance

- ▶ Establishment of an **ESG Board Committee**, chaired by Puma Energy's board **Chairman**
- ▶ Committee focused on **informing ESG strategy** and overseeing **implementation** of initiatives and **targets**
- ▶ Supported by an **ESG Working Group** to drive implementation
- ▶ Aligning reporting with GRI and TCFD reporting standards



Our ESG Pillars



Support the Energy & Climate Transition

Helping drive the deployment of transition fuels and clean energy across the markets we serve



Reduce Our Environmental Impact

Taking steps to reduce our GHG emissions and actively manage our environmental footprint



Enable Socio-economic Progress

Contributing to the development of our host communities through investment in energy access and CSR projects



Ensure Responsible Business Practices

Prioritising the health & safety of our people & our communities, while adhering to the highest standards of business ethics

Sustainability report 2022



Our Headline ESG Targets



- Achieve **30% of Africa EBITDA** from transition fuels and clean energy by the end of 2027



- Reduce carbon emissions **by at least 15%** by the end of 2025
- Install solar panels across **200 retail and terminal** sites by 2023



- Improve access to clean cooking across Africa with **an additional 2 million LPG** by the end of 2027
- Obtain full alignment with the **Voluntary Principles on Security and Human Rights** by the end 2024
- **Launch our graduate program** in 2022 to develop the next generation of talent

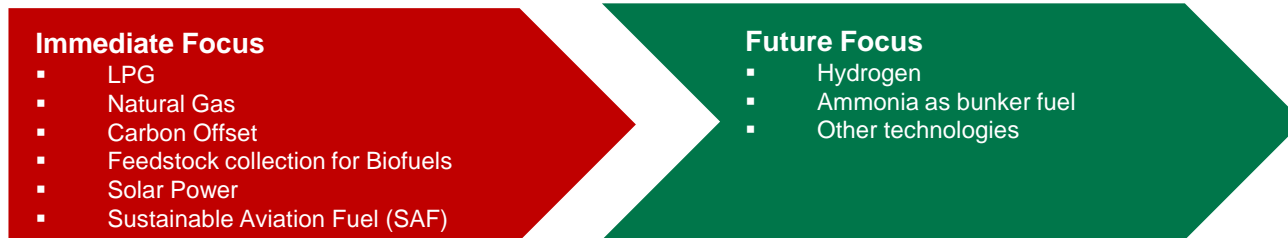


- Ensure **100% employee** participation in our **anti-bribery and corruption** course every two years
- Achieve **zero severe road traffic** accidents



Transition into New Energies

Puma is contemplating a phased diversification strategy considering the progress of some of these technologies.

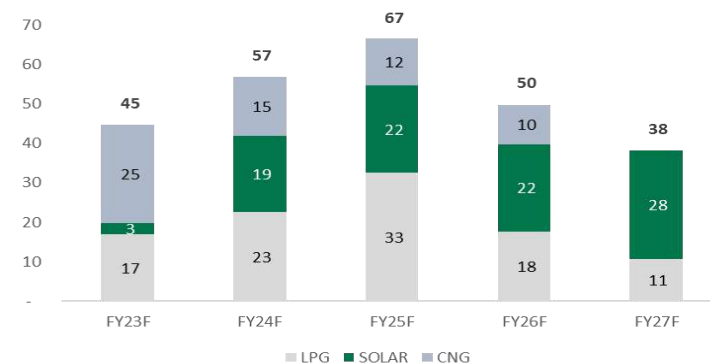


CapEx

Cumulative investment program of in excess of \$250 m over 5 years:

- \$102m in LPG
- \$94m in Solar
- \$62m in CNG¹

\$ million



¹ CNG = Compressed Natural Gas.



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Financial Performance



Key Financial Metrics

Operating & Financial Performance

US \$ million	2019	2020	2021	Q2 22	Q3 22
Sales volume ('000 m3)	25,283	21,507	20,453	5,187	4,709
Unit margin (US\$/m3)	55	58	53	54	59
Throughput volume ('000 m3)	15,891	15,308	14,809	4,419	3,870
Gross profit	1,387	1,252	1,076	278	277
EBITDA	530	533	419	115	122
Capex	146	153	226	43	47
Cash from operations ⁽¹⁾	629	95	30	230	(39)
Gross debt ⁽²⁾	2,405	2,230	1,946	1,782	2,119
Net debt ⁽³⁾	1,316	1,349	471	(22)	683
Net debt / EBITDA	2.48x	2.53x	1.12x	(0.05x)	1.46x
Profit/(Loss) for the Period	(753)	(324)	(1,246)	10	223

- Volumes down vs Q2'22 and flat on a constant perimeter vs Q3'21.
- Gross profit flat vs Q3'22 despite lower volumes.
- EBITDA increased by 7% and 34% vs Q2'22 and Q3'21 respectively and by 62% vs Q3'21 on a constant perimeter.
- Working capital impacted negatively due to a flat price decrease in the quarter and Q2 positive timing effect due to payables outstanding from already collected sales, reversing in Q3.
- Pro forma net debt adjusted for inventory to EBITDA at a low of -0.40x following Leopard transaction:
 - Pro Forma Debt of \$1,990m
 - Pro Forma Cash of \$1,134
 - Net Debt of \$-169m
- Quarter net profit was impacted positively \$368m with the sale of infra terminals to ITG Sarl and offset by impairments (\$188m).

(1) includes variation in unrealized gain/(loss) on derivatives

(2) Includes ITG loan which is part of infrastructure divestment closing mechanics, a consequence of UK deconsolidation and was repaid in October

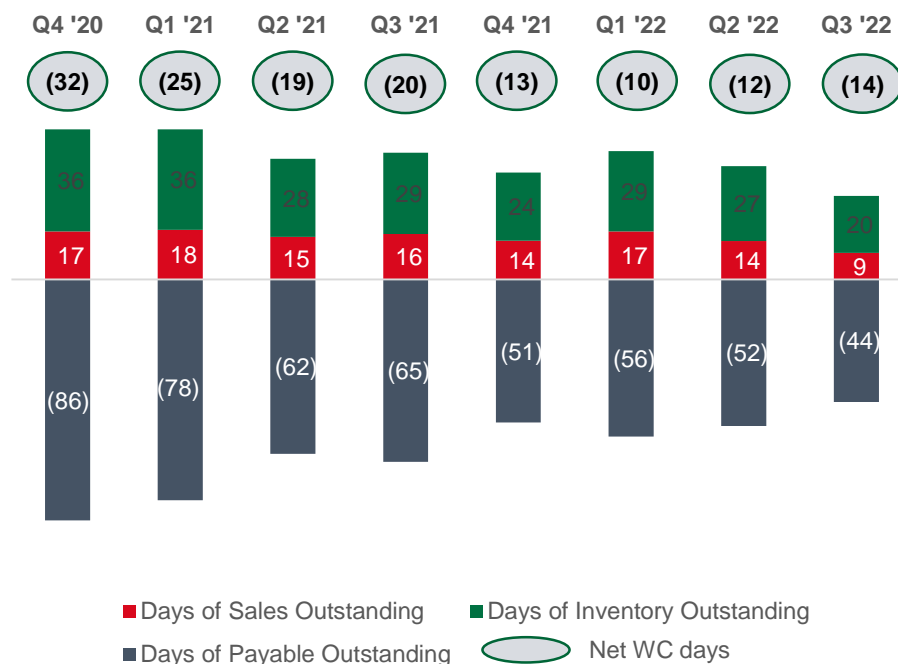
(3) Net Debt is calculated as per Puma Energy Banks' financial covenant definition (Gross debt minus cash & inventories).

Cash Flow and Working Capital

Cash flow overview

US\$ million	2019	2020	2021	Q2 '22	Q3 '22
EBITDA	530	533	419	115	122
Change in working capital	156	(348)	(295)	152	(168)
Trade, other receivables and prepayments	150	114	(234)	29	188
Inventory*	(111)	92	(161)	(242)	227
Trade, other payables and accrued expenses	117	(555)	100	365	(583)
Other	(56)	(89)	(94)	(36)	7
Net cash flow from operations	629	95	30	230	(39)
Net cash flow from investing	32	203	303	(40)	(181)
Net cash flow from financing	(564)	(501)	(460)	(242)	305

Disciplined trade working capital¹



Targets:

- DSO < 15 days
- DIO < 25 Days
- DPO < 50 days

* Includes variation in unrealized gain/(loss) on derivatives

¹ Infra deconsolidation distorts WC days and ratios for the quarter. If we restate WC for infra deconsolidation Net WC days would be -17 vs -14 for Q3 and -17 vs -12 for Q2. Moving forward, we expect worse Net WC days. This is primarily due to the loss of UK, which creates a deterioration of DSO (large factoring program in place) & DIO, only partially compensated by a better DPO.

Capital Structure & Liquidity

Capital Structure as of Sept 30th 2022¹

US \$ million

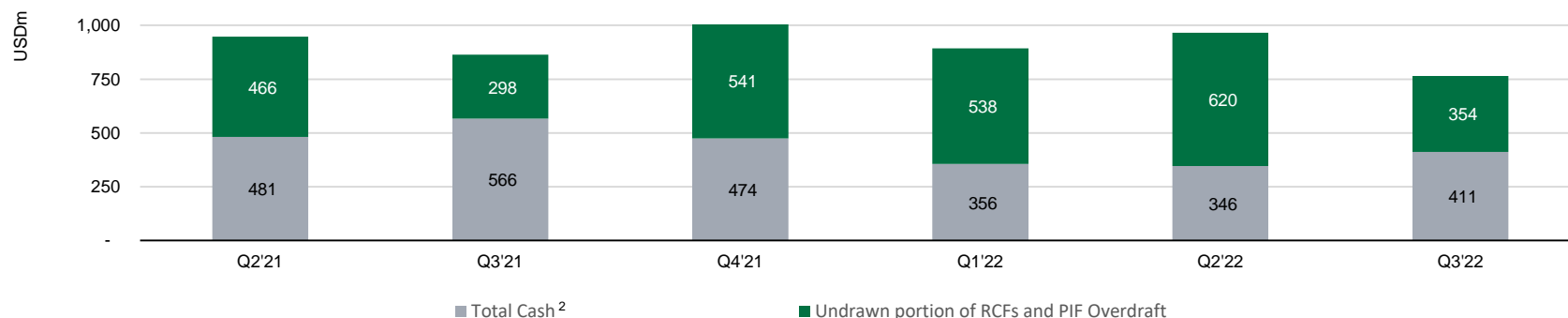
Debt Instrument	Drawn	Size	Due	Tenor	Remaining Maturity	Base Rate	Margin/Fixed
Senior Notes 2024	591	591	Oct-24	7.0 yr	2.0 yr	Fixed	5.13%
Senior Notes 2026	726	726	Feb-26	8.0 yr	3.3 yr	Fixed	5.00%
EUR Private Placement	65	65	May-24	8.0 yr	1.6 yr	Fixed	2.65%
Institutional Term Debt	1,382	1,382		7.6 yr	2.7 yr		4.943%
Delta Lloyd Private Placement	50	50	Jan-23	7.0 yr	0.3 yr	Fixed	5.870%
OpCo Debt	203	203	Sep-23	1.0 yr	1.0 yr	Various	Various
ABSA OBSI/Swingline (A1 &A2)	-	60	May-23	1.0 yr	0.7 yr	3M SOFR	1.80%
ABSA 1 yr RCF (A3)	250	403	May-23	1.0 yr	0.7 yr	Weekly SOFR	1.80%
PIF Overdraft	-	29	Jan-23	1.0 yr	0.3 yr	1m SOFR	1.000%
Short Term Debt	503	744		1.4 yr	0.7 yr		
ABSA 2 yr RCF (A4)	-	133	May-24	2.0 yr	1.6 yr	Weekly SOFR	2.00%
ABSA 2 yr. TL (B)	105	105	May-24	2.0 yr	1.6 yr	3M SOFR	2.00%
Long Term Debt	105	238		2.0 yr	1.6 yr		

→ Repaid in November with Leopard proceeds

→ RCF at 0 since Leopard cash injection.

Total Gross Debt	1,990	2,364		5.7 yr	2.1 yr		
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Liquidity

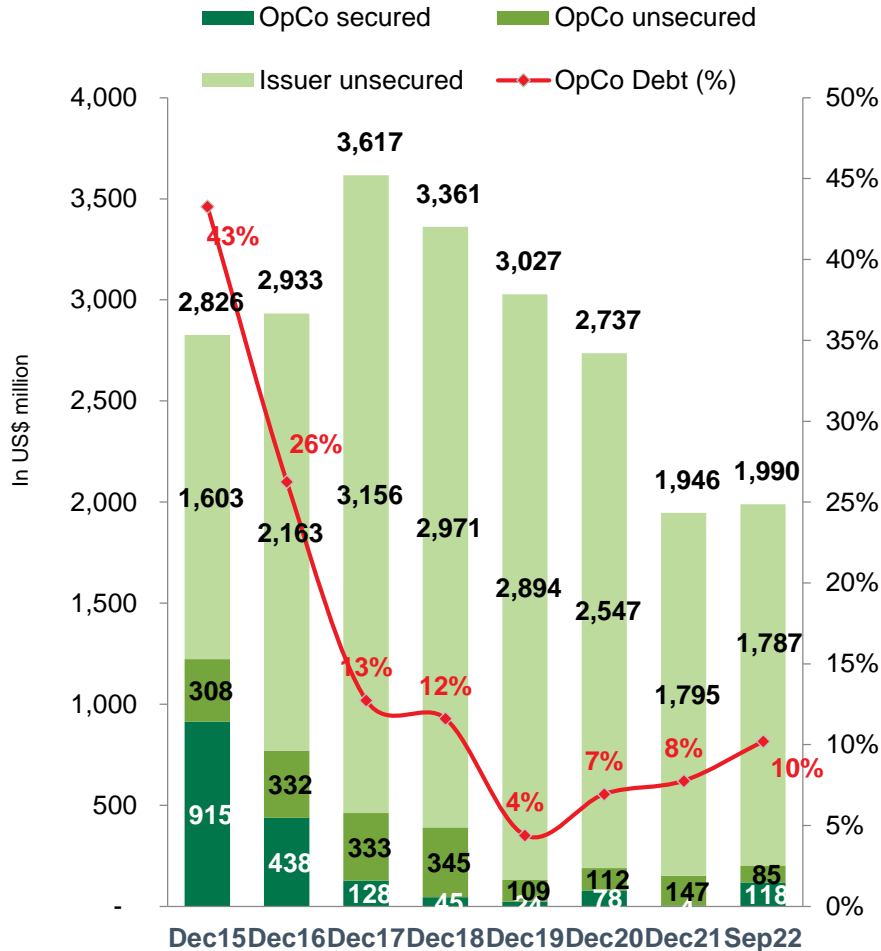


¹ Excludes ITG loan that was part of infrastructure divestment closing mechanics, a consequence of UK deconsolidation and was repaid in October

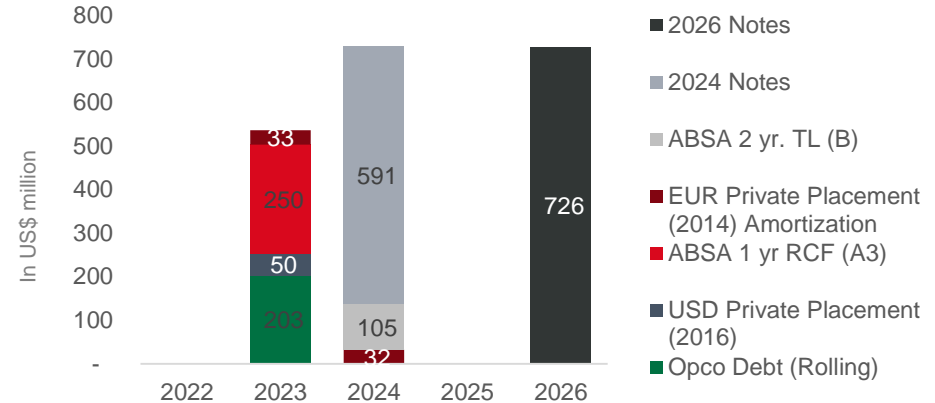
² Total Cash includes \$120m AUD of restricted cash (~\$77.8m m equivalent at end of Sept) which is a Chevron cash deposit required to cover environmental liabilities after Australian fuels divestment.

Puma Energy Actively Manages its Debt Profile

Debt Seniority

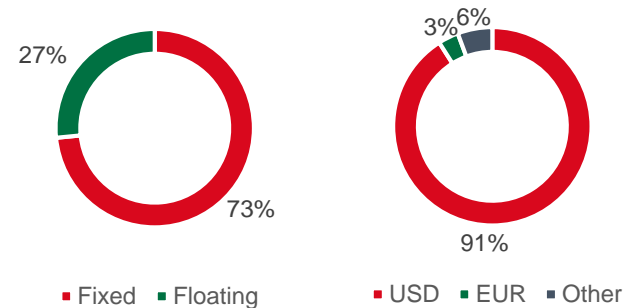


Debt Maturity Profile



Average Maturity: 2.1 years¹

USD and Fixed Rate Funding Prioritized



- Fixed debt refinanced in a historically low yield environment
- Debt currency matches Puma's expenditure

¹Based on drawn amounts as of 30th Sept 2022

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Appendix



Headline Performance - Constant Perimeter*

	Q3 '21	Q2 '22	Q3 '22	Q3 '21 YTD	Q3 '22 YTD
Sales volume ('000 m ³)	4,803	5,187	4,709	13,959	15,026
Gross profit (US\$ m)	229	278	277	731	825
Unit margin (US\$/m ³)	48	54	59	52	55
Fixed costs (US\$ m)	147	144	149	450	439
EBITDA (US\$ m)	76	115	122	277	359

Note: All financial figures are presented excluding the impact of IFRS16

* Excluding Russia (fully divested in 2022 Q1), Myanmar aviation (change in consolidation method in 2022 Q1), Angola, Pakistan, Congo DRC and Ivory Coast Abidjan terminal (all divested in 2021)

Gross Profit by Segment

US\$ million	REPORTED ⁽¹⁾				
	Q3 21	Q4 21	Q1 22	Q2 22	Q3 22
Retail	95	113	112	123	80
Commercial	47	62	64	76	60
Aviation	28	29	19	23	31
Refining	24	23	13	(18)	46
Bitumen	4	-	9	34	19
Other ⁽²⁾	2	(11)	4	(26)	(6)
Downstream	200	215	220	213	230
Infrastructure	59	55	51	65	47
Total Gross Margin	259	270	271	278	277

(1) Previous quarters gross margin restated to reintegrate Baltics into downstream segment.

(2) Other includes mainly lubricants and supply segments.

US\$ million	RESTATED TO CONSTANT PERIMETER*				
	Q3 21	Q4 21	Q1 22	Q2 22	Q3 22
Retail	84	103	112	123	80
Commercial	46	61	64	76	60
Aviation	22	22	19	23	31
Refining	24	23	13	(18)	46
Bitumen	2	(1)	9	34	19
Other	(8)	(18)	4	(26)	(6)
Downstream	170	190	220	213	230
Infrastructure	59	55	51	65	47
Total Gross Margin	229	245	271	278	277

* Excluding Russia (fully divested in 2022 Q1), Myanmar aviation (change in consolidation method in 2022 Q1), Angola, Pakistan, Congo DRC and Ivory Coast Abidjan terminal (all divested in 2021).

Cash Flow & Working Capital

US\$ million	Q3 '21	Q2 '22	Q3 '22	Q3 '21 YTD	Q3 '22 YTD
EBITDA	92	115	122	312	359
Change in working capital	28	152	(168)	(87)	(137)
Trade, other receivables and prepayments	(72)	(1)	188	(205)	(79)
Inventory*	(69)	(242)	227	(158)	(269)
Trade, other payables and accrued expenses	169	395	(583)	276	211
Other	(12)	(37)	7	(69)	(70)
Net cash flow from operations	108	230	(39)	156	152
Net cash flow from investing	(11)	(40)	(181)	(100)	(299)
<i>of which</i> Capex	(53)	(43)	(47)	(154)	(116)
<i>of which</i> Divestment of infrastructure division	-	-	(136)	-	(136)
Net cash flow from financing	(12)	(242)	305	4	77
<i>of which</i> ITG Loan	-	-	129	-	129
FX Impact	-	40	(19)	(1)	8
Change in cash	85	(10)	(66)	58	(63)

* Includes variation in unrealized gain/(loss) on derivatives.

Excludes IFRS16 Impacts

Robust Operational Control and Risk Management

	Exposure	Mitigants
Commodity Price Risk	<ul style="list-style-type: none"> Worldwide fuel price volatility Local retail price ceilings imposed by governments 	<ul style="list-style-type: none"> Price risk exposure on inventories mitigated via systematic hedging of supply inventories. Hedges are executed by Trafigura to reduce cost Absence of market price risk in regulated countries. Activities are 64% in regulated markets (24% fully, 42% semi-regulated), and 33% in unregulated Efficient supply and logistics ensure lowest cost of supply to support Gross Margin
Currency Risk	<ul style="list-style-type: none"> Currency volatility Use of non-convertible currencies in certain business entities 	<ul style="list-style-type: none"> Foreign exposure on supply activities fully hedged Natural hedge in countries with matched cash inflows and outflows Local funding sources match local needs Strategic nature of fuel supply ensures ability to pay supply in dollars (priority given to payments by central banks) Active balance sheet FX exposure management, with set maximums Policy to constantly upstream convertible cash
Credit Risk	<ul style="list-style-type: none"> Counterparty risk and delays in payments Customer bankruptcy risk Credit card frauds (B2B clients or retail) 	<ul style="list-style-type: none"> Maximum overall target of 15 to 17 Days of Sales Outstanding (“DSO”) High proportion of cash payments in Retail segment Max 30 days for wholesale and Aviation activities, systematically insured or covered by guarantee Credit limits enforced by systems to block deliveries Minimal credit losses¹: US\$1.8m in 2022
Operational Risk	<ul style="list-style-type: none"> Risk of IT failure Potential environmental issues from storage and transportation of hazardous, flammable and toxic materials 	<ul style="list-style-type: none"> Investment in modern equipment and global servers Process of standardising risk and quality management systems Construction and operation activities covered by robust policies and procedures (e.g. ISO accreditation, API certification) Comprehensive insurance coverage Member of Oil Spill Response Ltd
Political Risk	<ul style="list-style-type: none"> Litigation on taxes with local governments Risk of instability in some developing market countries (potential suspension of operations, forced divestment, expropriation of property, etc.) 	<ul style="list-style-type: none"> In some jurisdictions, Puma Energy operates through subsidiaries and JVs that are partly-owned by State-backed organisations Political risk insurance for Confiscation, Expropriation, Nationalisation and Deprivation (CEND) Geographic diversification

¹ Gross economic loss recognized by Puma Energy caused by non-payment of invoiced sales/services to customers

Regulatory Environment Overview

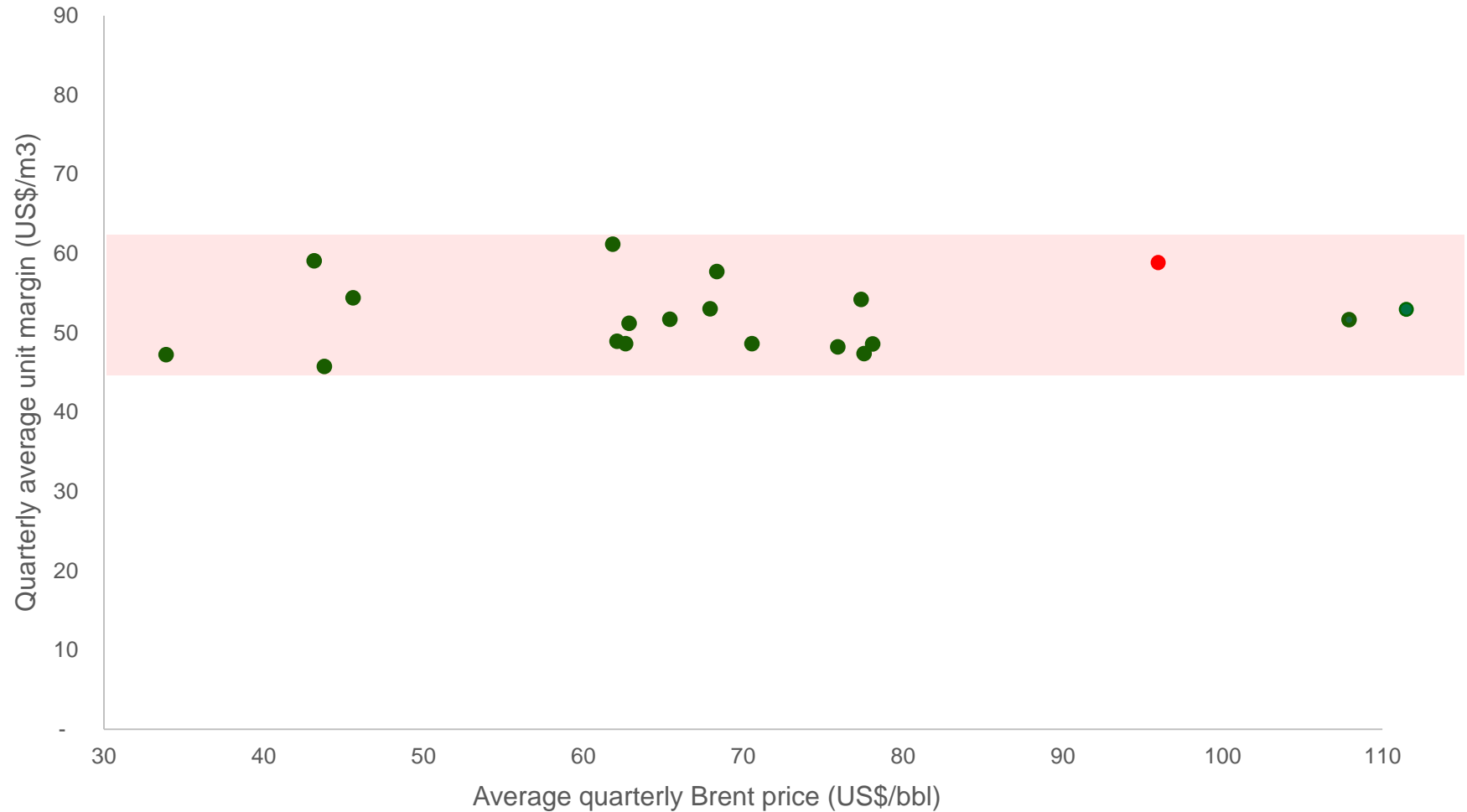
Regulatory framework	Country	Key characteristics	Gross Margin by Type of Market (LTM Sept 2022)
Free Market System	<ul style="list-style-type: none"> Guatemala Ghana Puerto Rico UK 	<ul style="list-style-type: none"> Freedom to set the distribution price Prices depend on the cost of supply, logistics and on the competition in the country 	<p>US\$ 1,095m</p> <ul style="list-style-type: none"> Free Market: 33% Semi Regulated: 42% Fully Regulated: 24%
Semi Regulated System	<ul style="list-style-type: none"> Benin Botswana El Salvador eSwatini Lesotho Malawi Myanmar Namibia Nicaragua Panama Senegal PNG South Africa Zimbabwe 	<ul style="list-style-type: none"> The government establishes an official import price and allows for a maximum margin (in absolute terms) OMC¹ / wholesale price may be adjusted depending on the distance of the retail station from the point of import Companies that are able to achieve a better supply price than the official price can keep the incremental margin 	
Fully Regulated System	<ul style="list-style-type: none"> Angola² Belize Colombia Congo Côte d'Ivoire Honduras Mozambique Tanzania Zambia 	<ul style="list-style-type: none"> Imports are organised either directly by the government or via a tender offer, or via a club of fuel dealers The government sets a maximum margin (in absolute terms) OMC / wholesale price may be adjusted depending on the distance of the retail station from the point of import In some cases, allowances are made to ensure a return on infrastructure investment 	

¹OMC = Oil Marketing Company

²On Dec 16th 2021 completion of the sale of Puma Energy's assets in Angola to Sonangol occurred. Angola still contributed to Gross Margin during the majority of 2021

Resilience to Oil Price Volatility

Unit Margin has been resilient to the swings in flat price over the last 3 years caused by macro and geopolitical events



Data Range (2018-2022)

Q3 2022 ●

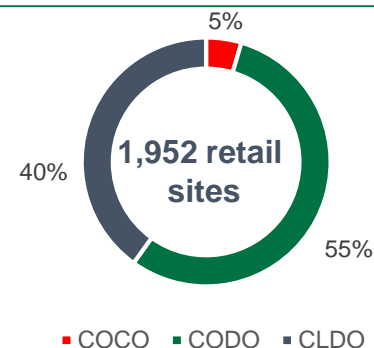
Puma Energy Presence by Country

		Downstream					Infrastructure	Downstream	
		Service stations			Convenience stores	Airports & Airfields	Bitumen	Storage capacity ('000 m3)	
		COCO	CODO	DODO					
America	Belize	-	8	7	3	1	33	0	
	Colombia	-	17	83	-	2	-	8	
	El Salvador	-	57	56	40	1	318	3	
	Guatemala	-	145	150	40	1	257	0	
	Honduras	-	70	155	27	-	135	-	
	Nicaragua	3	34	16	19	1	-	246	
	Panama	-	63	15	22	1	87	-	
	Puerto Rico and USVI	-	256	42	179	4	309	82	
Africa	Benin	-	-	-	-	1	-	76	
	Botswana	-	21	21	21	4	-	4	
	Congo	20	15	1	13	-	-	-	
	Eswatini	-	6	14	-	1	-	2	
	Ghana	10	53	15	25	1	163	10	
	Ivory Coast	5	26	3	31	-	-	-	
	Lesotho	1	8	20	17	-	-	2	
	Malawi	-	43	23	68	2	-	16	
	Mozambique	-	17	18	20	8	256	-	
	Namibia	-	29	30	54	3	122	8	
	Nigeria	-	-	-	-	-	-	23	
	Senegal	-	5	-	5	2	-	56	
	South Africa	-	44	70	70	35	-	1	
	Tanzania	5	59	7	15	8	83	11	
Zambia	9	44	5	38	3	-	26		
Zimbabwe	33	28	13	17	5	-	1		
MEAP	Australia	-	-	-	-	-	241	118	
	Malaysia	-	-	-	-	-	-	75	
	Papua New Guinea	7	25	22	18	11	412	535	
	Vietnam	-	-	-	-	-	-	28	
Europe	Estonia	-	-	-	-	-	-	860	
	Finland	-	-	-	-	-	-	250	
	Norway	-	-	-	-	-	-	95	
	Spain	-	-	-	-	-	-	67	
	United Kingdom	-	-	-	-	-	1,626	-	
		93	1,073	786	742	98*	4,041	2,603	

1,952 retail sites

* Includes Paraguay, Burundi and St Helena Airports
 □ Terminals to be divested in subsequent completion. In El Salvador ½ terminals already divested.

Retail sites by Type (Sept 22)¹



Under the CoDo model (company owned; dealer operated), Puma owns the retail site, which is operated through dealers under our brand. Our net sales comprise revenues from the sale of fuel products to the dealer, and rental fees for the non-fuel premises (convenience stores products, car washes and restaurants).

Under the DoDo model (dealer owned; dealer operated), a dealer owns the retail site and operates the site under our. Puma sells the fuel to dealers (typically under an exclusive supply arrangement) and our net sales comprise revenues from the supply of automotive fuel, and in some cases brand license fees operating model.

Under the CoCo model (company owned, company operated) Puma owns the retail site and the fuel inventories and we operate the retail site, directly employing the dealer and other site employees. Our net sales and cost of sales reflect the sales of automotive fuels and non-fuel complementary products and services.

¹ Sale of Ivory Coast Downstream business completed in October 2023. Total SS excl Ivory Coast is 1,918.

Debt Covenants Overview



	Threshold	Q3 '22 ratio
Net debt / EBITDA ¹	< 3.5 x	1.46x
Interest coverage ratio	> 2.5 x	3.85x
Total debt to total assets ratio	< 0.65 x	0.38x

¹Net Debt is calculated as per Puma Energy Banks' financial covenant definition (Gross debt minus cash & inventories).

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