Sasol Investors and Analysts Visit

Presenter:

Abdulrahman Al-Suwaidi

CEO

ORYX GTL
ORYX GTL Visit
Agenda

• ORYX GTL Vision & Values
• Reflection on Safety
• Company Establishment
• GTL Process Overview
• Lessons learned in design, construction and commissioning
• Production ramp up
• Marketing overview
• Impact for new GTL plans
• Future of GTL technology
• Opportunities and challenges
• Future Focus
• Summary
ORYX GTL Vision & Values

ORYX GTL VISION
We aim to be an integrated energy company globalizing premium, environmentally friendly GTL products.

ORYX GTL VALUES
People: We ensure that all staff are treated with respect and dignity. We actively pursue stakeholder satisfaction.
Sustainable development: We create a culture of operational excellence and continuous improvement in a zero harm manner.
Integrity: We shall base our actions on a consistent framework of honesty, fairness and discipline.

we make GTL the choice
www.oryxgtl.com.qa
Reflection on Safety

Safety is not a priority

Safety is A WAY OF LIFE
Safety Performance

ORYX GTL TRIR 2011 (Road to Zero Harm)

TRIR = 0.11
ORYX GTL is important to **Sasol** as:

- GTL is a core business
- Success vital to future international growth
- ORYX GTL is the flagship international Sasol GTL investment

ORYX GTL is important to **QP** as:

- Goal to diversify industry
- Monetize the North Gas field
- Commitment to green fuels
- Qatar has ambition to be the GTL capital of the world
GTL process overview

- Natural Gas
- Air Separation
- Pure Oxygen
- Reforming
- Fisher Tropsch
- Synthesis Gas
- Refining
- Wax & Hydrocarbon Condensate
- GTL Diesel
- GTL Naphtha
- LPG
Lessons learned in design, construction and commissioning

- Definite benefits to having design team at site
- Early involvement of key operations personnel in project beneficial
- Pre-Startup training of operations staff for new projects at other operating facilities beneficial
- Involvement of Owner’s operations team and Licensor in commissioning of new facilities beneficial
ORYX GTL achieved performance levels better than design
Marketing Overview

- Over **33.5 Million barrels** of product successfully sold!
- Products initially sold on spot basis, now combination of term and spot contracts
- Customers:
  - end-users
  - IOC/NOCs
  - general traders
- GTL naphtha supplied to Asia
- GTL diesel supplied to Arabian Gulf and NWE
- Consistent positive feedback on product quality and reliability of supply
Potential impact of lessons learned for new GTL plans

Economies of scale for process trains to be developed further, i.e. new trains to have higher throughput

New plants can be stand alone facilities, but potential site synergies should always be evaluated

Operational flexibility essential to adjust operations for different oil price business environments
Future of GTL Technology

GTL technology has significant growth potential in a large global market.

FT platform is flexible and offers diverse product slate such as GTL waxes, normal paraffins, GTL kerosene, GTL base oils.

Success of ORYX GTL has encouraged wider GTL industry.
Opportunities and Challenges

Opportunities

• GTL is at the start of its growth cycle
• Larger economies of scale
• Increased potential for value adds
• GTL is a proven economically viable alternative for NG monetization
• More stringent global specifications on fuels

Challenges

• Oil price volatility
• Location and availability of gas
• Availability of experienced resources
• Further development of technology
• Enhance market awareness of GTL
Sustainability and growth programme ongoing to maximize production capacity of current facility potentially up to 112%

Explore value add opportunities such as wax extraction, jet fuel and normal paraffin extraction

Prepare for further growth opportunities
In Summary

GTL technology has a role in an expanding global market

GTL remains a high margin business, directly links gas to oil price

Needs committed partners experienced in the energy sector
“Success in business requires training and discipline and hard work. But if you're not frightened by these things, the opportunities are just as great today as they ever were.”

David Rockefeller
We make GTL the choice!

شكرا
Dankie
Merci
Thank you
Plant Tour

MAJOR TECHNOLOGY UNITS

SUPPORTING TECHNOLOGY UNITS

PLANT TOUR ROUTE

Utilities
Reforming
Fisher Tropsch
Refinery
Air Separation
Power Gen
MCB
WTU
HPU