



M A R I N E F U E L S



A brand of **BOLLORE**
ENERGY

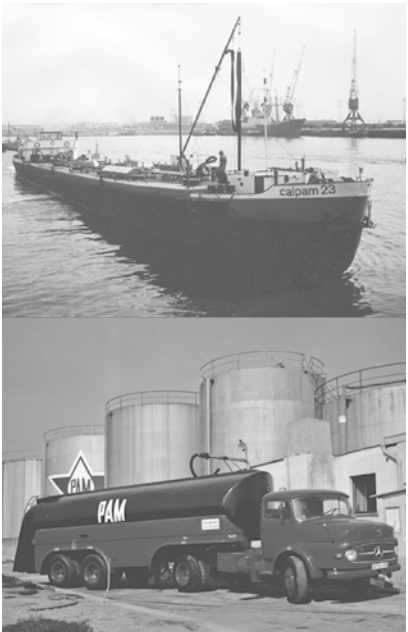


WE KEEP YOUR ENGINES RUNNING!



CALPAM OFFERS MORE THAN 45 YEARS
OF EXPERTISE IN BUNKER TRADING
AND BROKERAGE FOR INTERNATIONAL CUSTOMERS

- Calpam Hamburg was founded in **1970** as a bunker and lubricants trading house to market Chevron branded marine products to the European shipping industry
- **The origin** of the brand goes back to a joint venture between Standard Oil of **CAL**ifornia (Chevron) and Dutch oil trading house **PAM**
- **For more than 25 years**, Calpam physically supplied all kinds of bunkers at ARA and German ports, using chartered and self-owned barges. Today, the name Calpam is still being used for inland supplies in the Netherlands
- **During the early eighties** the company commenced its international bunker trading activity
- **The Bolloré Group** became the sole owner of Calpam in **1989** following Chevron's decision to withdraw from the European market



THE BOLLORÉ GROUP

Established in 1822, the Bolloré Group is one of the 500 largest global companies in the world. Listed on the stock exchange, it is still majority controlled by the Bolloré family.

www.bollore.com





MEMBER OF



Conceived in 1992, the International Bunker Industry Association (IBIA) is the voice of the suppliers and end users of marine fuel. Today it represents more than 800 organisations around the world.

CALPAM TODAY

Deutsche Calpam GmbH provides professional bunker trading and brokerage services to international ship-owners, charterers, liner operators and trading houses.

For its customers, Calpam arranges worldwide bunker deliveries to all kinds of vessels such as tankers, bulkers, coasters, ferries, heavy-lift, offshore supply, general cargo, container, cruise and exploration vessels.

With a total of more than 45 years of market knowledge, Calpam's team of experienced traders offers global bunker solutions with expertise in:

- ▶ Operational advice and support
- ▶ Bunker planning and strategy
- ▶ Bunker quality
- ▶ Port infrastructure and local suppliers
- ▶ Methods of bunker delivery
- ▶ Risk management

Backed by an excellent reputation and a long presence in the bunker market, Calpam receives full credit terms from worldwide major oil companies and independent suppliers.

COME ON BOARD WITH US!

More than four decades of bunker trading and broking have proven our ability to constantly adapt to challenging markets.

Our corporate philosophy:

Reliability, flexibility, security, transparency and sustainability.

The bulk of Calpam's business is credit insured by Euler Hermes and backed by the Bolloré Group. This financial strength is crucial in times of price volatility and fast moving changes of market fundamentals.

Products

- ▶ All grades of ISO 8217 certified Marine Heavy Fuel and Gas Oils
- ▶ ECA compliant low sulphur product solutions

Deliveries by road tank wagon, ex-pipeline or bunker barge

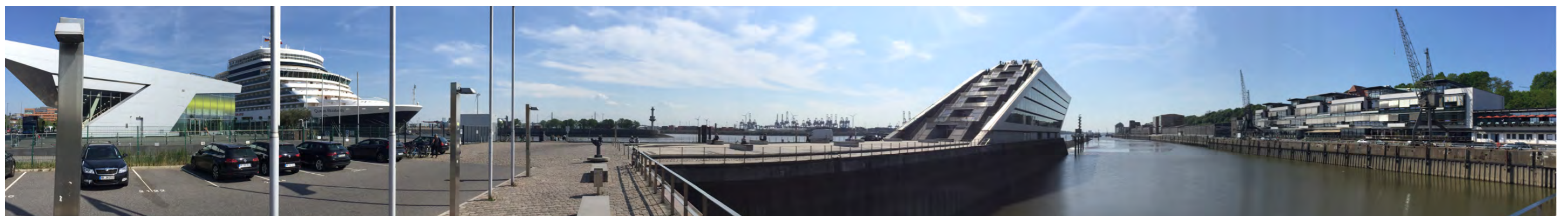
Services

- ▶ Bunker Trading
- ▶ Bunker Brokerage
- ▶ Worldwide 24/7 coverage
- ▶ In-depth knowledge of the international bunker market
- ▶ Full operational support from a skilled and experienced team
- ▶ Market price reports, analysis and guidance
- ▶ Credit facilities



CALPAM MINERALÖL

Based near Frankfurt, Calpam's sister company Calpam Mineralöl-Gesellschaft mbH is involved in the distribution of heating oil and a wider range of industrial lubricants, owns tank storage and runs 58 gas stations in Germany





CALPAM'S BUNKER TEAM



Stefan Facklam
MANAGING DIRECTOR

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Mob: +49 (0)171 30 53 740
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Stefan started his career in shipping back in 1985 with an apprenticeship as a dry cargo chartering broker at Hamburg based Helmut Thimm GmbH. In 1988, he joined the tanker operations department of German oil trading house Marimpex before deciding to enter the bunker industry by joining Deutsche Calpam GmbH in 1991. Stefan has been serving Calpam as an experienced trader for more than 25 years and was appointed Managing Director in 2003.



Dennis Wulff
BUNKER TRADER

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Mob: +49 (0)170 90 18 358
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After his apprenticeship in wholesale and foreign trade, Dennis joined Shell and worked for the quality, health, safety and environment department. In 2000, he started his career as a bunker trader and broker at Deutsche Calpam GmbH. Between 2004 and 2007 Dennis achieved his Master of Business Administration by attending evening courses. He manages the company's trading operations.



Martin Alzerreca
BUNKER TRADER

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Mob: +33 (0)6 18 62 26 57
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Martin studied international business administration in Paris and London. He worked in a banking consultancy firm and in the Louvre Hotels Group before starting his career in bunkering with LQM Petroleum Services. Martin joined Bolloré Energy in 2013 focusing on sales of petroleum products and business development.



Carina Batista
ADMINISTRATION

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CALPAM IN BOLLORÉ TRANSPORTS & LOGISTICS



As part of Bolloré Transports & Logistics, Calpam benefits from the Group's strength in international shipping. BTL's worldwide network of 100 shipping agencies enables Calpam to communicate directly with the ports. Bolloré Transport & Logistics is n°1 in logistics in Africa and operates its own terminals.



Bolloré Ports: Container and "Roll On/Roll Off" terminals, dry ports, shipping agencies, shipyards and general cargo handling.



Bolloré Logistics: International transport & logistics, global supply chain management.



Bolloré Railways: Passenger and goods transportation, laying, renewals and maintenance of railway lines in West Africa.



Bolloré Energy: Major player in oil distribution and logistics, marketing of electricity storage solutions developed by the Group's subsidiary Blue Solutions.



No. 1

Shipping Agency Network
in Africa

25

Dry Ports

Partnerships with more than

30

Ship-owners

6

RoRo Terminals

21

Ports Concessions
around the world

13%

Market Share in Africa



TOP 10

Worldwide :
No. 1 France and No. 1 Africa

601

Branches in 105 countries

844.000

TEU of Maritime Freight



1,000

Km of railway

1.6

Million passengers carried
per year

1.8

Million tonnes
of freight transported per year



2.3

Million M3
Total Storage Capacity

No. 1

Independent Distributor
of Domestic Heating Oil in France

3.2

Million M3 of Petroleum Products
sold each year

105

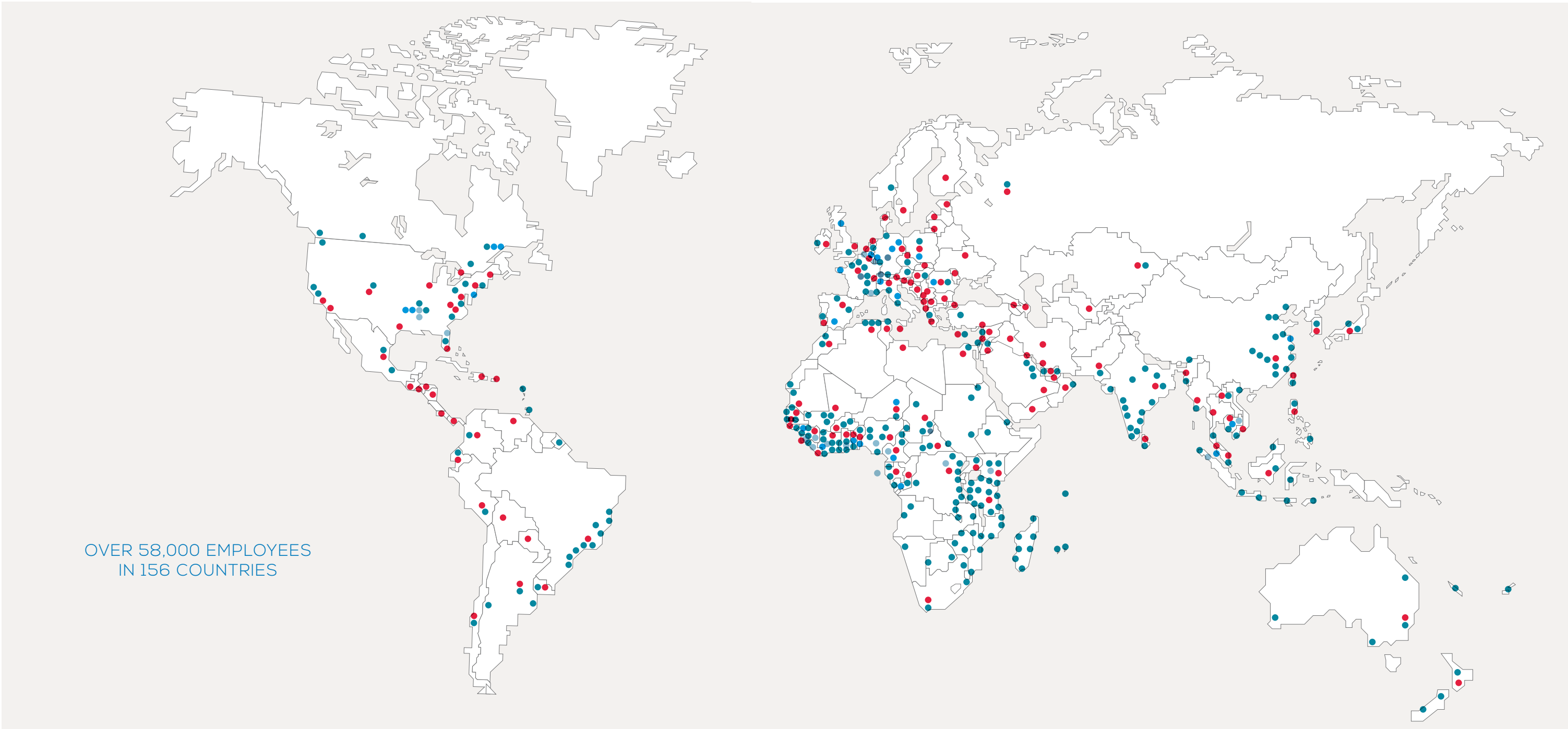
Agencies and Secondary
Terminals

28

Primary Terminals

3

Countries : France, Switzerland
and Germany



OVER 58,000 EMPLOYEES
IN 156 COUNTRIES

TRANSPORTATION AND LOGISTICS

- BOLLORÉ LOGISTICS
601 branch offices in 105 countries
- BOLLORÉ ENERGY
2.3 million m³ total storage capacity in France, Germany and Switzerland
- BOLLORÉ PORTS
21 Ports Concessions around the world
No. 1 Shipping Agency Network in Africa
- BOLLORÉ RAILWAYS
1,000 km of railway
18 million tonnes of freight transported per year

COMMUNICATIONS

Advertising (Havas),
press (Direct Matin),
telecoms, etc.

ELECTRICITY STORAGE
AND SOLUTIONS

- BATTERIES AND SUPERCAPACITORS,
ELECTRIC VEHICLES
4 factories in France and Canada.
- PLASTIC FILMS
3 factories in Europe and the United States.
- IER – DEDICATED TERMINALS
AND SYSTEMS
19 locations worldwide.

AGRICULTURAL ASSETS

3 farms in the United States
and 2 vineyard-estates in France.

PORTFOLIO
OF SHAREHOLDINGS

Management of a combination
of financial assets which represents
5 billion euros in market value
Main investment in Vivendi:
14.4% interest at end 2015



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ENERGY