

# ADVARIO

Partners for progress

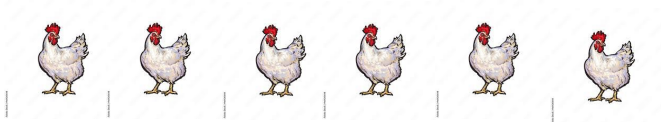


# TO KEEP YOUR BRAIN WORKING

Oman eats around 350,000 chicken a day 😊



Assumed 2 kilo per chicken



150 km!



## Chicken consumption Oman

Oman eats around 350.000 chicken a day



## Chicken characteristics

We assume a chicken to be around 2 kilo and 42,5 cm long



## Just to show you how big transport is

We are operating a very major operation



## TO KEEP YOUR BRAIN WORKING



### From Salalah to Mirbat and Back.

Two hour drive with chickens



### From Muscat to Nizwa

Chicken everywhere



### Just to show you how big transport is

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## TO KEEP YOUR BRAIN WORKING



**Our biggest tank in SOhar**

55,000 m<sup>3</sup>



**If you fill it with chicken**

Only a layer of 25 cm



**Just to show you how big transport is**

We can store 80 days of chicken for Oman in one tank....

## ABOUT ADVARIO

With over 50 years of expertise, Advario is a global leader in designing, building, and safely operating tank storage and infrastructure solutions for critical products such as chemicals, gases, petroleum products, and new energies.

Driven by a future-focused strategy and ambitious ESG targets, we are building integrated and innovative infrastructure to meet the evolving needs of the energy transition, driving progress and nurturing a greener planet.



### Global

A truly multicultural and diverse company of 1,100 people



### Family owned

Backed by a future-focused long term-investor



### Strategically positioned

Advario operates in all major hubs



### Logistics, liquid energy and chemical storage

Operating a global network of **13 terminals** across **10 countries**



### New energies infrastructure

Building the innovative infrastructure of the future











# OUR GLOBAL OPERATIONS NETWORK



We operate  
a network of  
**13 terminals**  
around the  
world

## PRODUCT TRANSIT 2023 CAPACITY

	Storage capacity:	8M cubic meters
	Annual throughput handled:	50M tons
	Vessels handled:	5,700
	Barges handled:	5,000
	Rail cars handled:	19,000
	Trucks handled:	81,500
	Product handled:	50<
	Customers served:	160



## OUR CULTURE OF CARE

### Safeguarding our people

- Ensuring the safety of everyone at our terminals
- Promoting a culture of returning home safely
- Preventing major accidents
- Ensuring safe practices with suppliers

### Protecting our environment

- Preserving and conserving the environment, minimizing impact during project development and operations
- Adhering to global and local environmental standards
- Advancing toward net-zero emissions by 2040
- Making a positive impact in local communities

### Protecting our assets

- Securing critical infrastructure
- Enhancing cybersecurity measures
- Partnering with governments and industrial stakeholders

### Protecting our reputation

- Maintaining fair business practices and high standards
- Providing excellent customer service while being transparent, honest, and professional
- Complying with standards and regulations
- Monitoring and mitigating risks

Our license to operate

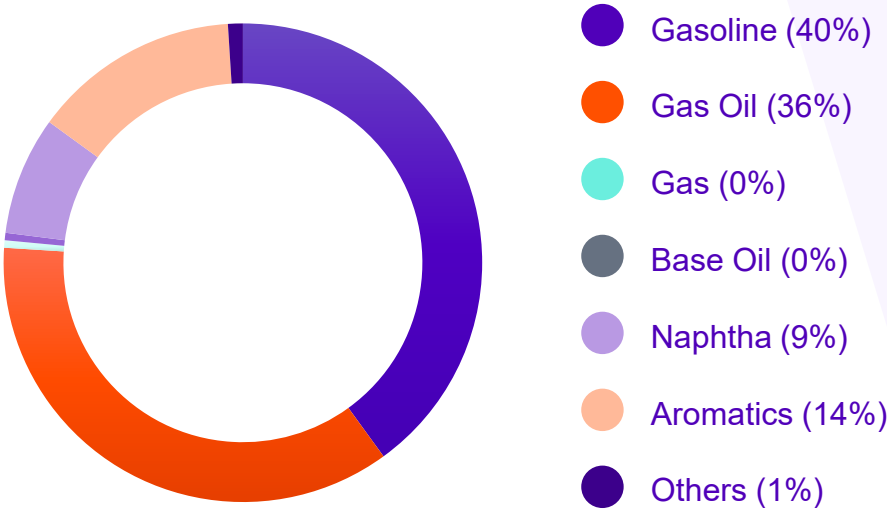
# Goal Zero





# ADVARIO TERMINALS LLC

OMAN



## Terminal facts

Visit [Advario.com](https://advario.com) for more



## Tank

Tank Capacity  
**1,294,780 cbm**

Tanks  
**66**

Tank Sizes  
**1,700 - 55,000 cbm**



## Jetty

Jetty Capacities  
**110,000 dwt**

Draught  
**15.5 m**

Berths  
**6**



## Access Types

Barge,  
Flexi Bag,  
ISO Container,  
Pipeline,  
Tank-to-Tank,  
Tanker Trucks,  
Vessel



## ABOUT SUSTAINABILITY IN TRANSSHIPMENT

### Strengthening the port liquid logistics

- Optimise your port by clustering your liquid berths: enhance occupation
- Optimise by clustering: maintenance and operation (cost effective).
- Optimise port handling in all activities: it is the total that makes the difference for the shipper, not an optimized subactivity
- Build out your total offering due to enhance occupation of berths
- Add green liquids? We are color agnostic: risk and handling stay the same. Can be handled (efficient) in same terminals
- When you arrive at 70-80% look at possibilities to expand beyond your port borders



#### Cluster

Increase occupancy



#### Enhance

Increase efficiency



#### Expand

Grow to other liquids/goods

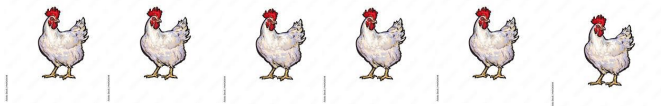


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## RUNNING BIG VOLUME BUSINESSES

### Ports are volume business

- All businesses in ports are big volume businesses
- This is due to the transport mode of ships
- Concentrate volume handling (containers or liquids, all gets more effective)

### Tight operation

- Big volumes, small margins
- Safety and environment utmost important
- Operations between partners in ports are making the difference

### Efficiency and maintenance

- We run a very efficient operation with very experienced people
- Maintenance and security are in our blood
- All parties should have the same standards

### Protecting our reputation

- We have been running operations for many years without major disruptions
- We make sure we protect our environment and our people
- We train and educate

Our license to operate

# Goal Zero



The image features a solid purple background with large, faint, overlapping geometric shapes in a lighter shade of purple. Centered on the page is the word "ADVORIO" in a bold, white, sans-serif font. The letter 'V' is stylized with a unique, angular cutout. Directly beneath the company name is the tagline "Partners for progress" in a smaller, white, sans-serif font.

# ADVORIO

Partners for progress