

Deal Terms	
1 ZEL NZ = NZD3.76 per share + possible adjustment (up to NZD0.10)	
Target: Z Energy	
Country	NZ
Bloomberg	ZEL NZ
Sector	Refining & Marketing
Share price (NZD)	3.64
Market cap (NZD mn)	1,887.4
Free float %	~54,1
Acquirer: Ampol	
Country	AU
Bloomberg	ALD AU
Sector	Refining & Marketing
Share price (AUD)	30.65
Market cap (AUD mn)	7,304.0
Free float %	99.6
ZEL Price Chart	
	
Deal status: NZ CC deadline March 16.	
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Z Energy (ZEL NZ)/ Ampol (ALD AU) Update

The key risk is timing, as the NZCC in our view is likely to require upfront divestiture of the Gull business.

Recent developments:

- Ampol Ltd. [has ruled out](#) an initial public offering of its Gull gasoline stations in New Zealand, opting instead for an outright sale in the event that it gets regulatory approval for the takeover of Gull rival Z Energy Ltd.
- The regulator said it is due to make a decision by March 16.
- Ampol has offered to sell Gull in order to get the regulatory greenlight to acquire Z Energy.

Regulatory

- The transaction is conditional on Ampol obtaining clearance from the NZCC for the acquisition of Z Energy, and approval from the Overseas Investment office
- Completion is targeted in the first half of 2022.
- In order to address some competition law issues **Ampol is committed to a full divestment of Gull NZ**, which has a 7% market share of New Zealand's total fuel sales.
- We believe that the variation in the clearance application is positive as:**
 - The IPO option faced pushback from peers and the commission also voiced concerns about Gull's independence post IPO due to Ampol's retained shareholding and the supply contracts between Ampol and Gull.
 - In a best-case scenario Ampol might already have interest from a potential buyer for the Gull business, which would speed up the process.
- The main concern, however remains, whether the commission wants Gull to be sold upfront.
 - In such case deal close might be delayed by several months (buyer would have to be approved by NCZZ and potentially the OIO)
 - We note that the End Date is October 10, 2022
- Ampol in its application expects that the sale will have to take place after the clearance decision within a prescribed period of time.
- However, in our view, as the number of potential bidders might be limited (key peers would face antitrust issues, PE or overseas strategic parties' interest is questionable), the NZCC might opt for an upfront divestiture in this case.
 - We note that in ZEL NZ / Chevron, parties had to sell gas stations post-close, however in this case Gull's business is more complex, it is involved in retail, primary and secondary distribution and also has a storage terminal.
- The commission will examine whether the purchaser owns significant upstream assets (such as refinery assets). If yes, its profit maximising incentive may be to sell high volumes at the retail level. Conversely, if a purchaser does not own upstream assets, it may have a comparatively greater incentive to sell a lower volume of retail fuel at a higher price
- Other than Gull, Ampol does not have NZ assets, therefore the Gull divestiture should mitigate concerns.**
- OIO**
 - ZEL's fuel supply network should be considered critical national infrastructure, however Ampol has been operating in the segment for years after the acquisition of Gull.
 - Ampol's significant supply chain, including trading and shipping operations will deliver scale benefits to Z.
 - Therefore, we expect the government to approve the transaction possibly with certain requirements
 - Review takes 40 working days (might be extended by 30wd)

Shareholder vote:

- The ZEL shareholder meeting will take place on March 25.
- Shareholders are likely to approve the deal in our view given the bad performance of ZEL, future challenges (increasing competition, decreasing demand) in the past few years, and the decent valuation metrics.
 - One might argue that the offer should be higher considering synergies and upside from the transformation of the refinery, however we don't see shareholders opposing the deal in case no other bidder steps in.
 - Z Energy expects the refinery conversion to an import terminal will free up NZD150 million

Ticking fee

- Ampol will pay an additional cash amount of NZD 0.00055 cents per share per day for each day the transaction extends beyond March, 31 2022, up to a limit of NZ 10 cents per share.

Appendix:

Key terms of the merger

Transaction Details

■ Deal announcement	October 11, 2021
■ Offer terms	1 ZEL NZ = NZD 3.76 + possible adjustment <ul style="list-style-type: none"> If the Scheme has not been implemented by 31 March 2022, the final cash consideration will be progressively increased (NZD0.00055 per day) to reflect FY23 performance, up to a limit of NZ\$0.10 per share.
■ Deal size	NZD2b
■ Offer structure	Scheme of Arrangement
■ Target's Board Recommendation	Yes
■ Voting Agreement	Yes <ul style="list-style-type: none"> All Directors that hold or control Z Energy Shares intend to vote all of the Z Energy Shares held or controlled by them in favour of the Scheme, in the absence of a Superior Proposal.
■ Z Energy incorp.	New Zealand
■ Deal announcement	Click here for the announcement
■ Synergies	Operating synergies with an estimated annual benefit of 60-80 million NZD

4 Identified opportunities to deliver earnings upside

Material operating synergies and benefits from the Marsden Point Import Terminal transition have been identified across the fuel supply chain, corporate, and retail and wholesale network



Source: Deal presentation

Indicated Closing Date

- The transaction is expected to close in 1H2022

Dividends

- Under the Scheme, Z shareholders would receive a cash offer price of NZ\$3.76 per share and will also receive the first NZ\$0.07 per share of the interim FY22 dividend (already paid) without adjusting the cash offer price, resulting in overall value to Z shareholders of NZ\$3.83 per share
- Z will be entitled to pay additional dividends for FY22 up to implementation of the Scheme which would be deducted from the final cash consideration.

Timetable

■ Confidentiality agreement	August 20, 2021
■ Deal Announcement	October 11, 2021
■ Regulatory filings	4Q2021
■ NZCC deadline	March 16, 2022
■ Scheme meeting	March 25, 2022
■ Deal-close	3Q2022
■ End Date	October 10, 2022

Key Conditions

- Shareholder vote
- Regulatory approvals (NZCC, OIO)
- Court approval
- Marsden Point operations commencement
 - before 8.00am on the Implementation Date, no event or change in circumstances (including any action, decision or change of decision, taken or omitted to be taken, by Refining NZ, any Government Agency or any other party, including through law or regulation) occurs which either:
 - results in, or is reasonably likely to result in, the Marsden Point Operations Commencement being delayed until 30 June 2023 or later; or
 - prevents, or is reasonably likely to prevent, the Marsden Point Operations Commencement from occurring at all

- No restraints
- No MAC

Governing Law

- New Zealand

Break fees

- A break fee of \$20m will be payable by each party in certain circumstances and a regulatory approval break fee of \$20m will be payable by Ampol where key regulatory consents are not met within 12 months and the Scheme is terminated.

Material Adverse Effect

“Material Adverse Effect” means any matter, event, condition or change in circumstances or thing which occurs or is announced or is discovered (each a Specified Event) and which individually, or when aggregated with all other Specified Events, reduces or is reasonably likely to reduce

- the **Net Assets of the Z Energy Group by \$100 million or more against the Average Net Assets**; or
- the **EBITDAF of the Z Energy Group in any 12-month period following the Specified Event or Specified Events by \$40 million or more against what it would reasonably have been expected to have been for that period** but for the Specified Event or Specified Events

Carve-outs:

- any event or change in circumstances resulting in a delay in the Marsden Point Operations Commencement or the prevention of the Marsden Point Operations Commencement, each as contemplated by the Condition in clause 3.1(d)
 - any change in exchange rates or interest rates, general economic or financial conditions or legal or regulatory requirements generally affecting businesses in the industry in which the Z Energy Group operates or the markets in which the Z Energy Group operates or trades (not including the COVID-19 pandemic and related government measures including the impact of any government mandated alert levels and corresponding public health restrictions);
 - any change in the price of New Zealand Units under the New Zealand Emissions Trading Scheme;
 - any event, change, matter, change in circumstance or thing fairly disclosed in the Due Diligence Material or by the Company through the NZX market announcements platform no later than two Business Days before the date of this agreement;
 - any change in accounting policy of the Z Energy Group required by law;
 - any event, change, matter, change in circumstance or thing required by or arising as a consequence of this agreement (other than Z Energy’s compliance with its obligations under clause 9.2 or actions taken by Z Energy under clause 9.3);
 - an act of the Queen’s enemies, terrorism, sabotage (excluding any form of cyber attack), act of war, blockade, insurrection, riot, civil disturbance or similar event; or
 - an act of God, earthquake, lightning, storm, flood, fire, explosion, cyclone, tidal wave, volcanic eruption, landslide or other similar natural events or circumstances (not including the COVID-19 pandemic and related government measures including the impact of any government mandated alert levels and corresponding public health restrictions); or
 - in respect of paragraph (b) above only, the COVID-19 pandemic and related government measures including the impact of any government-mandated alert levels and corresponding public health restrictions;
 - in respect of paragraph (a) above only:
 - o the market price of crude oil or fuel products; and
 - o the effect of the payment of any Permitted Dividends; or
 - an event, change, matter, change in circumstance or thing for which Ampol has given Z Energy its prior written approval for this purpose
- provided that
- in relation to the exclusions in paragraphs (d), (e), (i) and (k)(i) above, the effects of such matter, event, condition or change in circumstances or thing are not materially disproportionately adverse to the Z Energy Group as compared to the effects of such matter, event, condition or change in circumstances or thing on other entities in the industry in which the Z Energy Group operates; and
 - where the reduction or reasonably likely reduction in EBITDAF of the Z Energy Group caused by the Specified Event or Specified Events includes a one-off reduction (or reasonably likely reduction) in EBITDAF attributable to the Marsden Point Transition (the Transition EBITDAF Impact), then, in determining the amount of the reduction or reasonably likely reduction in the EBITDAF of the Z Energy Group for the purposes of paragraph (b) above:
 - o the Transition EBITDAF Impact will only be taken into account if it is in excess of the Anticipated Transition Impact, and then only to the extent of that excess; and
 - o for clarity, the reduction in the EBITDAF of the Z Energy Group attributable to the Marsden Point Transition that does not form part of the Transition EBITDAF Impact will not be limited by sub-paragraph (i) above

Antitrust related clauses

- Litigation obligation: N/A
- Reverse Break Fee: Yes, NZ\$20,000,000 plus GST
- Divestiture obligation:
 - Ampol must promptly offer to the relevant Government Agency to provide all undertakings, commitments or conditions that are requested or indicated by the Government Agency as being necessary in order to obtain or expedite the obtaining of the approval or consent required to satisfy a Regulatory Condition, provided such undertakings, commitments or conditions are: (A) customary for a consent or clearance of the nature sought by Ampol; and (B) will not impose a direct or indirect material commitment, liability, expense or cost on Ampol relative to those customary undertakings, commitments or conditions.

Company Descriptions

AMPOL DESCRIPTION

- Ampol is an independent Australian company and the nation's leader in transport fuels. Ampol supplies the country's largest branded petrol and convenience network as well as refining, importing and marketing fuels and lubricants. We have a deep history spanning over 120 years, having grown to become the largest transport fuels company listed on the Australian Securities Exchange (ASX).
- Ampol supplies fuel to around 80,000 customers in diverse markets across the Australian economy, including defence, mining, transport, marine, agriculture, aviation and other commercial sectors. Across our retail network, we serve more than three million customers every week with fuel and convenience products. Ampol's ability to service our broad customer base is supported by our robust supply chain and strategic infrastructure positions across the country, which includes 16 terminals, 6 major pipelines, 55 wet depots, approximately 1,900 branded sites (including ~700 company-controlled retail sites) and one refinery located in Lytton, Queensland. This network is supported by over 8,100 people across Australia and overseas.

Delivering today, positioning for the future

Improved performance in 1H 2021 ¹	Lytton Refinery earnings de-risked	Good progress in key strategic initiatives	Creating value for shareholders
<ul style="list-style-type: none"> Strong recovery in Group RCOP EBIT to \$340 million, up 54% F&I RCOP EBIT increase to \$208 million underpinned by improved Lytton Refinery performance, the benefit of the Temporary Refinery Production Payment and International growth CR RCOP EBIT increased to \$149 million as shop performance continued to improve Double digit growth in total product volumes, supported by growth from Australian Retail and International sales 	<ul style="list-style-type: none"> Federal Government support package helps protect earnings downside from low AUD refiner margins through a volume based support payment of up to \$108 million pa Partnering with government to meet the dual objectives of Australia's fuel security and energy transition Reduced risk enabled increase in targeted leverage range to Adj. Net Debt / EBITDA of 2.0x – 2.5x² 	<ul style="list-style-type: none"> Convenience Retail EBIT uplift on track Successfully executing the International growth strategy Accelerated rebranding program with 389 stores completed to date³ Future Energy and Decarbonisation strategy released; investing in capability 	<ul style="list-style-type: none"> 52 cps interim dividend for 1H 2021 (fully franked) Completed \$300 million off-market buy-back (OMBB); released \$119 million of franking credits Strong balance sheet providing capacity for growth and/or further shareholder returns (leverage⁴ of ~1.6x)

Outlook

Reduced earnings risk at Lytton	<ul style="list-style-type: none"> Lytton Refinery earnings protected from low AUD margins Impact of sustained COVID-19 lockdowns on inventory and production levels continue to be monitored
Targeted EBIT uplift ¹ tracking to plan	<ul style="list-style-type: none"> 10 new Gull sites to be rolled out in 2021 T&S USA office now operational, expecting continued growth in third party sales and crude to Lytton Convenience retail progress to date is expected to ease; on track to achieve \$85 million EBIT uplift target by end 2024
Lockdowns impacting current trading	<ul style="list-style-type: none"> In the short term, current lockdowns are impacting trading and uncertainty on the timing of when restrictions will ease is making forecasting full year Australian volumes difficult. Current run rate suggests Australian volumes will be below the previous guidance range of 13.5 – 14.0BL <ul style="list-style-type: none"> – Mobility restrictions significantly affecting CR fuel volumes; down² 15% in July 2021 and down³ 18% in August 2021 to date⁴ (gasoline most impacted) – Australian wholesale volumes up³ 2% in July 2021 through resilience in diesel volumes Changes in consumer behaviour during current lockdown reversing good momentum from first half; shop sales down³ 16% in July 2021 and down³ 17% in August 2021 to date⁴ US\$/bbl LRM for July 2021 similar to average for 2Q 2021 and retail diesel margins improving⁵; partially offsetting volume weakness
Current market conditions	<ul style="list-style-type: none"> 1H 2021 performance demonstrates demand and sales recover quickly when restrictions lift. Ampol's operating leverage means it is well placed to benefit from this recovery when it occurs supporting a positive medium term outlook

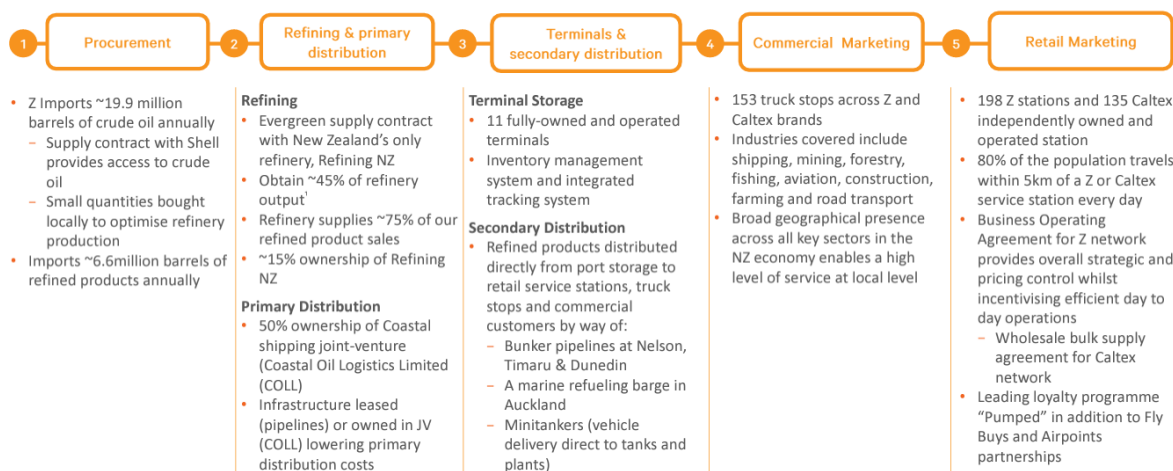
Source: Ampol

Z ENERGY DESCRIPTION

- Z Energy is the market leader with a trusted, iconic brand. Z Energy sells approximately 40% of all fuel volumes across New Zealand and through Z Energy and Caltex stores.
- Z Energy now owns and manages: a 15.4 per cent stake in Refining NZ which runs New Zealand's only oil refinery; a 25 per cent stake in Loyalty New Zealand which runs Flybuys; Approximately 208 service stations; about 160 truck stops; pipelines, terminals and bulk storage terminal infrastructure around the country.
- Z supplies fuel to retail customers and large commercial customers like airlines, trucking companies, mines, shipping companies and vehicle fleet operators. They also provide bitumen to roading contractors.
- Z Energy has about 200 Z-branded fuel shops and 133 Caltex service stations, and sold 1392 million litres of fuel last financial year. It also imported 9.5 million barrels of crude oil into Refining NZ in the year, to produce 1566 million litres of finished petrol, diesel, aviation fuel and marine fuel oil.

Z at a Glance

Z's operations span all aspects of the downstream fuels industry in New Zealand



Organic growth from optimising the core

Plans developed for implementation to end FY24, requiring \$65-75m of growth capex



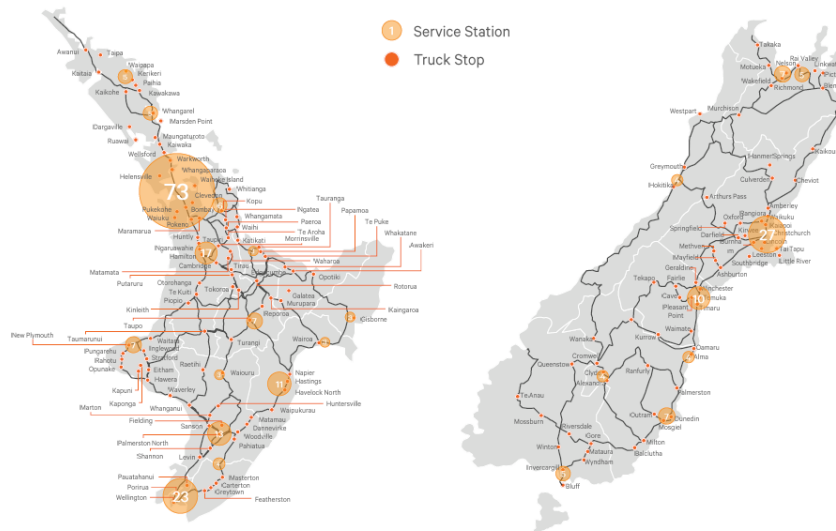
Thematic	Intention	Planned Actions	EBITDAF FY21 to FY24	Capex (FY22-24)
Network optimisation	Establish the network for the likely 2030 demand	<ul style="list-style-type: none"> • ~5 new builds in highway locations • Closure of ~10 sites in FY22/23 • Rebrand ~15 sites from Caltex to Z (4 to date) • Conversion of some Tier 3 sites to automated offer • Renew (or not) 30% of all Retail leases 	+\$10-15m	\$35-40m
Wholesale strategy	Monetise Z's differentiated infrastructure advantage	<ul style="list-style-type: none"> • Implement terminal gate pricing • Potential to exit all storage from National Inventory Agreement • Compete for Distributor contracts 	+\$10-15m	Not required
Convenience retailing (CR)	Leverage existing assets and capabilities	<ul style="list-style-type: none"> • Grow sales in higher margin products • Refresh ~50 Tier 1 stores • Expand store capacity in ~5 sites 	+\$20-30m	\$30-35m
Import only supply chain	Transition to 100% imported products in 1Q FY23	<ul style="list-style-type: none"> • Simplify internal structures and processes • Establish new product procurement contracts during 3Q FY22 – not our own Singapore trading office • Consider further optimisation of international supply chain with another importer 	\$45-55m	Not required
			\$85-115m	\$65-75m

An expansive and non-replicable national network of stores

Overview

- Z has an extensive store portfolio, with 198 Z stations and 135 Caltex independently owned and operated stations nationally
- High quality retail locations with control of sites through freehold ownership or leasehold contracts of key sites across New Zealand
- Significant scale and a leading market position in all regions
- ~80% of the New Zealand population within 5km of a Z or Caltex service station
- Leading loyalty offering in the country through our loyalty programme Pumped
- Long-term approach to new store rollouts – key freehold properties in strategic growth corridors identified and secured in advance

Retail Site Locations

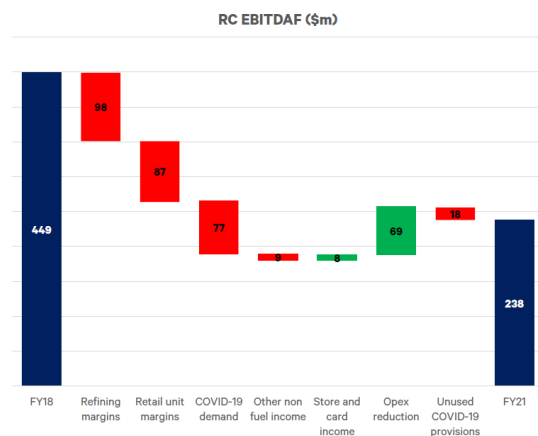


Source: Z Energy

Recent headwinds:

Industry headwinds have been significant

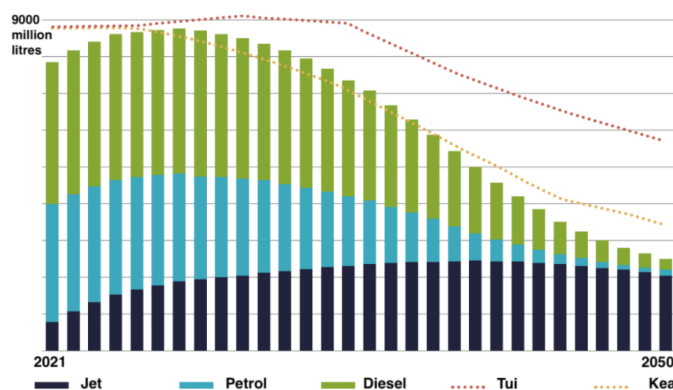
Refining, retail margins and COVID-19 have adversely affected earnings



Drivers of change from FY18 to FY21

- Refining margins have reduced from the ten year average of US\$6/bbl to less than US\$3/bbl, consistently below the fee floor since December 2019
- Retail unit margins in FY21 -6.3cpl to the FY18 average
- 900ml of demand destruction in FY21 from COVID-19, with 580ml (64%) of that in Jet, which is not expected to fully recover until after FY25
- Non fuel income impacted by reduced commissions and lease income, primarily as a result of selling excess (Caltex) Retail and terminal assets
- FY18's opex of \$398m grew to a peak of \$416m in FY20, before being reduced to \$351m in FY21, net of \$18m of unused COVID-19 provisions from FY20

Decreasing demand:



Figures from independent industry experts Hale & Twomey and Business NZ Energy Council combine to show just how dramatic the projected drop-off is in petroleum use. The figures factor in NZ's commitment to zero net greenhouse gas emissions by 2050, and Refining NZ says they're consistent with the decarbonisation pathway proposed by the Climate Change Commission in its final report. Chart: Refining NZ/Newsroom

Source: Z Energy

Key ZEL NZ shareholders

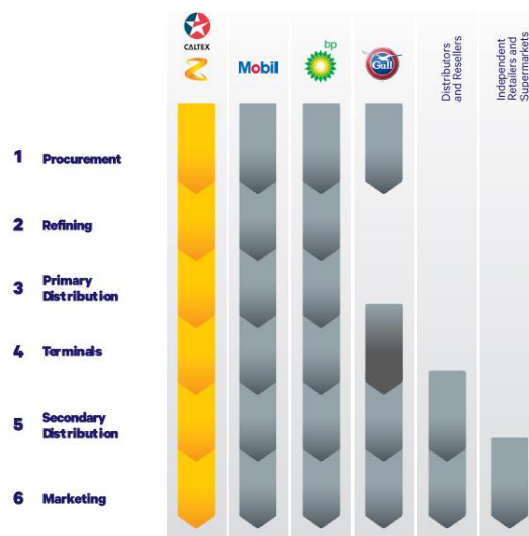
L1 Capital	13.6%
Accident Compensation	7.1%
Magellan Asset Management	5.6%
Arlie Funds Management	3.6%
Goldman Sachs Group Inc/The	2.8%

Key risks

REGULATORY APPROVALS

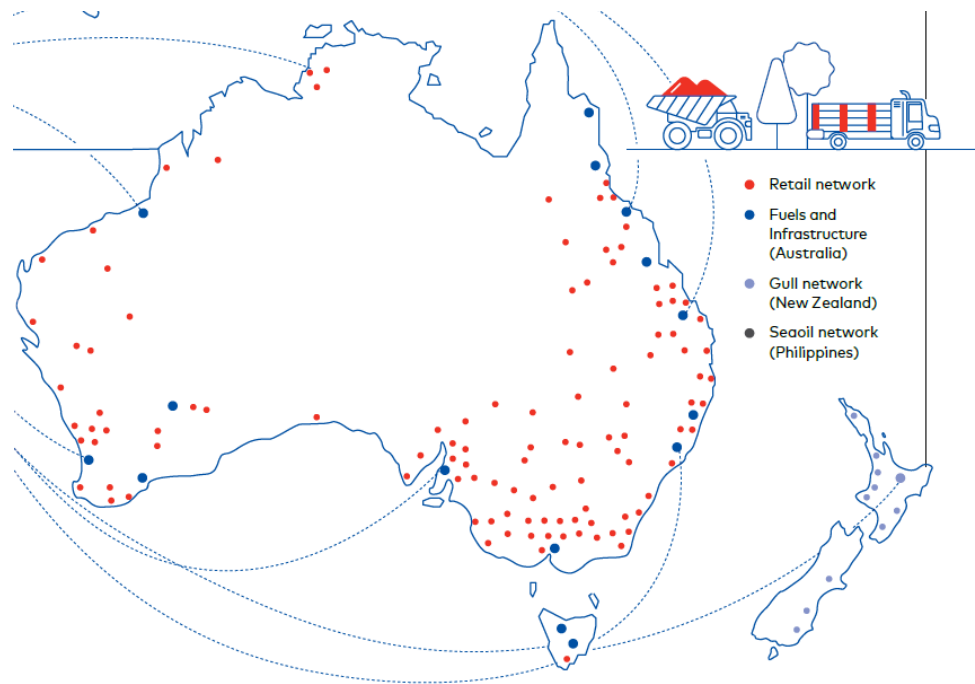
■ Antitrust:

- Gull NZ has a 7% market share in New Zealand's fuel sales.
- Z Energy is the market leader in New Zealand with 40% share of New Zealand fuel sales and a similar business model to Ampol
- Z is one of three vertically integrated participants in New Zealand's downstream fuel market. Operations span crude oil and refined product procurement, contracted refining, national distribution and commercial and retail marketing



Source: Z Energy

- Due to competition regulatory, Ampol will divest its Gull business
 - It is expected that divestment would occur within a prescribed period of time following completion of the transaction meaning the transaction is not expected to be conditional on completion of the divestment
 - Ampol is exploring both trade sale and IPO options for the divestment of Gull and has commenced preparatory work for both options
- CBR view:
 - Other than Gull, Ampol does not have NZ assets, therefore divestiture should mitigate concerns.
 - Timing might slip however, in case regulators require upfront divestiture of Gull.



Source: Z Energy, Ampol

■ OIO / National interest test:

- **Ampol has agreed a set of commitments** with Z Energy and considers the transaction will bring significant benefits to New Zealand
- The Board is also satisfied that Ampol will continue to **invest in New Zealand's energy transition towards a low carbon future** and its scale will deliver advantages for the fuel industry in New Zealand.”
- Z will be able to tap into **Ampol's significant supply chain, including trading and shipping operations**, that will **deliver scale benefits to Z**.
 - **Ampol has significant scale** supplying the largest branded petrol and convenience network In Australia
 - **Ampol operations include refining, importing and marketing** fuels and lubricants; Ampol supplies fuel to around 80,000 commercial customers and their retail network serves more than three million customers every week
 - Ampol manages an extensive supply chain which includes 16 terminals, 6 major pipelines and the Lytton Refinery in Queensland
 - Ampol employs over 8,000 people across Australia and in its international trading and shipping operations which will benefit Z
- Ampol believes that it will bring considerable benefits to the New Zealand market, helping to maintain fuel security and support New Zealand industry
- Ampol has also indicated that it expects to apply for a **secondary listing to the NZX Main Board** following implementation of the Scheme
- Marsden Point will continue to supply jet fuel with a dedicated pipeline to the country's largest airport in Auckland.
- **Timeline: 40 working days (might be extended by 30 working days)**
- **The OIO considers**
 - **National security, public order and international relations:**
 - The Government considers the extent to which investments **pose risks to New Zealand's national security**, public order, or international relations. Any assessment of national security risks is informed by advice from the New Zealand Security Intelligence Service, Government Communications Security Bureau, with public order advice coming from a range of agencies where relevant (for example, the Ministry of Culture and Heritage in respect of transactions in the media sector). Advice on international relations is provided by the Ministry of Foreign Affairs and Trade.
 - **Competition:** Diverse ownership within and across sectors supports competition and economic growth. In assessing a prospective investment, the Government therefore considers whether an investment may grant the investor market power either within New Zealand (for example, significant market share in one business segment

or ownership of a vertical supply chain) or globally (if, for example, an investment may allow an investor to control the global supply of a product or service).

- This assessment is entirely separate to any prospective investigation of any transaction by the Commerce Commission, which enforces competition laws and has regulatory responsibilities in a number of specific sectors. This reflects the Act's specific purpose and objectives.
- **Economic and social impact:** The Government considers an investment's likely impact on the New Zealand economy and society, and the extent to which any benefits to New Zealand are commensurate with the sensitivity of the asset being acquired. The benefit to New Zealand test, which provides a formal framework for this kind of assessment in respect of sensitive land, serves as a guide for the types of matters the Government is likely to consider when considering the economic and social impact of investments in business assets.
- **Alignment with New Zealand's values and interests,** and broader policy settings: The Government will consider the extent to which an investment supports broader Government priorities and policy settings and New Zealand's values. This includes considering an investment's alignment with the Government's economic plan, such as whether it will support thriving and sustainable regions or New Zealand's transition to a clean, green and carbon neutral economy.
- **Character of the investor:** The investor test is the government's primary tool for determining an overseas person's suitability to invest in New Zealand. However, that test is carefully calibrated to minimise that test's burden on the average investor and therefore is focused on the types of risks most likely to be relevant to most prospective investors. The national interest test grants the Government broader discretion, where necessary, to assess an investor's character and determine whether they are likely to comply with New Zealand's laws, including the conditions of the Act, or whether they have any characteristics otherwise rendering them unsuitable to invest in New Zealand (for example, are subject to international sanctions).
- **CBR view:**
 - **ZEL's fuel supply network should be considered critical national infrastructure, however Ampol should pose no risk to NZ and also it has been operating in the segment for years after the acquisition of Gull.**
 - **Ampol's significant supply chain, including trading and shipping operations will deliver scale benefits to Z.**
 - **Therefore, we expect the government to approve the transaction possibly with certain requirements**
 - **To manage possible risks, the fuel-import industry will need to ensure it is not overly reliant on any particular region as a source of supplies**
 - **Government might require commitments with regard to fuel storage:**
 - The New Zealand Government is continuing to assess the fuel security implications of no longer having a domestic oil refinery, including its policy position on domestic fuel stockholdings. In light of recent Australian refinery closures, the Australian Government has announced new fuel security measures, including a domestic stockholding obligation, to address fuel security. If a similar approach were to be adopted in New Zealand, Refining NZ would be strongly positioned to support these requirements with its existing tankage and proximity to the Auckland market
 - Fuel will be stored at Marsden Point in existing tanks with 180mn liters (1.13mn bl) of storage capacity, which will be the largest fuel terminal in New Zealand. The import terminal proposal will have capacity to provide additional storage if required

Disclosures:

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