

# *Sustainability in Transportation*

*ECTA Annual Meeting - Düsseldorf*

November 28<sup>th</sup>, 2013

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Infineum Confidential Information

Performance you can rely on.

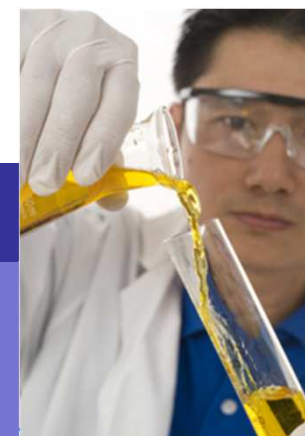


# Introduction

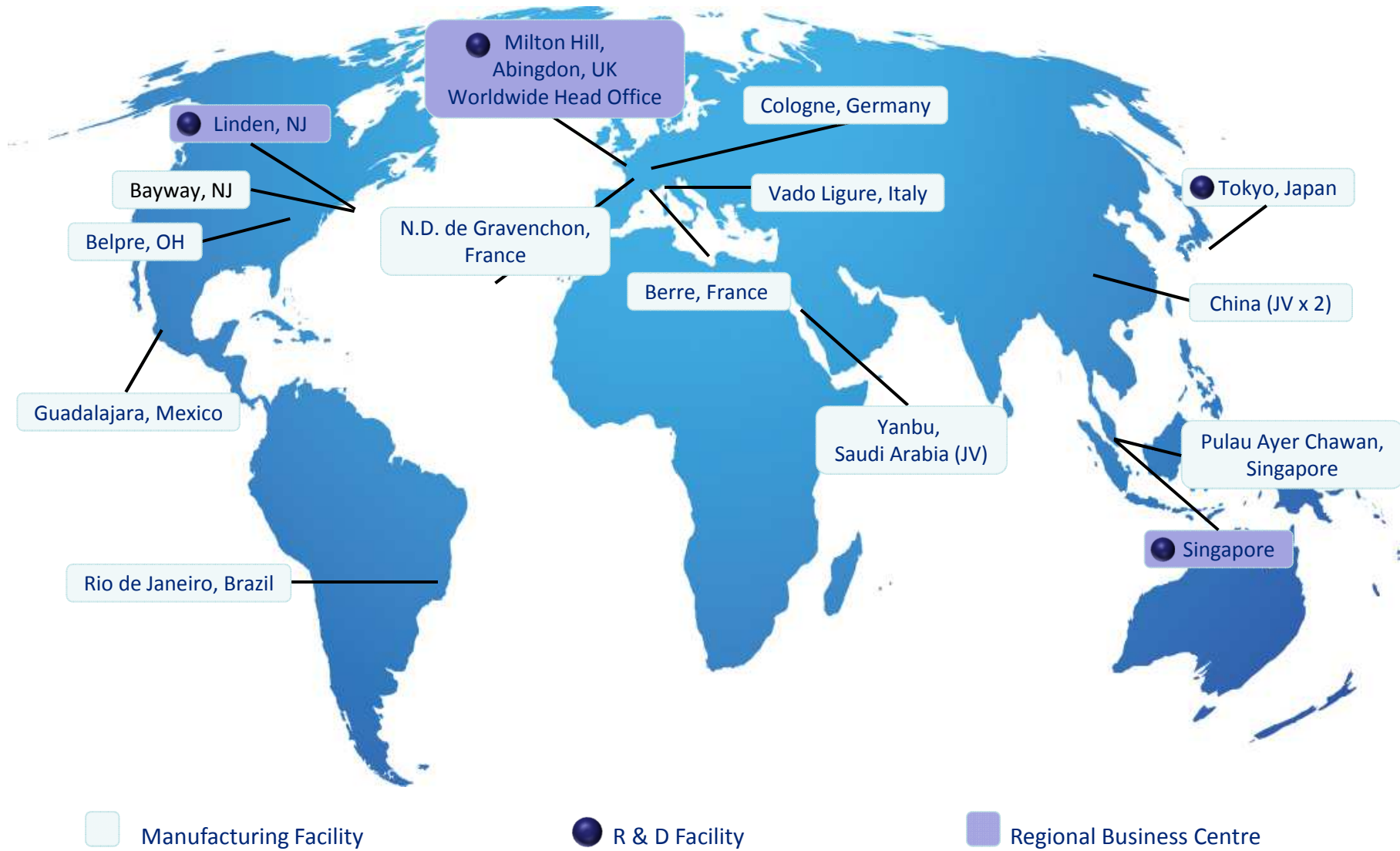
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- A world leader in the formulation, manufacture and marketing of additives for the fuel and lubricant industry
- More than 80 years of experience within the additives industry
- More than 1,600 patents and patent applications around the world
- Sales and marketing representation in more than 70 countries
- Independent additives organization with an annual revenue in excess of \$3 billion
- Worldwide resourcing of approximately 1,700 colleagues in multicultural and multifunctional teams



# A truly global organization



# Infineum in our everyday life



Infineum additives are inside **1 in 3** vehicles



Our fuel additives treat more than **150 million** tons of diesel fuel/year



Infineum additives are in over **200 million** motorcycles worldwide

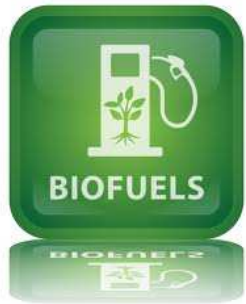


Infineum additives are in over **50%** of container-ship marine engines

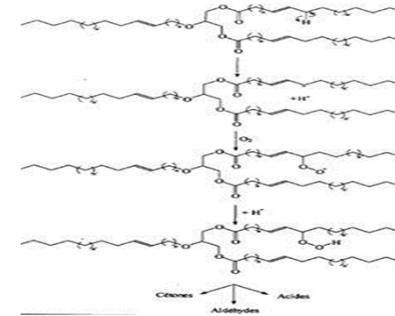


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# Truck Engine Oil – Contribution to Sustainability



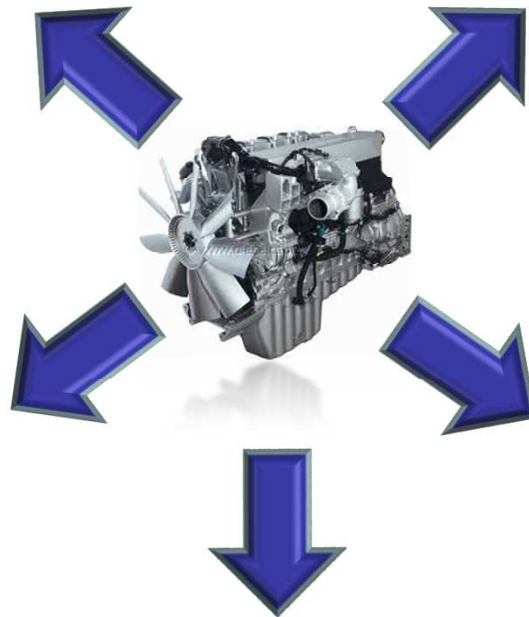
**BIO FUEL PROTECTION**



**OXIDATION CONTROL**



**FUEL ECONOMY**



**WEAR PROTECTION**

**LONGER OIL DRAIN INTERVALS**

# What do our Customers need?



- Receiving the right product
  - In a truck with safe operating standards – Safety first!
  - By a trained driver with the required personal protection equipment
  - On the requested day
  - At the requested time
  - At the required temperature
  - With the correct documentation
  - And of course the actual ordered quantity
- It looks so simple! Like opening a valve and let it flow!
- Yet so many reasons to get it wrong! And to do it right, we sometimes choose “unsustainable” options!



# Infineum Key Transportation Figures (Europe)



- 500 kT/y of Bulk Chemicals
- 15 kT/y of Packed Chemicals
- Main flows:

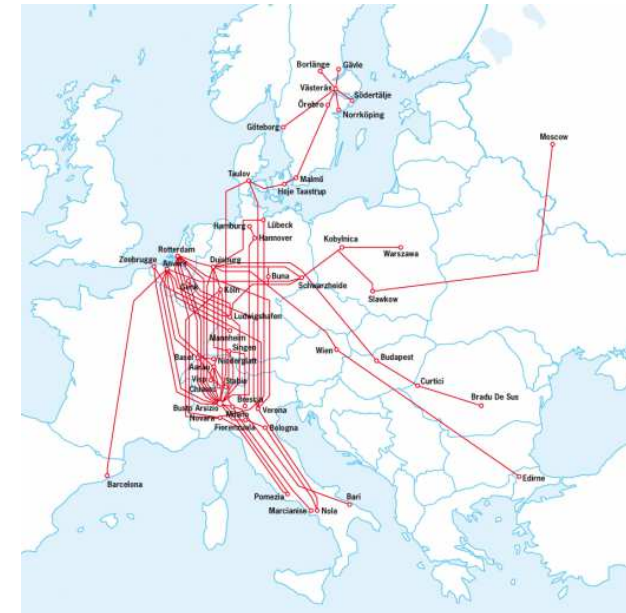


|                               |          |            |
|-------------------------------|----------|------------|
| • South Europe → North Europe | 130 kT/y | Intermodal |
| • North Europe → South Europe | 60 kT/y  | Intermodal |
| • Domestic Italy              | 110 kT/y | Road       |
| • France South → Italy        | 70 kT/y  | Road       |
| • Belgium → North Europe      | 40 kT/y  | Road/Ferry |
| • Germany → France North      | 25 kT/y  | Road       |
| • France North → North Europe | 15 kT/y  | Road       |

# What does Infineum do for Sustainability? (1)



- Always favour intermodal shipments...
  - If direct intermodal route is unreliable, use indirect intermodal route
    - Ex: Italy North → France North (35 kT/y) via Benelux (Antwerp)
  - Provide return business when possible
    - Ex: France North → Italy North (10 kT/y) also via Benelux
  - Incentives for higher payloads (tier pricing)
    - But... some Customers have tanks based on road-tankers capacity (22T)





# What does Infineum do for Sustainability? (2)



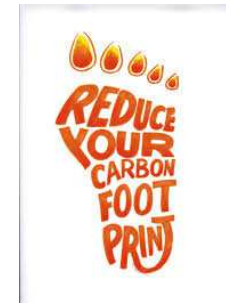
- Monitor Heating Costs
  - Commitment to deliver at agreed suitable temperature has a cost
    - Heating Costs represent 4.5% of Total Freight Costs
  - Select jointly with Carriers Heating Stations having the best “value-for-money”
    - Not always the closest location to the final destination
- Minimise Heating Costs
  - Higher loading temperatures when possible
  - Maximise use of Highly-Insulated Tank-Containers (HI-TC)
    - Will be mandatory on certain routes in future tenders/negotiations



# What do Hauliers do for Sustainability? (1)



- >80% of Goods shipped by Road
  - Reduce truck emissions (-80% in the last 20 years)
- >75% of Volumes shipped within 150 km
  - Reduce “empty/under-loaded” km
- Emissions Reduction Commitments:
  - Responsible Care 
  - Drivers Training (Sustainable Driving – every 3 years)
  - Vehicles/Fleet Upgrade (Engines, Fuel-Economy Lubricants & Tyres)
    - One 1985 Tractor emission = 70 x EURO VI (2014) Tractors emissions
  - Preventive Maintenance
  - Fuel Consumption Monitoring (Individual, Targets)
  - Planning Optimisation by use of latest Technology
- Target for Emission (CO<sub>2</sub>) Reduction: > 6%



## What do Hauliers do for Sustainability? (2)



- Compensate Emissions Commitments:
  - Tree plantation programs (~ 10% of Emissions)
  - Solar Panels on own building/warehouses
- Sustainable Management of Facilities:
  - Maintenance Workshops: Used Oil Waste and Tyres Recycling or Controlled Disposal
  - Parking Areas/Depots: Lighting Monitoring, Separate Collector in case of spills
  - Cleaning/Heating Stations: Selection of efficient and automated equipment, staff training



Every little helps



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