

HY1 2024  
Roadshow presentation

Shaping  
the future

to help  
the world  
flow forward



# Forward-looking statement

Any statement, presentation or other information contained herein that relates to future events, goals or conditions is, or should be considered, a forward-looking statement.

Although Vopak believes these forward-looking statements are reasonable, based on the information available to Vopak on the date such statements are made, such statements are not guarantees of future performance and readers are cautioned against placing undue reliance on these forward-looking statements. Vopak's outlook does not represent a forecast or any expectation of future results or financial performance.

The actual future results, timing and scope of a forward-looking statement may vary subject to (amongst others) changes in laws and regulations including international treaties, political and foreign exchange developments, technical and/or operational capabilities and developments, environmental and physical risks, (energy) resources reasonably available for our operations, developments regarding the potential capital raising, exceptional income and expense items, changes in the overall economy and market in which we operate, including actions of competitors, preferences of customers, society and/or the overall mixture of services we provide and products we store and handle.

Vopak does not undertake to publicly update or revise any of these forward-looking statements.

All numbers in this presentation are excluding exceptional items, unless otherwise stated. To supplement Vopak's financial information presented in accordance with IFRS, management periodically uses certain alternative performance measures to clarify and enhance understanding of past performance and future outlook. For further information please refer to the appendix disclosure and HY1 2024 results press release.



# We help the world flow forward



## We drive progress

We proudly serve a growing world economy and population, and actively shape a sustainable future with our partners, customers and communities.

## We deliver

We provide safe storage and infrastructure for vital liquids and gases. Our trusted professionals ensure that they are available in the right place, at the right time.

## We create connections

We are entrepreneurial team players by nature and thrive on collaboration with our partners.

# Vopak at a glance: A leading global independent liquid bulk storage provider



**5.22bn**  
Market Cap<sup>1</sup>



**1,942mm**  
Prop. revenue



**1,154mm**  
Prop. EBITDA



**1.50**  
Dividend per share



**76**  
No. of  
terminals



**23**  
No. of  
countries



**91%**  
Occupancy  
rate



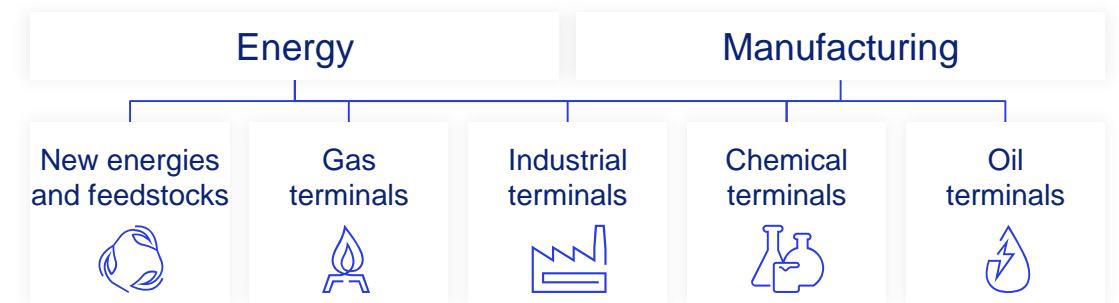
**5,505**  
No. of  
people

Note: Figures based on FY 2023 unless otherwise stated;

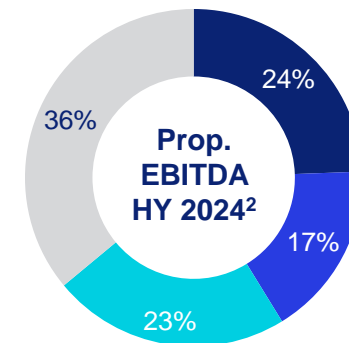
1. Per end of August 2024

2. Excluding corporate cost

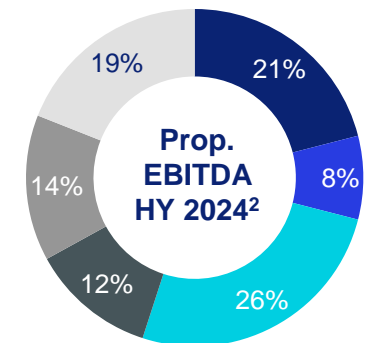
## Strategic terminal types



## Terminal type and proportional revenue geographical split



Gas    Chemicals  
Industrial    Oil



Asia & Middle east    Singapore  
China & North Asia    USA & Canada  
Netherlands    Other

# Well-positioned to leverage the strong market fundamentals and energy transition opportunities



## Macroeconomic and end market developments

Global energy demand  
> +8% by 2030<sup>1</sup>

Energy and supply security  
> As result of geopolitical tensions

Diverse energy mix  
> Additional low-carbon options

Inflation and interest rates  
> Volatile in the short- to mid-term

## Business impact

- ✓ Additional storage requirements to optimize supply chains
- ✓ New energies and decarbonization opportunities
- ✓ New partnership opportunities

1. Global energy demand estimated based on IEA projections under APS scenario

# Well-diversified portfolio supports energy security and energy transition

We deliver  
an independent network

76  
terminals

23  
countries

5,500+  
professionals around the world

We drive progress  
future focused capabilities

250+  
products

500+  
industrial connections

400+  
jetties and berths

We create connections  
partnerships that matter

1,000+  
customers

35+  
joint venture partners

#1  
in India and China



# Grow LNG and LPG infrastructure for today's energy security and growing energy demand

Grow



## Market opportunities

Global energy demand and imbalance in gas availability will continue to grow

**+44%**

Global demand growth in LNG by 2050

**+20%**

Global demand growth in LPG by 2050



## Network that delivers

Reputation and proven track record in developing, building and commissioning terminals

**25**

Independent terminals where we store gas products

**>10**

Years average contract duration



## Capabilities to drive progress

Investing and expanding the network by ensuring enhanced safety and accessibility as well as providing sustainable energy solutions

## Origination

Preferred over M&A, to capture most of the value created

## Connecting and collaborating

Leverage our global presence in markets with a strong growth outlook and with the right partners

# Unique assets strategically positioned to capture opportunities in LNG and LPG



 Hub terminal     Terminal     Market opportunities in LNG and LPG



# Growing our footprint in industrial clusters

Grow



## Market opportunities

Global manufacturing market will continue to grow

# +4.5%

### Growth

In global chemical production in 2024 and 2025<sup>1</sup>

# +40

### Crackers needed

to meet global demand for global Ethylene production by 2030<sup>1</sup>



## Network that delivers

Reputation and proven track record in developing terminals in the biggest global clusters in the world

# 18

### Industrial terminals

Well integrated with customer facilities

# >15

### Years average contract duration

Ensure stable and long-term returns



## Capabilities to drive progress

Expansion opportunities in existing locations, exploring opportunities for strategic growth

# +15

### Industrial clusters

Opportunities to facilitate global decarbonization initiatives

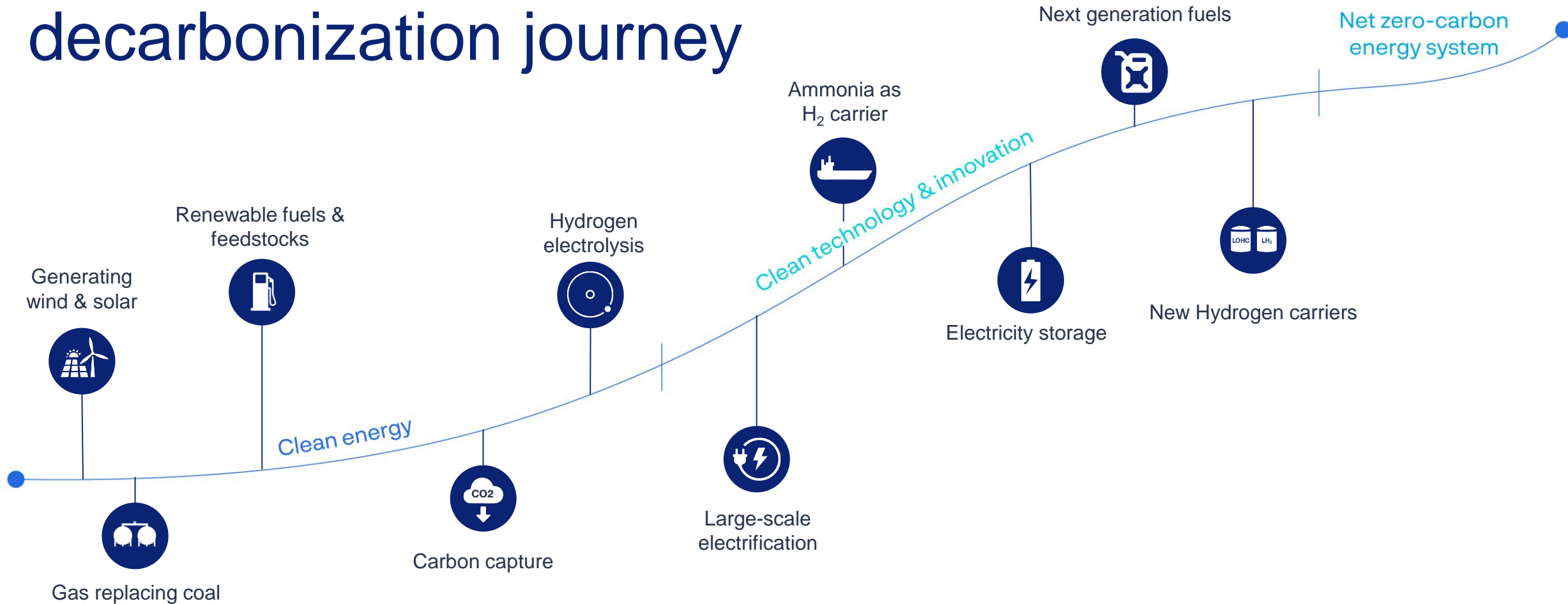
## Connecting and collaborating

Strong growth outlook with the right partners and customers

# Unique assets strategically positioned to capture opportunities in industrial terminals

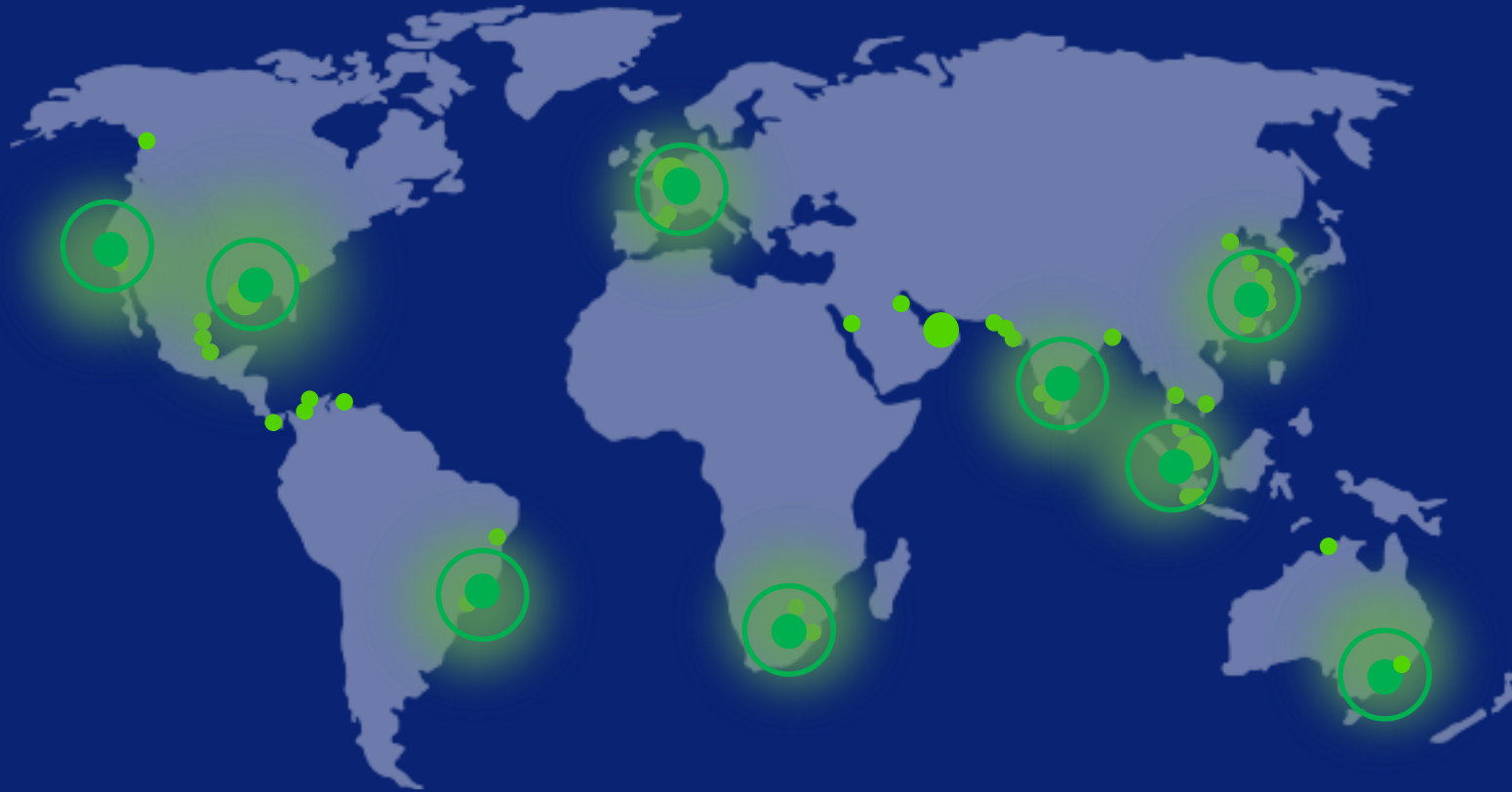


# Opportunities in all phases of decarbonization journey

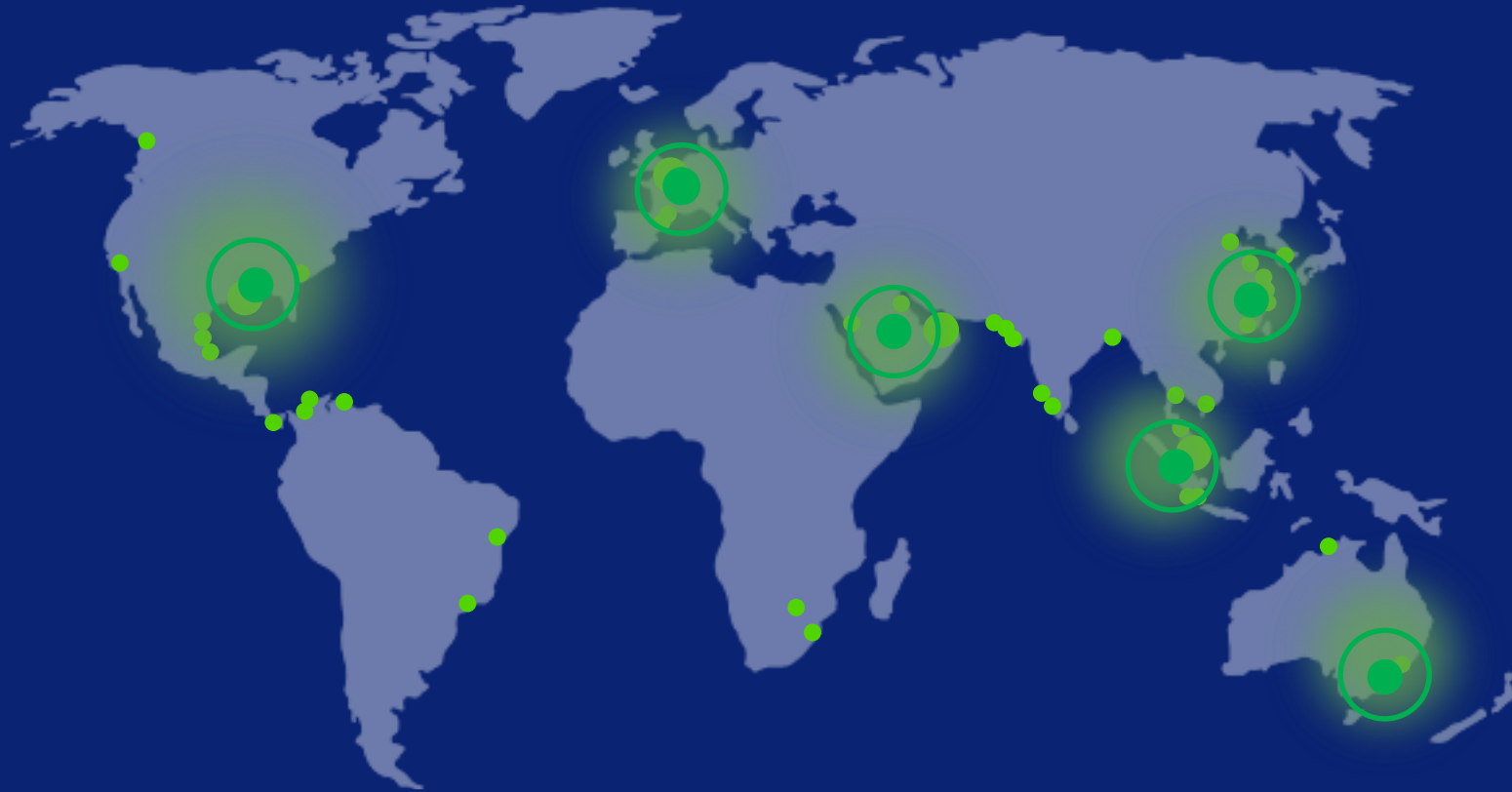


New gas capacity	Repurposed and new storage capacity	Liquid CO <sub>2</sub> infrastructure	Ammonia ex- and import facilities	LDES Storage-as-a-service	Repurposed and new storage capacity
------------------	-------------------------------------	---------------------------------------	-----------------------------------	---------------------------	-------------------------------------






# Unique assets strategically positioned to capture opportunities in biofuels



# Unique assets strategically positioned to capture opportunities in ammonia



# Decarbonizing our operations and becoming net-zero – 5 lines of action

Lines of action	Examples
 <p data-bbox="257 619 542 658">Energy efficiency</p>	<p data-bbox="894 601 2415 672">Apply heat tracing optimization, pump performance programs (e.g. Vlaardingen), steam system segregation, optimization flameless thermal oxidizer, LED lighting</p>
 <p data-bbox="257 766 568 805">Renewable energy</p>	<p data-bbox="894 766 2142 801">Use of solar energy, using residual heat, steam, and energy from neighboring companies</p>
 <p data-bbox="257 909 608 948">Renewable electricity</p>	<p data-bbox="894 891 2155 962">Procure renewable electricity in the Netherlands, Singapore, the United States and Spain. Recently also Caojing (China) partly switched to renewable electricity</p>
 <p data-bbox="257 1071 479 1109">Electrification</p>	<p data-bbox="894 1038 2244 1138">Development of an electrical boiler project in collaboration with a utility provider to also use the system to help balance the load across the power grid in Vlaardingen, electrical vapor treatment units in several locations</p>
 <p data-bbox="257 1223 779 1262">Cleaner fuels and new energies</p>	<p data-bbox="894 1209 2147 1280">Use of cleaner fuels and new energies: use of biofuels to replace conventional fuels such as diesel, exploring the use of hydrogen for a vapor treatment unit</p>

# Delivering on improvements with our sustainability performance

Topic		Target and actual score	
Total Injury Rate	✓	FY 2023 2024	0.16 0.22
Process Safety Event Rate	✓	FY 2023 2024	0.09 0.13
Reduction of GHG emissions (% reduction of scope 1 & 2 vs. 2021)	⌚	FY 2023 2030	-25% -30%
VOC emission (% reduction vs. 2016)	✓	FY 2023 2025	-34% -30%
Women in senior management	⌚	FY 2023 2025	20% 25%
Vopak employees being paid at least the living wage	✓	FY 2023	100% 100%
Net Promoter Score	✓	FY 2023 2024	77 65

■ Actual
 ■ Target



# ESG benchmarks



Rating:  
(Scale: CCC to AAA)

AAA

“Strong management practices to address emissions relative to peers”

“Low proportion of revenue derived from business lines that may impact natural ecosystems or the livelihood of local communities”

“Strong safety performance relative to peers”



Rating:  
(scale: 1 low risk to 10 high risk)

Environmental

4

Social:

2

Governance:

1

In top 25% of our peer group

## SUSTAINALYTICS

Rating:  
(Scale: 0 to 50 high exposure)

25.1

Rank in the Refiners & Pipelines industry

28 / 203

Subindustry oil & gas storage

20 / 113



- Consensus has not been reached, particularly on the inclusion or exclusion of the use phase emissions of the LNG we store and regasify.
- We continue to engage with SBTi



# Our capability to be a partner in low-carbon storage

## OUR STRENGTH

Infrastructure in highly strategic locations

---

Extensive connections with partners and customers

---

Solid capabilities and track record

---



## OUR PLAN

Strengthen our existing network to deliver by repurposing some of the current infrastructure

---

Leverage the connections to develop brownfield and greenfield expansion

---

Invest in capabilities to drive progress

---

# Shaping the future

## Vopak HY1 2024

# Delivering on our shaping the future strategy

## Key highlights HY1 2024

- Proportional occupancy of 92% driven by favorable storage markets
- Proportional EBITDA increased to EUR 599 million (+10%YoY)
- Updated outlook for proportional EBITDA, Reported EBITDA and Growth Capex

## Strategic pillars

### Improve

The performance of our portfolio

>12% operating cash return



### Grow

our base in industrial & gas terminals

EUR 1 billion growth capex by 2030



### Accelerate

towards new energies & sustainable feedstocks

EUR 1 billion growth capex by 2030



## Key achievements last 2 years

Actively managed the portfolio and improved financial performance with an OCR well above 12%

Invested EUR 891 million in growing our base in industrial and gas terminals

Repurposed capacity for low-carbon fuels & feedstocks, first steps taken in infrastructure for CO<sub>2</sub>, hydrogen and electricity storage. Invested EUR 51 million

- Growing in gas terminals by building large-scale LPG export facility in Prince Rupert, Western Canada
- Growing industrial footprint with expansions in Saudi Arabia and China
- Started market consultation for LNG and new energies in EemsEnergyTerminal in the Netherlands

- First steps in Rotterdam, the Netherlands taken to develop CO<sub>2</sub> terminal infrastructure
- Commissioned repurposed capacity in Alemoa, Brazil for renewable feedstock

# Solid market demand for our services



## Gas

LNG demand growth driven by Asian markets, Europe remains well-supplied

Global growth in LPG driven by petrochemical demand and residential demand in India



## New energies & sustainable feedstocks

Oversupply of low-carbon products in the market, while demand for low-carbon fuels and feedstocks continues to be robust

Momentum towards CCS infrastructure, steady evolving policy frameworks for low-carbon hydrogen



## Energy

Market fundamentals remain healthy, growing demand east of Suez for transport and petrochemical markets

Solid demand for infrastructure due to the rebalanced trade flows



## Manufacturing

Chemical markets continued to be characterized by oversupply

Ongoing rationalization of less competitive production units, especially in Europe

Market dynamics

Vopak impact

Stable financial performance given long-term take-or-pay nature of our contracts

Healthy activity levels at LPG and LNG terminals serving local end-markets

Increasing demand for infrastructure that supports low-carbon fuels and feedstocks

Solid project pipeline for development of CO<sub>2</sub> and ammonia infrastructure

Storage demand continues to be strong in hub terminals driven by growing energy demand and long-haul transport

Stable demand in fuel distribution terminals amid the need for imports in local markets

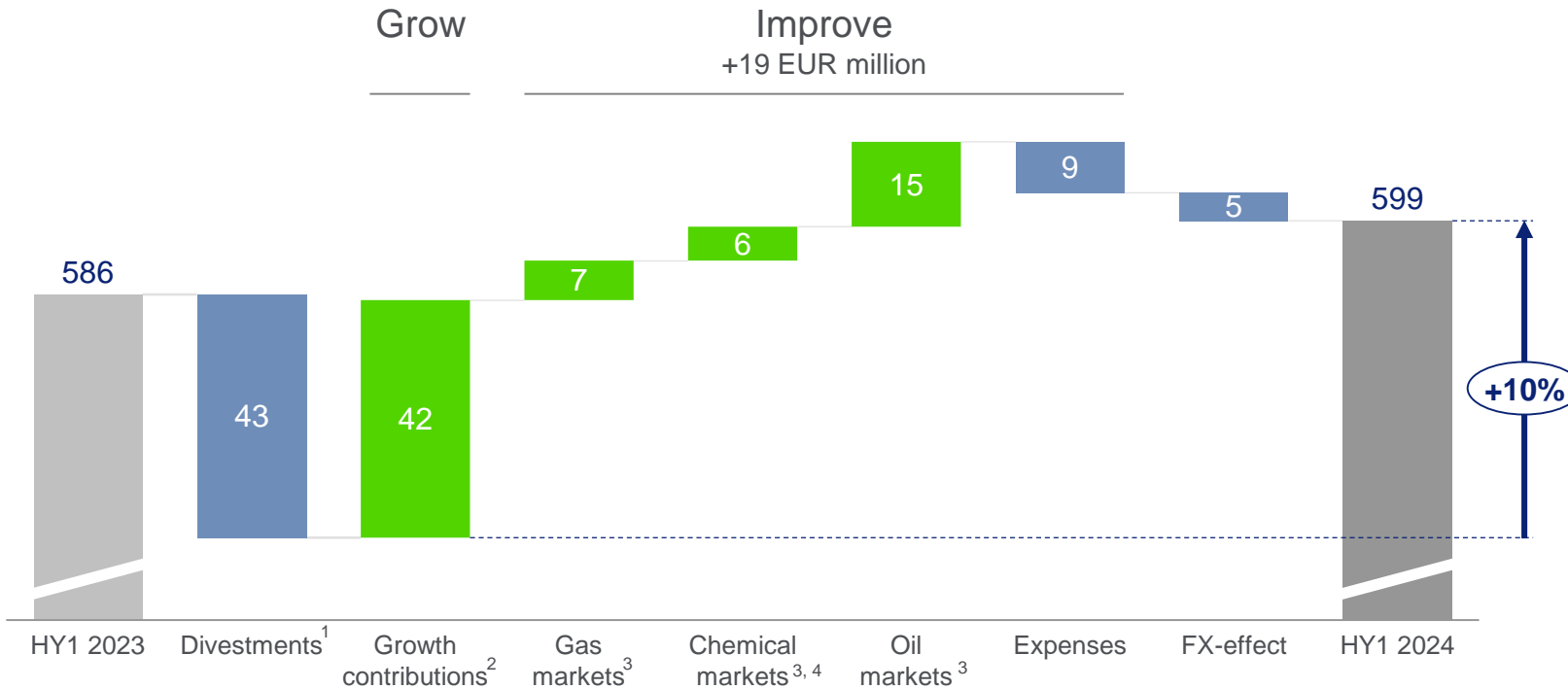
Demand for storage infrastructure expected to be stable

Solid throughput levels in industrial terminals, with new capacity coming on stream

# Improved portfolio performance

## Proportional EBITDA

In EUR million



1. Net of divestments (Savannah, three chemical terminals in Rotterdam and Lanshan).  
 2. Growth contribution of new repurposed capacity in Los Angeles, Vlaardingen and acquisition of new LNG terminal in The Netherlands.  
 3. Oil, chemical and gas markets represents revenues and result joint ventures.  
 4. Chemical markets include industrial performance.

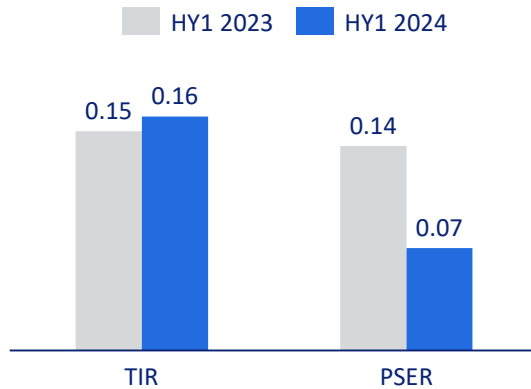
## Prop. EBITDA performance Excluding exceptional items

- Healthy proportional occupancy rate of 92% driven by favorable demand across different product markets
- Higher expenses driven by increased personnel and insurance cost, partly offset by lower energy expenses
- Proportional EBITDA increase driven by growth projects contributions and a certain one-off item which offset divestment impact
- EBITDA margin increased to 59% from 57% reflecting good business conditions

# Continuous commitment to improve our sustainability performance

## Safety

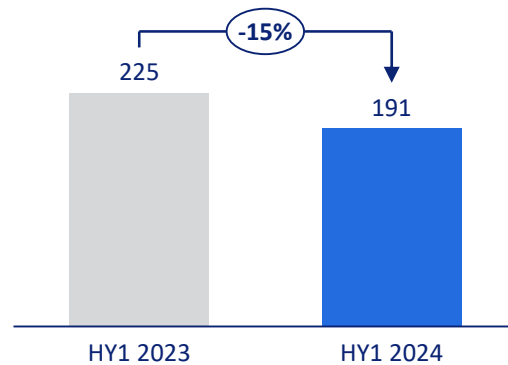
Personal & Process safety



- Consistently low personal safety performance of 0.16 in HY1 2024
- Record low process safety event rate of 0.07 in HY1 2024
- Improved 3-year rolling averages for both metrics

## Emissions

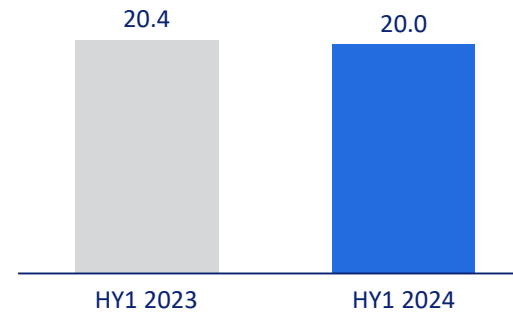
Scope 1 & 2 emissions in 1,000 MT CO<sub>2</sub>e



- Further reduced scope 1 & 2 emissions during first half of 2024, mainly due to procurement of renewable electricity
- Investing EUR 5 million in an e-boiler in Vlaardingen to reduce emissions
- Compared to HY1 2021, our baseline year, a total reduction of 37% was achieved

## Women in management

Percentage of women in senior management



- Company-wide diversity targets focused on gender and regional origin
- Target to have 25% of women in senior management by 2025
- Up from 13% when the initial target was set in 2019



Eemshaven terminal, the Netherlands

# Growing our base in industrial and gas terminals



891 EUR million

Committed investments since 2022

## Growth in gas terminals

- Terminals provide security of supply of energy and feedstocks
- Playing an important role in the energy transition

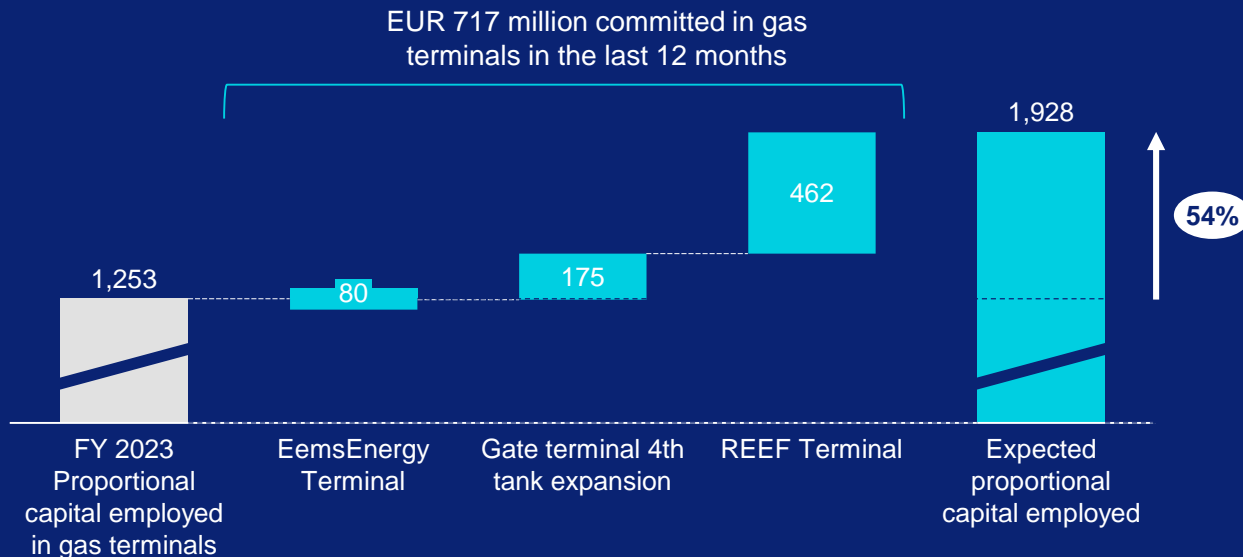
## Industrial expansions

- Supporting our customers in key industrial clusters around the world
- Infrastructure underpinned by long-term contracts

# Delivering growth with strategic investments in gas terminals

## Increase capital employed in gas terminals

Proportional capital employed in gas terminals  
In EUR million



Large scale LPG export facility in Prince Rupert, Western Canada

95K cbm

Fully committed capacity and underpinned by a long-term commercial agreement and expected to come operational near 2026 year-end

## Strategic location

REEF enhances Canada's position as a growing global energy exporter, providing the shortest transit time to Asian markets

## Partnership

Successful cooperation with our partner, AltaGas, and strong community support following extensive stakeholder engagement

Capital employed of the growth projects is added into Vopak's capital employed once the project is operational. EUR 42 million of EemsEnergy terminal is already included in FY 2023 Proportional capital employed.



# Delivering growth by investing in industrial terminals



## Expanding Chemtank terminal in Saudi Arabia

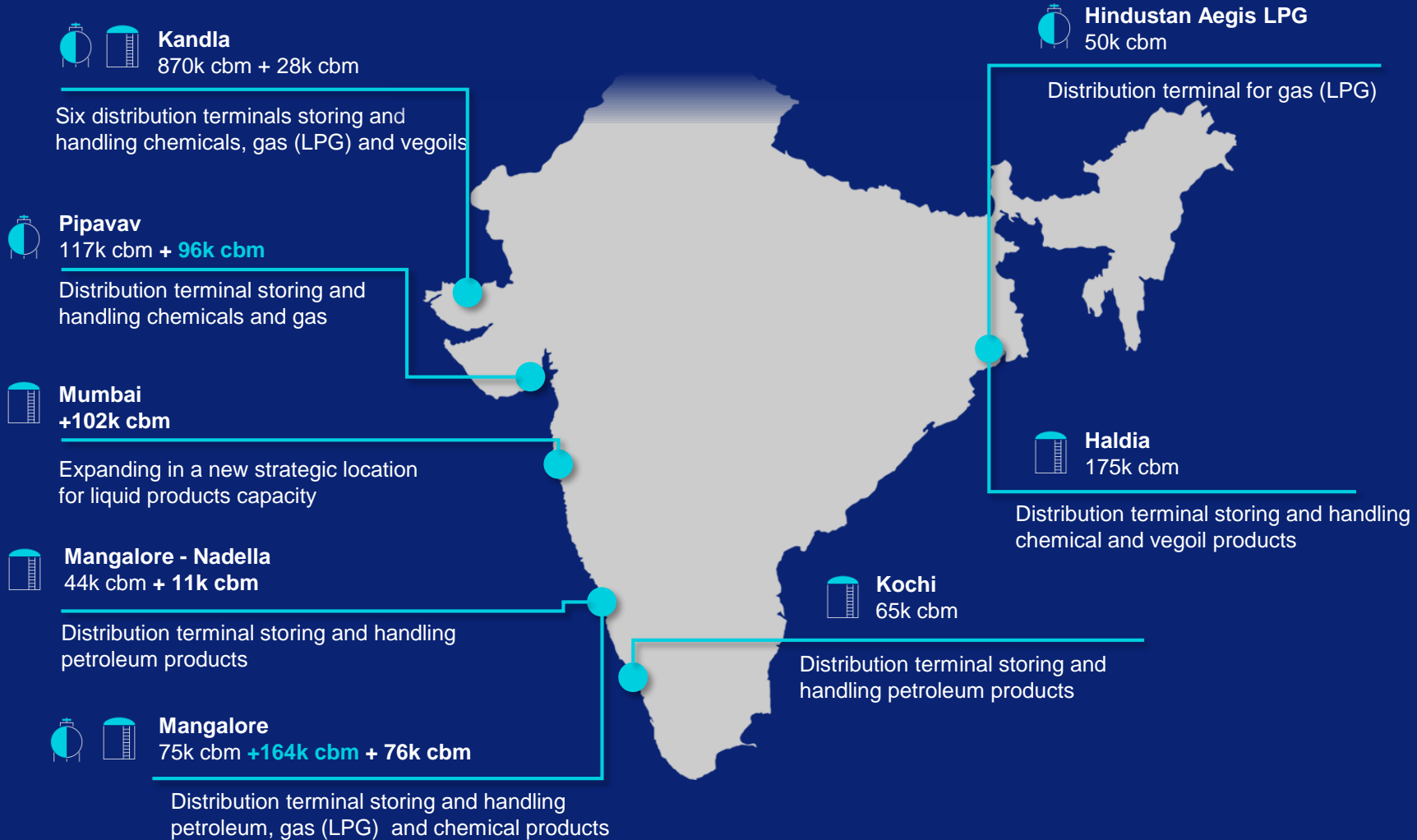
- Additional 44k cbm, supporting customer for export of gas and chemical products
- Leveraging existing assets and operational expertise
- Underpinned with a long-term contract, delivering attractive cash return

## Next phase in Qinzhou industrial terminal

- Expansion of 96k cbm of pipeline-connected capacity in major well-connected industrial cluster
- Further strengthening local partnership
- Underpinned with a long-term contract, delivering attractive cash return



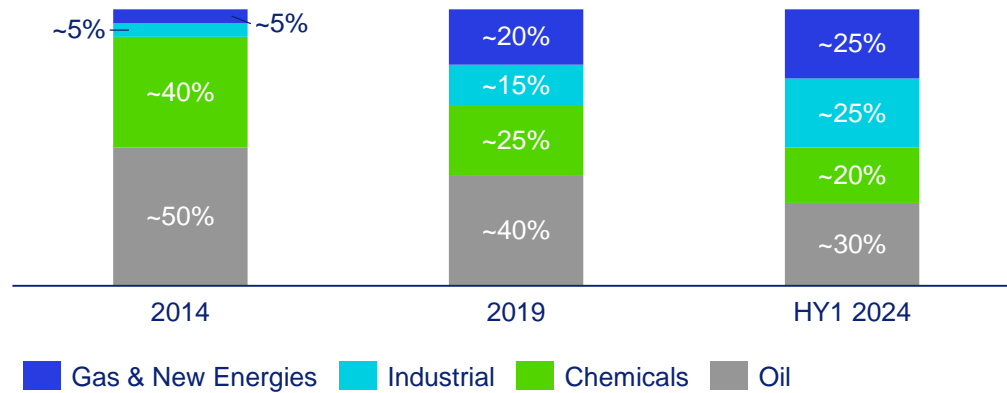
# Strong footprint in India



# Portfolio transition leading to high quality earnings

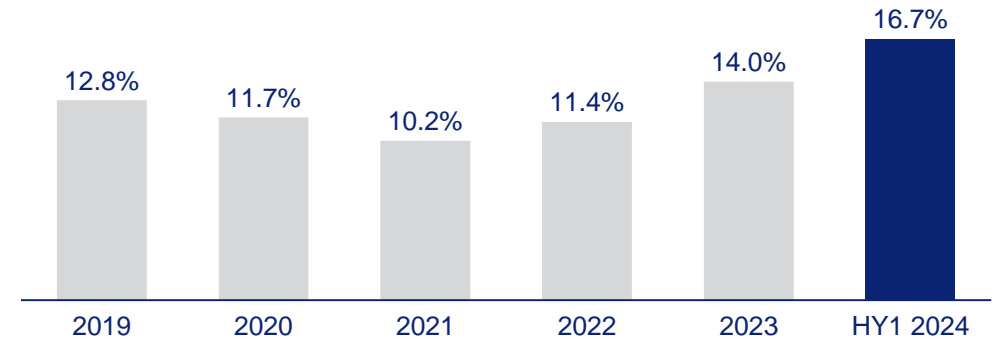
## Capital employed

Average proportional capital employed



## Operating Cash Return

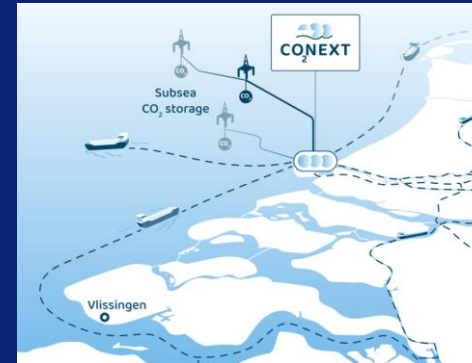
On proportional basis



- Portfolio transition towards stable and long-term returns in industrial and gas terminals
- EUR 523 million divestment proceeds from chemical distribution terminals divestments
- EUR 942 million invested leading to attractive operating cash return of above 12%

# Accelerating towards new energies and low-carbon fuels and feedstocks

Capturing opportunities around the world



Entering next phase of open-access CO<sub>2</sub> infrastructure in Rotterdam, the Netherlands



Commissioned repurposed capacity in Alemoa, Brazil for renewable feedstock

# Strong cash generation to return cash to shareholders and finance growth



## Robust balance sheet

- Low leverage of 1.76x creates opportunities to capture growth opportunities
- Maintain a healthy leverage ratio of around 2.5 to 3.0x

## Shareholder distribution

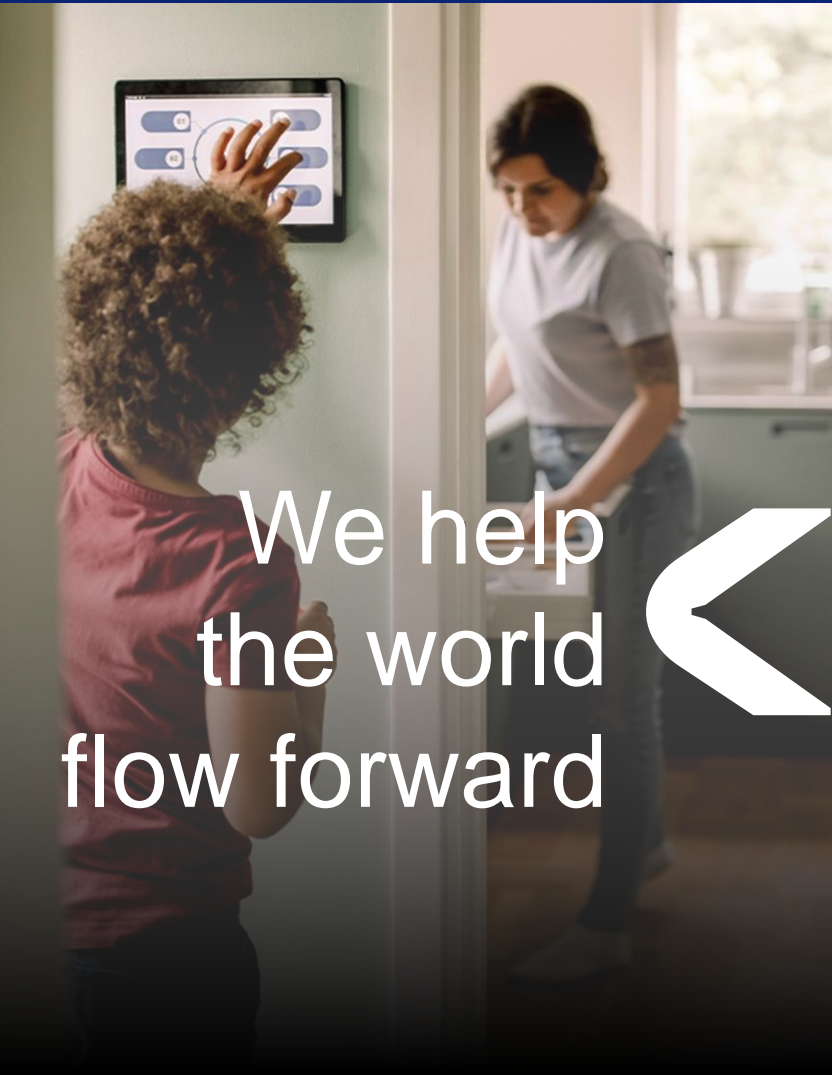
- Approved dividend of EUR 1.50 per share
- Since February 2024, returning up to EUR 300 million to shareholders via a share buyback program which is expected to be finalized by the end of the year

## Confirming growth outlook

- Confirming consolidated growth capex outlook of investing around EUR 300 million in 2024
- Aim to invest in attractive and accretive growth projects with a range of investment multiples between 4-8x

# Positioned for the future of energy

Vopak is capturing the opportunities in the energy transition today and tomorrow



We help  
the world  
flow forward



## We deliver

### Proven track record of execution

- Strong HY1 2024 results notwithstanding divestment impact, driven by favorable storage demand indicators in all markets
- Actively managing our portfolio towards improved and long-term cash returns

## We create connections

### Well-diversified global portfolio

- Growing our base in industrial and gas terminals by investing EUR 891 million
- Portfolio transition leading to a well-diversified terminal portfolio leading to high quality earnings

## We drive progress

### Energy transition offers opportunities

- Repurposing infrastructure for feedstock for low-carbon transportation fuels
- Sustained progress in new energies development

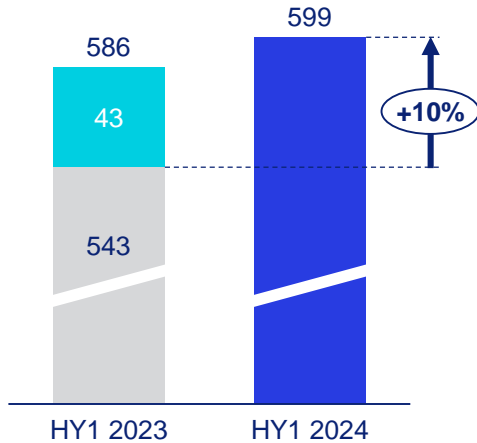
# Financial framework

## Vopak HY1 2024

# Delivering on performance improvement

## Proportional EBITDA

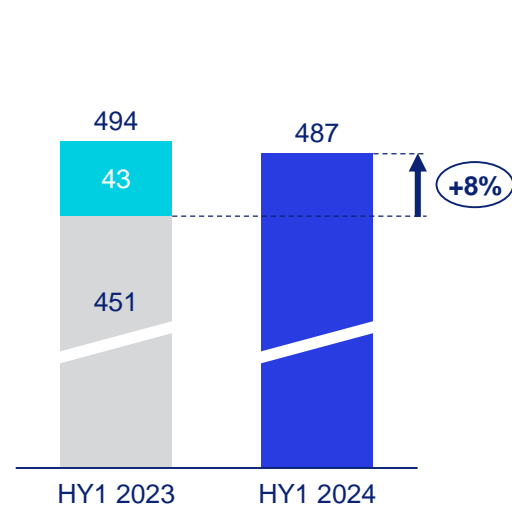
Excluding exceptional items



Proportional EBITDA grew due to positive contribution of growth projects and good business performance and a certain one-off item

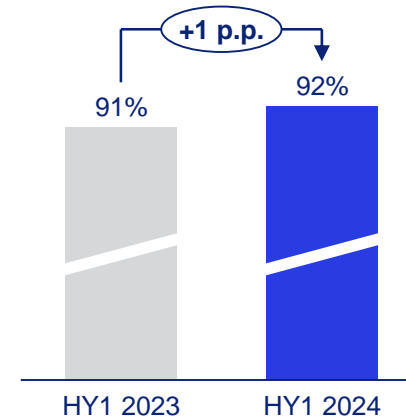
## EBITDA

Excluding exceptional items



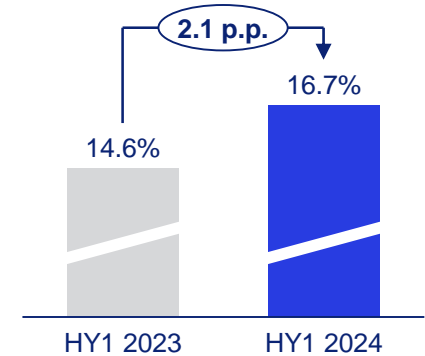
EBITDA adjusted for divestments grew by EUR 36 million, due to favorable storage demand and certain one-off items

## Proportional occupancy rate



Proportional occupancy increased compared to first half of 2023, driven by favorable markets and higher throughputs in gas terminals

## Operating Cash Return



Operating cash return increased as a result of divestments and positive contribution from new growth projects



# Q2 2024 key messages

Prop. Occupancy – Q2 2024  
In %

**92%**

-1 p.p. vs. Q1 2024

Slightly decreased, driven by lower occupancy in China and out of service capacity in the Netherlands

Revenues – Q2 2024  
In EUR million

**326**

-0.8% vs. Q1 2024

Stable revenues on the back of favorable oil markets, partly offset by weaker chemical markets

Operating expenses – Q2 2024  
In EUR million

**163**

+5.3% vs. Q1 2024

Higher cost driven by higher personnel expenses and insurance, partly offset by lower energy costs


Prop. EBITDA – Q2 2024  
In EUR million

**302**

+1.3% vs. Q1 2024

Increased proportional EBITDA mainly related to certain one-off item related to positive FID in REEF

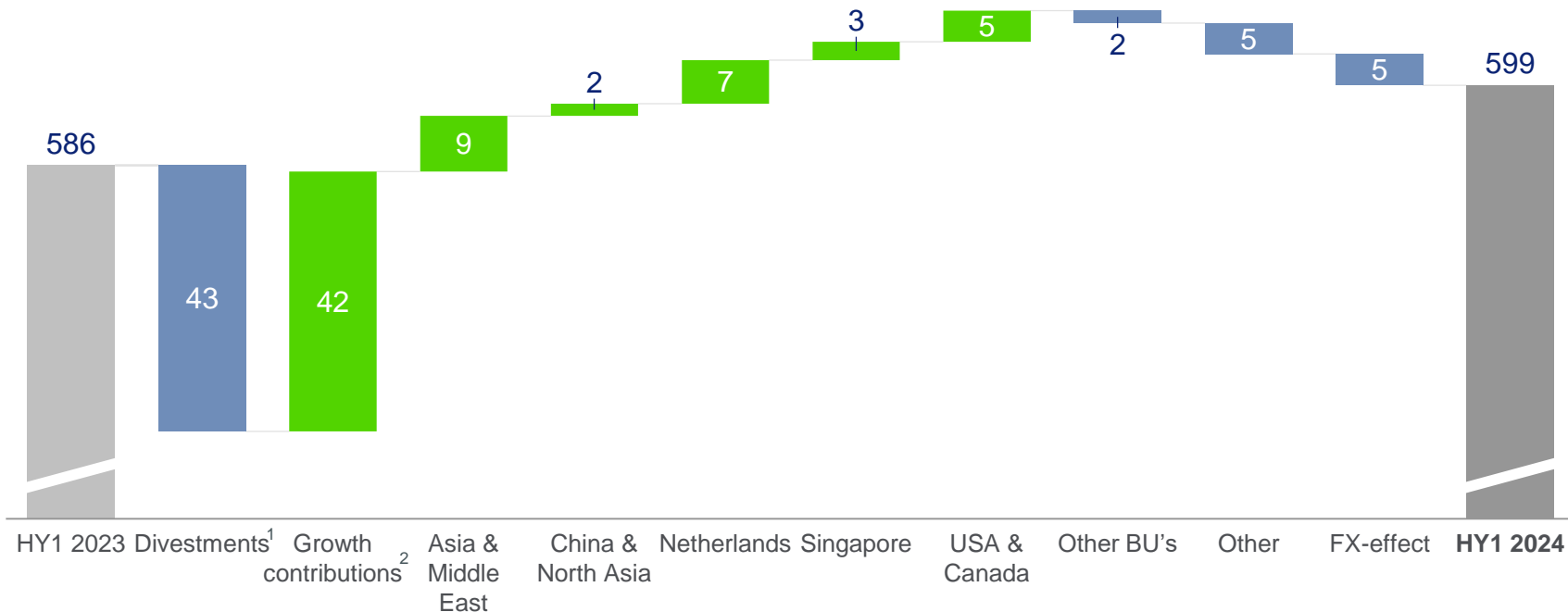


 Banyan terminal, Singapore

# Delivering on performance improvement

## Proportional EBITDA

In EUR million



## EBITDA performance

Excluding exceptional items

- Healthy demand for our services mainly across geographies
- One-off item of total EUR 7 million, related to an unconditional success fee related to FID taken for REEF
- Strong contribution from growth projects in the Netherlands and the United States

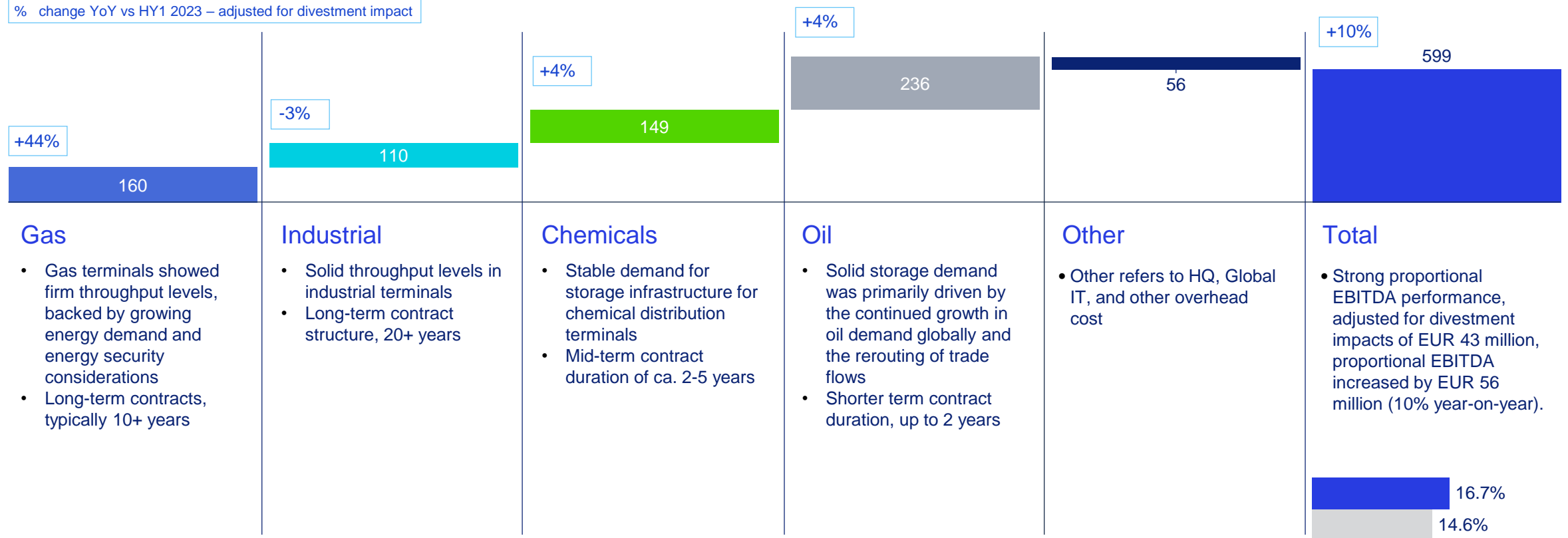
1. Divestments reflect the impact of Savannah, Botlek terminals and Lanshan.

2. Growth contribution of new repurposed capacity in Los Angeles, Vlaardingen and acquisition of new LNG terminal in The Netherlands.

# Strong business performance leading to improved returns

Proportional EBITDA HY 2024 in EUR million

% change YoY vs HY1 2023 – adjusted for divestment impact



**Gas**

- Gas terminals showed firm throughput levels, backed by growing energy demand and energy security considerations
- Long-term contracts, typically 10+ years

**Industrial**

- Solid throughput levels in industrial terminals
- Long-term contract structure, 20+ years

**Chemicals**

- Stable demand for storage infrastructure for chemical distribution terminals
- Mid-term contract duration of ca. 2-5 years

**Oil**

- Solid storage demand was primarily driven by the continued growth in oil demand globally and the rerouting of trade flows
- Shorter term contract duration, up to 2 years

**Other**

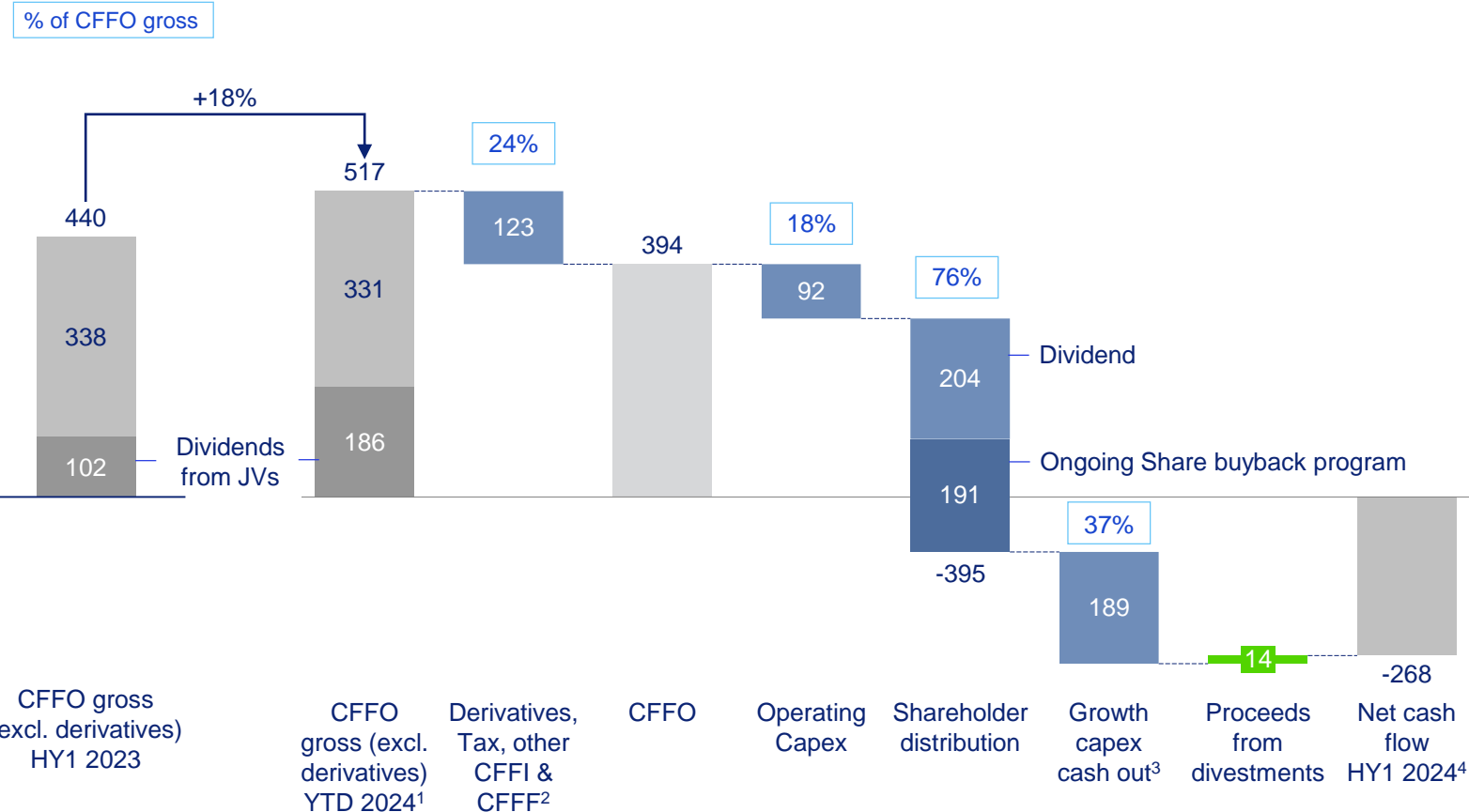
- Other refers to HQ, Global IT, and other overhead cost

**Total**

- Strong proportional EBITDA performance, adjusted for divestment impacts of EUR 43 million, proportional EBITDA increased by EUR 56 million (10% year-on-year).

# Strong cash flow generation

## Cashflow YTD 2024 in EUR million



## Cash flow performance

- EBITDA growth when adjusted for divestments supported cash flow
- Strong dividend upstream from joint-ventures
- Shareholder distribution, by means of paid dividend and ongoing share buyback program accounted for 76% of CFFO gross in the first half year

1. CFFO (gross) is defined as EBITDA including exceptional items, impairment(s), dividends received from JV, derivatives, working capital movements and other.  
 2. CFFF is excluding dividends and changes in debt.  
 3. Growth capex cash out include net cash compensation received.  
 4. Net cash flow includes changes in debt.

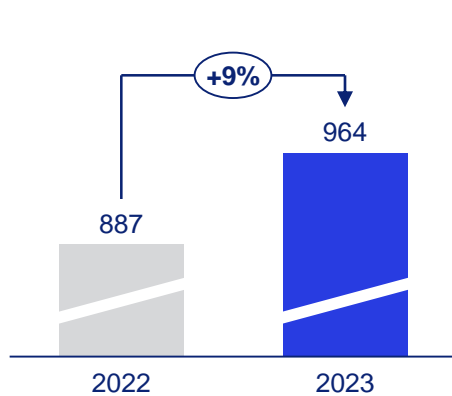
# Financial framework

## Vopak FY 2023

# Delivering on performance improvement

## EBITDA

Excluding exceptional items

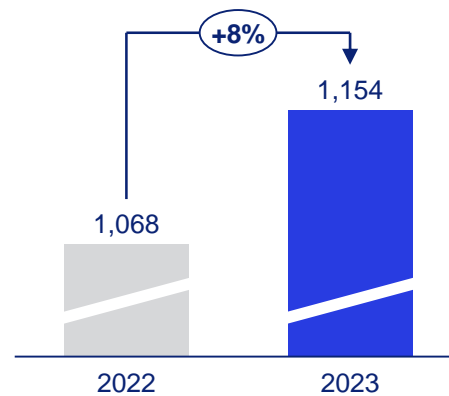


## EBITDA margin

Aim to maintain a strong EBITDA margin

## Proportional EBITDA

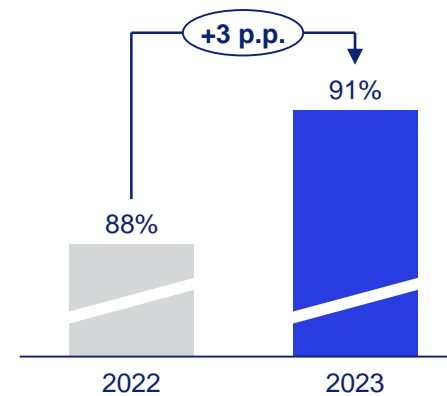
Excluding exceptional items



## Prop. EBITDA growth

Growing EBITDA on proportional basis, with healthy contributions from joint ventures

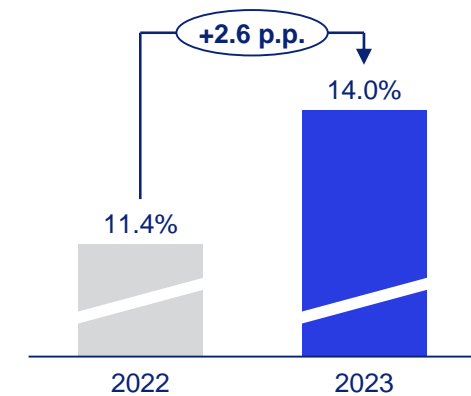
## Proportional occupancy rate



## 85-95%

A normal range of occupancy that Vopak can have in different market conditions

## Operating Cash Return



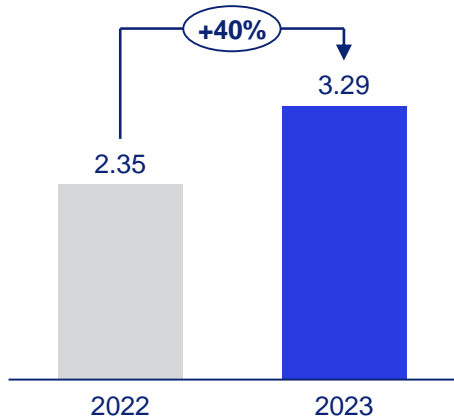
## >12%

Long-term operating cash return of the portfolio going forward

# Growing earnings and return to shareholders

## Earnings per share (EPS)

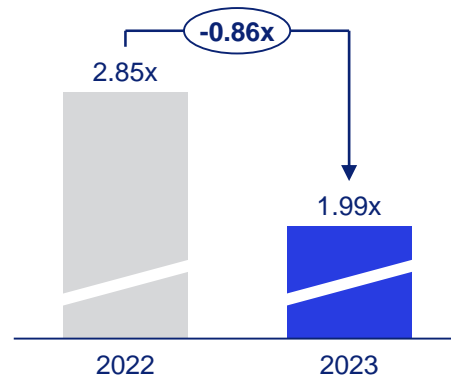
Excluding exceptional items



### Improved return

Earnings per share increased by 40% year-on-year

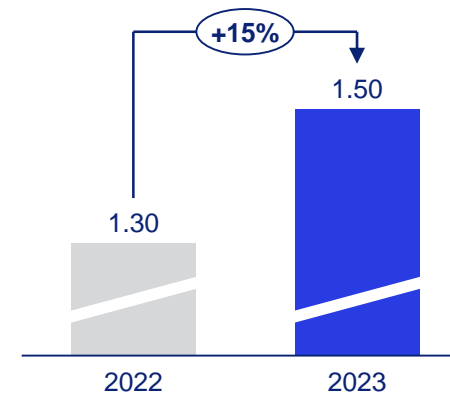
## Total net debt to EBITDA



### Managing leverage

Below our management range of 2.50-3.00x total net debt to EBITDA

## Dividend per share



### Progressive dividend policy

Increasing dividend in line with our stable to progressive dividend policy

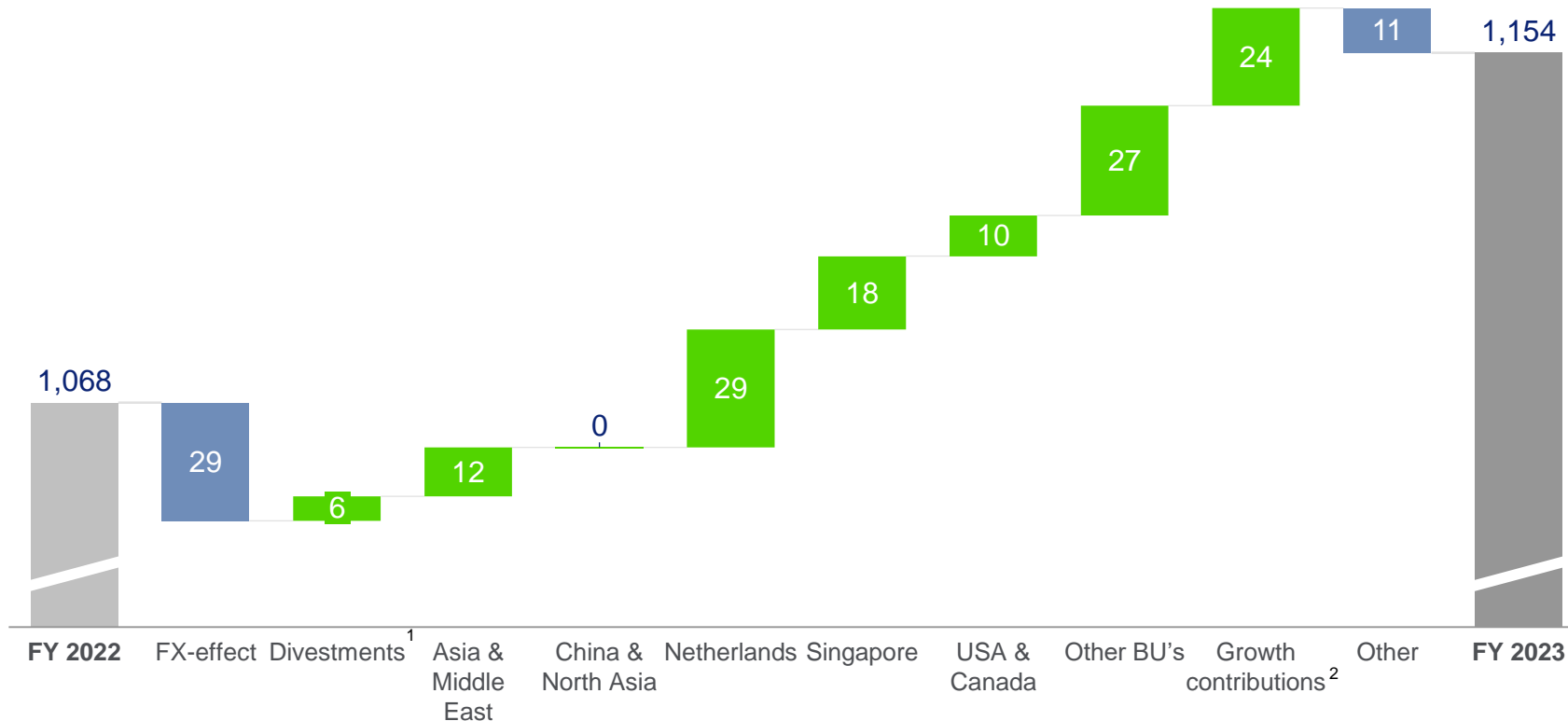
## Robust fundamentals

- Growing earnings through projects and autonomous growth of the business
- Reduced leverage driven by healthy cash flow generation and divestments
- Returning meaningful value to our shareholders

# Delivering on performance improvement

## Proportional EBITDA

In EUR million



1. Divestments reflect the impact of Savannah and Botlek terminals  
 2. Growth contributions in proportional EBITDA

## EBITDA performance

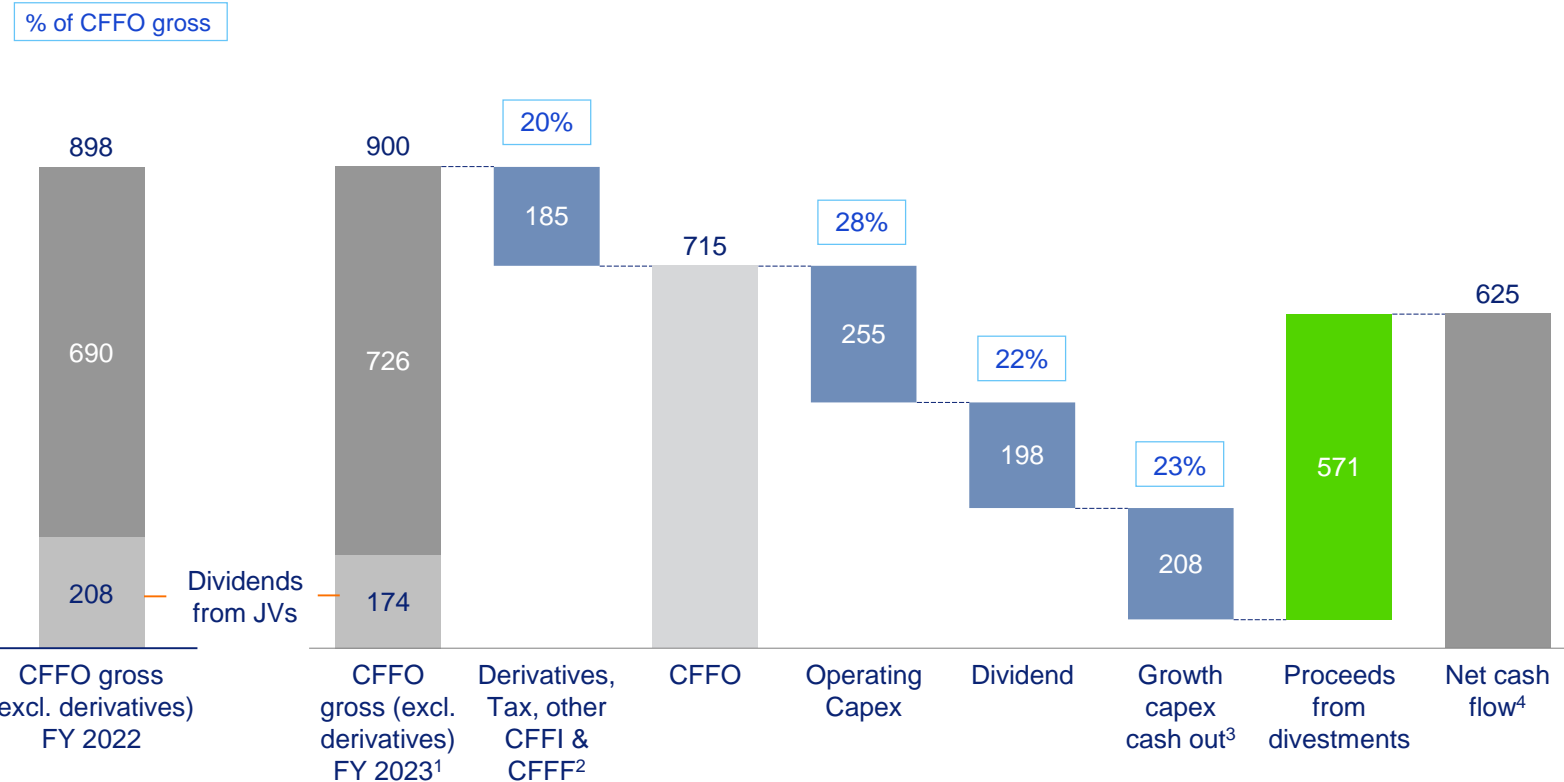
Excluding exceptional items

- EBITDA growth in most of the Business Units, mainly in the Netherlands and Singapore
- Negative divestment effect offset by better performance of the three chemical terminals in Rotterdam compared to 2022
- Positive growth contributions from proportional growth capex investments



# Strong cash flow generation

## Cashflow FY 2023 in EUR million



## Cash flow performance

- Cash generation improvements sufficient to fund company needs
- Dividend and growth capex fully funded by strong cash generation
- Dividend paid to shareholders is 22% of CFFO
- Dividend upstream from joint ventures solid and effected by timing between declaring and receiving dividend
- Ample cash capacity from portfolio actions and financing activities

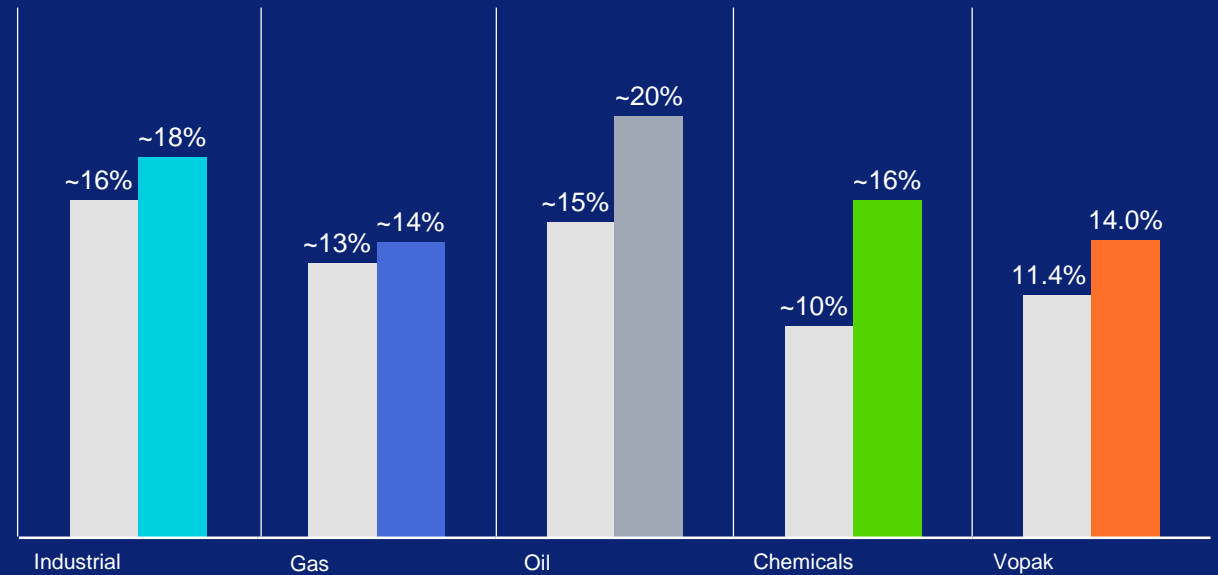
1. CFFO (gross) is defined as EBITDA including exceptional items, impairment(s), dividends received from JV, derivatives and working capital movements and other.  
 2. CFFF is excluding dividends and changes in debt. 3. Growth investments include net cash compensation received. 4. Net cash flow includes changes in debt.

# Well-positioned towards higher cash returns

Operating cash return<sup>1</sup> average by terminal type  
Development in %, excluding the corporate cost allocation and other

FY 2022 ● FY 2023 ● ● ● ● ●

- Average returns per terminal type improved
- Chemical terminal performance improved due to portfolio actions and market dynamics
- Gas and industrial continue to deliver stable and attractive cash returns
- Long-term operating cash return outlook to be above 12%

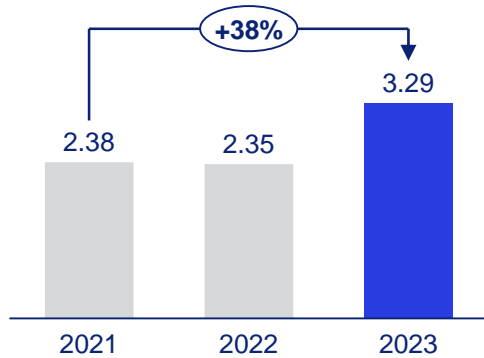


<sup>1</sup> Proportional operating cash return is defined as proportional operating cash flow over average proportional capital employed. Proportional operating cash flow is defined as proportional EBITDA minus IFRS 16 lessee minus proportional operating capex, which is defined as sustaining and service capex plus IT capex. Proportional operating cash flow is pre-tax, excludes growth capex and derivative and working capital movements. Proportional capital employed is defined as proportional total assets excluding assets and current liabilities not related to operational activities. As of Q4 2022, Operating Cash Return includes the cash flow from lessor accounting (gross customer receipts minus interest income).

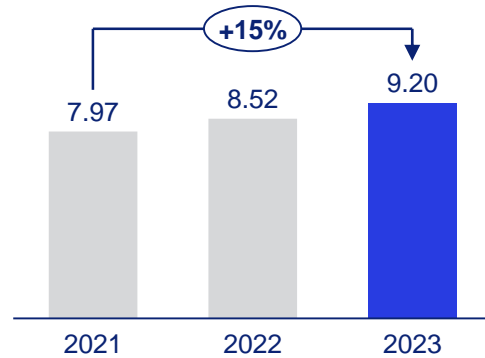
# Creating value per share

## Earnings per share (EPS)

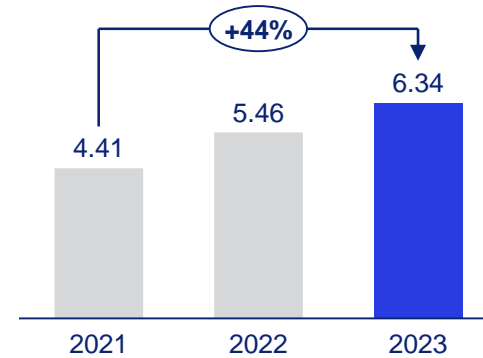
Excluding exceptional items



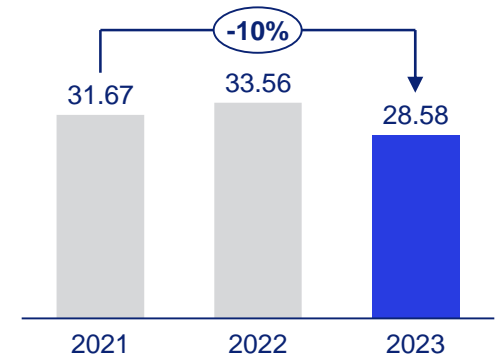
## Proportional EBITDA per share



## Proportional free operating cash flow per share



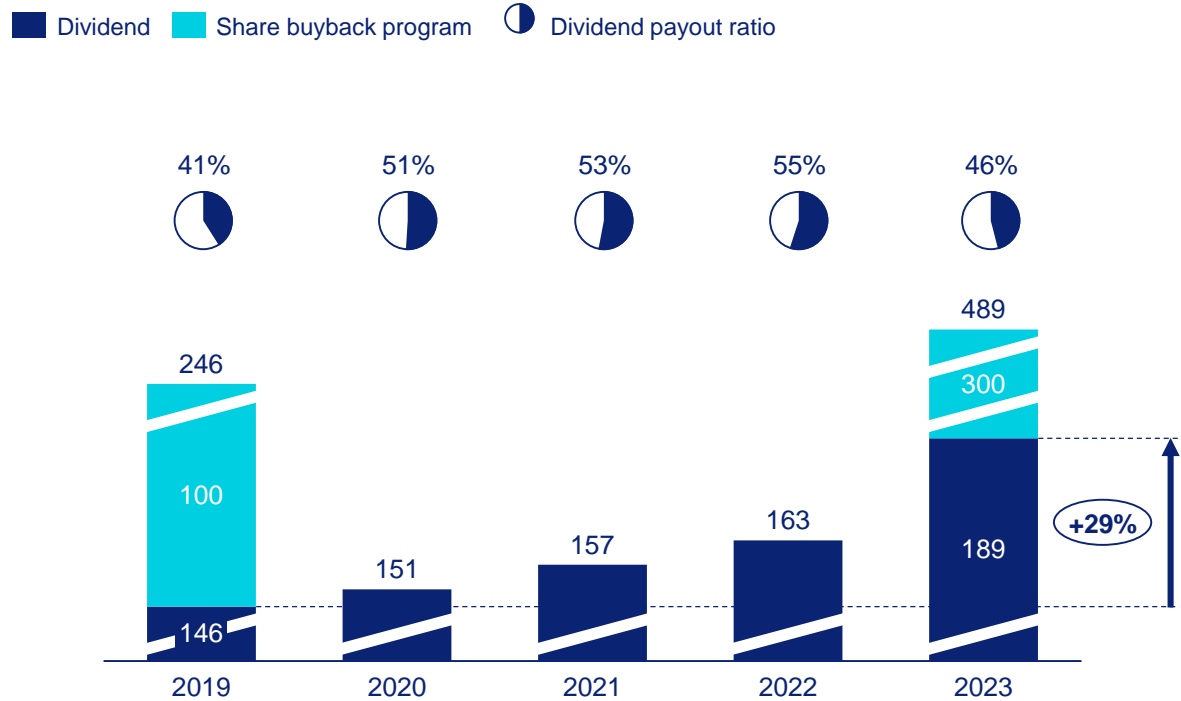
## Proportional debt per share



- Increase in EPS of 38% notwithstanding the divestments
- Focus on cash-flow resulting in a 44% increase of proportional operating cash-flow since 2021
- Decrease in proportional debt creating opportunities to capture growth opportunities

# Returning value to shareholders

Shareholder returns over time



- Stable to progressive dividend policy, increasing dividend payout since 2019
- Share buyback program to return extra value to shareholders



# Updated FY24 outlook

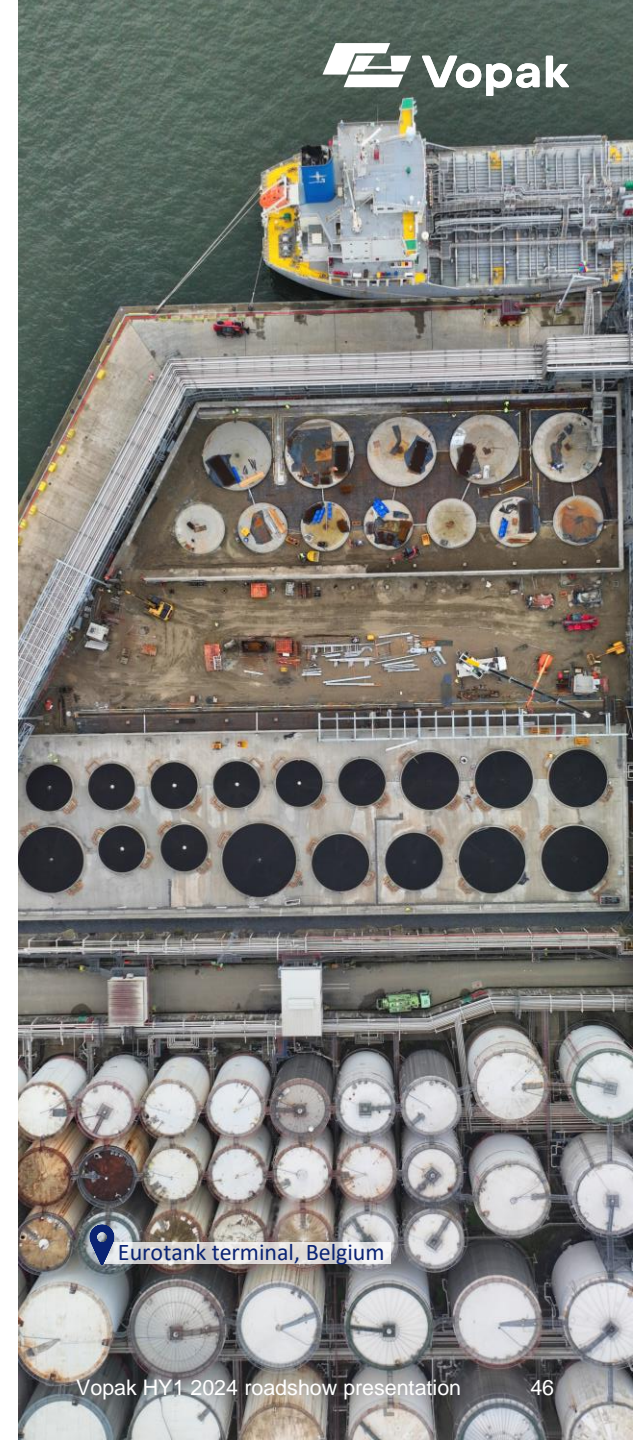


- ✓ **Market indicators**  
 Strong start of the year, with firm demand for storage infrastructure
- ✓ **Business performance**  
 Continue the momentum in improving financial and sustainability performance
- ✓ **Growth contribution**  
 Capturing growth opportunities, and projects will further grow profitability

	Updated outlook as per Q2 2024	Previous outlook as per Q1 2024
Proportional EBITDA (excluding exceptional items)	EUR 1,150 – 1,180 million	EUR 1,140 – 1,180 million
Consolidated EBITDA (excluding exceptional items)	EUR 920 – 950 million	EUR 900 – 940 million
Consolidated growth Capex	Around EUR 350 million	Around EUR 300 million

# Updated 2024 outlook

Short-term	Proportional EBITDA	For FY 2024 is expected to be in the range of EUR 1,150 – 1,180 million
	Consolidated EBITDA	For FY 2024 is expected to be in the range of EUR 920 – 950 million
	Consolidated growth capex	For FY 2024 is expected to be around EUR 350 million
	Consolidated operating capex	For FY 2024 is expected to be around EUR 230 million
Long-term	Operating cash return	Maintain an operating cash return of above 12%
	Consolidated growth capex	Commitment to invest EUR 1 billion in industrial and gas terminals and EUR 1 billion in new energies and sustainable feedstocks by 2030
	Leverage	Maintain a healthy leverage ratio of around 2.5 to 3.0x
	Dividend policy	Progressive dividend policy aiming to maintain or grow our annual dividend subject to market conditions



# Financial framework

## Capital allocation

# Disciplined capital allocation

## Capital allocation policy



We focus on a robust balance sheet –  
Maintain a healthy leverage ratio

We return value to shareholders –  
By a progressive dividend policy

Invest in attractive and  
accretive growth project

## Driving value through accretive growth investments with discipline on shareholder returns

Target achieved: 1.76x net debt /  
EBITDA below target range

**2.5x-3.0x**

Commitment unchanged.  
We return value to shareholders  
by a progressive dividend policy

**€ 1.50**

FY 2023 dividend per share

Strategic priority to invest  
in attractive and  
accretive growth project

**4-8x**

The considered range of  
investment multiples<sup>1</sup>

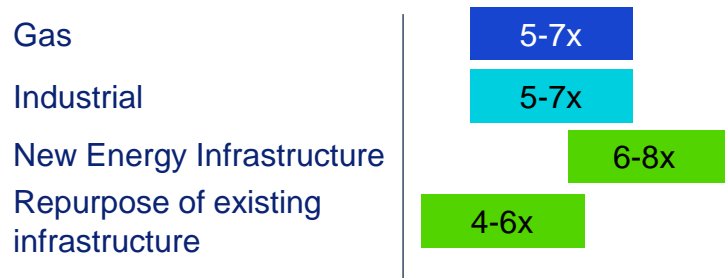
1. Growth investment multiples are defined as invested capital/normalized projected EBITDA. Invested capital reflects growth capex at subsidiaries and equity injections for JV's and associates. Normalized projected EBITDA reflects Vopak's EBITDA contribution in normalized operating and market conditions.



# Growth capex allocated towards accretive investments

## Return

Investments multiples<sup>1</sup> per segment brownfield and greenfield (excl. M&A)



Maintain a disciplined approach to growth capital allocation towards value accretive projects.

Transition towards new energy infrastructure and repurposing the existing assets might have a short-term temporary impact on the total returns.

## Allocation

EUR 1 billion towards new energies & sustainable feedstocks

### 80-90%

Expected to be committed for infrastructure for new energy of which a significant part will be invested towards repurposing our existing infrastructure.

### 10-20%

Expected to be committed in venture investments, with a return of investment of 2x investment amount.

## Timing

Of allocating EUR 2 billion in growth and accelerate.

Majority of growth capex for investments in gas and industrial terminals is expected to be committed by 2024-2026.

Majority of growth capex for accelerating in new energies and feedstock is expected to be committed after 2025.

Strong momentum in developing pipeline in new energies.

1. Growth investment multiples are defined as invested capital / normalized projected EBITDA. Invested capital reflects growth capex at subsidiaries and equity injections for JV's and Associates in greenfield and brownfield. Normalized projected EBITDA reflects Vopak's EBITDA contribution in normalized operating and market conditions.

# Growth capex allocated towards accretive investments

>12%  
Operating cash return

**Improve**  
performance of our portfolio

**In Belgium**, Vopak is transforming Eurotank terminal (EUR 70 million).

**In the United States**, Vopak is repurposing and building vegetable oil storage in Deer Park Terminal (EUR 58 million).

**EUR 158 million**



EUR 1 billion  
Growth capex by 2030

**Grow**  
our base in industrial & gas terminals

**In the Netherlands**, expanding LNG capacity with 4th tank at Gate terminal (EUR 26 million) and acquisition of EemsEnergy terminal (EUR 80 million).

**In India**, Aegis Vopak Terminals, which is Vopak's joint venture with Aegis, is strengthening its leading position through a new location in Jawaharlal Nehru Port, Mumbai.

**In Canada**, growing in gas terminals by building large-scale LPG export facility in Prince Rupert, Western Canada (EUR 462 million)

**EUR 891 million**



EUR 1 billion  
Growth capex by 2030

**Accelerate**  
towards new energies & sustainable feedstocks

**In the Netherlands**, repurposing additional 34k cbm to sustainable biofuel feedstock (EUR 10 million).

**In the United States**, entering the electricity storage market by owning and operating two stand-alone battery energy storage systems (EUR 9 million).

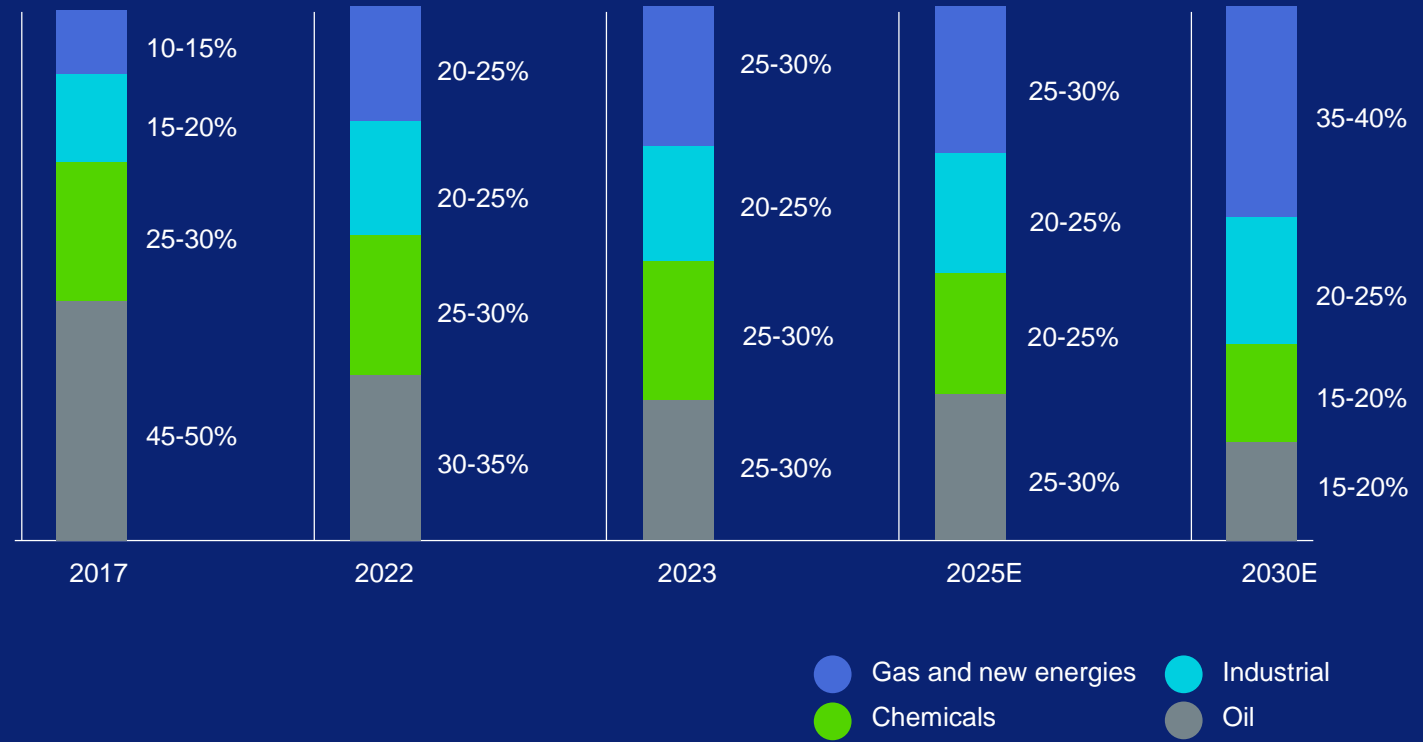
**EUR 51 million**



# Adapting the portfolio to evolving market dynamics

- Portfolio well-positioned to capture opportunities
- Share of oil and chemical expected to reduce overtime as new energies investments materialize by the end of the decade
- Investments over the last 2 years of EUR 942 million equity contribution towards growing our portfolio in industrial and gas (EUR 1,288 million in proportional capex)

Proportional capital employed per product category<sup>1</sup>  
in %



1. Proportional capital employed for 2025 assumes the sale of the three terminals in Rotterdam. The proportional capital employed is subject to currency translation effect and factors both growth and operating capex

# Strong long-term fundamentals

Vopak is well-positioned to capture growth opportunities driven by its strong financial position



We help  
the world  
flow forward

## We deliver

### Resilient financial performance

- Assets that generate strong, stable, and long-term cash flows
- Actively managing the portfolio towards healthy returns

## We create connections

### Well-diversified global portfolio

- Good mix of the portfolio in geography and products
- Repurposing and expanding current footprint

## We drive progress

### Unlocking new opportunities

- Allocating growth capex towards attractive multiples
- Creating value to shareholders

# Appendix

# Funding ventures facilitating new sustainable solutions

With the Vopak Ventures New Energies, Feedstocks & Sustainability fund, we focus on funding ventures facilitating new sustainable solutions in areas such as zero emission fuels, green feedstocks, recycling solutions and flow batteries

## New energies, Feedstock & Sustainability

## Operational Excellence & Asset Management

## Platforms, Data & Digitalization

**Hydrogenious** LOHC **HyET Solar**  
Flexible light weight solar modules

**HyET Hydrogen**  
Efficient purification & compression

**XYCLE**

**Xinqulate**

**elestor**

**enspired**

**INFINITY RECYCLING**

**ENERGYDOME**  
Our WORLD can't wait.

**HSL**  
TECHNOLOGIES

**TW TG**

**Falcker**  
Automated port efficiency solution

**Aeromon**

**AQUACYCL**

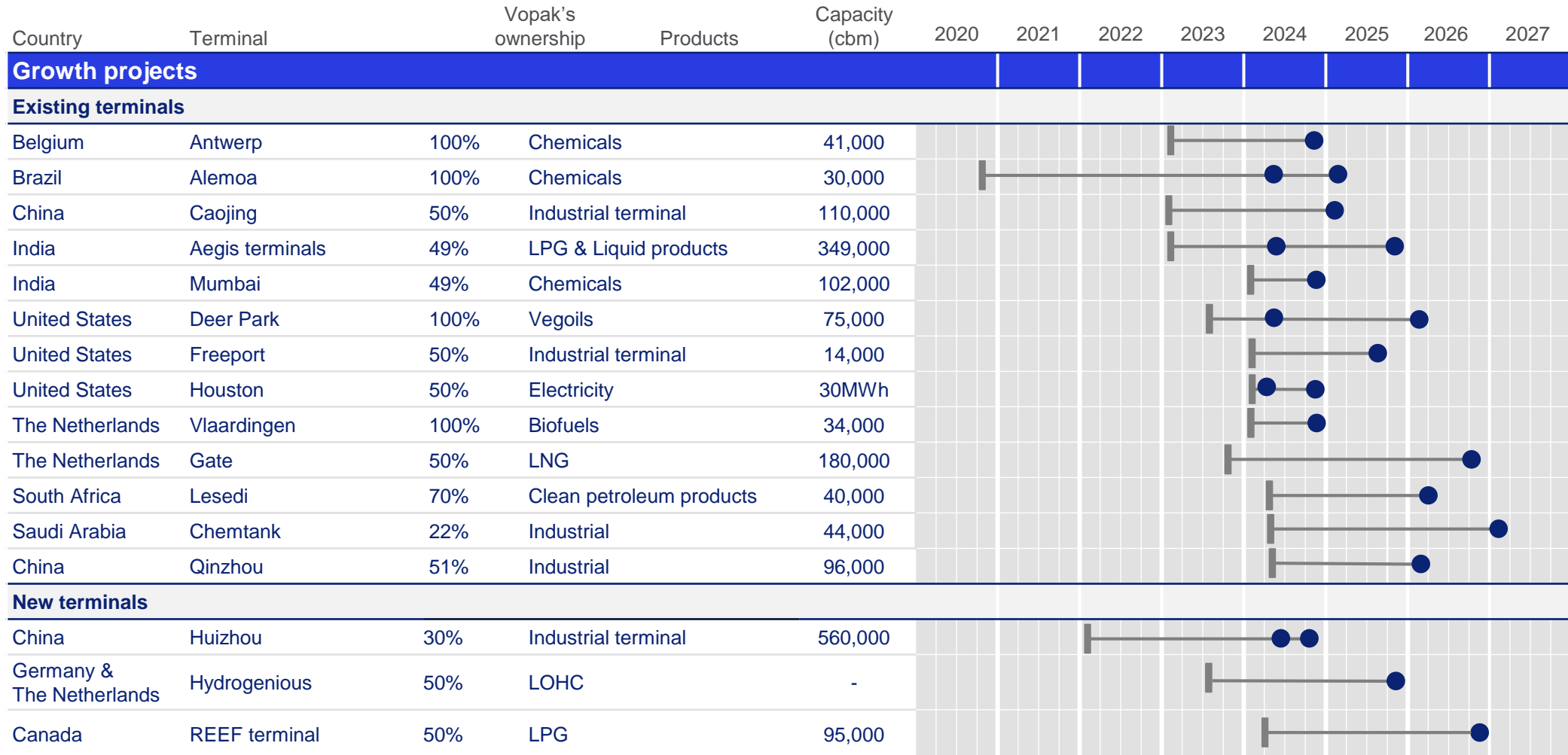
**NxtPort**

**Teqplay**

**diize**  
Connect. Digitize. Simplify.

**data.world**

# Project timelines of new capacity



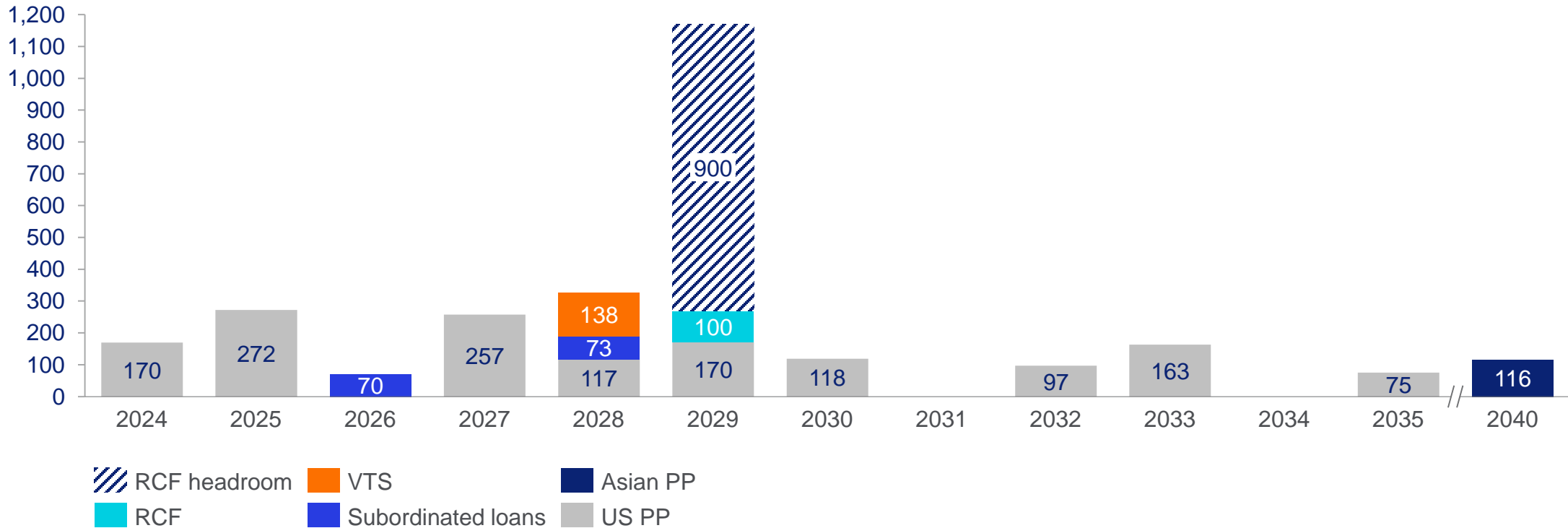
start construction  
 expected to be commissioned

Indicative overview, timing may change due to project delays

# Well-spread maturity profile

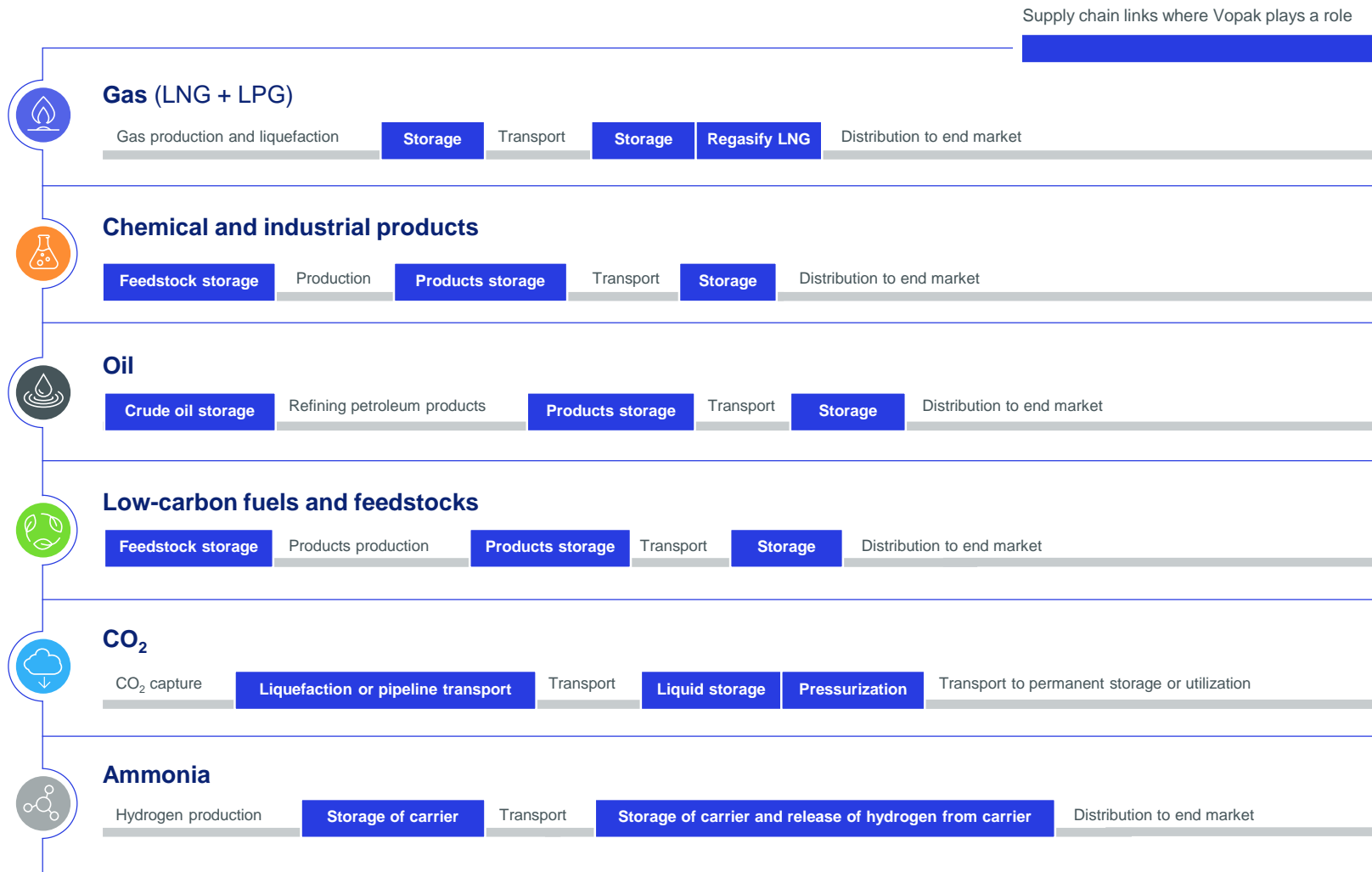
## Debt repayment schedule

Per Q2 2024 In EUR million





# Vopak's role in the value chain



## How we help the world flow forward >

We provide independent, open-access storage and regasification infrastructure for LNG.

We provide independent, open-access storage and handling infrastructure for LPG.

We provide storage and transshipment infrastructure solutions for the seaborne import of feedstocks and seaborne export of produced products.

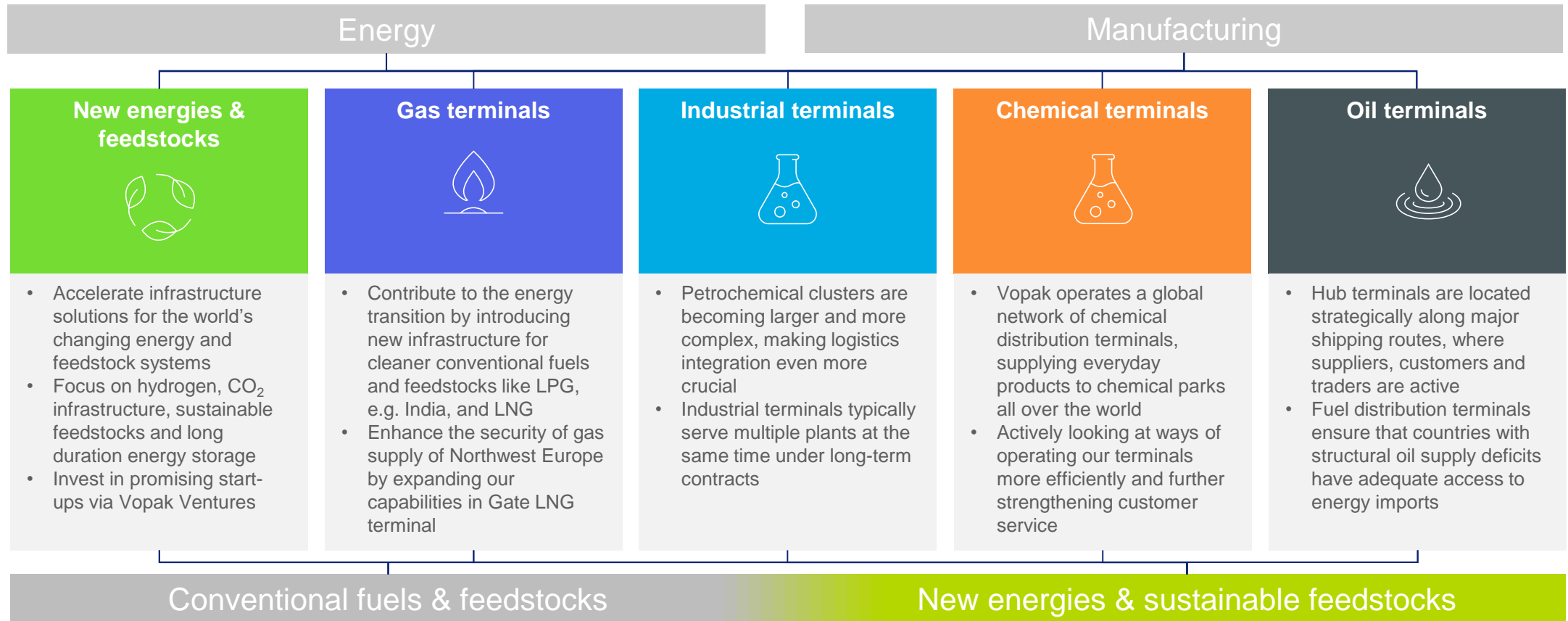
We provide storage and the seaborne transshipment infrastructure solutions for seaborne import, export and distribution of crude and refined products.

We provide storage and transshipment infrastructure solutions for bio-based feedstocks such as organic waste for the seaborne import, export and further distribution of sustainable feedstocks and bio-based products.

We are working towards infrastructure solutions for aggregation of CO<sub>2</sub> and the seaborne export of liquefied CO<sub>2</sub>.

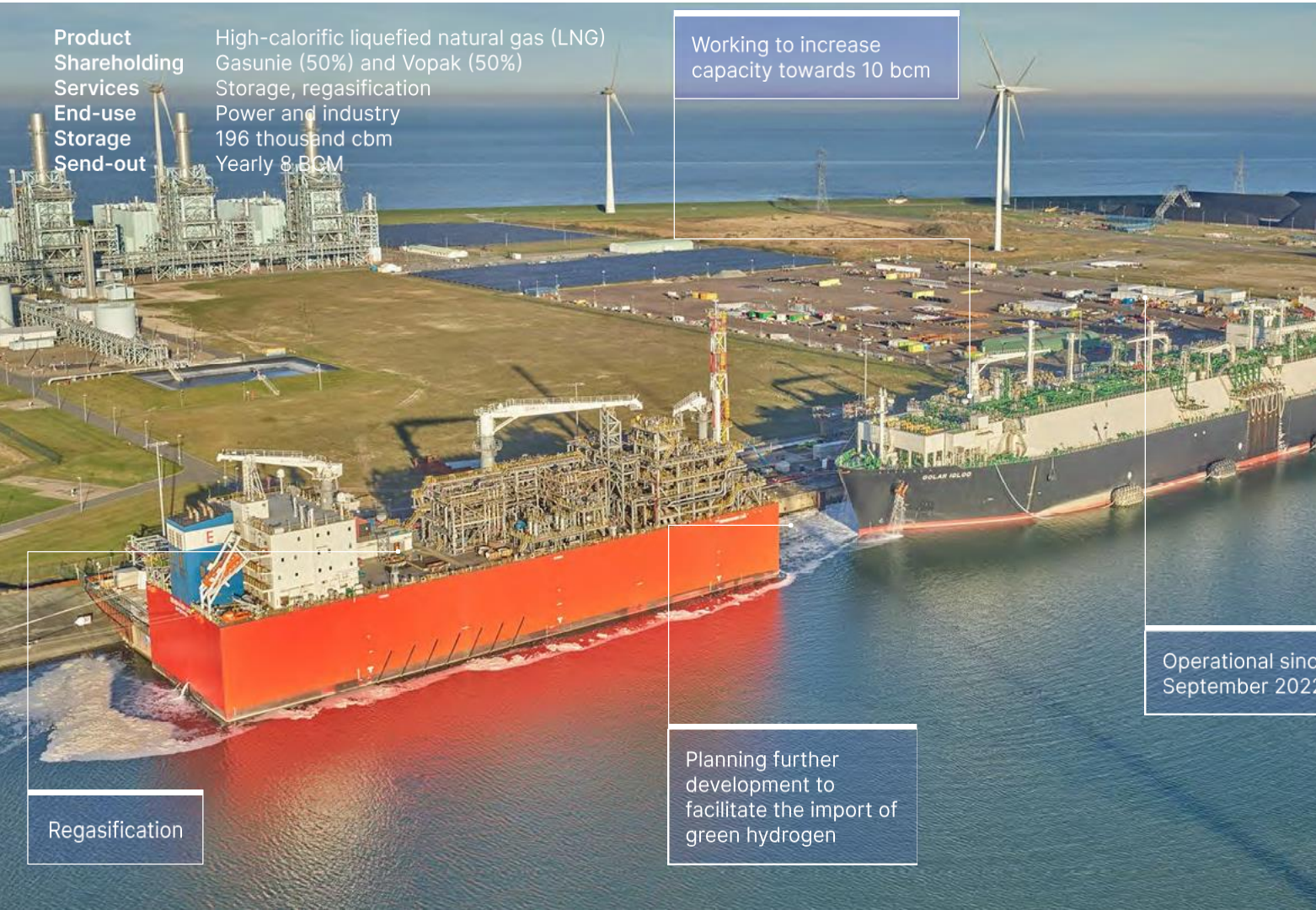
We provide infrastructure storage and handling infrastructure solution for the seaborne import, export and further distribution of ammonia.

# Strategic terminal types



# Gas

## LNG terminal strengthening supply security EmsEnergyTerminal in the Netherlands



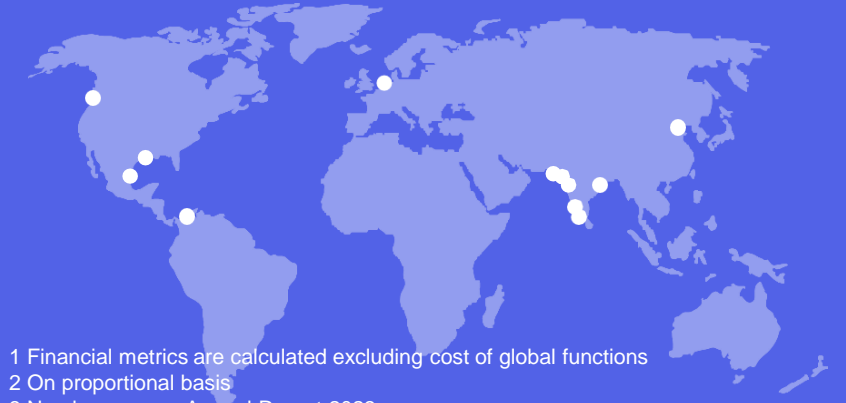
**Product** High-calorific liquefied natural gas (LNG)  
**Shareholding** Gasunie (50%) and Vopak (50%)  
**Services** Storage, regasification  
**End-use** Power and industry  
**Storage** 196 thousand cbm  
**Send-out** Yearly 8 BCM

Working to increase capacity towards 10 bcm

Operational since September 2022

Planning further development to facilitate the import of green hydrogen

Regasification



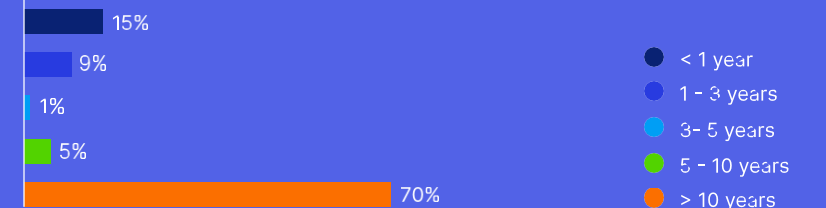
1 Financial metrics are calculated excluding cost of global functions  
 2 On proportional basis  
 3 Numbers as per Annual Report 2023

**Canada:** RIPET  
**USA:** Vopak Moda Houston  
**Colombia:** SPEC  
**Mexico:** LNG Altamira  
**India:** Aegis Vopak Terminals Ltd (7 terminals), Hindustan Aegis LPG Ltd (1 terminal)  
**China:** Tianjin Storage Lingang  
**The Netherlands:** Gate, Vlissingen, EmsEnergy  
**Pakistan:** Engro Elengy

17  
Terminals

~14%  
Operating Cash Return<sup>1</sup>

### Original contract duration<sup>2</sup>



# Industrial

Industrial terminal integrated with petrochemical complex  
Vopak Shanghai – Caojing Terminal in China

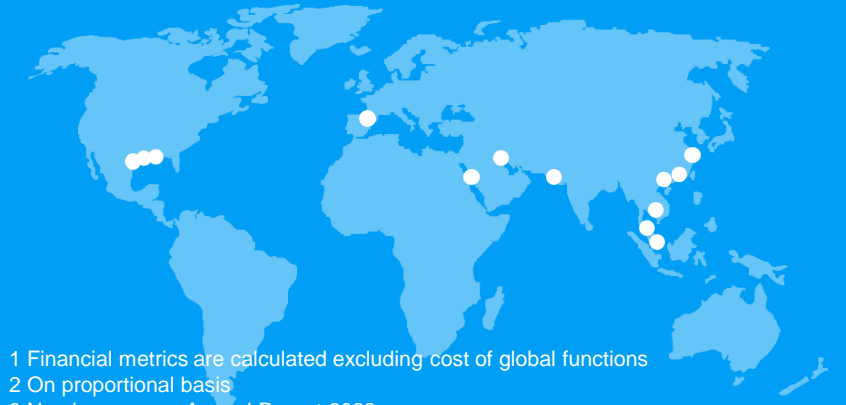
**Product Access Services**

Chemicals and base oils  
Barge, pipeline, truck, vesse  
Heating, chilling, dedicated systems, nitrogen blanketing drumming, lab on site, packaging, warehousing, shock freezing, freeze warehousing, trucking, weighing  
Manufacturing, wide range of consumer goods  
540 thousand cbm (78 tanks)

**End-use**

9 berths with maximum of 10.2 meter draught

Serving chemical plants in the Shanghai Chemicals Industry Park



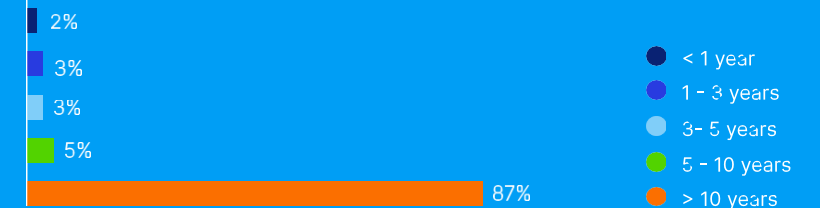
1 Financial metrics are calculated excluding cost of global functions  
2 On proportional basis  
3 Numbers as per Annual Report 2023

- USA:** Freeport, Plaquemine, St. Charles, Corpus Christi
- Malaysia:** Kertih, PT2SB
- Singapore:** Sakra
- Thailand:** Thai Tank
- Saudi Arabia:** Chemtank, Sabtank (Al jubail), Sabtank (Yanbu)
- Pakistan:** Engro
- China:** Caojing, Haiteng Gulei, Qinzhou
- Spain:** Terquimsa Tarragona, Terquimsa Barcelona

17  
Terminals

~18%  
Operating Cash Return<sup>1</sup>

## Original contract duration<sup>2</sup>



# Chemicals

## Chemical distribution terminal Vopak ACS terminal in Antwerp Belgium



- Products** Chemicals including acetyls, acrylics, solvents and acids
- Services** Import, export, distributing, blending
- End-use** Manufacturing for a wide range of products like paints, adhesives and packaging
- Storage** 203 thousand cbm (107 tanks)

First-class rail loading capabilities (block trains and single wagon traffic)

Strategically located in the industrial cluster of Antwerp



1 Financial metrics are calculated excluding cost of global functions  
 2 On proportional basis  
 3 Numbers as per Annual Report 2023

- USA:** Deer Park, Long Beach
- Brazil:** Alemoa, Aratu
- Colombia:** Barranquilla, Cartagena
- Mexico:** Altamira, Coatzacoalcos
- India:** Konkan (1 terminal), CRL Terminals Pvt Ltd.(2 terminals)
- Indonesia:** Merak
- Singapore:** Penjuru
- South Korea:** Ulsan
- China:** Ningbo, Zhangjiagang
- Vietnam:** Vopak Vietnam
- Belgium:** ACS, Eurotank, Linkeroever
- The Netherlands:** Vlaardingen
- Venezuela:** Vopak Venezuela

23  
Terminals

~16%  
Operating Cash Return<sup>1</sup>

### Original contract duration<sup>2</sup>



# Oil

## Oil hub terminal Vopak terminal Europoort in the Netherlands

Products  
Services  
End-use  
Storage

Crude oil, petroleum products  
Blending, heating, dedicated systems, additives  
Industry and mobility  
4.0 million cbm (99 tanks)

Well-connected  
to industrial  
activity

22 berths with  
21 meter  
max. draught

Hub, Import-  
Export-Distribution,  
Industrial



1 Financial metrics are calculated excluding cost of global functions  
2 On proportional basis  
3 Numbers as per Annual Report 2023

- USA:** Los Angeles
- Mexico:** Veracruz
- Panama:** Vopak Panama, Bahia Las Minas
- Indonesia:** Jakarta
- Australia:** Darwin, Sydney site B
- Malaysia:** Pengerang
- Singapore:** Banyan, Sebarok, Banyan Cavern
- UAE:** Fujairah
- The Netherlands:** Europoort, Laurens haven, Maasvlakte, Eemshaven
- South Africa:** Durban, Lesedi

18  
Terminals

~20%  
Operating Cash Return<sup>1</sup>

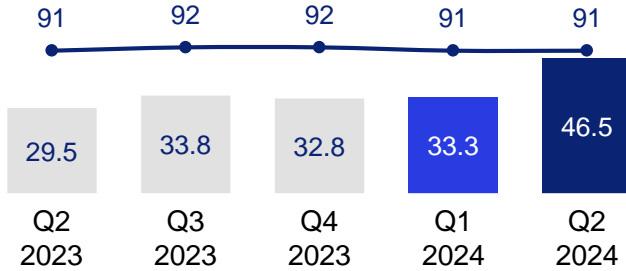
### Original contract duration<sup>2</sup>



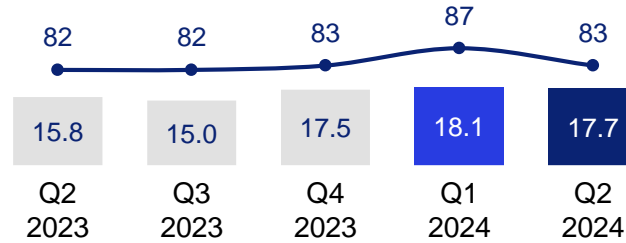
# Well-diversified infrastructure portfolio

## Business Units

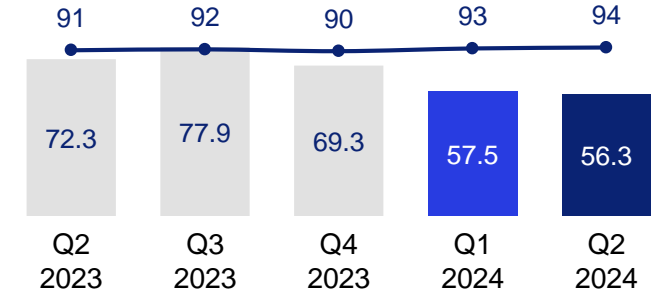
### Asia & Middle East



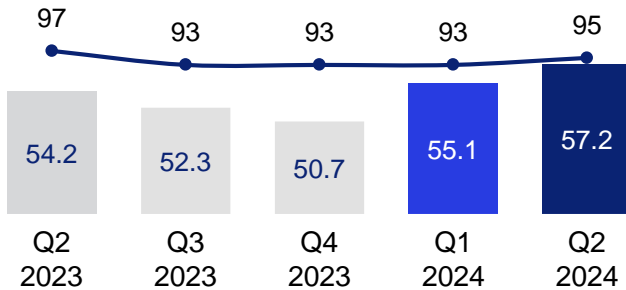
### China & North Asia



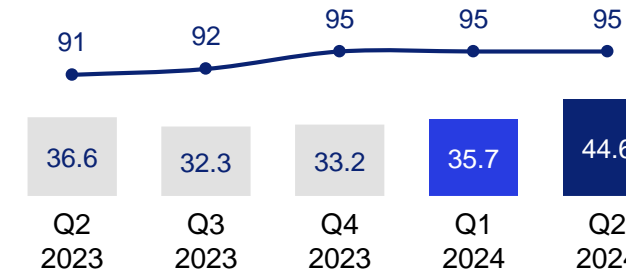
### Netherlands



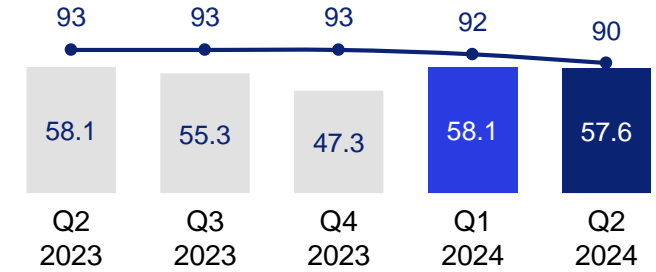
### Singapore



### USA & Canada



### Other Business Units

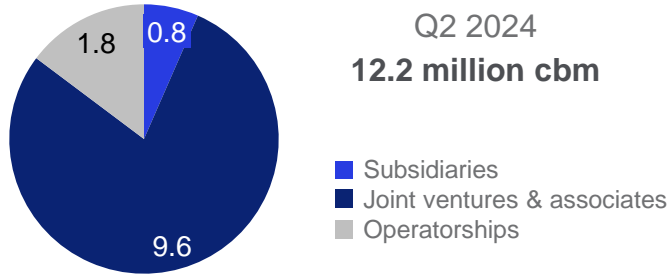


●—● Proportional occupancy rate (in percent)

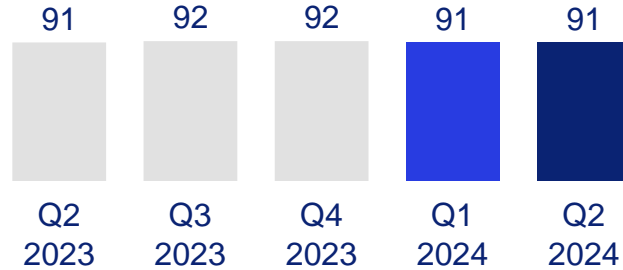
■ Reported EBITDA (in EUR million), excluding company-wide cost allocations, including net result from joint ventures and associates and currency effects

# Asia & Middle East developments

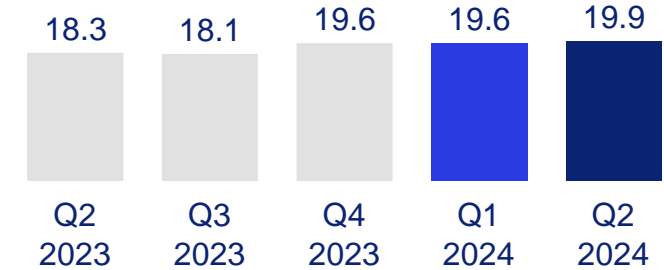
## Storage capacity In million cbm



## Proportional occupancy rate In percent



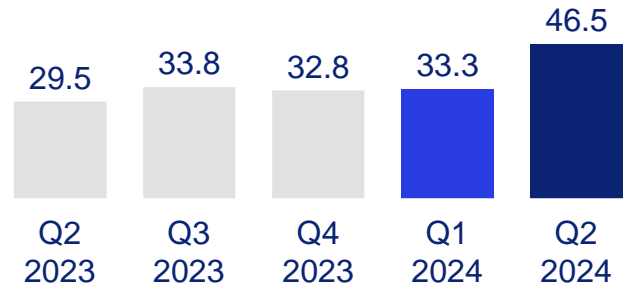
## Revenues\* In EUR million



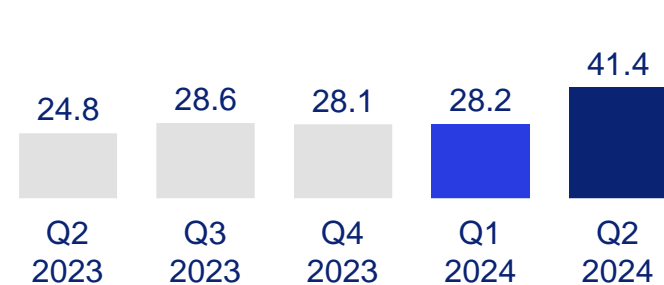
## 26 Terminals (8 countries)



## EBITDA\*\* In EUR million



## EBIT\*\* In EUR million



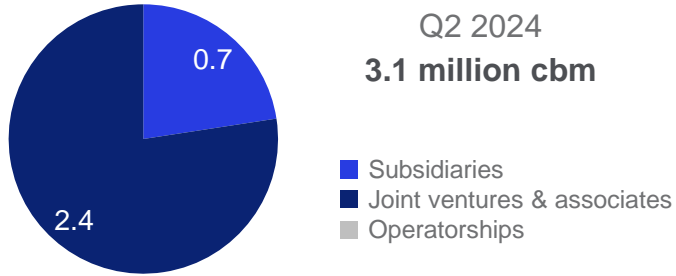
\* Subsidiaries only

\*\* EBIT(DA) - including net result from joint ventures and associates and excluding exceptional items and company-wide cost allocations



# China & North Asia developments

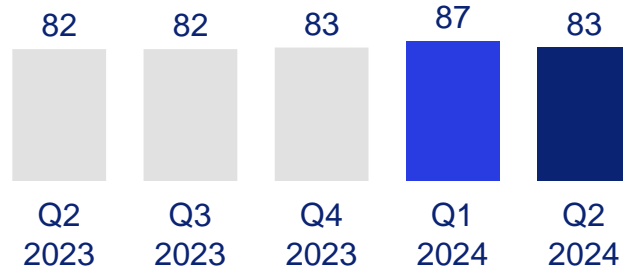
## Storage capacity In million cbm



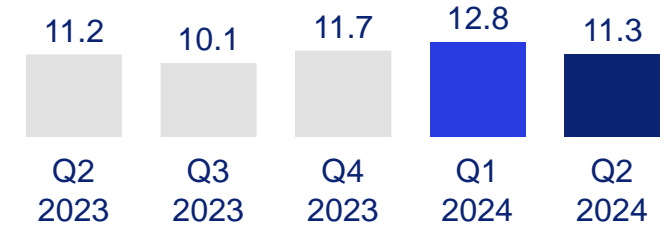
## 8 Terminals (3 countries)



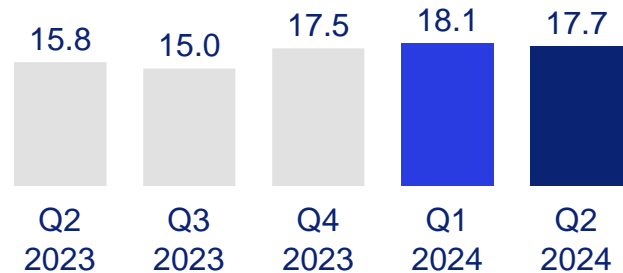
## Proportional occupancy rate In percent



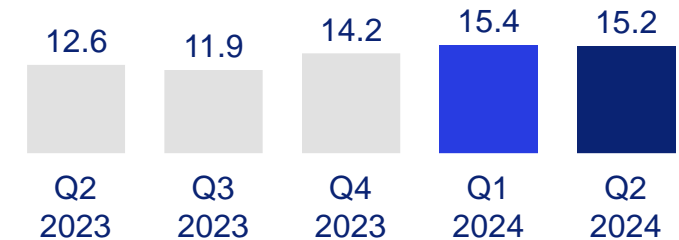
## Revenues\* In EUR million



## EBITDA\*\* In EUR million



## EBIT\*\* In EUR million

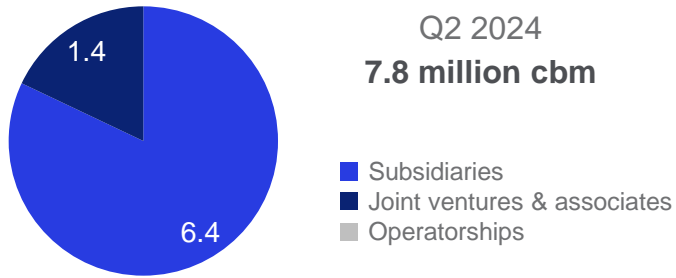


\* Subsidiaries only

\*\* EBIT(DA) - including net result from joint ventures and associates and excluding exceptional items and company-wide cost allocations

# Netherlands developments

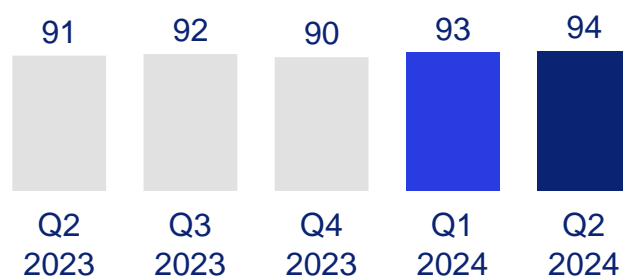
## Storage capacity In million cbm



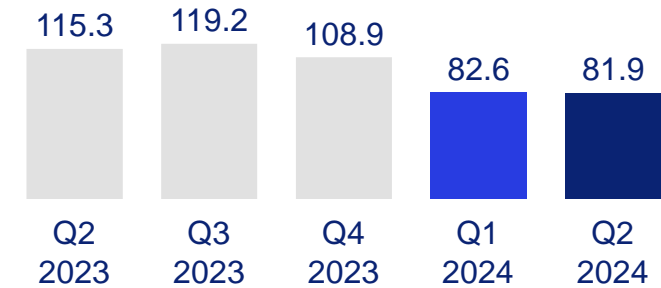
## 8 Terminals (1 country)



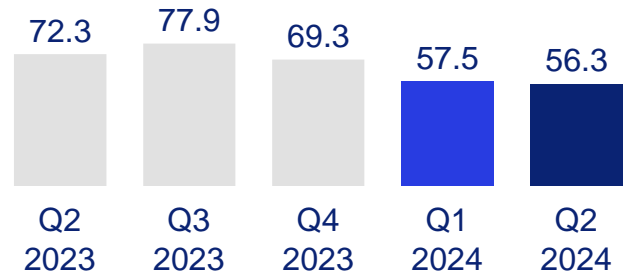
## Proportional occupancy rate In percent



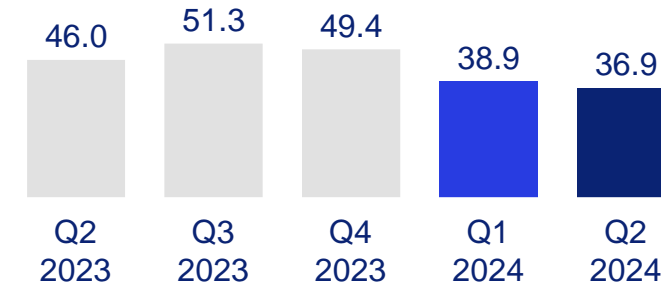
## Revenues\* In EUR million



## EBITDA\*\* In EUR million



## EBIT\*\* In EUR million

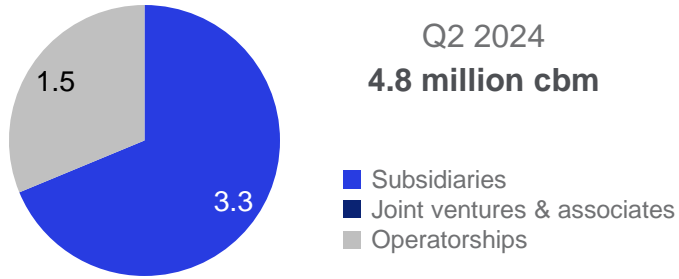


\* Subsidiaries only

\*\* EBIT(DA) - including net result from joint ventures and associates and excluding exceptional items and company-wide cost allocations

# Singapore developments

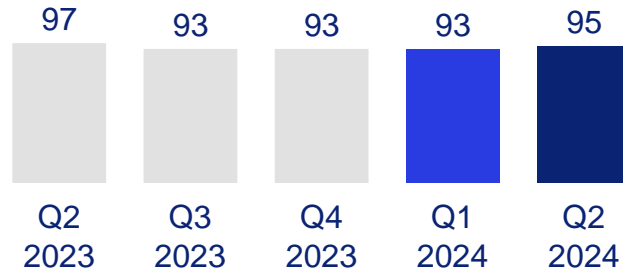
**Storage capacity**  
In million cbm



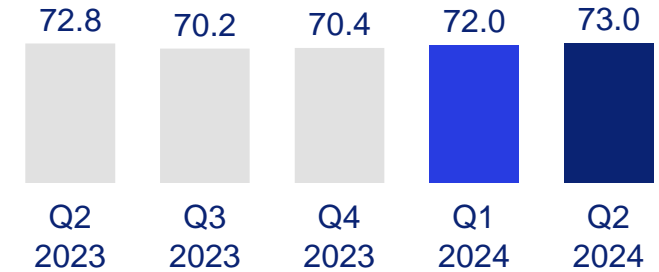
**5 Terminals (1 country)**



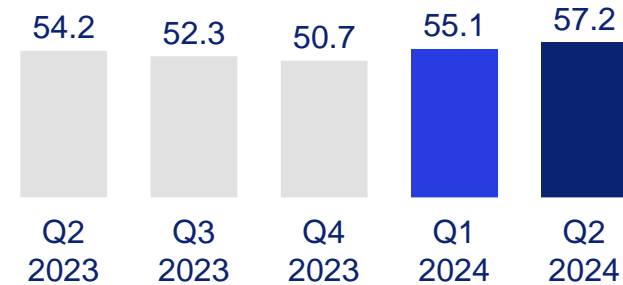
**Proportional occupancy rate**  
In percent



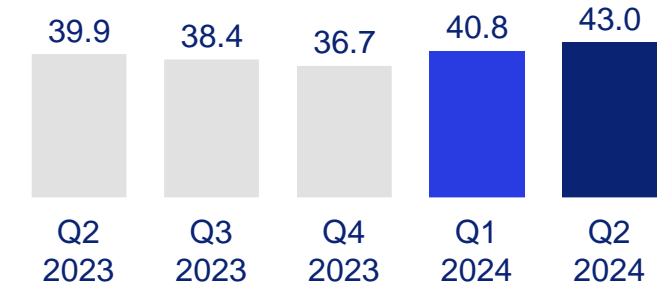
**Revenues\***  
In EUR million



**EBITDA\*\***  
In EUR million



**EBIT\*\***  
In EUR million

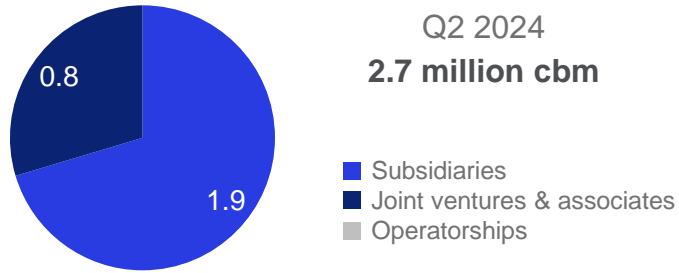


\* Subsidiaries only

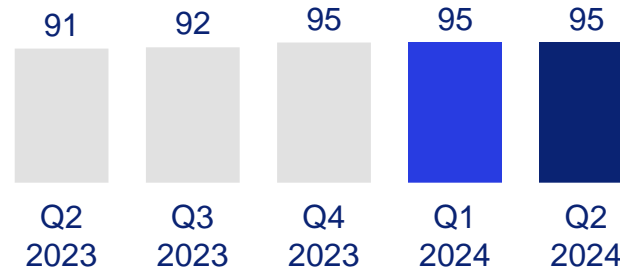
\*\* EBIT(DA) - including net result from joint ventures and associates and excluding exceptional items and company-wide cost allocations

# USA & Canada developments

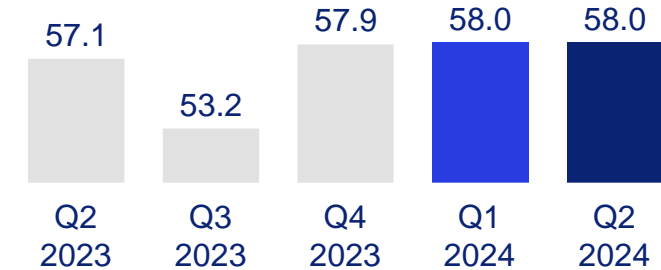
## Storage capacity In million cbm



## Proportional occupancy rate In percent



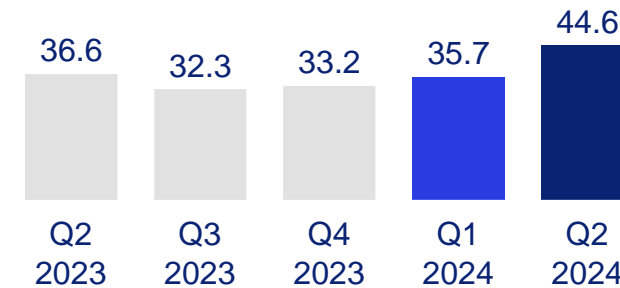
## Revenues\* In EUR million



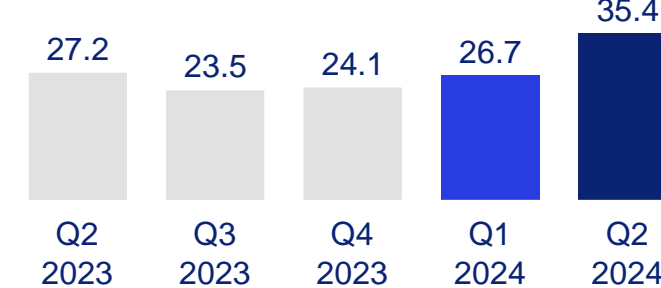
## 9 Terminals (2 countries)



## EBITDA\*\* In EUR million



## EBIT\*\* In EUR million

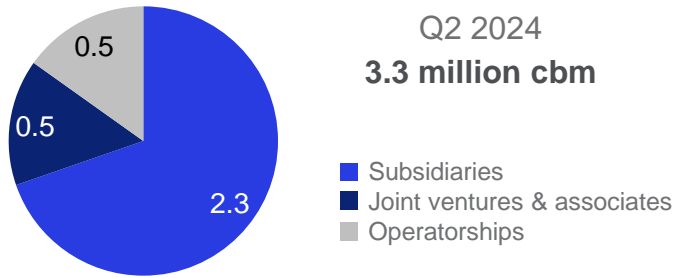


\* Subsidiaries only

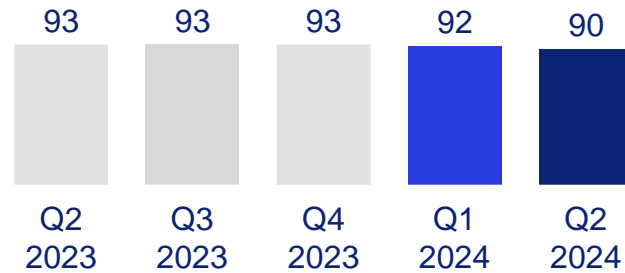
\*\* EBIT(DA) - including net result from joint ventures and associates and excluding exceptional items and company-wide cost allocations

# Other business units developments

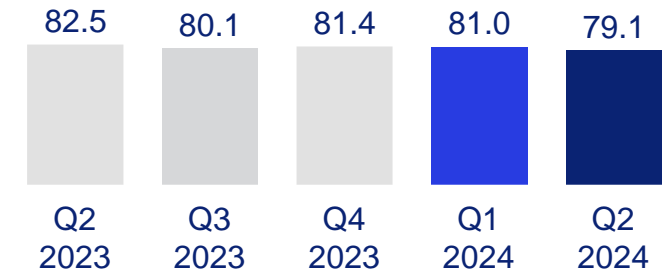
## Storage capacity In million cbm



## Proportional occupancy rate In percent



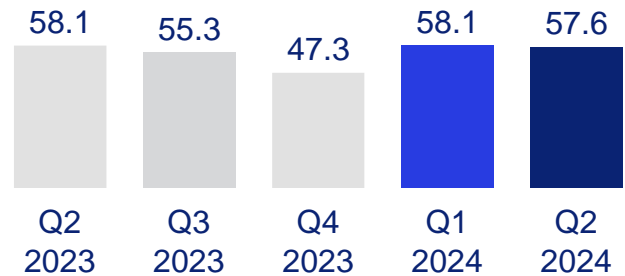
## Revenues\* In EUR million



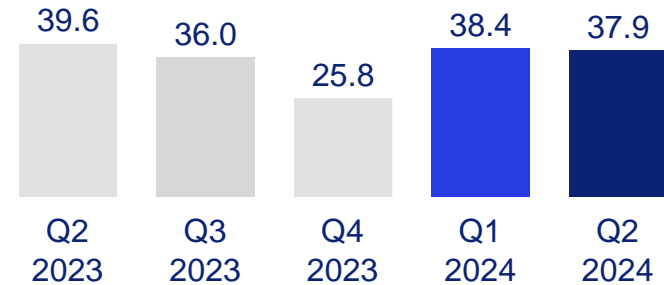
## 17 Terminals (6 countries)



## EBITDA\*\* In EUR million



## EBIT\*\* In EUR million

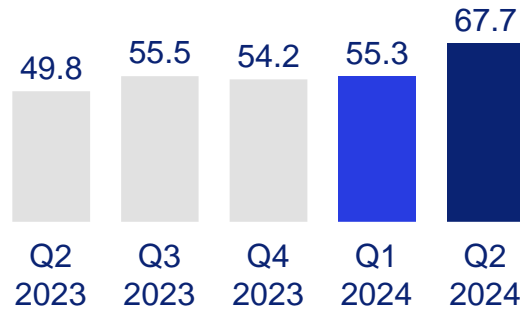


\* Subsidiaries only

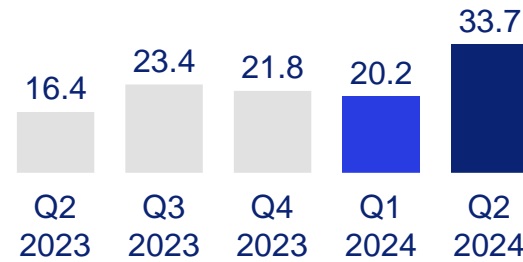
\*\* EBIT(DA) - including net result from joint ventures and associates and excluding exceptional items and company-wide cost allocations

# JVs & associates developments

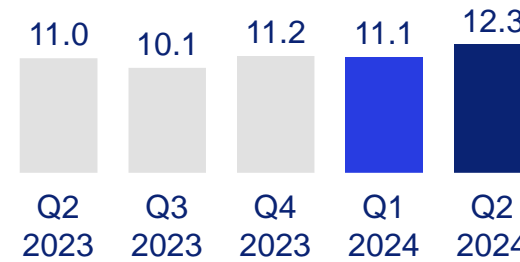
**Net result JVs and associates**  
In EUR million



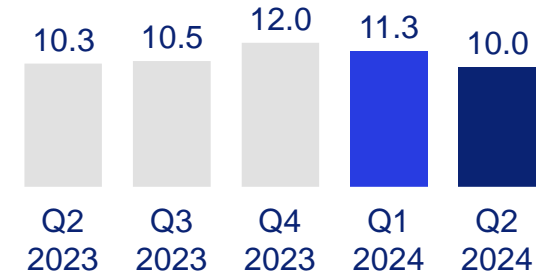
**Net result Asia & Middle East**  
In EUR million



**Net result China & North Asia**  
In EUR million



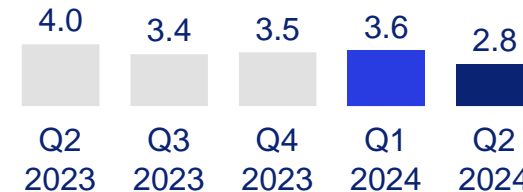
**Net result Netherlands**  
In EUR million



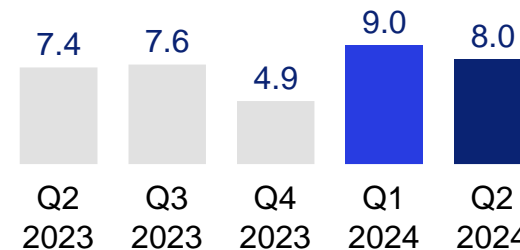
**Net result Singapore**  
In EUR million



**Net result USA & Canada**  
In EUR million



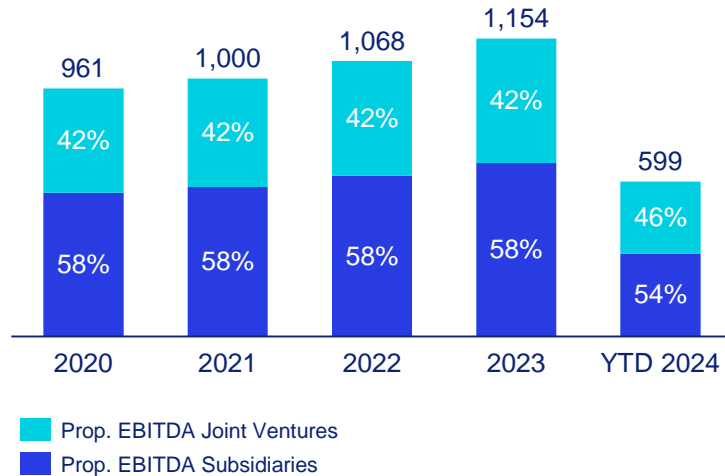
**Net result Other Business Units**  
In EUR million



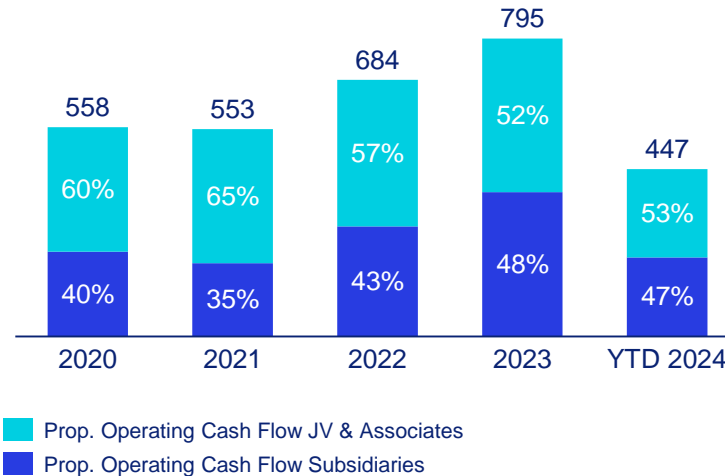
\* Excluding exceptional items

# Stable cash flow generation across the portfolio

Proportional EBITDA  
In EUR million



Proportional Operating Cash Flow  
In EUR million



JV dividend upstream  
As % of JV & Associates net income



# Alternative performance measures

To supplement Vopak's financial information presented in accordance with the International Financial Reporting Standards (IFRS) as adopted by the European Union (EU), management periodically uses certain alternative performance measures (APMs), as such term is defined by the European Securities and Markets Authority (ESMA), to clarify and enhance understanding of past performance and future outlook. APMs are financial measures of historical or future financial performance, financial position, or cash flows, other than a financial measure defined or specified in the applicable financial reporting framework.

The APMs presented exclude certain significant items that may not be indicative of, or are unrelated to, results from our ongoing business operations. We believe that these APMs provide investors with additional insight into the company's ongoing business performance. These APMs should not be considered in isolation or as a substitute for the related IFRS measures.

In this presentation Vopak provides alternative performance measures, including EBITDA -excluding exceptional items-, net profit / (loss) attributable to holders of ordinary shares -excluding exceptional items-, EPS -excluding exceptional items-, proportional revenues -excluding exceptional items-, proportional EBITDA -excluding exceptional items-, proportional operating cash return, net interest-bearing debt, Total net debt, Total net debt : EBITDA, Senior net debt : EBITDA, proportional operating cash flow. Reconciliations of each of these APMs to the most directly comparable subtotal or total specified by IFRS Accounting Standards for this quarter and prior periods are included in the enclosures. (Consolidated) growth capex, (consolidated) operating capex, consolidated investment and financial commitment, proportional leverage, proportional investment and financial commitment have been defined in the Glossary.





# Glossary (I)

## Average proportional capital employed

Is defined as proportional total assets excluding assets and current liabilities not related to operational activities, excluding IFRS 16 lessee (gross lease payment). The average historical investment is based on the quarter-end balances in the measurement period relevant to the quarter concerned

## Capex

Capital expenditure

## Capital employed

Total assets less current liabilities, excluding assets and current liabilities not related to operational activities

## Cbm

Cubic meter

## Consolidated growth capex

Consolidated growth capex is defined as net cash flows related to investments to increase storage capacity, comprising of investments in:

- Property, plant and equipment (subsidiaries); plus
- Acquisition of investment in subsidiaries including goodwill, joint ventures and associates and other equity investments; plus
- Loans granted to joint ventures and associates; minus
- Net cash inflows acquired in business combinations and/or asset deals

## Consolidated investment and financial commitment

Consolidated investment and financial commitment is defined as the expected cash flows at the moment of FID related to a project for which FID has been taken since June 2022 and any related (un)recognized commitments undertaken for investments in:

- Property, plant and equipment (subsidiaries); plus
- Acquisition of investment in subsidiaries including goodwill, joint ventures and associates and other equity investments; plus
- Loans granted to joint ventures and associates

## EBIT - Earnings Before Interest and Tax

Net income, before income taxes, and before net finance costs. This performance measure is used by the company to evaluate the operating performance of its operating entities

## EBITDA - Earnings Before Interest, Tax, Depreciation and Amortization

Net income, before income taxes, before net finance cost, and before amortization and depreciation expenses. EBITDA is a rough accounting approximate of gross cash flows generated. This measure is used by the company to evaluate the financial performance of its operating entities

## EPS

Earnings Per Share

## Exceptional items

Exceptional items are non-recurring gains and losses resulting from incidental events, which are not representative of the underlying business activities and operating performance of the Vopak group, and are resulting from:

Events for which no threshold is applied:

- Acquisitions and (partial) divestments, as well as any post-transaction results related to these events (including related hedge results, results caused by changes of the accounting classification of investments in other entities, results from classification as 'held for sale' or 'discontinued operation', contingent and deferred considerations, and related transaction costs);
- Impairments and reversal of impairments on individual Cash Generating Units (CGU), a Group of Assets (not being one CGU), Business Development Projects and/or Goodwill

Events for which a threshold of EUR 10 million is applied:

- Legal, insurance, damage, antitrust, and environmental cases, including related reimbursements;
- Financial liabilities in relation to financial guarantees provided;
- Restructurings and integrations of businesses;
- Impairments and reversals of impairments at the individual asset-level

## FID

Final Investment Decision

## IFRS

International Financial Reporting Standards as adopted by the European Union

## Net interest-bearing debt

Net interest-bearing debt is defined as:

- Interest-bearing loans (current and non-current portion); plus
- Short-term borrowings; plus
- Bank overdrafts; minus
- Cash and cash equivalents
- Lease liabilities

## LNG

Liquefied Natural Gas

## Operating capex

Operating capex is defined as sustaining and service capex plus IT capex

# Glossary (II)

## Proportional

Proportional is defined as the economic interest Vopak has in a joint venture, associate or subsidiary. The proportional interest is determined by multiplying the relevant measure by the Vopak economic rights (in majority of cases determined by the legal ownership percentage)

## Proportional growth capex

Proportional growth capex is defined as Consolidated growth capex adjusted for:

- Investments in property, plant and equipment (joint ventures and associates); minus
- Investments in joint ventures and associates; minus
- Loans granted to joint ventures and associates

## Proportional investment and financial commitment

Proportional investment and financial commitment is defined as the expected cash flows at the moment of FID related to a project for which FID has been taken since June 2022 and any related (un)recognized commitments undertaken of investments in:

- Property, plant and equipment (subsidiaries, joint ventures and associates); plus
- Acquisition of investment in subsidiaries including goodwill and other equity investments

## Proportional leverage

Proportional leverage is calculated as proportional net interest-bearing debt adjusted for:

- Derivative financial instruments (currency); minus
- IFRS 16 Adjustment in lease liabilities for former operating leases; plus
- Deferred consideration acquisition; minus
- Cash equivalent included in HFS assets; plus
- Restricted Cash

Divided by 12-month rolling proportional EBITDA, excluding:

- IFRS 16 adjustments in operating expenses for former operating leases; plus
- Exceptional items; plus
- Divestments adjustment

## Proportional operating cash return

Proportional Operating Cash Return is defined as proportional operating cash flow divided by average proportional capital employed:

- Proportional operating cash flow is defined as proportional EBITDA minus IFRS 16 lessee (depreciation/interest) minus proportional operating capex. From 2022, onwards IFRS 16 lessor (gross customer receipts minus interest income) has been adjusted;
- Proportional operating capex is defined as sustaining and service capex plus IT capex;
- Proportional operating cash flow is pre-tax, excludes growth capex, derivative movements and working capital movements;
- Proportional Capital employed is defined as proportional total assets excluding assets and current liabilities not related to operational activities, excluding IFRS 16 lessee (gross lease payment)

Vopak uses the following classification methodology in defining the operating cash return; the operating cash return is “in line” with company operating cash return target if the project return is around 12%; “accretive” to company operating cash return target if the return is between 12% and 15% and “attractive” if the return is above 15%.

## Storage capacity

Storage capacity at the end of the period consists of 100% capacity including subsidiaries, joint ventures, associates and operatorships.

## Total net debt for ratio calculation

Total net debt for ratio calculation is defined in Vopak’s debt covenants and can be calculated by adjusting Net interest-bearing debt for the following:

- Derivative financial instruments (currency); minus
- IFRS 16 Adjustment in lease liabilities for former operating leases; plus
- Credit replacement guarantees; plus
- Deferred consideration acquisition; minus
- Cash equivalent included in HFS assets; plus
- Restricted Cash

We help the world flow forward >

Thank you



[www.vopak.com](http://www.vopak.com)

Royal Vopak HQ  
Westerlaan 10  
3016 CK - Rotterdam  
The Netherlands