

# Puma Energy

## Q2 '18 results report

### Company profile

Puma Energy Holdings Pte Ltd is incorporated in Singapore as a private company limited by shares. The registered office of the Company is One Marina Boulevard #28-00, 1 Marina Boulevard, Singapore 018989.

Puma Energy is a global oil energy company that focuses on fast-growing markets with high demand for oil products.

The principal business activities of Puma Energy Holdings Pte Ltd and its subsidiaries (the "Company" or "Puma Energy") are the ownership and operation of storage and retail facilities for, and the sale and distribution of petroleum products.

Puma Energy supplies quality fuel and invests in transformative infrastructure. Through its global supply system, the Company has expertise in integrating midstream and downstream operations in order to deliver high quality fuels around the world safely, swiftly, reliably and at competitive price.

The Company's shareholders are Trafigura PE Holding Limited (49.30%), Sonangol Holdings Lda (27.92%), Cochran Holdings LLC (15.45%) and other investors (7.33%).

### Investor relations

Puma Energy will discuss its results during an investor conference call on Tuesday 28 August 2018 at 14:00 (UK). An accompanying slide presentation will be available on the "Investors" section of PumaEnergy.com (<http://www.pumaenergy.com/en/investor-relations>).

The conference call can be accessed by dialling one of the access numbers below:

UK & International Number:	+44 (0) 20 3003 2666
US Number:	+1 646 843 4608
Swiss Number:	+41 (0) 43 456 9986
Singapore Number:	+65 6494 8889

For further information, please contact our investor relations team on:

[investors@pumaenergy.com](mailto:investors@pumaenergy.com)

<http://www.pumaenergy.com/en/investor-relations>

# Puma Energy

## Q2 '18 results report

in US\$'000	Six months ended 30 June,		Quarter ended	
	2018	2017	30 June, 2018	2017
<b>Condensed statement of income</b>				
Gross profit	756,065	823,191	359,482	415,907
EBITDA	287,622	375,344	123,834	190,574
<b>Operating profit</b>	<b>93,845</b>	<b>187,019</b>	<b>30,623</b>	<b>94,802</b>
Profit before tax	43,045	75,545	20,754	36,870
<b>Profit for the period</b>	<b>22,894</b>	<b>56,275</b>	<b>7,262</b>	<b>29,232</b>
<b>Net profit attributable to the owners of the parent</b>	<b>28,039</b>	<b>48,127</b>	<b>13,617</b>	<b>23,466</b>

<b>Summarised cash flow</b>				
Cash flow from operating activities	261,081	85,544	181,052	67,846
Cash flow from investing activities	(86,612)	(172,060)	(32,762)	(65,356)
Cash flow from financing activities	(68,438)	148,063	(117,822)	(99,404)
<b>Total cash flows</b>	<b>106,031</b>	<b>61,547</b>	<b>30,468</b>	<b>(96,915)</b>
Effects of exchange rate differences	(46,036)	(6,371)	(379)	6,951
<b>Net increase/(decrease) in cash and cash equivalents</b>	<b>59,995</b>	<b>55,176</b>	<b>30,089</b>	<b>(89,964)</b>

<b>Key ratios</b>				
Sales volume ('000 m3)	12,091	10,920	6,032	5,519
Throughput volume ('000 m3)	7,308	8,245	3,830	3,582
Downstream unit margin (US\$/m <sup>3</sup> )	57	68	54	70

	As at 30 June,	
	2018	2017
<b>Balance sheet</b>		
Trade receivables	753,317	654,255
Inventories	1,158,602	1,087,977
Cash and cash equivalents	579,199	519,203
Equity	1,874,286	2,262,604
Total assets	7,991,301	8,112,691

## Consolidated statement of income

in US\$'000	Six months ended 30 June,		Quarter ended 30 June,	
	2018	2017	2018	2017
Net sales	8,645,562	6,981,342	4,424,528	3,541,161
Cost of sales	(7,889,497)	(6,158,151)	(4,065,047)	(3,125,254)
<b>Gross profit</b>	<b>756,065</b>	<b>823,191</b>	<b>359,482</b>	<b>415,907</b>
Selling and operating costs	(546,952)	(558,111)	(271,669)	(280,578)
General and administrative expenses	(105,426)	(75,531)	(51,912)	(35,998)
Other operating income/(expenses)	(13,908)	(5,617)	(7,659)	(3,786)
Share of net profit in associates	4,066	3,087	2,381	(743)
<b>Operating profit</b>	<b>93,845</b>	<b>187,019</b>	<b>30,623</b>	<b>94,802</b>
Finance income	66,434	2,481	41,974	1,786
Finance costs	(126,479)	(106,109)	(58,539)	(53,577)
Other financial result	9,245	(7,846)	6,693	(6,142)
<b>Profit before tax</b>	<b>43,045</b>	<b>75,545</b>	<b>20,754</b>	<b>36,870</b>
Income tax credit/(expense)	(20,151)	(19,270)	(13,492)	(7,638)
<b>Profit for the year</b>	<b>22,894</b>	<b>56,275</b>	<b>7,262</b>	<b>29,232</b>
Attributable to:				
Owners of the parent	28,039	48,127	13,617	23,466
Non-controlling interests	(5,145)	8,148	(6,355)	5,766

## Segment reporting

### Six months ended June 30, 2018

in US\$'000	Downstream	Midstream	Total
Sales volumes (k m <sup>3</sup> )	11,726	365	12,091
Throughput volumes (k m <sup>3</sup> )	-	7,308	7,308
<b>Net sales</b>	<b>8,382,856</b>	<b>262,706</b>	<b>8,645,562</b>
<b>Gross profit</b>	<b>663,136</b>	<b>92,929</b>	<b>756,065</b>
Selling and operating costs	(484,091)	(62,861)	(546,952)
General and administrative expenses	(98,775)	(6,651)	(105,426)
Other operating income/(expense), net	(7,328)	(6,580)	(13,908)
Share of net profit/(loss) in associates	2,668	1,398	4,066
<b>Operating profit</b>	<b>75,610</b>	<b>18,235</b>	<b>93,845</b>

in US\$'000	Americas	Asia Pacific	Africa	Europe	Total
Sales volumes (k m <sup>3</sup> )	4,667	2,866	3,284	1,274	12,091
Throughput volumes (k m <sup>3</sup> )	292	2,164	1,789	3,063	7,308
<b>Net sales</b>	<b>2,756,103</b>	<b>2,250,301</b>	<b>2,499,174</b>	<b>1,139,984</b>	<b>8,645,562</b>
<b>Gross profit</b>	<b>280,649</b>	<b>210,383</b>	<b>224,685</b>	<b>40,348</b>	<b>756,065</b>
Selling and operating costs	(143,433)	(196,564)	(163,728)	(43,227)	(546,952)
General and administrative expenses	(21,087)	(33,090)	(46,971)	(4,278)	(105,426)
Other operating income/(expense), net	(9,929)	(9,388)	7,552	(2,143)	(13,908)
Share of net profit/(loss) in associates	1,039	1,690	902	435	4,066
<b>Operating profit</b>	<b>107,239</b>	<b>(26,969)</b>	<b>22,440</b>	<b>(8,865)</b>	<b>93,845</b>

### Six months ended June 30, 2017

in US\$'000	Downstream	Midstream	Total
Sales volumes (k m <sup>3</sup> )	10,474	446	10,920
Throughput volumes (k m <sup>3</sup> )	-	8,245	8,245
<b>Net sales</b>	<b>6,749,253</b>	<b>232,089</b>	<b>6,981,342</b>
<b>Gross profit</b>	<b>714,369</b>	<b>108,822</b>	<b>823,191</b>
Selling and operating costs	(488,655)	(69,456)	(558,111)
General and administrative expenses	(72,128)	(3,403)	(75,531)
Other operating income/(expense), net	(6,949)	1,332	(5,617)
Share of net profit/(loss) in associates	1,774	1,313	3,087
<b>Operating profit</b>	<b>148,411</b>	<b>38,608</b>	<b>187,019</b>

in US\$'000	Americas	Asia Pacific	Africa	Europe	Total
Sales volumes (k m <sup>3</sup> )	4,269	2,541	3,110	1,000	10,920
Throughput volumes (k m <sup>3</sup> )	244	2,361	2,198	3,442	8,246
<b>Net sales</b>	<b>2,196,273</b>	<b>1,678,308</b>	<b>2,207,190</b>	<b>899,571</b>	<b>6,981,342</b>
<b>Gross profit</b>	<b>268,315</b>	<b>221,916</b>	<b>284,914</b>	<b>48,046</b>	<b>823,191</b>
Selling and operating costs	(151,602)	(185,642)	(179,385)	(41,482)	(558,111)
General and administrative expenses	(17,036)	(18,837)	(35,918)	(3,740)	(75,531)
Other operating income/(expense), net	842	(124)	(7,192)	857	(5,617)
Share of net profit/(loss) in associates	823	2,368	238	(342)	3,087
<b>Operating profit</b>	<b>101,342</b>	<b>19,681</b>	<b>62,657</b>	<b>3,339</b>	<b>187,019</b>

## Segment reporting

### Three months ended June 30, 2018

in US\$'000	Downstream	Midstream	Total
Sales volumes (k m <sup>3</sup> )	5,867	165	6,032
Throughput volumes (k m <sup>3</sup> )	-	3,830	3,830
<b>Net sales</b>	<b>4,329,055</b>	<b>95,473</b>	<b>4,424,528</b>
<b>Gross profit</b>	<b>318,101</b>	<b>41,381</b>	<b>359,482</b>
Selling and operating costs	(240,496)	(31,173)	(271,669)
General and administrative expenses	(49,170)	(2,742)	(51,912)
Other operating income/(expense), net	(10,320)	2,661	(7,659)
Share of net profit/(loss) in associates	1,694	687	2,381
<b>Operating profit</b>	<b>19,809</b>	<b>10,814</b>	<b>30,623</b>

in US\$'000	Americas	Asia Pacific	Africa	Europe	Total
Sales volumes (k m <sup>3</sup> )	2,367	1,473	1,590	601	6,032
Throughput volumes (k m <sup>3</sup> )	148	1,233	840	1,610	3,830
<b>Net sales</b>	<b>1,445,202</b>	<b>1,156,871</b>	<b>1,247,550</b>	<b>574,905</b>	<b>4,424,528</b>
<b>Gross profit</b>	<b>131,402</b>	<b>100,078</b>	<b>106,647</b>	<b>21,355</b>	<b>359,482</b>
Selling and operating costs	(68,974)	(104,499)	(77,158)	(21,038)	(271,669)
General and administrative expenses	(10,605)	(16,219)	(23,217)	(1,871)	(51,912)
Other operating income/(expense), net	(10,875)	(1,976)	9,738	(4,546)	(7,659)
Share of net profit/(loss) in associates	463	806	532	580	2,381
<b>Operating profit</b>	<b>41,411</b>	<b>(21,810)</b>	<b>16,542</b>	<b>(5,520)</b>	<b>30,623</b>

### Three months ended June 30, 2017

in US\$'000	Downstream	Midstream	Total
Sales volumes (k m <sup>3</sup> )	5,266	253	5,519
Throughput volumes (k m <sup>3</sup> )	-	3,582	3,582
<b>Net sales</b>	<b>3,421,035</b>	<b>120,126</b>	<b>3,541,161</b>
<b>Gross profit</b>	<b>367,445</b>	<b>48,462</b>	<b>415,907</b>
Selling and operating costs	(248,567)	(32,011)	(280,578)
General and administrative expenses	(34,469)	(1,529)	(35,998)
Other operating income/(expense), net	(4,313)	527	(3,786)
Share of net profit/(loss) in associates	(1,409)	666	(743)
<b>Operating profit</b>	<b>78,687</b>	<b>16,115</b>	<b>94,802</b>

in US\$'000	Americas	Asia Pacific	Africa	Europe	Total
Sales volumes (k m <sup>3</sup> )	2,142	1,366	1,514	497	5,519
Throughput volumes (k m <sup>3</sup> )	127	974	744	1,737	3,582
<b>Net sales</b>	<b>1,082,478</b>	<b>891,949</b>	<b>1,111,249</b>	<b>455,485</b>	<b>3,541,161</b>
<b>Gross profit</b>	<b>128,215</b>	<b>116,636</b>	<b>148,418</b>	<b>22,638</b>	<b>415,907</b>
Selling and operating costs	(76,491)	(95,021)	(89,150)	(19,916)	(280,578)
General and administrative expenses	(7,639)	(9,237)	(17,229)	(1,893)	(35,998)
Other operating income/(expense), net	(377)	347	(4,521)	765	(3,786)
Share of net profit/(loss) in associates	370	(1,024)	253	(342)	(743)
<b>Operating profit</b>	<b>44,078</b>	<b>11,701</b>	<b>37,771</b>	<b>1,252</b>	<b>94,802</b>

## Consolidated balance sheet

in US\$'000	Jun18A	Dec17A
<b>Assets</b>		
Property and Equipment	3,288,275	3,614,424
Intangible assets and goodwill	1,375,738	1,453,860
Investments in associates	40,852	49,204
Other financial assets	85,925	95,769
Deferred tax assets	115,364	113,723
Other assets	121,726	121,868
<b>Total non-current assets</b>	<b>5,027,880</b>	<b>5,448,848</b>
Inventories	1,158,602	1,087,977
Other assets	388,578	347,375
Income tax receivable	18,585	19,002
Trade receivables	753,317	654,255
Other financial assets	65,140	36,031
Cash and cash equivalents	579,199	519,203
<b>Total current assets</b>	<b>2,963,421</b>	<b>2,663,843</b>
<b>Total assets</b>	<b>7,991,301</b>	<b>8,112,691</b>
<b>Equity and liabilities</b>		
Share capital	2,054,166	2,054,166
Retained earnings	728,163	709,196
Foreign currency translation reserve	(1,157,580)	(817,711)
Other components of equity	128,267	185,853
<b>Equity attributable to owners of the parent</b>	<b>1,753,016</b>	<b>2,131,504</b>
Non-controlling interests	121,270	131,100
<b>Total equity</b>	<b>1,874,286</b>	<b>2,262,604</b>
Interest-bearing loans and borrowings	2,884,703	2,781,690
Retirement benefit obligation	1,343	5,566
Other financial liabilities	36,916	37,910
Deferred tax liabilities	55,498	62,232
Provisions	52,793	52,886
<b>Total non-current liabilities</b>	<b>3,031,253</b>	<b>2,940,284</b>
Trade and other payables	2,269,180	2,038,308
Interest-bearing loans and borrowings	697,394	754,261
Other financial liabilities	69,941	63,655
Income tax payable	33,354	37,491
Provisions	15,893	16,088
<b>Total current liabilities</b>	<b>3,085,762</b>	<b>2,909,803</b>
<b>Total liabilities</b>	<b>6,117,015</b>	<b>5,850,087</b>
<b>Total equity and liabilities</b>	<b>7,991,301</b>	<b>8,112,691</b>

## Consolidated statement of cash flows

in US\$'000	Six months ended 30 June,		Quarter ended 30 June,	
	2018	2017	2018	2017
<b>Profit before tax</b>	<b>43,045</b>	<b>75,545</b>	<b>20,754</b>	<b>36,870</b>
Non-cash adjustments:				
Depreciation and impairment of PP&E	173,393	169,182	84,540	86,360
Amortisation and impairment of intangible assets	18,154	18,923	9,504	9,357
(Gain)/loss on disposal of assets and investments	(312)	(1,424)	(588)	(1,438)
Net interest expense	114,957	98,248	51,811	49,456
Dividend income	(2,983)	(225)	(2,530)	(24)
Share of net profit of associate	(4,066)	(3,087)	(2,381)	743
Provisions	1,854	(364)	2,459	(1,602)
Changes in value of derivative financial instruments	(29,723)	(31,499)	13,873	(2,820)
Effect from hyperinflation adjustment	(42,142)	-	(20,653)	-
Working capital adjustments:				
Decrease/(increase) receivables	(205,017)	(119,350)	(15,690)	401
Decrease/(increase) in inventories	(117,295)	(35,309)	(147,717)	(32,084)
(Decrease)/increase payables	345,968	(57,712)	206,261	(70,616)
Interest received	7,302	2,256	4,833	1,763
Dividends received from associates	226	1,336	226	1,181
Income tax paid	(42,280)	(30,976)	(23,650)	(9,701)
<b>Net cash flows from operating activities</b>	<b>261,081</b>	<b>85,544</b>	<b>181,052</b>	<b>67,846</b>
Net proceeds from sale of assets and investments	26,761	20,053	26,125	18,654
Purchase of intangible assets	(9,914)	(10,625)	(5,931)	(6,549)
Purchase of PP&E	(102,277)	(187,746)	(55,486)	(111,213)
Acquisitions of subsidiaries, net of cash acquired	(4,165)	(23,378)	-	2,548
Financial investments	-	(1,851)	-	(82)
Dividends received	2,983	225	2,530	24
<b>Net cash flows used in investing activities</b>	<b>(86,612)</b>	<b>(172,060)</b>	<b>(32,762)</b>	<b>(65,356)</b>
Loans (granted)/reimbursed	(1,461)	4,407	687	13,301
Proceeds from/(repayment of) borrowings	(650,757)	247,362	(36,324)	(73,900)
Proceeds from bond issuance	750,000	-	-	-
Interest paid	(140,404)	(99,985)	(76,928)	(34,549)
(Acquisition)/divestment of non-controlling interests	-	2,098	(425)	-
Dividends paid	(16,254)	(5,819)	(4,832)	(4,256)
Deemed distribution to shareholder	(9,562)	-	-	-
<b>Net cash flows from financing activities</b>	<b>(68,438)</b>	<b>148,063</b>	<b>(117,822)</b>	<b>(99,404)</b>
<b>Net increase in cash and cash equivalents</b>	<b>106,031</b>	<b>61,547</b>	<b>30,468</b>	<b>(96,914)</b>
Effects of exchange rate differences	(46,036)	(6,371)	(379)	6,950
Cash and cash equivalents at beginning of period	519,204	335,656	549,110	480,796
<b>Cash and cash equivalents at end of period</b>	<b>579,199</b>	<b>390,832</b>	<b>579,199</b>	<b>390,832</b>

## EBITDA reconciliation

in US\$'000	Six months ended 30 June,		Quarter ended 30 June,	
	2018	2017	2018	2017
<b>Operating profit</b>	<b>93,845</b>	<b>187,019</b>	<b>30,623</b>	<b>94,802</b>
Other (income)/expenses	2,230	218	(842)	439
<b>EBIT</b>	<b>96,075</b>	<b>187,237</b>	<b>29,781</b>	<b>95,241</b>
Depreciation	163,843	168,790	74,999	85,812
Amortisation	18,188	18,924	9,504	9,357
Impairment charge	9,516	393	9,550	164
<b>EBITDA</b>	<b>287,622</b>	<b>375,344</b>	<b>123,834</b>	<b>190,574</b>