

bp



BP Australia
Keep advancing





Upstream business



Refinery



BP terminal



Non-BP operated terminal



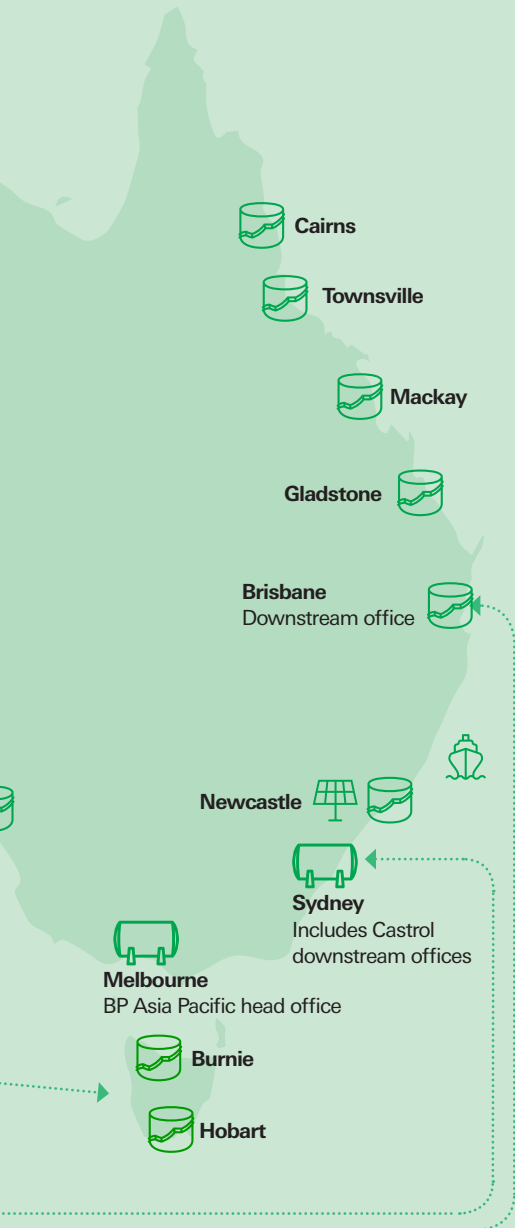
Solar



Shipping



Gas plant



BP's contribution ○.....

100 years in Australia

Australia's 4th largest manufacturer
(by revenue, 2018)

Australia's largest oil refinery
(Kwinana)

Australia's first oil refinery (1924)

Supplying 24.4% of Australia's fuel
in 2018

5,700 employees

1,400 BP retail sites

26 depots and terminals

Supplying more than 75 airports

\$1.5 billion direct + \$29.4 billion
indirect tax (2013-17)

Foundation North West
Shelf partner

Invested \$3.6 billion in North West
Shelf (2008-2018)

Invested \$1.44 billion in
downstream (2013-2017)

Supplying Qantas since 1920s

Invented Opal low aromatic fuel

Advancing Australian energy.....

BP has worked with Australian governments, communities and industry partners for 100 years to build a sustainable and secure energy future.

Australia – and the world – is demanding more energy with fewer emissions. This is one of the most pressing issues of our time and a race to renewables will not be enough – we need to make all forms of energy cleaner. At BP we are working to reduce our carbon footprint, improve our products, and create low carbon businesses. We are committed to playing a leading role in the transition to a lower carbon future and in meeting our customers' future transport needs.

We are excited by the possibilities this presents and passionate about working to meet our changing customer demands and supporting opportunities to reduce their emissions.

Australia is uniquely placed in that we have large gas reserves, which will play a critical role

in advancing Australian resources in meeting domestic and regional demand for more energy, with fewer emissions.

In Australia, BP's strategic partnership with Lightsource BP is a great example of our commitment to increasing the sustainability of Australia's energy mix, both today and into the future.

A market leader in the funding, development and operation of solar projects – and with offices in Melbourne and Sydney – Lightsource BP works with communities, businesses and landowners to develop projects that generate renewable energy locally and sustainably.



Over 2019 – 20 Lightsource BP will design, construct and operate a solar installation on behalf of Snowy Hydro in NSW.





BP 100 years in Australia

1919

The Anglo-Persian Oil Company, which would later become BP, receives approval to store and supply fuel in Fremantle, Western Australia.



1924

COR opens Australia's first oil refinery in Laverton, Victoria.

1920

The Commonwealth Government forms a joint venture with Anglo-Persian Oil. The joint venture, Commonwealth Oil Refineries, sells fuel under the COR brand in Australia.

1935

Anglo-Persian Oil Company changes its name to Anglo-Iranian Oil Company.



1954

Anglo-Iranian Oil Company changes its name to British Petroleum.



1955

The Kwinana oil refinery begins operations. It's the first industrial facility in Western Australia.



1957

The joint venture between BP and the Commonwealth Government ends and BP begins selling fuel under the name BP Australia.



1982

Building on its presence off the coast of Western Australia, BP joins five other companies in the North West Shelf project operated by Woodside.

1971

BP expands into the offshore oil and gas sector, joining the Woodside-operated Browse Development in the Browse Basin.



1984

BP buys the Bulwer Island Refinery from Amoco.



2005

BP works with Aboriginal and Torres Strait Islander communities to launch Opal Fuel, a low-aromatic fuel designed to reduce petrol sniffing, which continues to have a powerful and positive impact on affected communities.



2000

BP acquires Castrol's global operations.

2010

BP acquires Reliance Petroleum, including approximately 200 Reliance sites across every Australian state.



2014

BP announces plans to convert Bulwer Island Refinery in Queensland into a jet import terminal, and to invest significantly in expanding the BP-branded retail network.

2011

BP launches its first Reconciliation Action Plan (RAP) to advance our support for Indigenous communities, underpinned by ambitious public targets with reconciliation outcomes.



2015

BP continues to grow the retail business, forming joint ventures with new partners including Lowes Petroleum Service and UGL.



2017

Operated by Woodside, BP's joint venture Persephone gas field comes on stream.



2016

BP launches Australia's first pay-in-car fuel app.



2018

BP's energy portfolio expands to include solar through its partnership with Lightsource BP. Lightsource BP is awarded the contract to supply solar power to Snowy Hydro.

Celebrating
100
years

2019

BP celebrates 100 years operating in Australia.

Australia's only well-to-bowser oil and gas company.....

Finding oil and gas

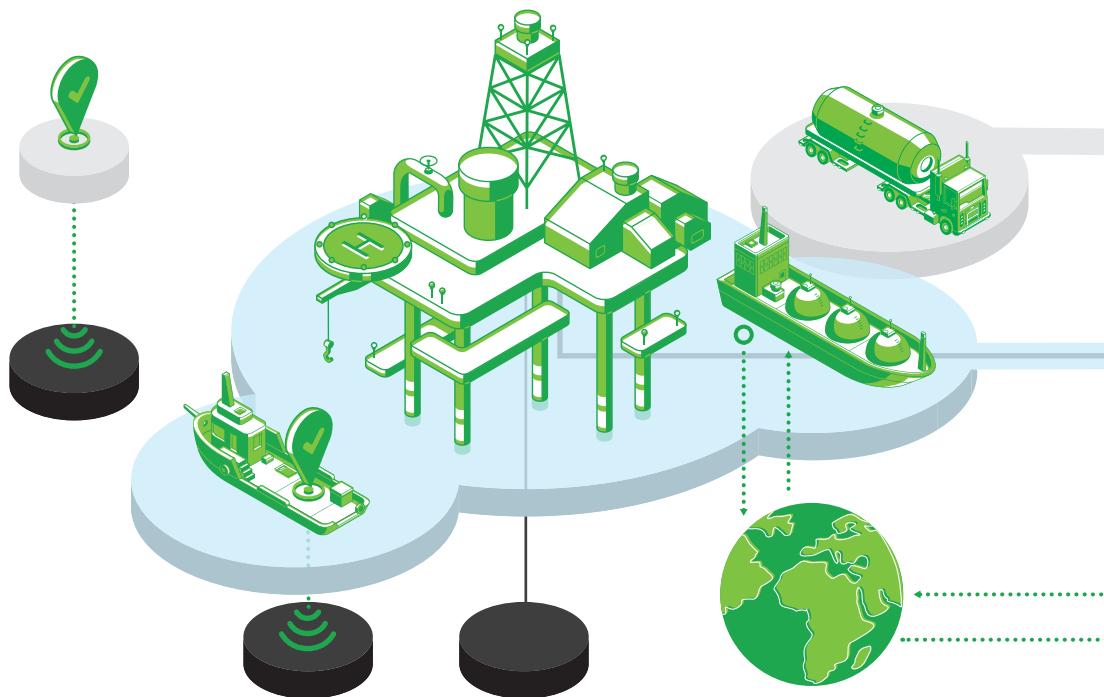
First, we acquire exploration rights, then we search for hydrocarbons beneath the earth's surface.

Developing and extracting oil and gas

Once we have found hydrocarbons, we work to bring them to the surface.

Transporting and trading oil and gas

We move hydrocarbons using pipelines, ships, trucks and trains and we capture value across the supply chain.



Upstream

Our upstream segment manages exploration, development and production activities.

International oil and gas markets

BP delivers energy products and services to people through three divisions – upstream where we find and extract essential sources of energy; midstream, where we transport, store and trade product; and downstream, where we manufacture products that people need then supply them to our customers.

Manufacturing fuels and products

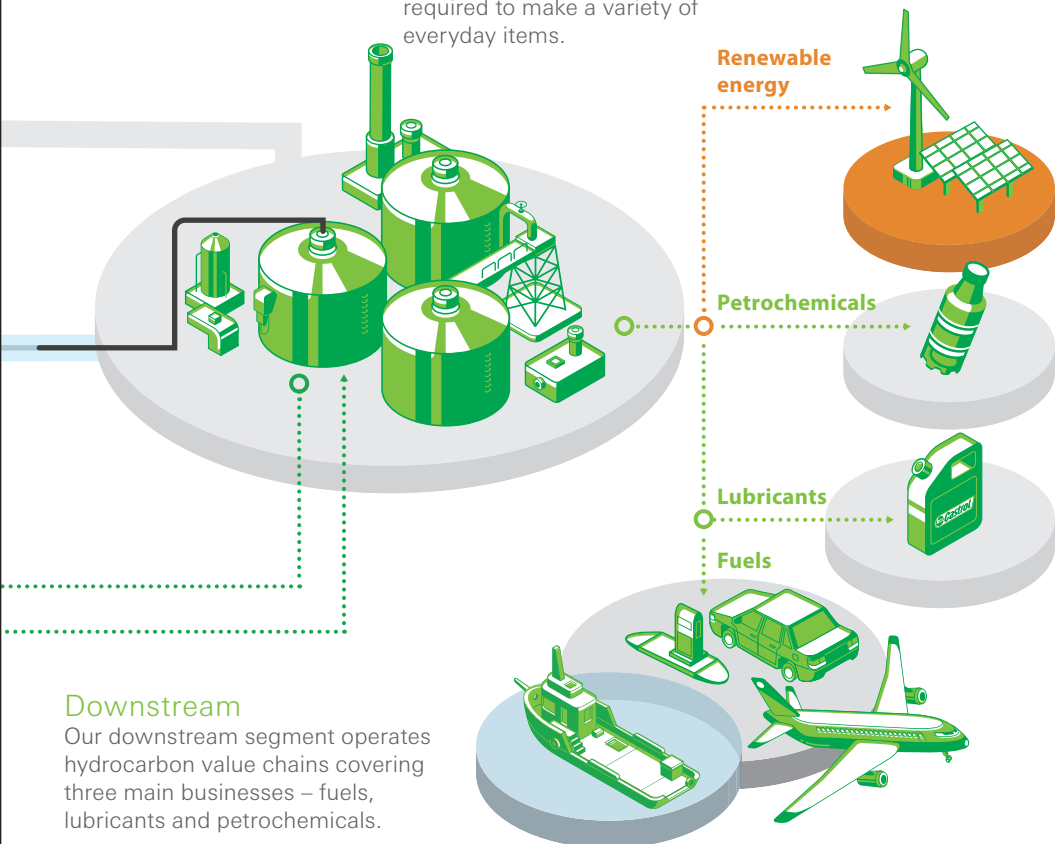
We refine, process and blend hydrocarbons to make fuels, lubricants and petrochemicals.

Marketing fuels and products

We supply our customers with fuel for transportation, energy for heat and light, lubricants to keep engines moving and the petrochemicals required to make a variety of everyday items.

Generating renewable energy

We operate renewable energy businesses.



Downstream

Our downstream segment operates hydrocarbon value chains covering three main businesses – fuels, lubricants and petrochemicals.

Our business in Australia

BP began Australian operations in 1919 and we're proud of the business we've built with operations in every state and territory.

The North West Shelf produces



of Australia's oil and gas

Upstream

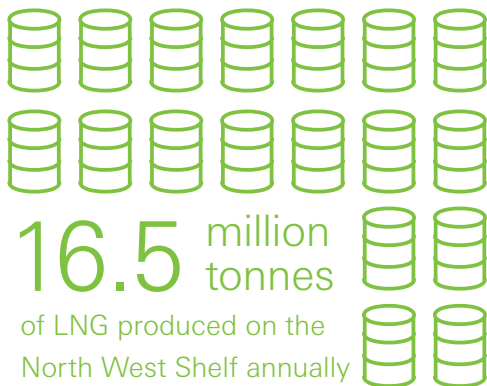
Our upstream oil and gas production interests are focused on the giant North West Shelf (NWS) project (in which we have a 16.7% share) and Browse (17.33% share).

The NWS will continue to grow in importance as it advances the role of Australian resources in meeting the region's demand for more energy, with fewer emissions.

The NWS project is one of the world's largest liquid natural gas (LNG) projects, producing 16.5 million tonnes annually, and accounting for a third of Australia's oil and gas production.

The Browse site – which includes the Calliance, Brecknock and Torosa fields – has proven reserves of approximately 16 trillion cubic feet of gas and condensate.

In May 2019 BP became the operator of the Ironbark gas prospect in the Carnarvon Basin, offshore WA, with exploration drilling beginning in 2020.



16 trillion cubic feet

of gas and condensate resources at Browse.
That's the energy equivalent to generating
electricity for all Australian households for
over 80 years!



Downstream

In 1,400 BP branded retail sites and specially designed truck stops across Australia, we provide cleaner and more efficient fuels, and world class lubricants through our Castrol brand.

We are focused on meeting the challenges of the energy transition and transforming retail convenience in Australia and delivering innovation, digital solutions, and a best-in-class customer experience across our entire fuel and convenience network.


BP also operates a substantial wholesale business, B2B bulk businesses, and distributor businesses to supply our mining and rural customers.

Our energy infrastructure in Australia, includes 26 depots and terminals, operated through joint venture arrangements with trusted partners.

We are proud to operate Australia's largest refinery, Kwinana Refinery, and continue to provide secure, reliable and competitively-priced fuels. Kwinana processes crude oil into products including LPG, petrol, diesel, kerosene, jet fuel and heating oil.

Also in the downstream, our midstream team works closely with BP's global traders to serve Australian mining, agriculture and transport customers.



 152,000
barrels a day of crude oil processed
at Kwinana Refinery, Australia's largest refinery



Other businesses •.....

Castrol

- Castrol Australia is one of the world's leading lubricants brands, Castrol manufactures, distributes and markets lubricating oils and related services in the retail and auto accessory, car workshop, transport, mining and construction and agricultural sectors.

invest in our marine business, expanding tank numbers in Brisbane and acquiring operations in Gladstone in 2017.

In 2019, BP Marine will provide low sulphur fuel that meets new regulations limiting the sulphur content of marine fuels and reducing air pollution.

• Air BP

In Australia, Air BP refuels on average 45 aircraft each hour, servicing private and corporate aircraft owners, commercial airlines, airport operators and the Australian Defence Force.

Air BP has been a supplier to Qantas since the 1920s and was proud to fuel Qantas' first non-stop flight between Perth and London in 2018.

BP Shipping •.....

BP Shipping constructed 32 new vessels between 2016 and 2019, and uses these and chartered vessels to deliver crude oil, refined products and petcoke into and around Australia.

With around 800 port calls annually, BP vessels make more port calls in Australia than in any other country worldwide.

• BP Marine

BP Marine provides premium marine fuels, performing over 1,200 deliveries to key ports each year. We have continued to

BP Shipping transports LNG from the North West Shelf into Asia, supporting the region's demand for more energy, with fewer emissions.



Investing in Australia

As one of the country's biggest energy producers and suppliers, BP's Australian operations make a significant economic impact.

Employment

We directly employ approximately 5,700 people across Australia in fields such as sales and marketing, science, engineering, information technology, health and safety, and supply chain.

In the five years to 2018 we recruited over 65 graduates and more than 100 interns into our business.

Our goal is to ensure the differences we see in the world around us are reflected in our workplace. For a workforce to really thrive, we need inclusion – having a culture where everyone is valued and plays their part in building the success of our business.

In July 2012 we became a signatory to the Australian Employment Covenant, committing ourselves to building a workforce that represents the communities in which we operate. Our aim is to ensure Aboriginal and Torres Strait Islander people make up 2.5 per cent of our employees by 2020.

 **5,700**
employees across Australia



BP makes a substantial indirect economic impact through investments and spending on local goods and services.

2018

\$1.72
billion

spent by our
downstream business,
with more than

1,900

Australian businesses,
including

900

small-to-medium
businesses

30,000,000

kilometres annually travelled by
logistics partners to deliver fuel
to customers

every 3min

1 road tanker of fuel delivered

..... Indigenous suppliers

BP is proud to have relationships with a diverse range of Australian suppliers, including Indigenous suppliers. Our Reconciliation Action Plan and targeted Indigenous procurement strategies have helped us to exceed our objective to spend \$1.8 million with Indigenous suppliers in 2018, and in 2019 we aim to increase this spend to \$6 million.

Through our Indigenous Business Development Program, we have joined forces with Supply Nation, Australia's leading Indigenous supplier diversity organisation. BP and Supply Nation expanded our

partnership in 2016, launching an Indigenous fuel card to almost 1,000 Supply Nation suppliers. The card provides successful applicants with access to a fuel discount of 4 cents per litre, as well as technology and online systems that provide convenience, security and flexibility to help run an efficient business.

First tier contractors and suppliers also support our Indigenous procurement strategy, employing Indigenous staff and engaging Indigenous partners.



..... Approach to tax

BP recognises that our business activities – both downstream and upstream – generate substantial taxes in Australia.

We pay corporate income taxes, royalties, production taxes, stamp duties, excise and other taxes. In addition, we collect and pay employee taxes, as well as indirect taxes such as GST.

Between 2013 and 2017 our effective tax rate in Australia averaged 28 per cent. Over this time, our income tax payments were more than \$1.5

billion; we also collected and paid more than \$21.7 billion in fuel excise.

BP adopts the Board of Taxation's Voluntary Tax Transparency Code to provide greater transparency to BP's compliance with Australia's tax laws.

For more information on the principles that underpin BP's approach to tax, visit www.bp.com/tax



Australian success built on partnerships.....

BP's partnerships are essential to our ability to invest, grow and innovate.

We continue to maintain and grow long-standing commercial partnerships with independent business owners who run more than 1,000 BP branded sites. Some of these operators have been a part of our BP-branded network for decades, and we leverage the buying power of BP to provide them with products and services.

Valuable commercial partners – our suppliers, terminal operators, logistics businesses and upstream partners provide us with world-class production and essential goods and services.

Regional and rural partners ensure we reach customers across the country. Our partners are proud Australian businesses that manage our depots and distribution to mining, agriculture and transport customers.

Partners in small-to-medium enterprise

BP also has relationships with approximately 30,000 small-to-medium-sized business customers in Australia. Our fuel card and expense management system, BP Plus, has been an important tool for many Australian businesses for over 20 years - providing control, convenience, security and the flexibility to operate a fleet of vehicles.



30,000

small-to-medium businesses work with BP



Next generation Australian retail

Distinctive technology, products and services - innovation is crucial to meeting the needs of our customers.

As part of the global BP Group we share expertise, research and development with our Australian business partners and customers. Specialist BP teams develop advanced technologies for exploring and producing oil and gas, cleaner and more efficient fuels and lubricants, and understanding worldwide energy, economic and technology trends as far into the future as 2040.

In mid-2016, we launched the Australian fuel industry's first smartphone payment app, known as BPme. Customers can use BPme to refuel faster and easier, from the comfort of their vehicle. The app also provides customers with an option to track their odometer, store electronic fuel receipts and locate nearby BP service stations.



Investing in Australian communities.....

BP believes in making a positive impact wherever it operates by investing in local organisations and community groups. BP has a number of community partnerships including with environment groups, Indigenous organisations, the McGrath Foundation and OzHarvest.

.....○ Indigenous Australians

Our 2018 Reconciliation Action Plan (RAP) – which is a stretch RAP – focuses on four areas: encouraging cultural respect; strengthening partnerships; unlocking Aboriginal and Torres Strait Islander talent; and leading innovation.

We are also proud of our ongoing partnership with Melbourne Business School. By supporting the MURRA Indigenous Business Masterclass program, we help provide Indigenous business leaders with intensive programs focusing on

leadership, strategy, business acumen and negotiation skills.

The BP-developed Opal low-aromatic fuel continues to help tackle petrol sniffing in remote communities. Since its inception in 2005, low-aromatic fuel has reduced the incidence of petrol sniffing by up to 94 per cent in affected communities.



....○ McGrath Foundation

Since 2013, BP has been a loyal partner and supporter of the McGrath Foundation, one of Australia's leading breast cancer charities. During our partnership we've raised more than \$1.6 million to support the McGrath Foundation in placing breast care nurses in communities right across Australia.



....○ OzHarvest

BP fuels the OzHarvest's truck fleet and provides quality surplus food from 120 BP stores across the country.

OzHarvest's educational program 'Nourish' is supported by BP, and is crucial to their mission to enable positive change for vulnerable people. Nourish provides free hospitality education for at-risk youth, and is a pathway to employment.

Our employees also volunteer across a raft of OzHarvest initiatives, including the OzHarvest CEO CookOff; Think.Eat.Save events; Cooking for a Cause; and food rescue.





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