



Liquid Bulk Terminals and Supply Chain: specific and functional aspects

SHORTSEA 14 – May 2014

Jorge Dias

Mission statement

History

Strategic Lines

The businesses



Prio's Mission Statement

Create a well located distribution network, able to offer confidence and safety, and high quality products at competitive prices, generating value for shareholders and equitably valuing employees.

History

2006

- Constitution of Prio Energy, S.A.
- Constitution of Prio Biocombustíveis S.A..
- **Starting of construction of Biodiesel factory**
- **Starting of project of Aveiro's Tank Farm and Terminal**

2007

- **Starting of production of Biodiesel: 25,000 ton/Portugal**
- Opening of the first Filling Station of Prio's own network (in Oliveira de Frades) and Prio Express network (in Torres Novas).
- Starting of rich biodiesel blends supply to several private fleets

2008

- **Inauguration of Tank Farm – Center for Fuel Storage and Dispatch, at Aveiro's Port**
- Beginning of the commercialization of B15, a blend with 15% biodiesel, in Prio and Prio Express Filling Stations
- End of the year: 5 Prio Petro stations, 17 Prio Express Filling Stations

2009

- Constitution of Prio Energy SGPS: integration of Prio Energy and Prio Biofuels, S.A.
- **Certification of the management integrated system of Prio Tank Farm (quality, safety and environment)**
- **End of the year: 10 Prio Filling Stations, 21 Prio Express Petro stations**

History

2010

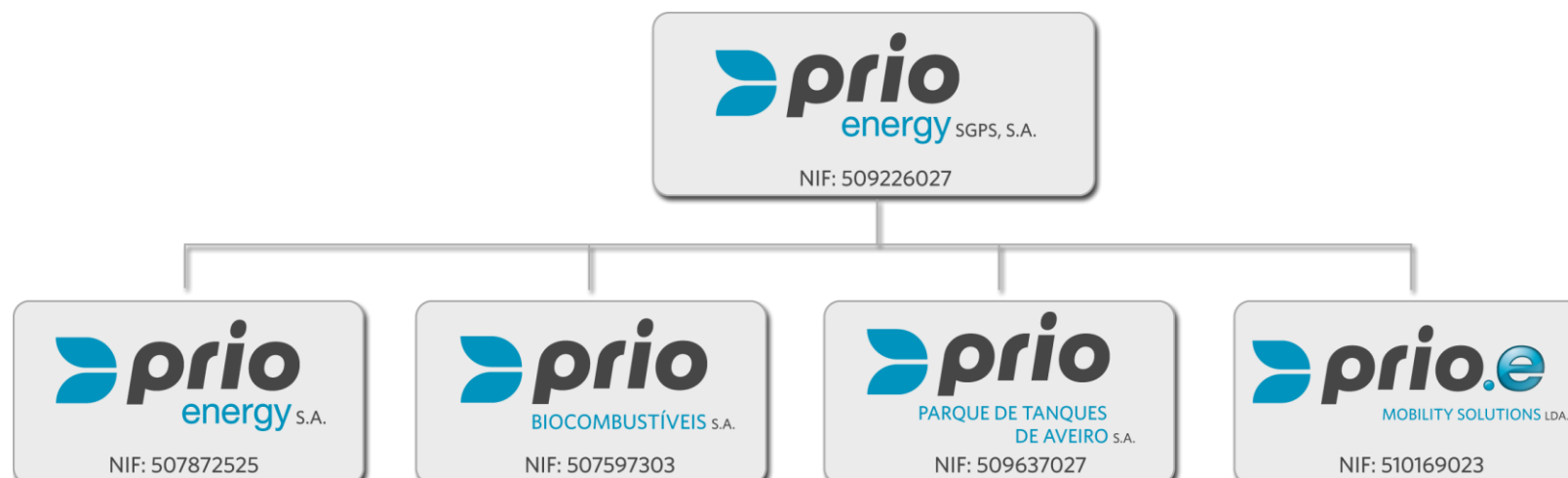
- First Filling Station equipped with Electric Vehicle charging system at Oporto area
- First Fast Charge charging equipment installed in Portugal
- Certification of Prio Biocombustíveis (ISO 14001, OHSAS 18001, ISO 9001)
- Availability of an enhanced product developed for liter consumption reduction and CO2 emission reduction, commercialize, under the Diesel Bio Evolution brand.

2011

- Constitution of Park Charge company – first licensed electric vehicle charging operator in Portugal.
- International agreement on a fuel card with the multinational English EDC
- Launch of *Prio Rede+* and *Prio EDC* international ISO fleet cards

2012

- Constitution of Prio.E – a company dedicated to electric mobility



- **Prio Energy, S.A.** 100% owned by Prio Energy SGPS.
Activity: integrated Marketing & Sales management + Supply Chain “Oil & Gas”.
- **Prio Biocombustíveis, S.A.** 100% owned by Prio Energy SGPS.
Activity: biofuel production, installed capacity of 100.000 Ton / year;
- **Prio Parque de Tanques de Aveiro, S.A.** 100% owned by Prio Energy SGPS.
Activity: Oil & Gas Storage and Handling services in Port of Aveiro at Terminal de Granéis Líquidos do Porto de Aveiro to chemical and fuel operators.
- **Prio.E, SGPS:** 60% owned by Prio Energy SGPS.
Activity: This is the holding created to develop electric mobility solutions.



Prio Energy SA

Oil&Gas Distribution

(December 2012)

Prio Filling Stations

Filling Station Network:

111 Sites (December 2012):

38 Prio Energy “COCO” Filling Stations

37 Prio Energy “CODO” Prio Express

22 Prio Energy “DODO” Filling Stations

14 Permit ongoing “COCO” and “CODO” Filling Stations

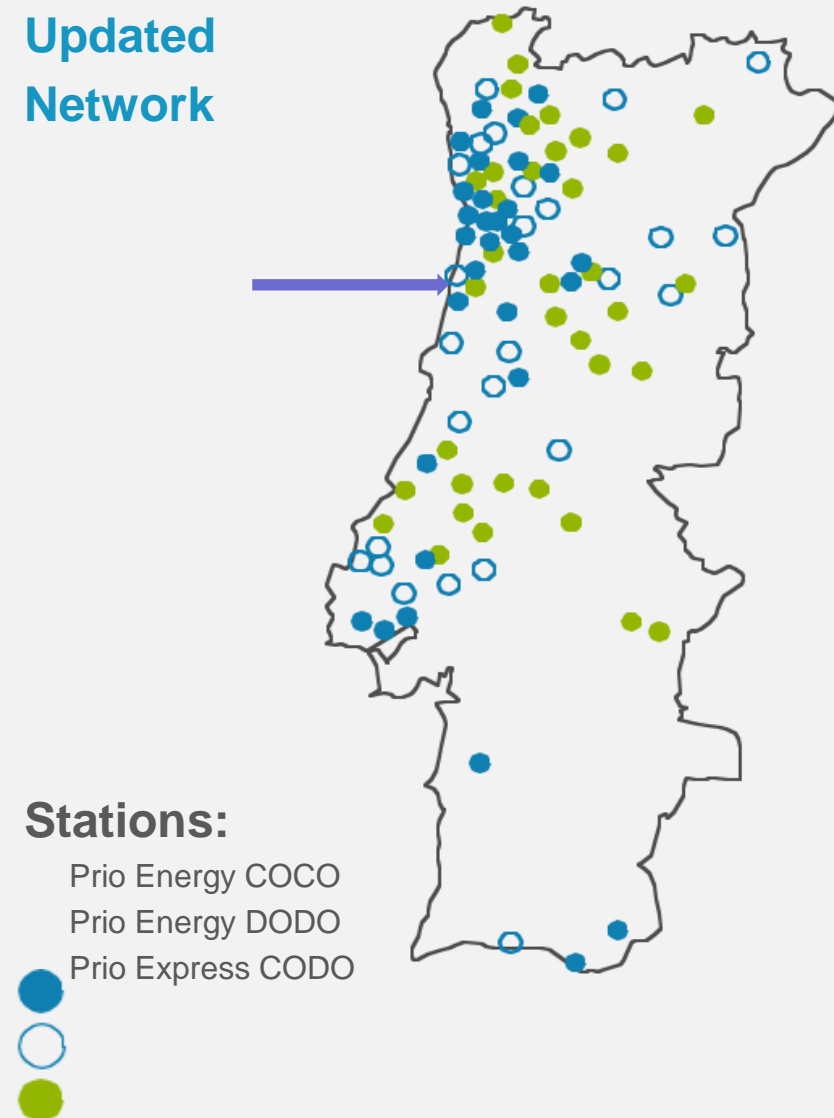
COCO – Company Owned, Company Operated

CODO – Company Owned, Dealer Operated

DOCO – Dealer Owned, Company Operated

DODO – Dealer Owned, Dealer Operated

Updated Network





Prio Biocombustíveis SA

Biodiesel Factory

Biodiesel Production



Biodiesel Industrial Plant:

- Contracts with Farmers and Cooperatives (national production incentive);
- Biodiesel Production with a **permanent capacity of 100 000 ton/year**;
- **Raw materials: rapeseed oil, palm oil, soya oil, sunflower oil.**



Prio Parque de Tanques de Aveiro

Oil and Gas - Storage&Handling

PRIO PARQUE DE TANQUES DE AVEIRO SA

a... Fuel Logistic Center (tank farm and jetty)

SOME RELEVANT DATES

- The Tank Farm was built in the years 2007 and 2008;
- The official opening date was the 20th of May of 2008;
- First Vessel received on February 2008 for commissioning;

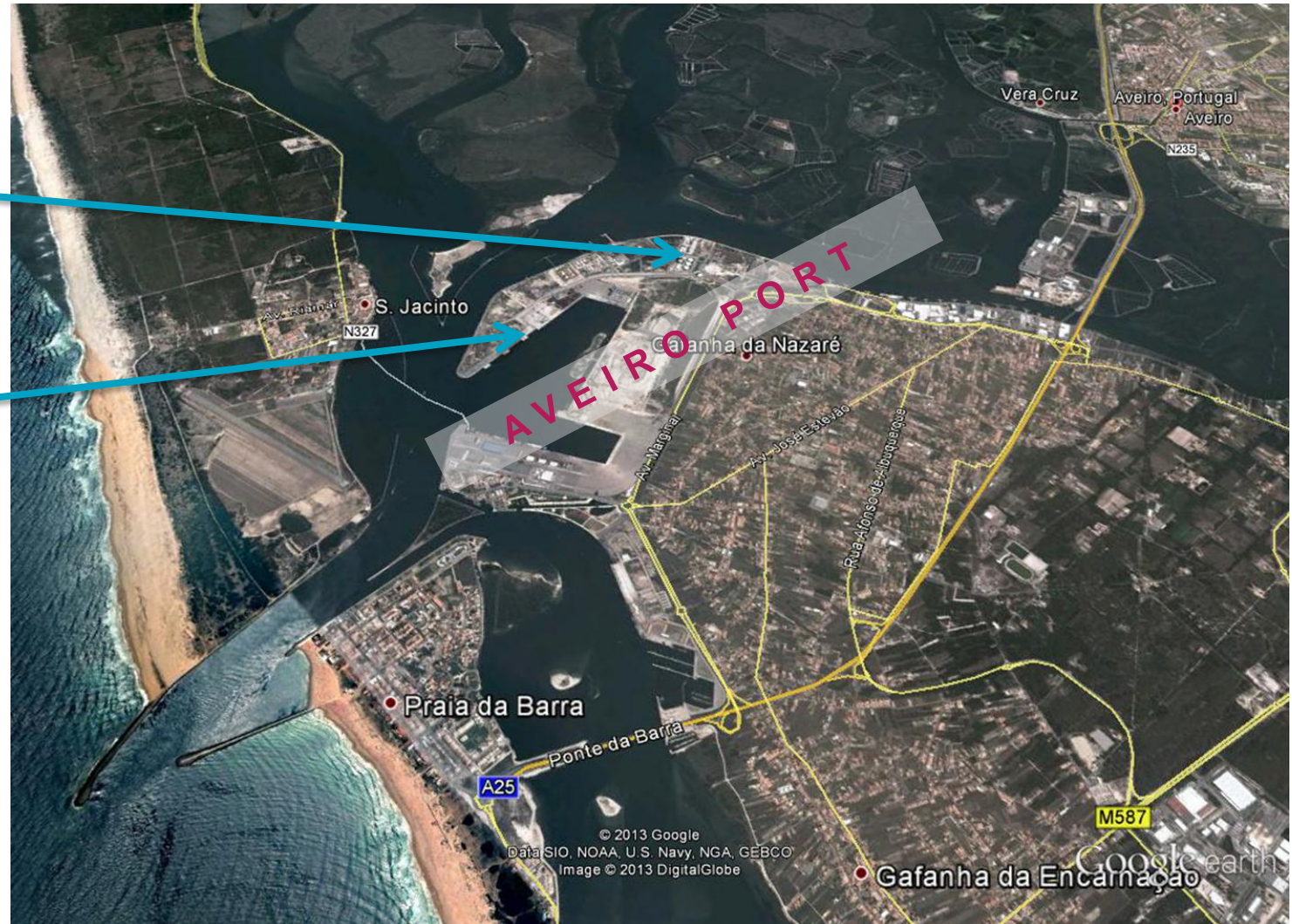


Prio in Aveiro Port

- Prio Tank Farm and FAME Factory

- Prio's Jetty (Nr 26)

(Pipelines length: 2000 m)

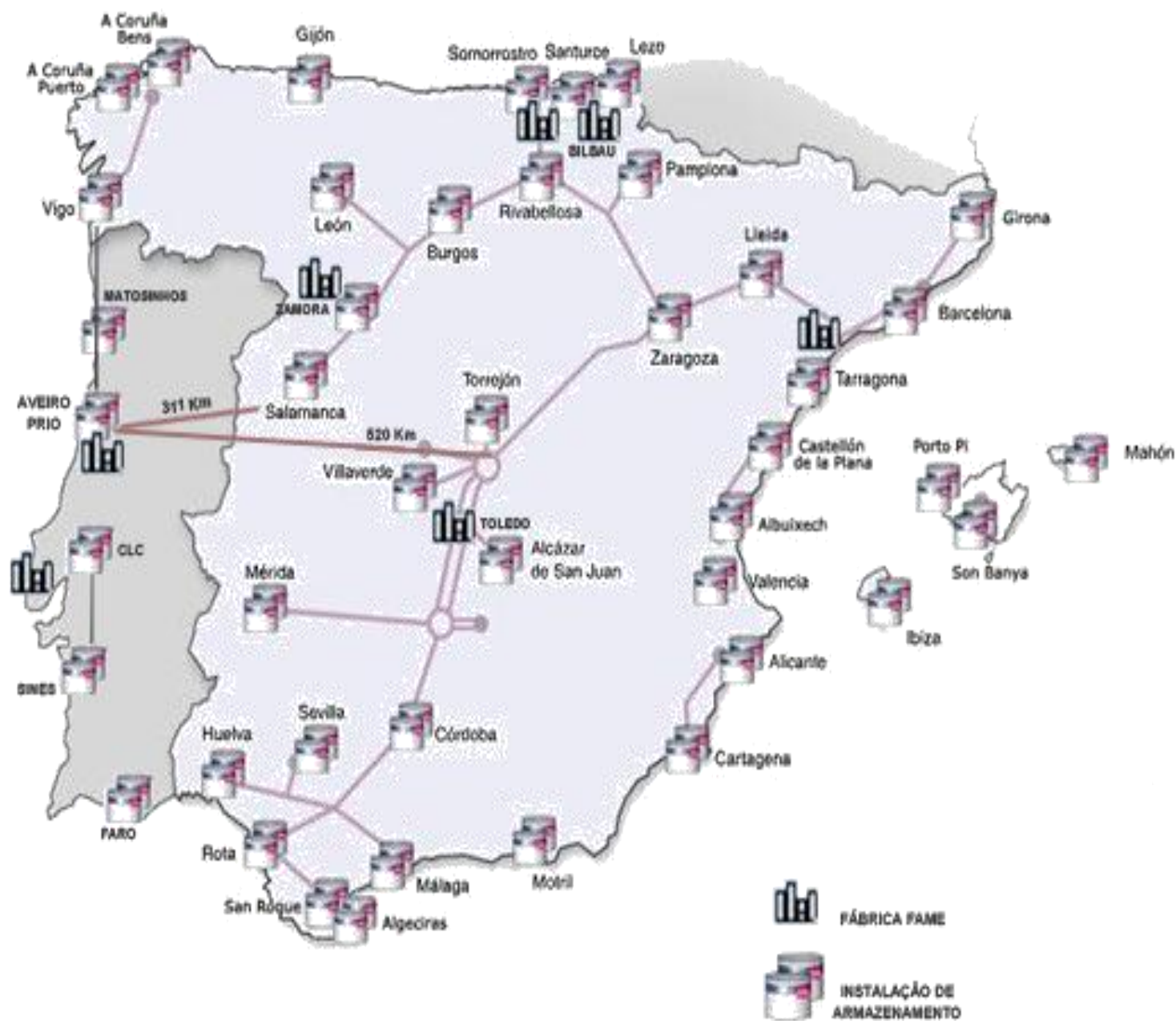


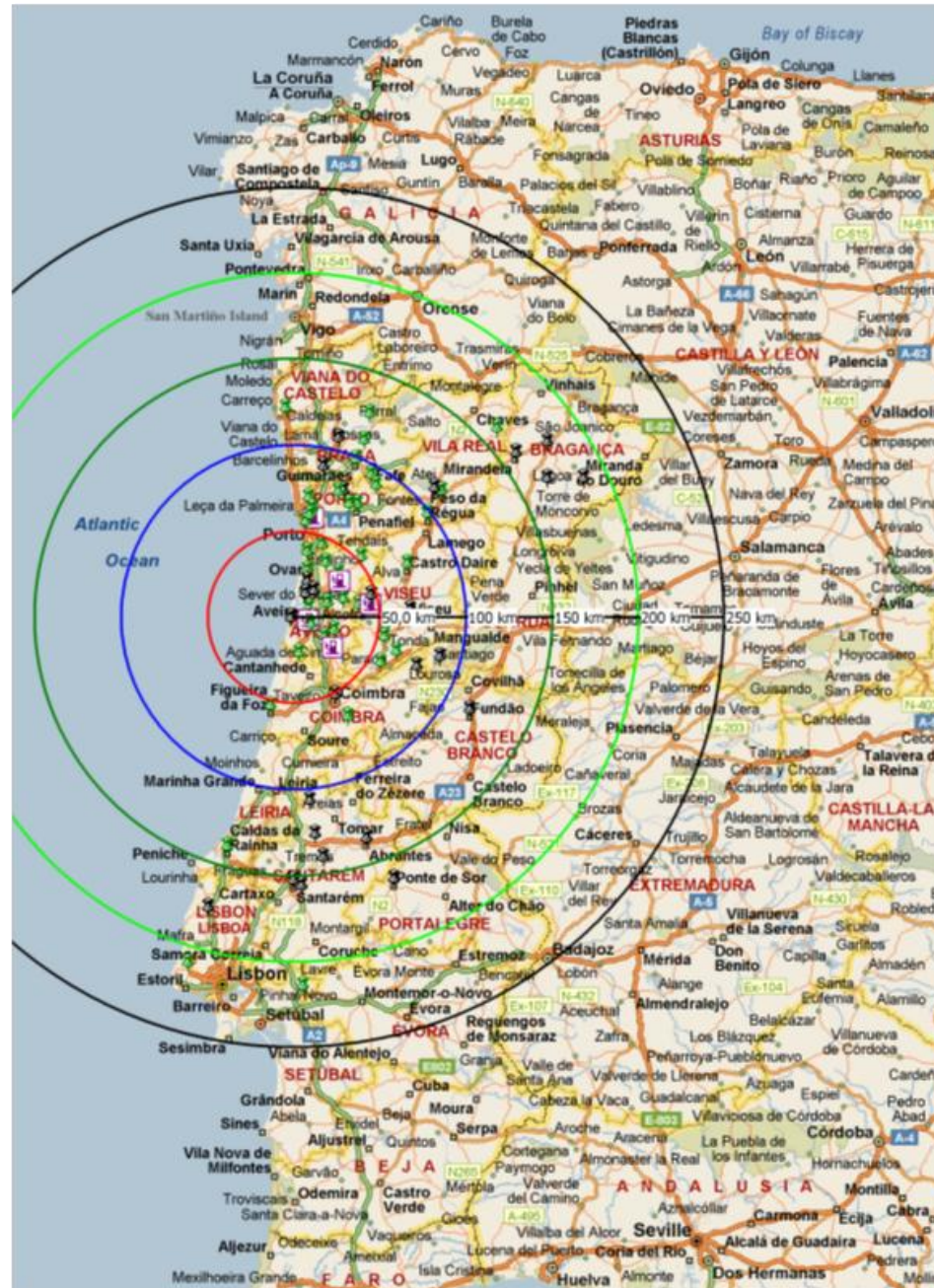
PRIO PARQUE DE TANQUES DE AVEIRO SA

...why the choice of the Liquid Bulk Terminal in Aveiro Port?

- Aveiro is well situated in the centre of Portugal;
 - Other nearest main installations are:
 - Matosinhos/Leça → north of Douro river
 - CLC – Aveiras → near Lisbon
- From Aveiro Prio has a strategic “hinterland” of estimated consumption of 1 200 000 m³/year in Diesel and Petrol;
- High advantage for Secondary Logistics since there are motorways to the north, south, heartland and directly to Spain;
- Most important motorway is E80 reaching inclusively the centre of Spain;
- Railway facilities. (Prio’s Loading and Unloading Facilities in the future?)







Fuel Logistic Center

Reception, Storage & Handling and Expedition of Oil and Gas and Biodiesel

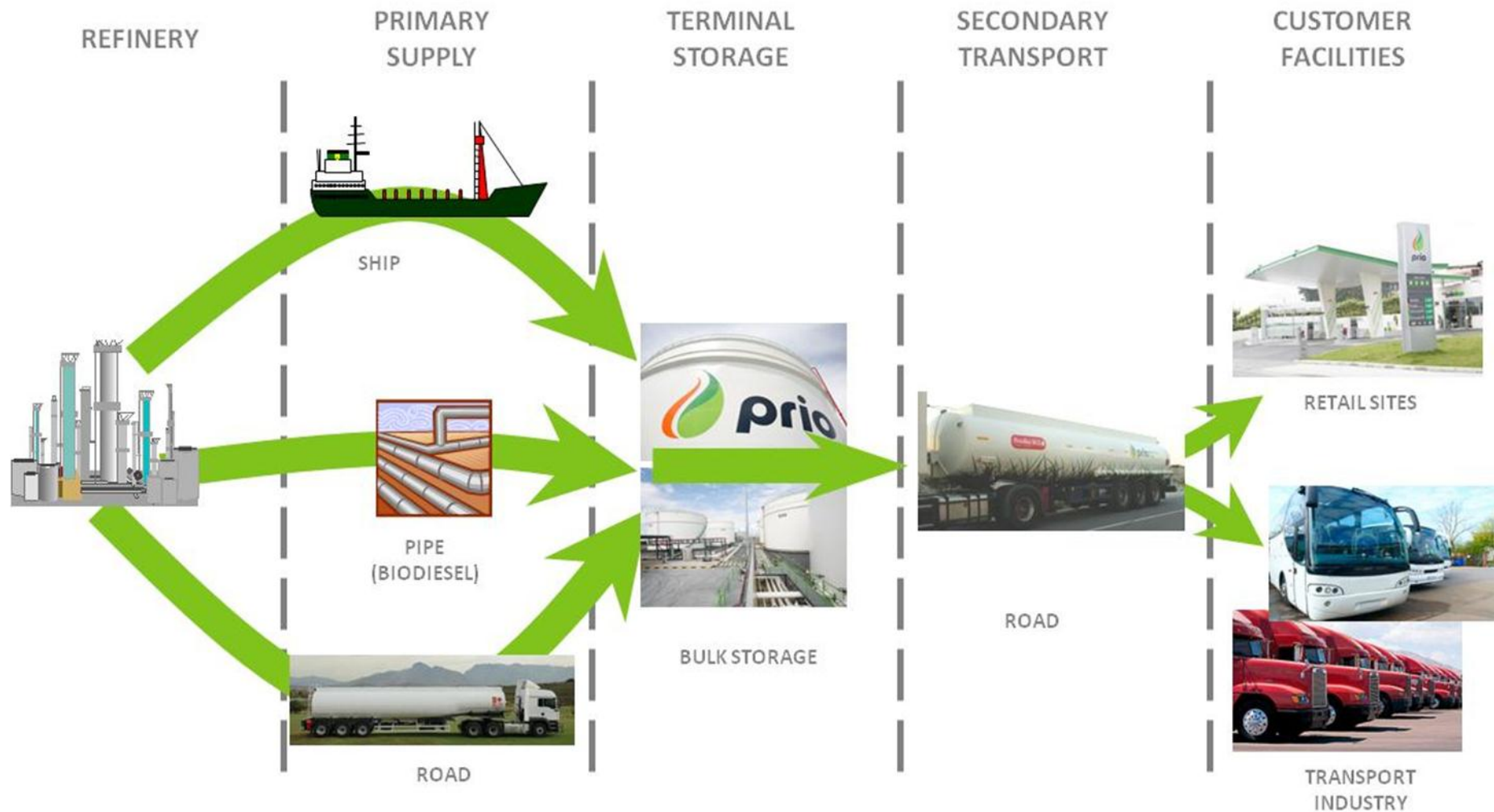




Prio Logistics

Storage&Handling

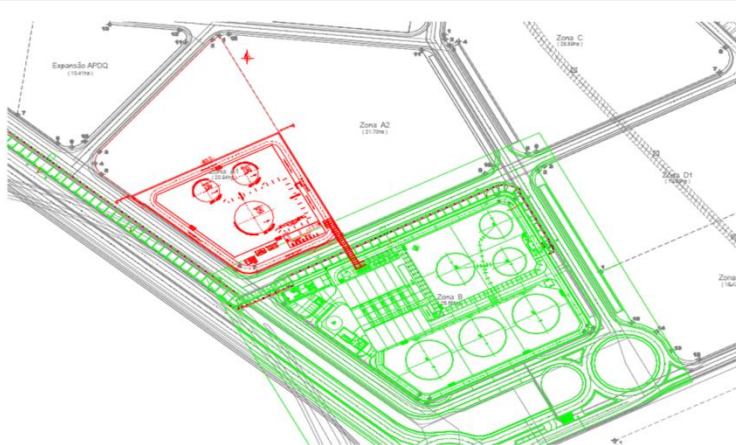
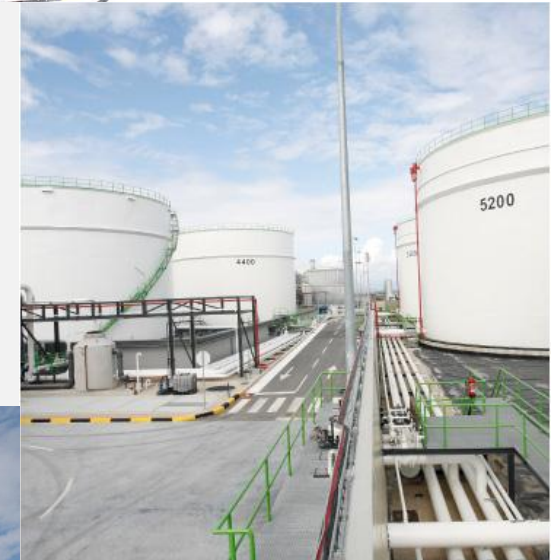
Prio's Logistics Operations



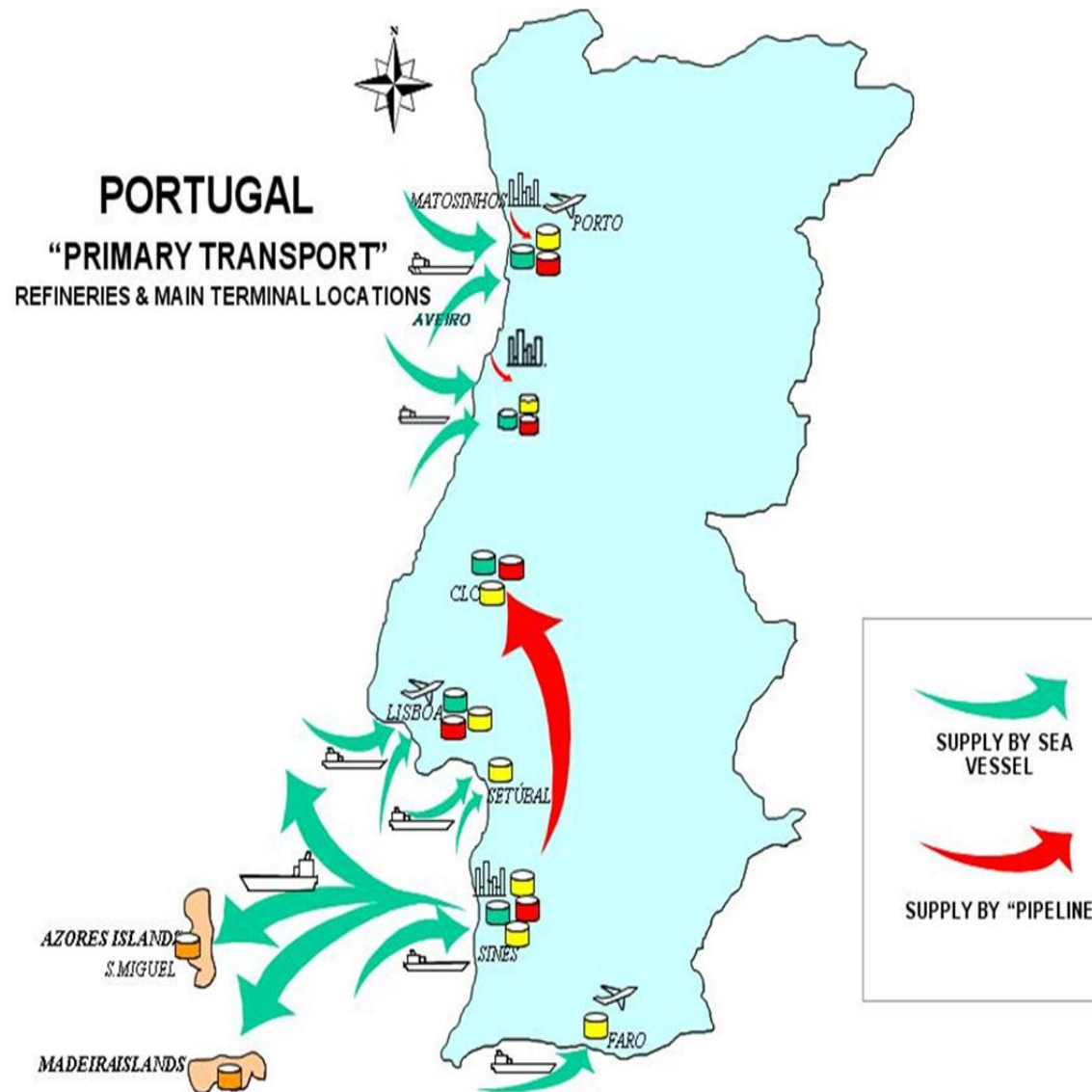
Tank Farm Features

Bulk Storage for:

- Diesel → 65 500 m³ (Possibility of two different grades)
- Petrol → 10 000 m³ (95 98)
- FAME → 420 m³ (Direct Blending in loading Bay)
- ADDITIVES → 167 m³ (9 different additives)
- Pre-prepared for Blending of Bioethanol in Petrol (200 m³ Tank)
- 4 loading bays → capacity of 3600 m³/day by road tankers
- Licensed volume expansion of more 20 000 m³



Primary Supply Chain in Portugal



Prio Marine Terminal Features - Products

- Jetty 26 in Liquid Bulk Terminal - Port of Aveiro
- Loading and unloading of:
 - Petroleum products (Diesel and Petrol);
 - FAME;
 - Raw Vegetable Oils;
 - Methanol;
 - Sodium hydroxide;
 - LPG.

Prio Marine Terminal Features - Equipment

10" Loading Arm

1100 m³/h

Prio

6" Loading Arm

500 m³/h

Port Authority

8" Hoses

Prio



Prio Marine Terminal Features - Pipelines

- **Pipelines**

- 14" Pipeline – DIESEL/ PETROL
- 10" Pipeline - FAME
- 10" Pipeline – Vegetable Raw Oil
- Other companies pipelines....



(Any new client who want to have their products loaded/Unloaded in Jetty 26, can install pipelines connecting) to Prio's Jetty)

Liquid Bulk Terminal Strategic Aspects: Port Conditions

- **Although in upgrade, actual Liquid Bulk Terminal conditions are:**
 - LOA = 150 m; (→ 170 m)
 - Draft = 9 m; (→ 12 m)
 - Daylight Navigation;
 - Ships entrance/exit subjected to tide restrictions

(NOTE: Liquid Bulk Tankers operate 24 by 24)

Liquid Bulk Terminal Strategic Aspects: Port Conditions



Francisco de Jesus Fernandes
franciscoltb2010@gmail.com
Aveiro/PORTUGAL

Liquid Bulk Terminal Strategic Aspects: Port Conditions



Francisco de Jesus Fernandes
franciscotb2010@gmail.com
Aveiro/PORTUGAL

Liquid Bulk Terminal Functional Aspects

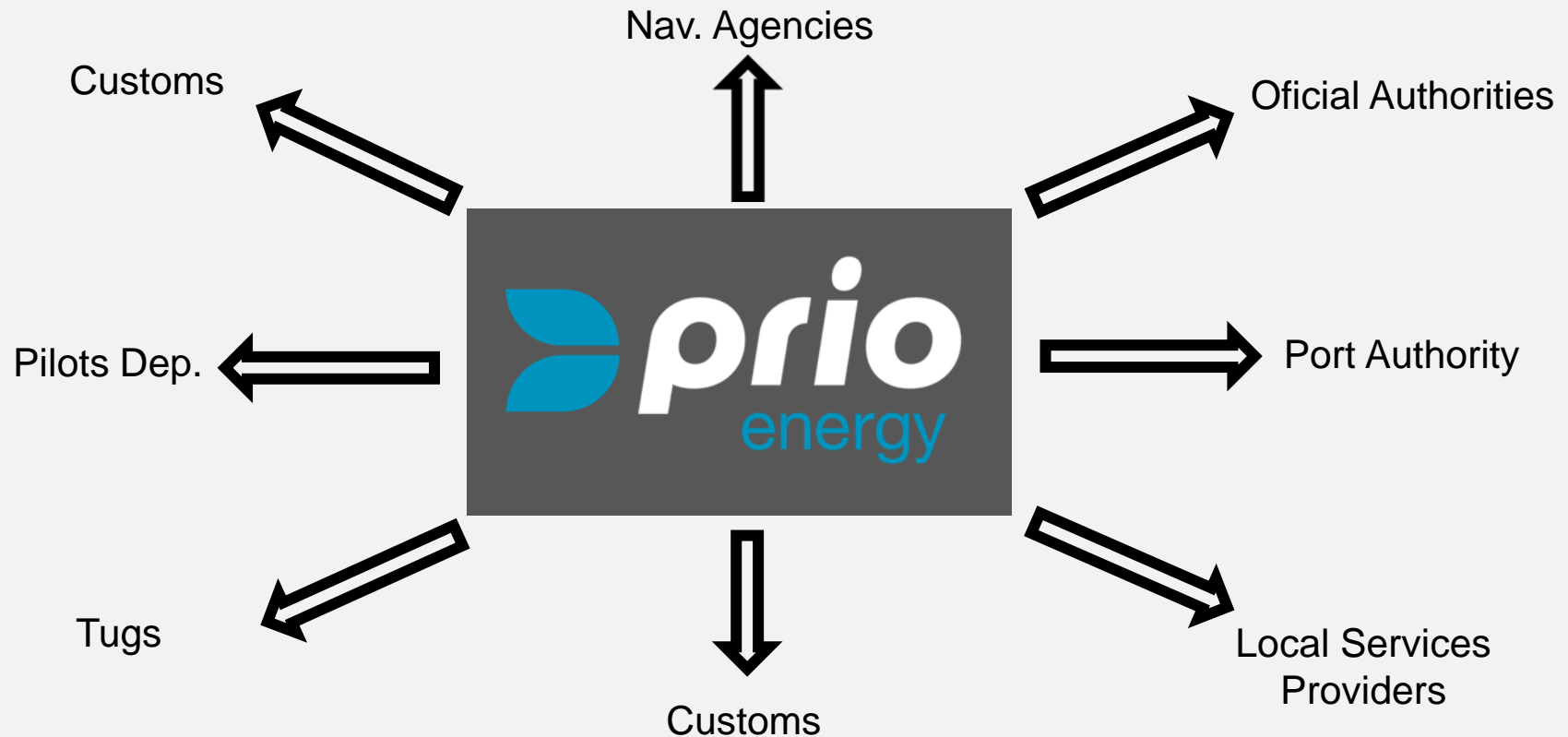
OPERATION → Aspects to be considered:

- **“Terminal Experience” → Expertise, Continuous Training, adequate technical consulting, eager in learning...**
- **Personnel experience and will to progress → Adequate Training;**
- **Adequate equipment;**
- **Promote good relationship with other players; (Learn!)**

- **and**

Liquid Bulk Terminal Functional Aspects

- **Promote good relationship with everyone;**





prio

THANK YOU

prio

prio

Prio Energy S.A.

Terminal de Granéis Líquidos
Porto de Aveiro – Lote B
3834 – 907 Gafanha da Nazaré
Aveiro - Portugal

Tel: +351 234 390 010
Fax: +351 234 390 019
www.prioenergy.com