



People with energy



140
million tonnes
of fuel delivered in
the last 10 years*

Marine fuels is a large and complex global industry and BP Marine is one of the world's foremost suppliers



Delivering on our commitment

BP Marine's commitment to our customers is a simple one: to consistently deliver quality products with outstanding levels of service throughout our network of strategically based ports.

We are continuously improving our execution on the essentials that your business depends upon and providing value-added services to meet your specific needs. Our account managers are dedicated marine professionals, committed to building sustainable long-term partnerships. Supported by a wider team, with the industry knowledge and expertise to understand your specific needs, you can rely on our people.

Quality Products

Delivering on-specification products to our customers in full and on time, consistently throughout our port network is at the core of our business. We conduct stringent product testing during the manufacturing and delivery process to ensure all of our products meet ISO 8217 requirements. We pay particular attention to key parameters and are highly conscious of the issues that repeatability and reproducibility limits can cause within the analytical tests. In the unlikely event that there is an issue, we will proactively manage it through our expert technical service team and work closely with our customers to find an equitable solution.

The technical team have end-to-end responsibility for resolving any fuel quality, quantity or demurrage claims, allowing BP Marine to monitor the performance of its operations centrally and work towards continuously improving service levels. The technical team acts as a focal point for sharing best practice around the world and monitors the operational standards within the BP Marine fuels business. In addition, they play an important role in the international bunker fuels industry, supporting legislative bodies and engine builders as well as conducting research programmes within BP's Global Research Centre.



50
ports
across the globe*



Keeping the world's energy moving

*BP internal data



11
years
as Singapore's no. 1
marine fuels supplier**

Striving for exceptional customer service

The shipping industry has a long and illustrious past, combining traditional business relationships and the most up-to-date technologies. We recognise this and ensure we are focused on building long-term sustainable partnerships based on trust and respect.

Communication is a key element, sharing the most relevant and timely information to allow everyone to make better informed decisions and work towards a common goal. From day-to-day contact with our account managers to specialist queries with technical and market experts, BP Marine has a dedicated team of people, with long-term expertise in the marine business, on hand to help meet your business needs.

BP Marine is totally committed to maintaining and improving its reputation for operational excellence and environmental awareness, demanding the most rigorous approach to safety.

Compliance with local and national regulations is mandatory but only defines a minimum level of acceptability. We are continuously striving to raise operational performance to be 'best-in-class' and meet the highest global standards. At BP Marine, this means our supply operations are subject to regular audits – all of our barges are rigorously vetted by our internal partner, BP Shipping. All are operated to ensure we comply with the highest industry standards in all our ports around the world.

Environmental protection is central to everything we do. At BP Marine, we pride ourselves on our spill prevention programmes. Prevention focuses on using the right equipment, by trained personnel, working to effective procedures. Our priority is to retain all products within primary containment, but in the unlikely event of an incident, we work directly with customers, suppliers and third parties to ensure we learn from and minimise any possible reoccurrence.

In short, our goal is to be your preferred supplier in the marine industry.



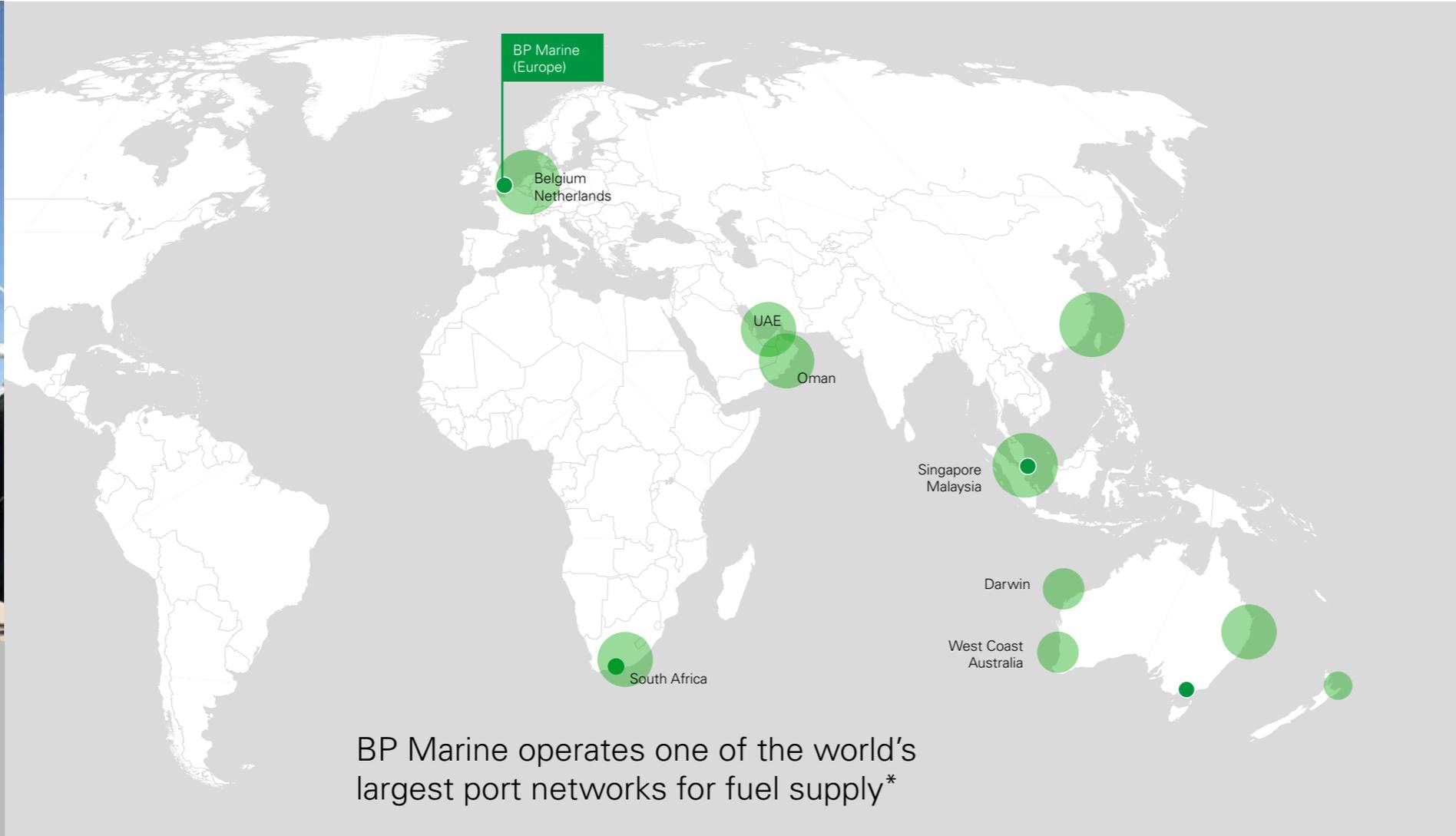
BP has been operating and delivering marine fuels for almost 100 years*



100
barges
supporting our
bunker deliveries*



*at the ports we supply. (Internal BP data.) **Maritime and Port Authority of Singapore



BP Marine operates one of the world's largest port networks for fuel supply*

Supply security

One of the key foundations of our business is a close working relationship with our supply and trading business; a global organization with over 3,000 employees. It is BP's single face to traded markets and sells all the oil, gas and gas liquids produced by BP Upstream and procures all the crude and feedstocks for BP's refining operations. In addition, we provide associated financial services such as price risk management and hedging.



5% approx market share*

This strength in global trading ensures we offer unrivalled levels of supply security and cost effective products throughout our global network of ports.

With first class operations in a diverse portfolio of both hub and niche ports, BP Marine is well placed to serve your needs. Through our continuous investment in infrastructure, upgrading of existing supply locations, investment in new key bunker fuel ports, and the extensive use of double-hulled barges, we will ensure that we meet your needs – today and in the future.



*BP internal data



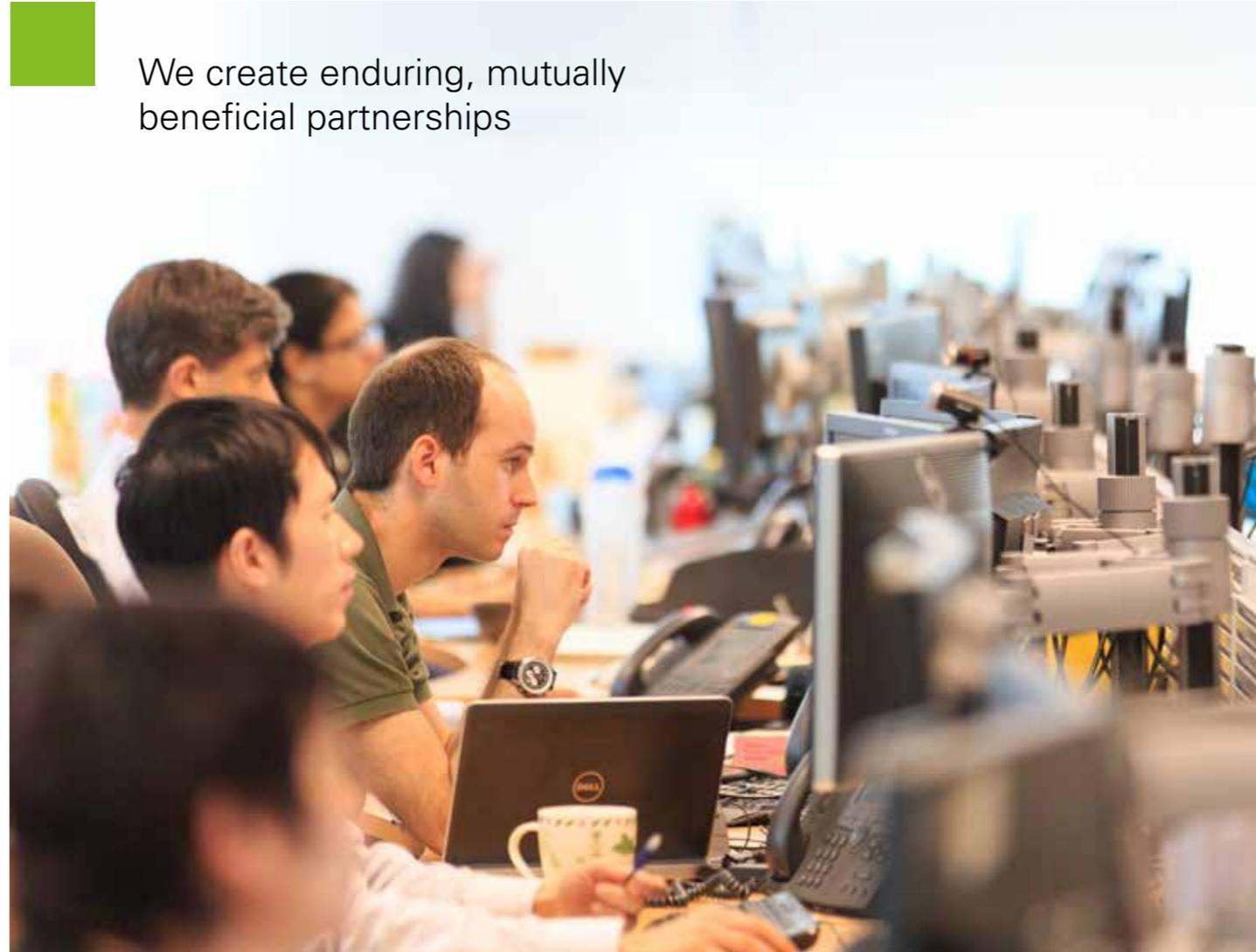
EnergyRisk
AWARDS2016
WINNER
Natural Gas
House of the Year

Global Structured Products

The cost of energy is at the core of your business and its volatility has a profound influence. Managing your exposure takes an in-depth knowledge of the complexities of the energy and financial markets and access to the right information.

As one of the world's leading oil trading and marketing companies, BP has the scale and the expertise to provide 24 hour market coverage, offering some of the most competitive and comprehensive financial risk management products available.

Our specialist team within Global Structured Products can give you access to a variety of tools and information. We can provide daily oil market reviews and newsletters, indicative price curves and market information to help you take direct control over your oil price exposure, either combined with or independently from your physical supply agreement.



We create enduring, mutually beneficial partnerships



Oil markets can be volatile

Even minor changes in world events can cause large and sudden fluctuations in the price and availability of oil and oil products. Increasingly energy resources are the focus of international competition, as the balance in supply and demand shifts.

We understand the price of oil is at the core of your business. Fuel oil price volatility can have a fundamental influence on your profitability, cash flow, and overall ability to do business.

Managing your exposure to the oil markets can be a daunting challenge. It requires an in-depth knowledge of the complexities of the physical and financial markets, in addition to access to the right real time information.

BP has over 100 years experience in the energy markets, and for the last 15 years has been helping customers apply this knowledge when managing their price risk. With our combination of financial trading, and physical market expertise we can help you understand the types of hedging tools available, and put in place suitable levels of protection.



What can be achieved with a risk management program*

- Help to stabilise cash flows
- Help to determine a sales price
- Help to reduce the risk of financial distress
- Help provide protection against extreme price changes
- Help to protect the company's budget targets
- Help to remove the timing risk from a trade
- Help to provide profit margin protection
- Help to secure the company's competitive edge

*You should note that risk management programs are not intended simply to achieve lower prices. The price achieved using financial hedging products can be both above and below that achieved without one.





Managed price physicals

A managed price physical can be as simple as purchasing your physical fuel at an all in fixed price from as little as one month, or as far out as several years. Other options include capping the maximum price of your fuel, while having a contract that continues to track the Platts market if prices were to move lower. These unique pricing options remove or reduce the uncertainty of your future costs but in a way that is simple, avoiding basic risks, and in most circumstances the need for complicated hedge accounting.

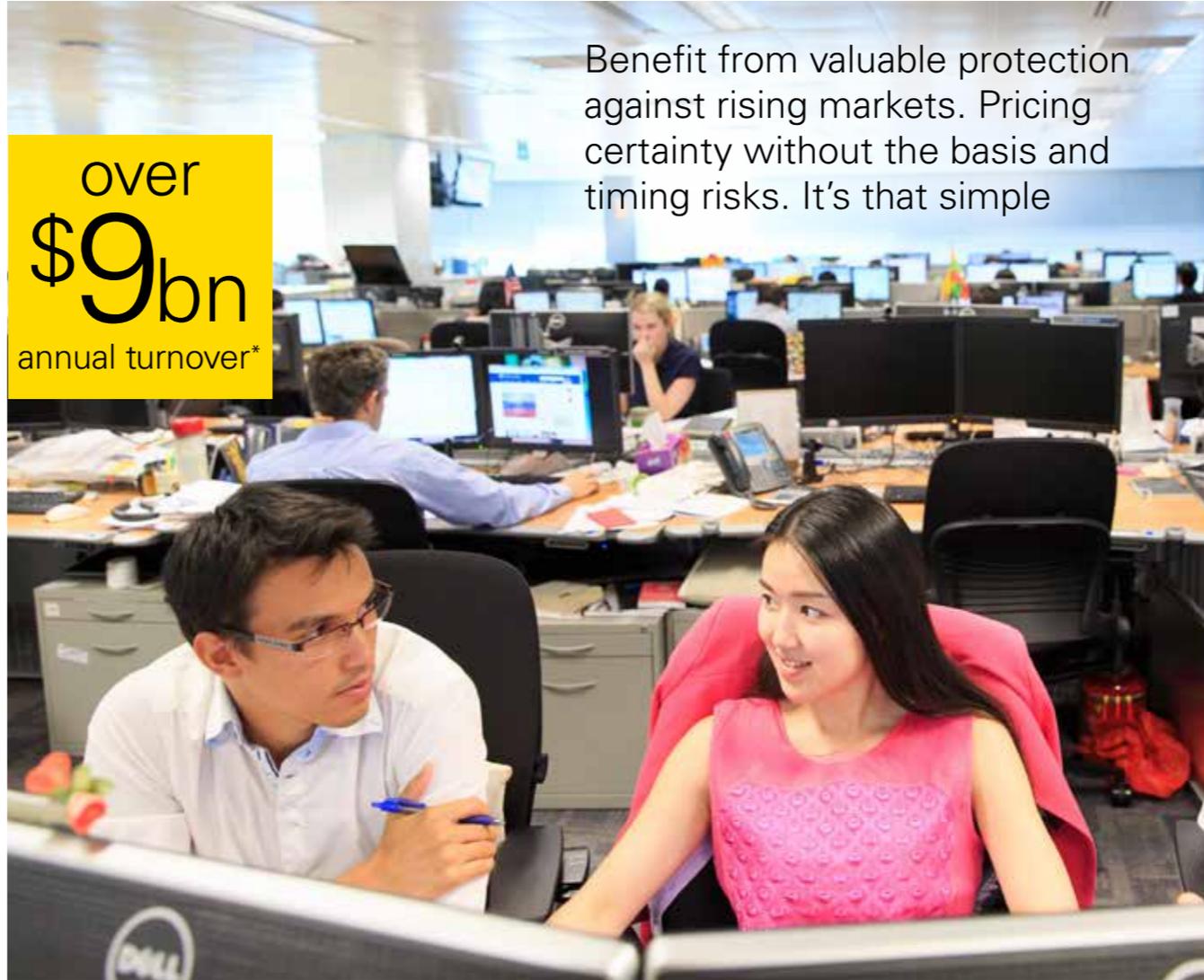
Basic physical fuel contract

With a basic physical contract you will often pay for fuel based on the month's average Platts price.



Fixed price physical (FPP)

With an FPP it doesn't matter what happens to the underlying Platts price. The price paid for your fuel will remain fixed.

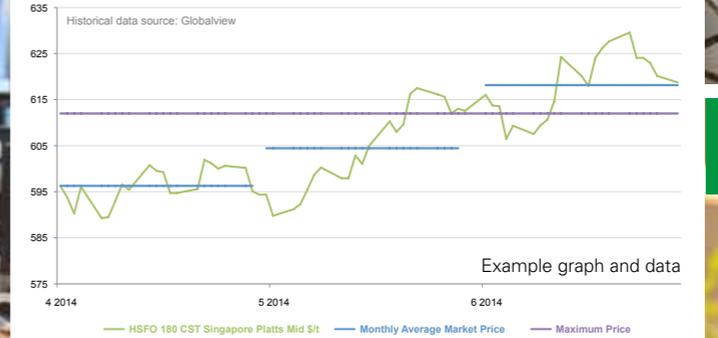


over
\$9bn
annual turnover*

Benefit from valuable protection against rising markets. Pricing certainty without the basis and timing risks. It's that simple

Capped price physical (CPPs)

With CPPs, whenever the monthly average Platts price falls below the cap, you will continue to pay this monthly average price. However, should the Platts price average above the cap you will only pay the capped price.



Key benefits

No hedge accounting

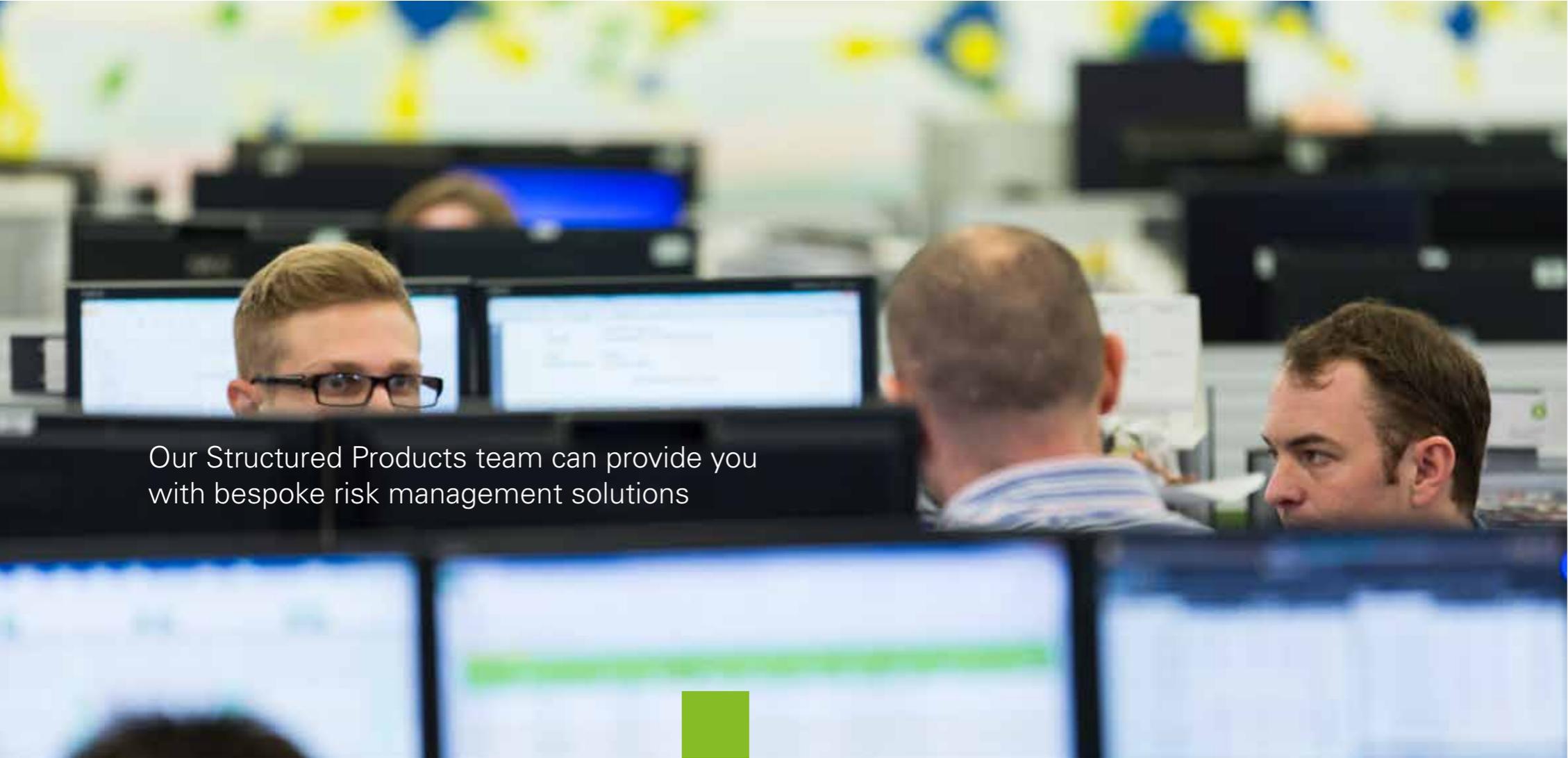
No more mismatch between the product hedged, and the product bought

Avoid multiple invoices from various physical and hedging providers

BP Marine continues to provide the high quality service and product

Ability to choose from both simple fixed prices up to more advanced customised pricing scenarios.





Our Structured Products team can provide you with bespoke risk management solutions

Financial hedge products

Financial hedging contracts offer the power and flexibility to let you take direct control over your oil price exposure independent from your physical supply agreement.

What types of risk management products are right for you?

Considering all of these questions is an important part of defining a hedging program. Our Structured Products team can provide you with information on the importance and potential consequences of these questions assisting you to make the best decision for your company. You should note that any financial hedging contracts entered into as part of a risk management program may not always work to your advantage.

- Are you willing to give away some potential gains as well as protecting against potential losses?

- Are you willing to pay a premium up-front?

- Which instruments can be easily understood and monitored by your wider organisation?

- What type of risks are you actually looking to manage?

- How active do you want to be in executing a hedge program?

- What exactly is the nature of your oil price exposure?

- Are there levels above which fuel price rises would start to damage your business?





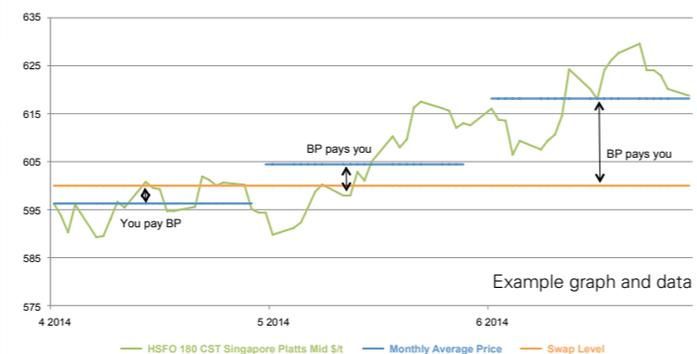
Selecting the right tools

Examples of financial hedging contracts

Swap

A swap contract is a financial instrument that pays out when fuel prices move above the swap level for a given month, or requires payment to the swap provider when prices move below the swap level for a given month.

Buying a swap contract to match against a physical fuel purchase when netted together can then result in a fixed fuel cost.

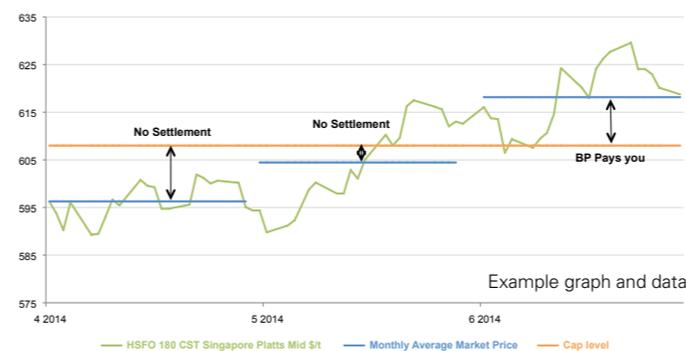


Our Global Structured Products team can provide fully customised market information and price curves relevant to your specific exposure. We can share forward curves in over 60 oil products from crude to a host of different global fuel oil indexes, in USD as well as in other currencies and units.

Cap

A cap option contract is a financial instrument that pays out when fuel prices move above the cap level for a given month, but does not necessitate any financial settlement for monthly prices below the cap level. Unlike a swap contract however a cap can only be purchased by paying an upfront premium.

Buying a cap contract to match against a physical fuel purchase when netted together can then result in a capped fuel cost.



Daily indications

Once you are in touch with our Global Structured Products team, we will combine our daily news with the appropriate market prices to provide you with a daily rundown of the markets that are important to your business. We will also provide market commentary on your business sector, with in depth analysis on changes relevant to your sector such as product specification adjustments or regulatory news.

Valuation of your swap positions

We can provide daily or monthly mark to market statements, which give you an indication of the value of your position by comparing it to forward swap markets, a particularly useful tool in such a fast changing market environment. This facility is an asset to any successful trading or hedging operation.

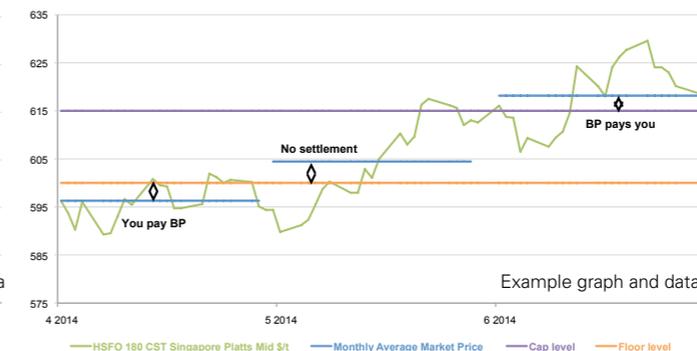
Energy news

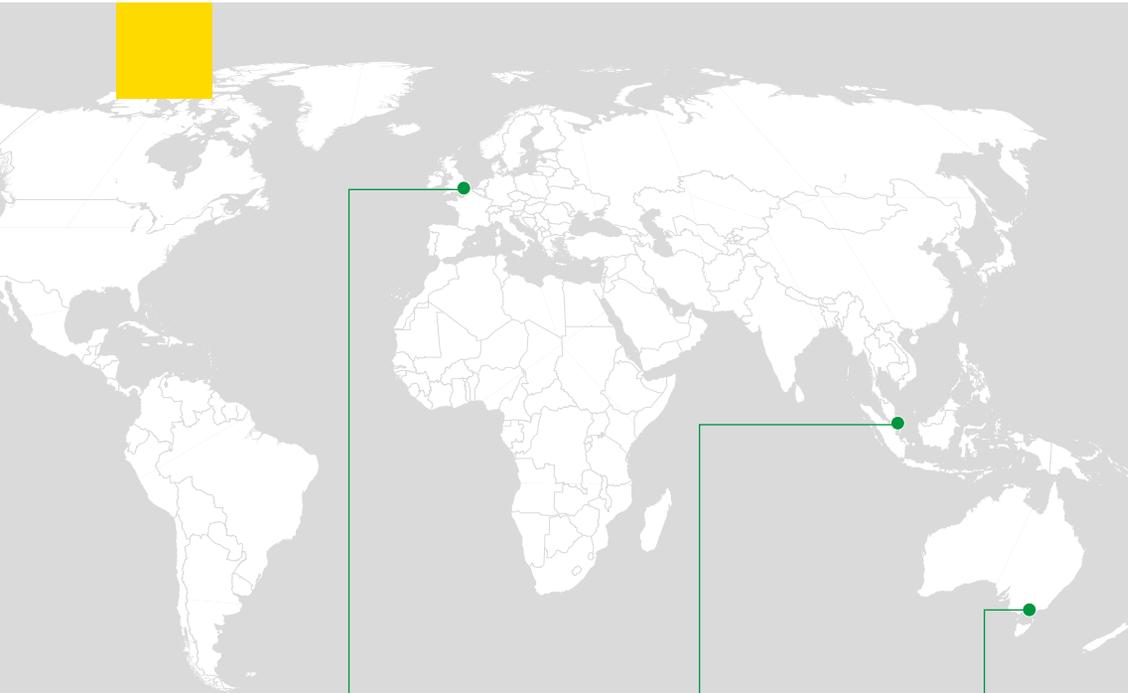
BP's research specialists and traders combine their knowledge of the markets to bring you the latest trends, daily overviews, and energy specials. The energy and financials markets are a complex global industry – but at BP, we use our knowledge and expertise to guide you through. We will equip you with the knowledge and tools to make informed decisions, and choose the right risk management program for your business.

Collar

A collar option contract is a financial instrument, combining cap and floor options. The collar pays out when fuel prices move above the cap level for a given month, does not necessitate any financial settlement for monthly prices between the cap and floor levels, but then requires payment too for prices below the floor. Unlike a cap contract however, a collar can be engineered such that no premium payment is required.

Buying a collar contract to match against a physical fuel purchase when netted together can then result in a minimum and maximum fuel cost.





**BP Marine
(Europe)**
20 Canada Square,
London
E14 5NJ
United Kingdom
Tel: +44 207 948 5800

**BP Marine
(Asia)**
1, Harbour Front Avenue,
#02-01 Keppel Bay Tower
Singapore
098632
Tel: +65 6371 8888

**BP Marine
(Australia)**
717 Bourke Street
Docklands, 3008
Victoria
Australia
Tel: +61 3 9268 4525

Any investment products or services provided to clients by Structured Products Europe are provided by Britannic Trading Limited (BTL). BTL is authorised and regulated by the UK Financial Conduct Authority (FCA). This brochure and any financial services described in it are intended only for Eligible Counterparties or Professional Clients as those terms are defined by the UK Financial Services & Markets Act 2000 and the FCA Handbook, or only for Eligible Contract Participants as that term is defined in the U.S. Commodity Exchange Act.

Any other matters (including fixed and capped price physical pricing offered by BP Marine / BP Oil International) do not amount to investment services or products and are not regulated by the Financial Conduct Authority.

This brochure and its contents have been provided to you for informational purposes only. This information is not advice or a recommendation of any of the matters described herein or any related commercial transactions, whether they consist of physical sale or purchase agreements, financing structures (including, but not limited to senior debt, subordinated debt and equity, production payments and producer loans), investments, financial instruments, hedging strategies or any combination of such matters and no information contained herein constitutes an offer or solicitation by or on behalf of BP plc or any of its subsidiaries (collectively "BP") to enter into any contractual arrangement relating to such matters. BP makes no representations or warranties, express or implied, regarding the accuracy, adequacy, reasonableness or completeness of the information, assumptions or analysis contained herein or in any supplemental materials, and BP accepts no liability in connection therewith. BP deals and trades in energy related products and may have positions consistent with or different from those implied or suggested by this brochure.

This brochure may also contain forward-looking statements. Any statements that are not historical facts, including statements about the BP's beliefs or expectations, are forward-looking statements. These statements are based on current plans, estimates and projections and you should not rely on them. These statements are not guarantees of future performance and involve certain risks and uncertainties, which are difficult to predict. Therefore, actual future results and trends may differ materially from what is forecast, suggested or implied in any forward-looking statements in this brochure due to a variety of factors. Factors which could cause actual results to differ from these forward-looking statements may include, without limitation, general economic conditions; conditions in the markets in which BP is engaged; behaviour of customers, suppliers, and competitors; technological developments; the implementation and execution of new processes; and changes to legal, tax, and regulatory rules. In addition, financial risks such as currency movements, interest rate fluctuations, liquidity, and credit risks could influence future results. The foregoing list of factors should not be construed as exhaustive. BP disclaims any intention or obligation to publicly or privately update or revise any forward-looking statements, whether as a result of new information, future events, or otherwise.