



# A NEW PARTNERSHIP FOR THE DELIVERY OF SUSTAINABLE AND EFFICIENT ENERGY TO MINES

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# A LEADING PAN-AFRICAN BUSINESS WITH A STRONG AND GROWING PRESENCE

23 African countries

Access to over 470 million consumers



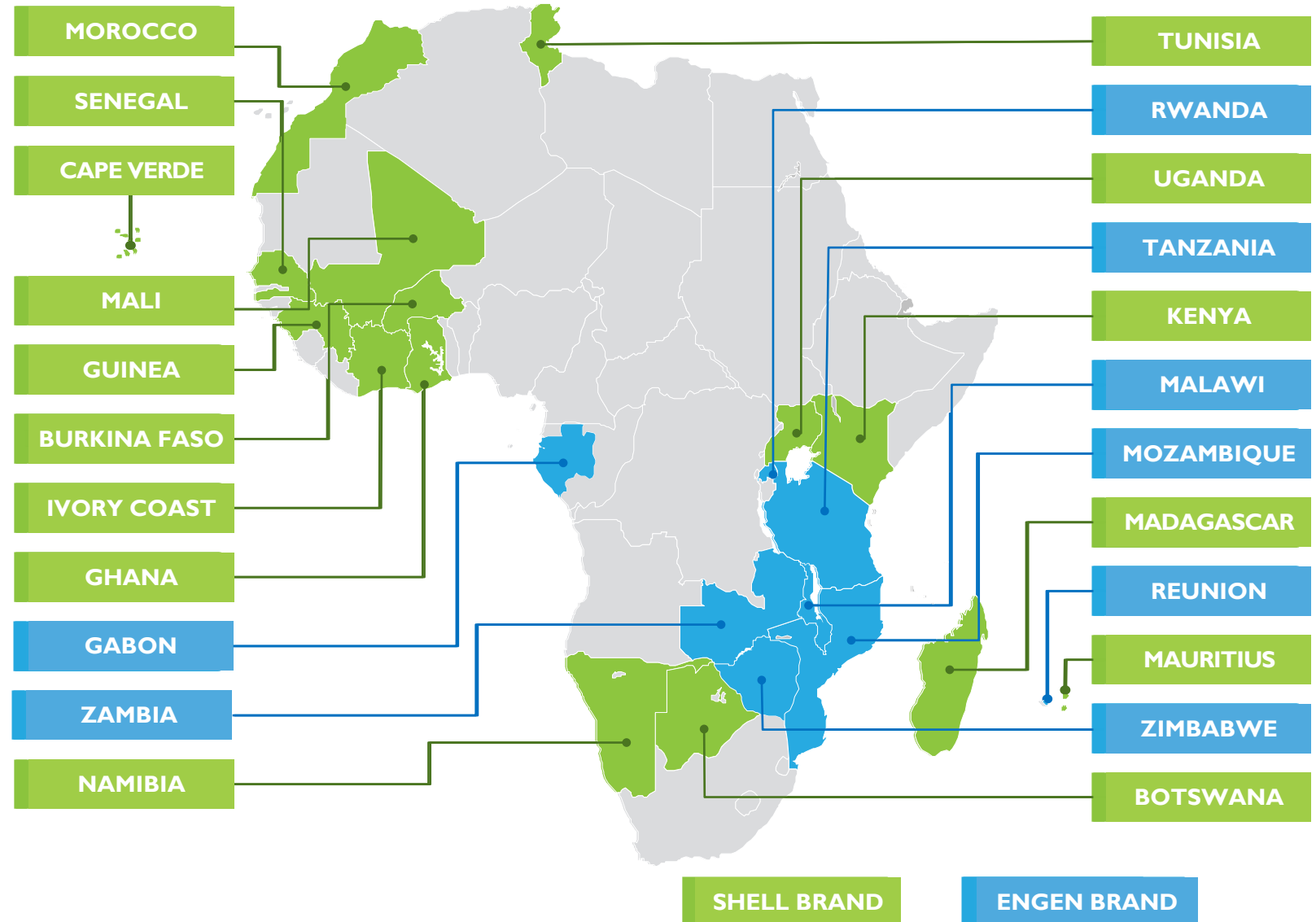
Over 2,600 service stations



Over 10 billion litres of fuel sold in 2021

Over 1 billion litres of product storage

Around 1 million customers per day visit our sites



14

**COUNTRIES WITH MINING OPERATIONS**

50%

**GROWTH OVER THE LAST 5 YEARS**

## **OUR VALUE PROPOSITION**

**A MULTI ENERGY OFFER**



**QUALITY PRODUCTS**

**VALUE ADDED SERVICES**

**AT THE MOST EFFICIENT  
COST POSSIBLE**



**LOCAL AND REGIONAL  
TECHNICAL SUPPORT**

**STRONG LOCAL  
ANCHORAGE**

**ABILITY TO DEVELOP  
LOCAL PARTNERSHIPS**



**SUPPORTING  
SUSTAINABLE  
DEVELOPMENT  
INITIATIVES IN  
PARTNERSHIP WITH OUR  
MINING CUSTOMERS**







## DEVELOPING A NEW BUSINESS MODEL FOR DELIVERY OF ENERGY TO MINES



# VIVO ENERGY SOLAR BATTERY PROPOSAL

Vivo Energy equity-funded solar battery solutions  
Partnering with mines to reduce the cost of power while displacing CO<sub>2</sub> emissions

### LEVERAGING OUR STRENGTHS

Providing energy solutions in the 23 countries where Vivo Energy is present

### REDUCING EXECUTION RISK

Technical solutions developed in partnership with the mine. Payment only when power is delivered.

### ADDRESSING MINE LIFE AND BALANCE SHEET RISK

Equity funding affords flexibility with straightforward commercial structures

# THE CRITICAL VALUE(S) OF A SUCCESSFUL PARTNERSHIP



TECHNICAL  
EXCELLENCE

COST  
EFFICIENCY

RELIABILITY

INTERNATIONAL  
& LOCAL

LONG-TERM  
VIEW

SOLAR  
SOLUTIONS

LONG –TERM PARTNERSHIP