



Vivo Energy plc *Q3 Trading Update Presentation*

30 October 2020

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Q3 Highlights

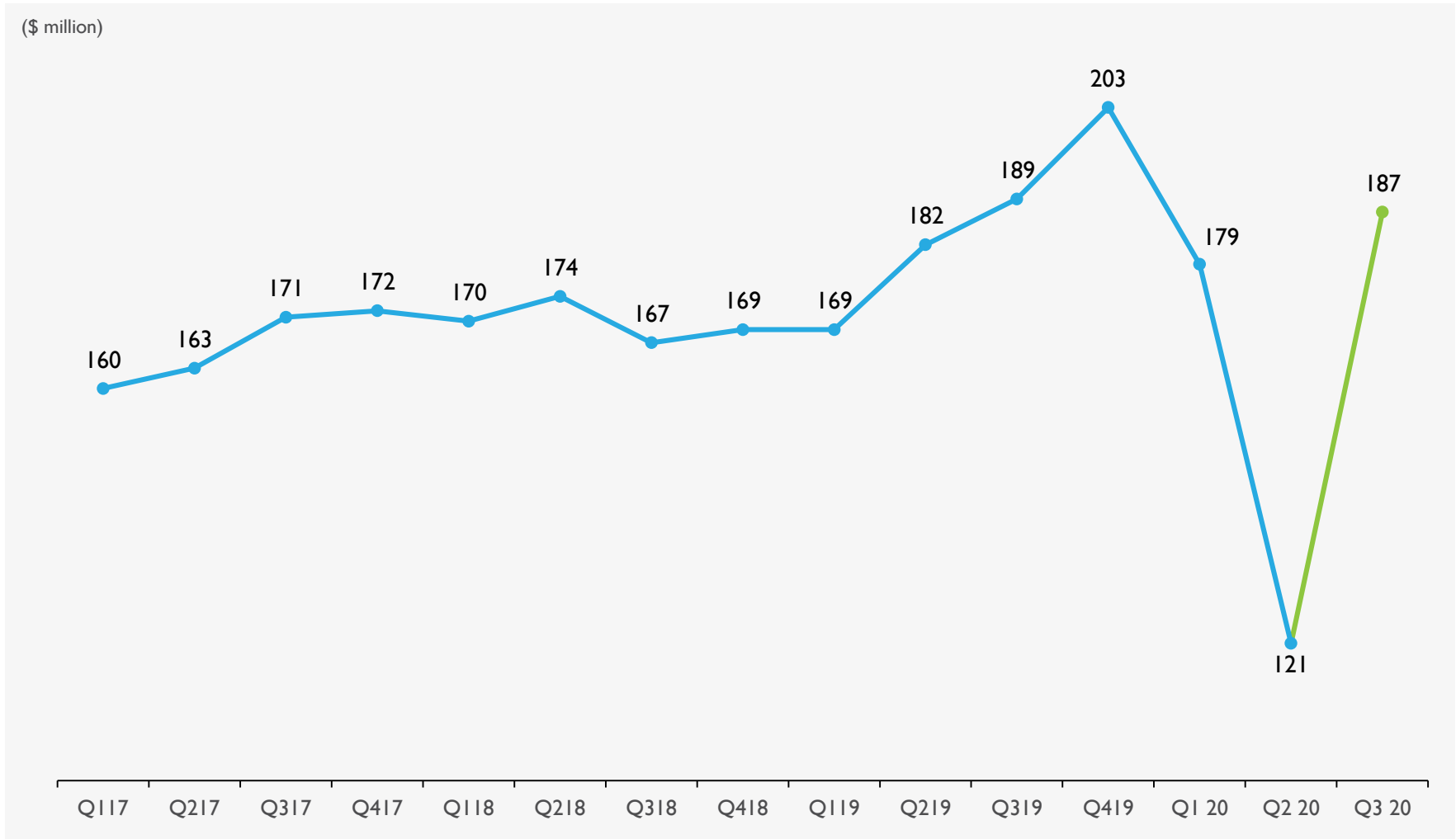
- ▶ Gross cash profit of \$187 million, broadly in line with previous year
- ▶ Volumes improved significantly from Q2, although behind previous year due to ongoing restrictions
- ▶ Gross cash unit margins benefitted from the mix effect, forex and the current pricing and supply environment
- ▶ Priority remains the safety of our people, our customers and our communities

KEY PERFORMANCE INDICATORS

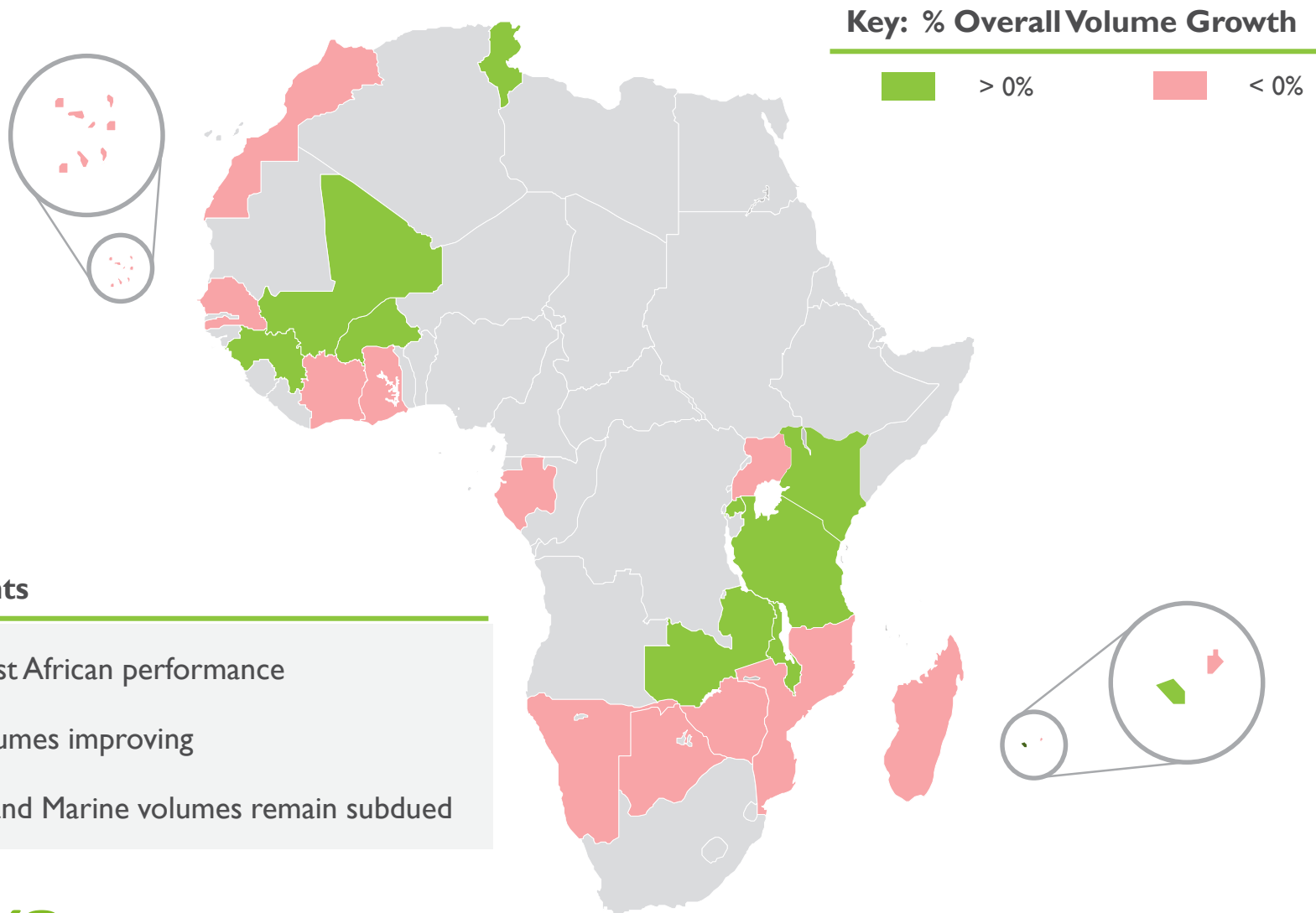
	Three months ended 30 Sept		
	2020	2019	Change
Volumes (million litres)	2,492	2,672	(7)%
Gross Cash Unit Margin (\$/'000 litres)	75	71	6%
Gross Cash Profit (\$ million)	187	189	(1)%

Back to Q3 2019 levels...

QUARTERLY GROSS CASH PROFIT



...with 10 of our markets returning to Y-o-Y growth in Q3

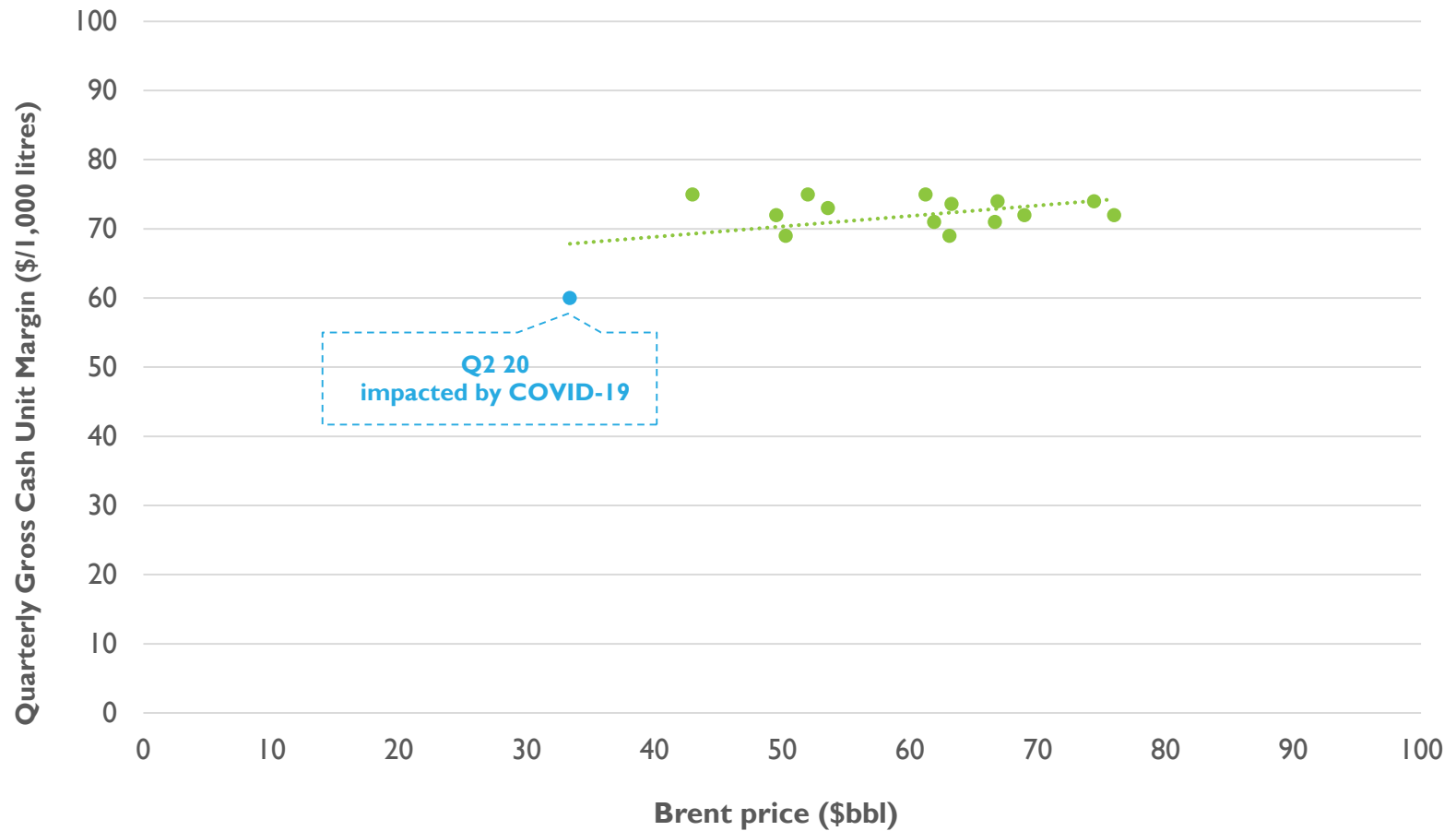


Major Points

- ▶ Strong East African performance
- ▶ Retail volumes improving
- ▶ Aviation and Marine volumes remain subdued

Performance highlights that margins are uncorrelated to oil prices

Demonstrated consistent quarterly unit margins since 2017, irrespective of the significant oil price volatility



Resumption of dividends

- ▶ In response to COVID-19, the Board withdrew its recommendation to pay the 2019 final dividend
- ▶ Due to actions we took and the resilience of our business, our balance sheet has remained strong
- ▶ As a result, the Board has decided to make a payment of 2.7 cents per share in settlement of the final dividend of 2019
- ▶ Will review the aggregate dividend in respect of performance during 2020 at our full year results

Summary

- ▶ Continue to prioritise safety of our people, our customers and our communities
- ▶ Encouraged by recovery to date and continuing resilience
- ▶ Remain cautiously optimistic about remainder of the year and into 2021
- ▶ We continue to be an integral part of every day life on the African continent
- ▶ Long-term growth opportunity in Africa remains undimmed