

# Vivo Energy plc

## Q3 Trading Update

25 October 2019



# Disclaimer

IMPORTANT: Please read the following before continuing.

## **No offer or solicitation**

This presentation is provided for informational purposes only and is not intended to and shall not constitute an offer to sell or the solicitation of an offer to sell or the solicitation of an offer to buy any securities of Vivo Energy plc (the “Company”) or a solicitation of any vote of approval, nor shall there be any sale of securities in any jurisdiction in which such offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of any such jurisdiction. Neither the contents of the Company’s website, nor the contents of any other website accessible from hyperlinks on such websites, is incorporated herein or forms part of this presentation.

## **Forward-looking statements**

This presentation includes forward-looking statements. These forward-looking statements involve known and unknown risks and uncertainties, many of which are beyond the Company’s control and all of which are based on the Directors’ current beliefs and expectations about future events. Forward-looking statements are sometimes identified by the use of forward-looking terminology such as: “believe”, “expects”, “may”, “will”, “could”, “should”, “shall”, “risk”, “intends”, “estimates”, “aims”, “plans”, “predicts”, “continues”, “assumes”, “positioned”, “anticipates” or “targets” or the negative thereof, other variations thereon or comparable terminology. These forward-looking statements include all matters that are not historical facts. They appear in a number of places throughout this report and include statements regarding the intentions, beliefs or current expectations of the Directors or the Group concerning, among other things, the future results of operations, financial condition, prospects, growth, strategies of the Group and the industry in which it operates.

No assurance can be given that such future results will be achieved; actual events or results may differ materially as a result of risks and uncertainties facing the Group. Such risks and uncertainties could cause actual results to vary materially from the future results indicated, expressed, or implied in such forward-looking statements.

Such forward-looking statements contained in this report speak only as of the date of this report. The Company and the Directors expressly disclaim any obligation or undertaking to update these forward-looking statements contained in the document to reflect any change in their expectations or any change in events, conditions, or circumstances on which such statements are based, unless required to do so by applicable law.

# Q3 Highlights

- ▶ Q3 Gross cash profit of \$189 million, up 13% year-on-year, driven by higher volumes and stable margins
- ▶ Q3 Sales volume up 15% year-on-year, due to the contribution of Engen-branded markets
- ▶ Q3 Gross cash unit margin of \$71 per thousand litres, ahead of full year guidance
- ▶ Engen integration progressing well, with strong Commercial volume performance during Q3
- ▶ Successfully completed the implementation of SAP S/4 HANA in all of our 15 Shell branded-markets

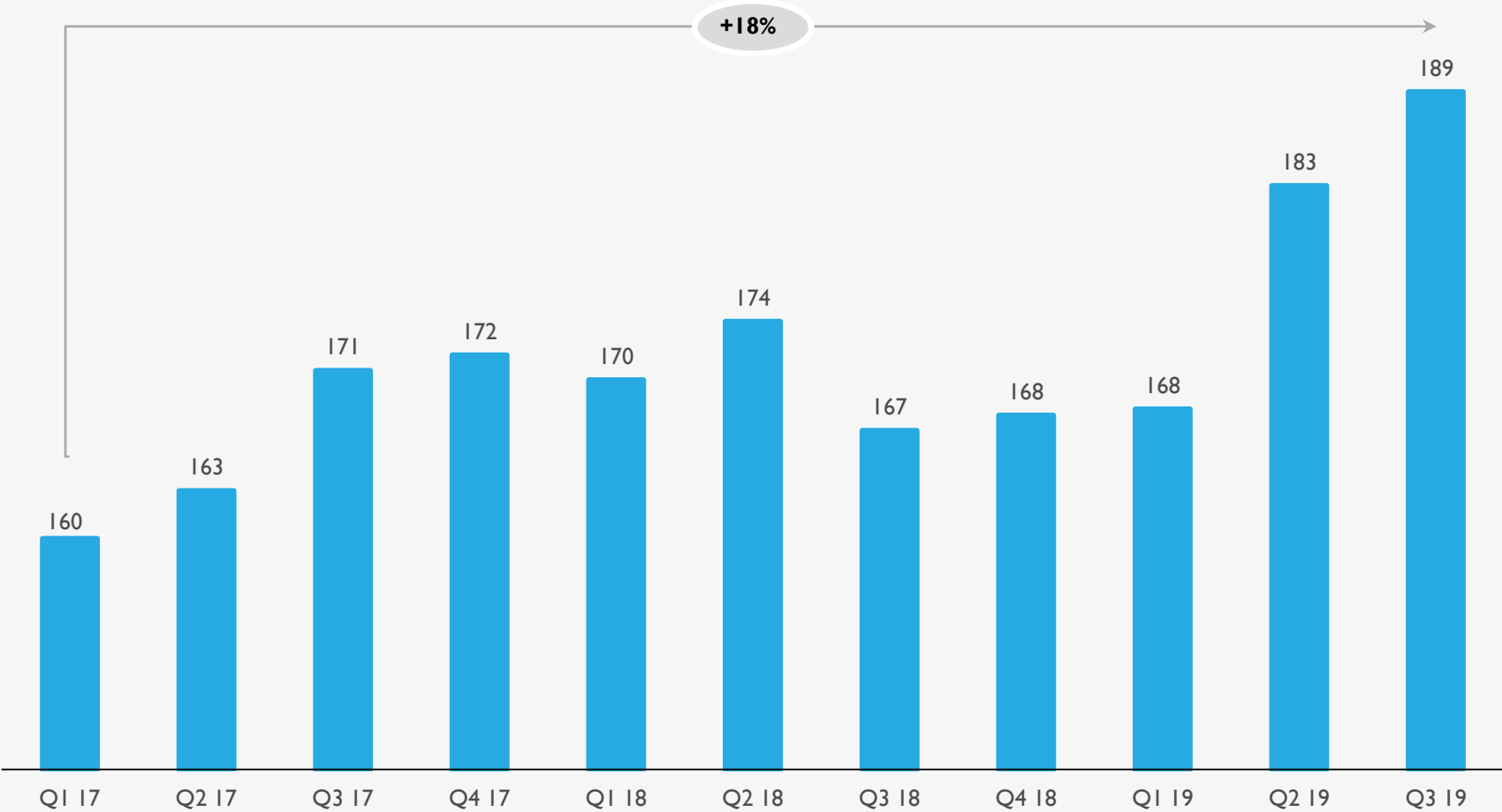
## KEY PERFORMANCE INDICATORS<sup>1</sup>

Three months ended 30 September				
	2019	2019	2018	
	Shell-branded	Total	Total	Change
<b>Volumes</b> (million litres)	2,356	2,672	2,323	+15%
<b>Gross Cash Unit Margin</b> (\$/000 litres)	71	71	72	(1)%
<b>Gross Cash Profit</b> (\$ million)	168	189	167	+13%

# Strong growth in profitability

## CONTINUED GROSS CASH PROFIT IMPROVEMENT

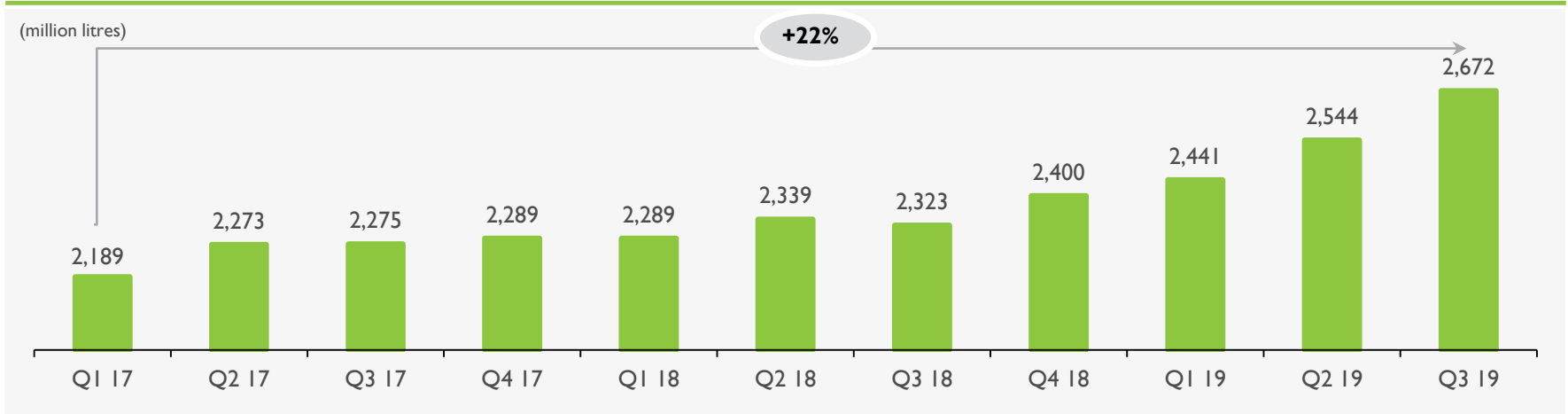
(\$ million)



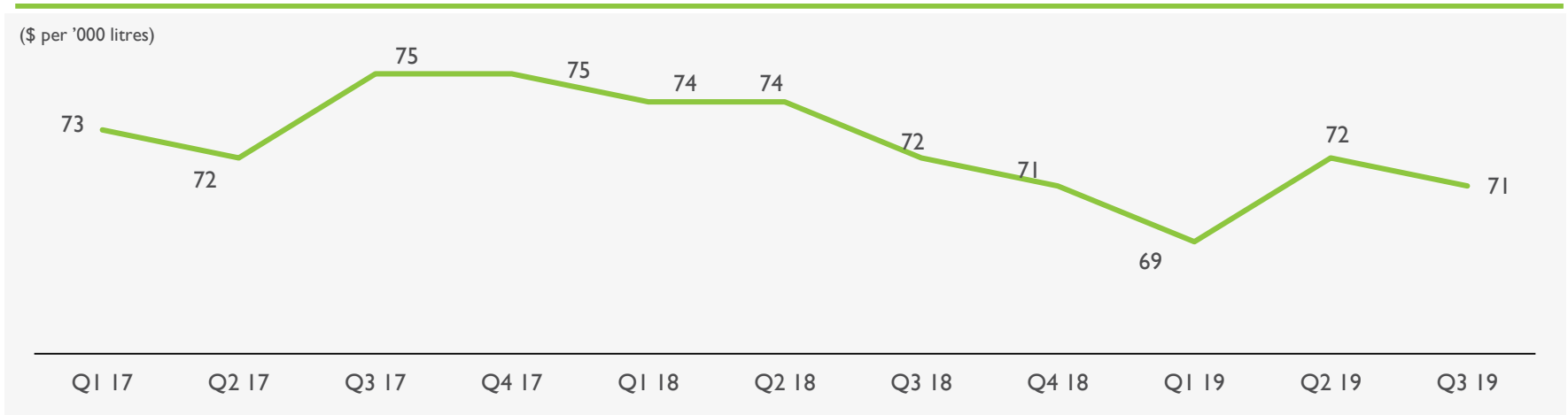
Source: Company information.

# Driven by strong volume growth and margin recovery

## STRONG VOLUME GROWTH



## GROSS CASH UNIT MARGIN HAS STABILISED



# 2019 outlook

METRIC	2019 INITIAL GUIDANCE	PROGRESS
Total Volumes (%)	Low to mid double-digit volume growth	<b>On track</b> 10% (including 7 months of Engen)
Group Gross Cash Unit Margin (\$)	High sixties per thousand litres	<b>Ahead</b> US\$70/'000 litres
Capital Expenditure (\$)	Around \$150 million (including Engen capex)	<b>On track</b>
Net New Retail Sites	80-100 new service stations	<b>On track</b>

**We continue to expect another year of strong gross cash profit growth**