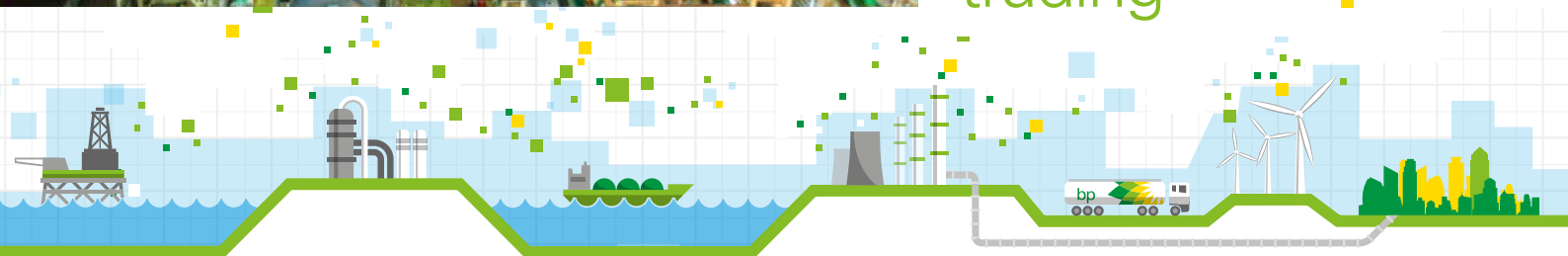


Global energy supply and trading





A world leader in energy supply and trading

As a leading producer of oil and gas, we understand the financing, trading and risk management challenges faced by producers.

We add value right across the oil and gas value chains. Whether you're a producer, shipper, wholesaler or end-user, we're here to help you be successful.



46

international vessels for crude, oil products, LPG and LNG*



3.3
million
barrels of oil-based production per day**





4 billion
barrels of crude traded
annually equivalent to
20%
global traded oil*



Delivering innovative solutions in a complex market

We use our unique expertise and insights to keep the world's energy moving.

We offer a combination of unique expertise in physical supply and trading, innovative financial structures, and world-class analytics to deliver long-term value, from wellhead to end customer.

In a complex and sophisticated market we can deliver the solutions our customers are looking for.



1st
commercial
offshore
ship-to-ship
LNG transfer

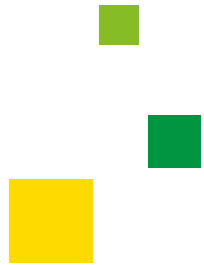
We market around **24 bcf/day of gas** in America, equivalent to the combined daily demand for Germany, Italy, Turkey and the UK*



Creating enduring, mutually beneficial partnerships

We believe in relationships with long-term value. That's why we put a lot of energy into our partnerships. These relationships are built on trust, openness and respect.

Being a world leader in energy supply and trading, we have the visibility to manage producer risks both physically and financially. We balance this with our own asset base of refineries and extensive consumer markets, creating partnerships across the marketplace.



12,000
supply and trading
customers worldwide*

Customers in
140
countries*





Our producer offer

Flexibility is at the heart of what we offer. Our broad range of standard physical and financial products form the basis of creating a 'bespoke solution' that meets your specific needs.

We offer a range of integrated services to meet the needs of oil and gas producers through production offtake, hedging price risk and capital raising. BP's global reach can offer access to a wider market for disposal of production volumes, offering potential to leverage greater market values for products.



Oil physical services

Crude oil offtake and marketing

- Crude oil purchase or marketing
- Management of lifting programs from upstream assets

Optimizing logistics

- Leveraging of asset logistics to provide the maximum value given market conditions

Co-load and blending

- Opportunities may exist for co-loading or blending with our own productions
- Management of quality or operational constraints

Oil and gas financial services**

Independent risk management services

- From swaps, floors and collars to more structured and tailored derivative products

Capital structuring solutions

- Production secured finance, provision of finance against the sale of future production through a BP offtake contract e.g. prepayment
- Reserve secured finance, provision of finance against a field or license area reserve base

Financial gas and power products

- Vanilla financial gas swaps

Gas origination services

Access to gas and power

- Energy management and route-to-market services
- Prompt and forward products
- Long-term supply

Flexibility products

- Swing products
- Virtual storage products
- Physical storage capacity
- Virtual and physical transportation

Physical indexation products

- European gas hubs indices
- Crude and products based formulas
- Indices and combination formulas

In addition to our physical trading and asset optimization capabilities, we may be able to offer financing solutions. We provide innovative energy and financial risk management products, helping to de-risk and hedge exposure whether in the physical molecule or as a standalone derivative.



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The energy of our people makes the difference

We go a long way to find the right people. We employ around 3,000 people worldwide.

Dynamic, diverse, highly skilled. Our people have top-tier experience in physical and financial oil and gas gained across corporate, trading and investment banking. Ultimately, success comes from the energy of our people and the strengths of our relationships.

We're here to help you be successful. **Let's talk.**



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3,000
people in supply
and trading
business*



Winner



EnergyRisk AWARDS 2016 WINNER
Natural Gas House of the Year

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