

SOCAR Trading



LNG

Brussels, November 2018

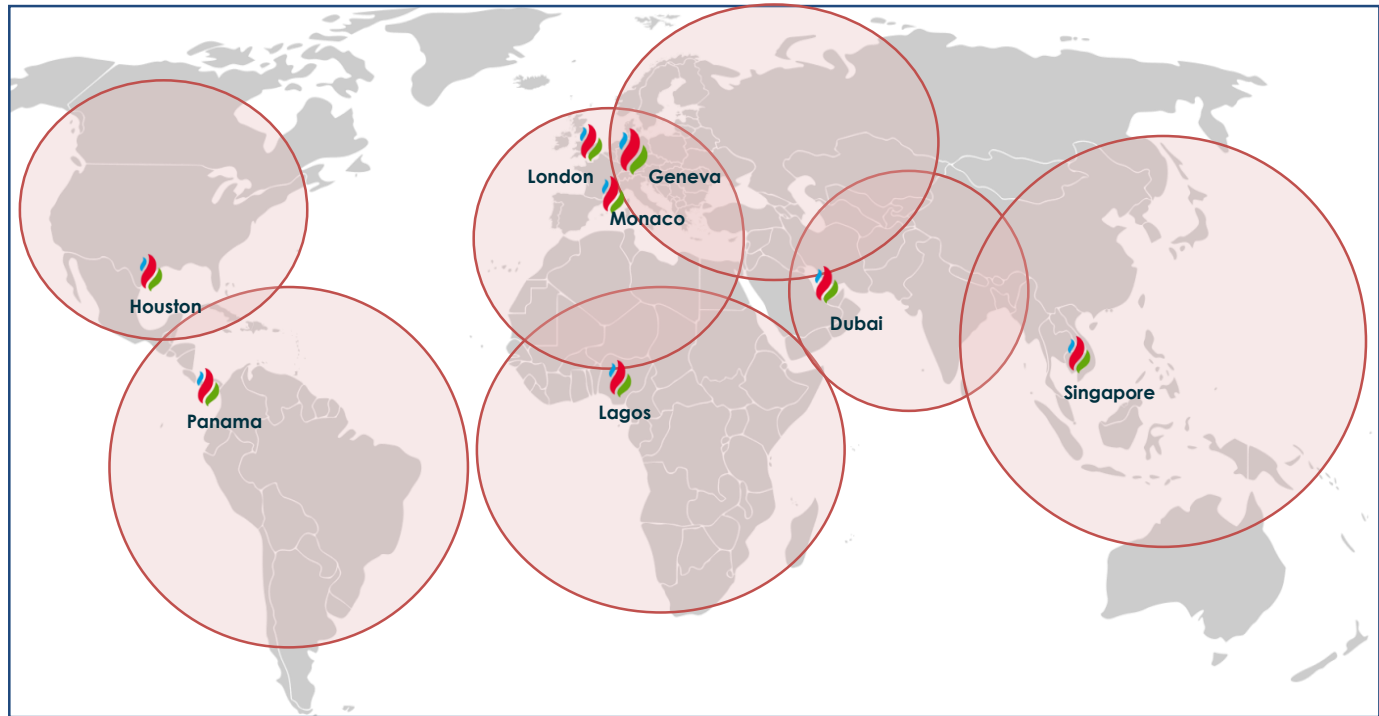


SOCAR TRADING: COMPANY OVERVIEW

Company Overview

- Established in 2007, to market Azerbaijan's Azeri Light crude
- Now trades in over 40 crude grades, across all distillate groups & in LNG
- Global business origination team
- Global presence
- Headquarters: Geneva, Switzerland

11 Business Developers covering global origination



FY2017

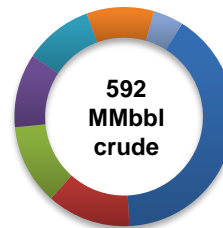
\$48.2bn*
Revenue

108 MTm
Volumes

260+
Employees

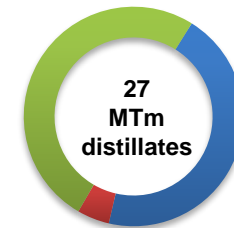
Split by crude origin

- Azeri/Caspian
- Russia & CIS
- Middle East
- North Sea
- North America
- WAF



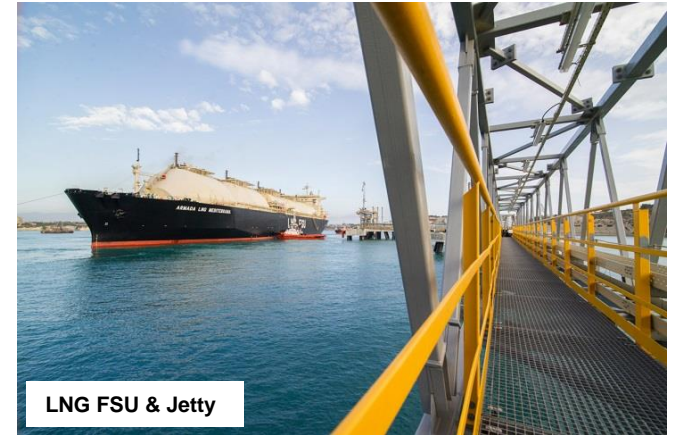
Split by product

- Light
- Middle
- Heavy



LNG PROJECT: MALTA

- Europe's first LNG-to-Power project was built and financed with SOCAR Trading being a leading member of an international consortium
- The project constitutes a 210 MW gas powered plant, regasification facility, and a floating storage unit (FSU)
- €508m project financed by 9 prominent financial institutions
- SOCAR Trading will supply LNG to the plant for 10 years, with a potential 8 year extension



LNG FSU & Jetty

-The project has brought numerous benefits to the island nation in the form of:

1. Security of energy supply for the country
2. Diversification of energy portfolio – new type of generation type in the mix
3. Substantial reduction in the energy bill and price stability
4. Facilitation of a complete switch from burning Fuel Oil for power production
5. Increased power generation efficiency and an astounding reduction in environmental harm and pollution



210MW CCGT Power plant

Sponsors and Adviser



Financial Institutions



EPC and O&M providers





FUTURE PLAN

- With the experience gained from the Malta LNG project SOCAR Trading is actively looking at other opportunities around the world to develop the company's LNG projects portfolio
- Currently involved in several LNG projects at various stages of development in Africa, Asia, MEI and the US. Particular attention is paid to the Mediterranean Islands – developing a network of LNG Import locations in the area
- The company aims at identifying locations (particularly islands) around the world that rely on Heavy Fuel Oil (FO) for power generation to switch or substitute the existing units to run on Natural Gas. Balancing the power generation mix, introducing a cleaner fuel reducing the carbon footprint on the environment
- Further developing Malta LNG Project to become the Mediterranean's LNG bunkering hub in line with the oncoming IMO 2020 regulations aimed at curbing Sulphur content in marine fuels



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