



SBG – Sustainable Business Growth

Company profile



Business overview & targets

SBG Group trade mark of Sbg Holding Spa is one of the leading European transport operators in the following fields:

- **European-wide road haulage and logistics services** for liquid fuels in ADR classes 2–3 (petrol, diesel, jet fuel, combustible oils, bitumen, Bio-LNG)
- **Ownership and management** of Service Stations selling fuel, LPG, bio-methane and non-oil products
- **Technological and computing services** for the oil sector.

A path of diversification of activities is beginning in compliance with sustainable criteria for the energy transition:

- Bulk transport segments as **powder products** (cement and granulates) is already in place
- Bulk liquid **food, chemicals** and **special waste products**

SBG Group employs around 1000 people with a consolidated turnover of 150 million EUR.





HSE Commitments

SBG Group considers Safety as a priority for its transport activities, performing a strict monitoring of training and awareness throughout the organization, with particular attention to drivers, focused on continuous improvement of benefits in this area.

Compliance of work procedures through inspection's program (Inspections of vehicles, compliance of procedures, compliance of internal and external regulations).

Awareness program and communication of our safety objectives through scheduled meetings and focus groups.

Training programs aligned with the objectives of Oil Companies.

Communication to employees of safety performance.

Very high standards of fleet.

Management fully involved in safety projects.

SBG currently holds policies with primary insurance companies with maximum payouts of 50 million EUR, in particular for circulation risks and damages due to accidental and gradual pollution.

SBG strategy to reduce CO2 emissions pass through an important investment plan in «Green Assets» and a broad culture approach of his Drivers and Employees to green behaviours.

SBG Quality certifications



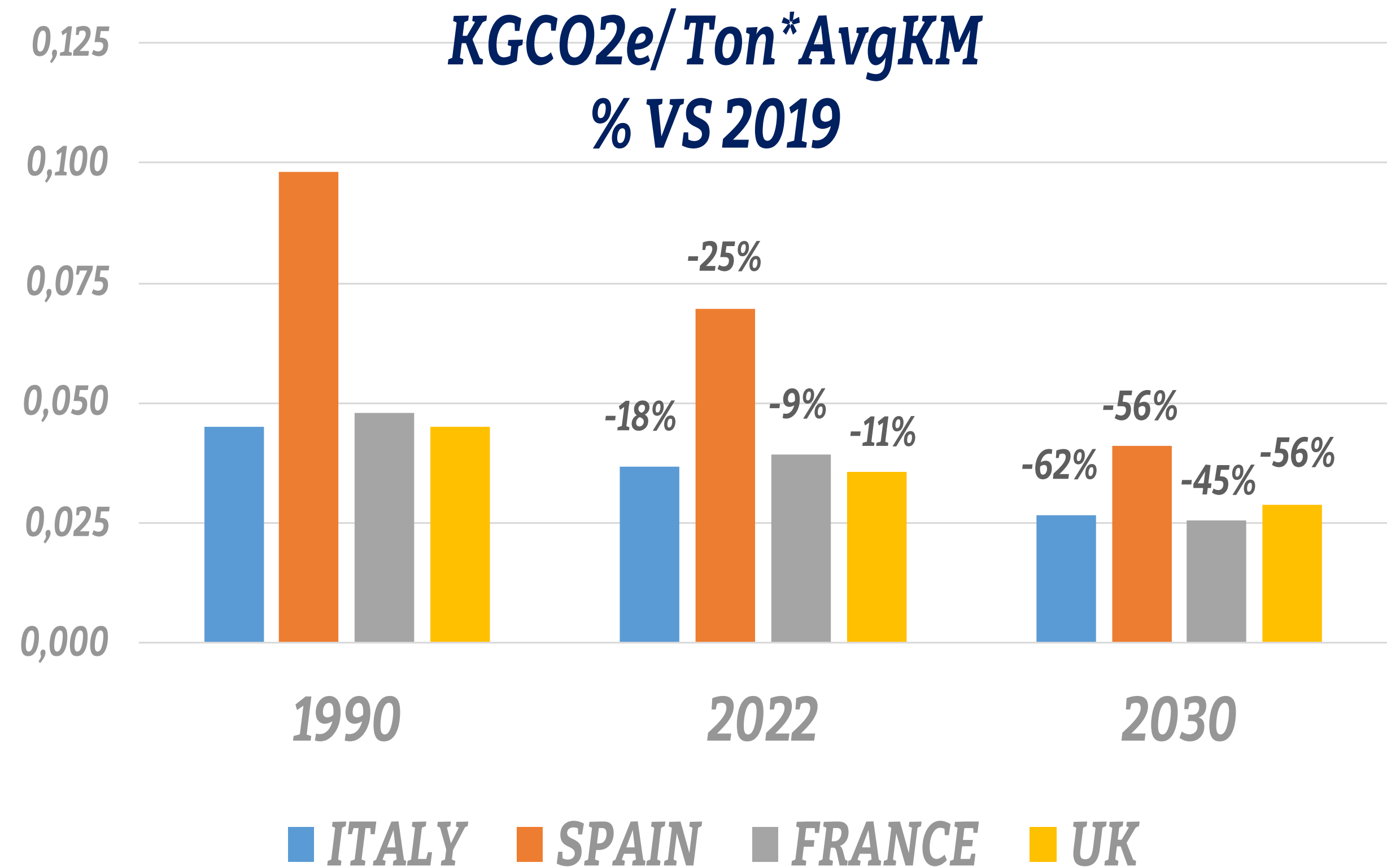
COMPANY CERTIFICATION		Italy	Spain	France	UK
9001	Quality	✓	✓	✓	✓
45001	Health & Safety	✓	✓		✓
14001	Environmental	✓	✓	✓	✓
39001	Road Traffic Safety	✓	✓		
SQAS	Occupational Health & Safety	✓	✓	✓	✓



CO2 Emission plan

Through-out a Green Unit investment plan the Group aims to contribute reaching, in 2030, the target of «FIT for 55» CO2 emissions

2050 Net Zero Strategy will be strongly related to available technological solutions



GLEC Method





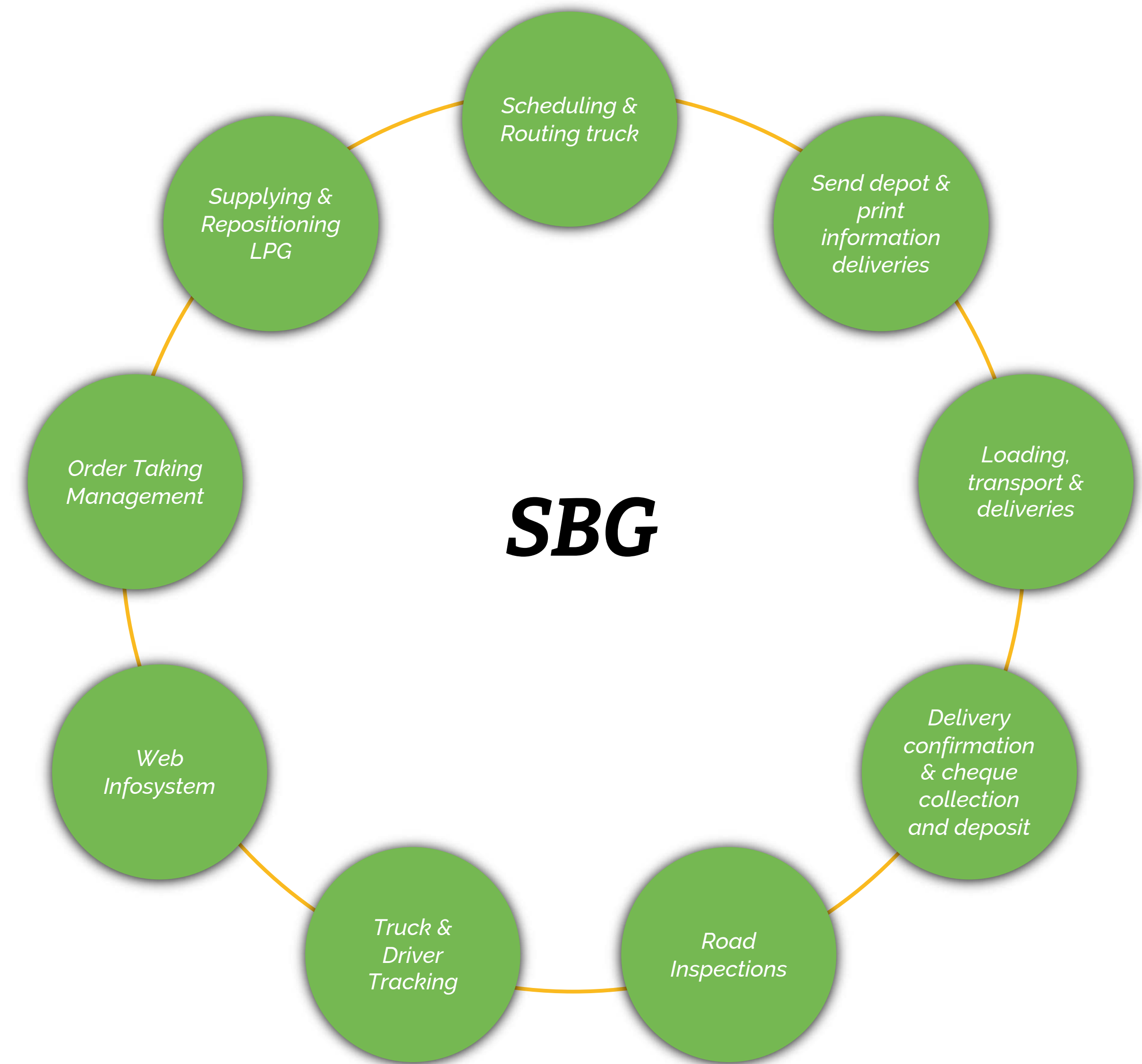
Transport & Logistics Services

- *In its core-business, represented by the road haulage of petroleum products, SBG has been working across the country since the early 1950s on behalf of primary petrol companies and operators in supplying petrol stations, airport deposits and delivering directly to end users.*
- *New bulk business line are growing into the Group as Powder, Chemical and Food products.*



Global Service

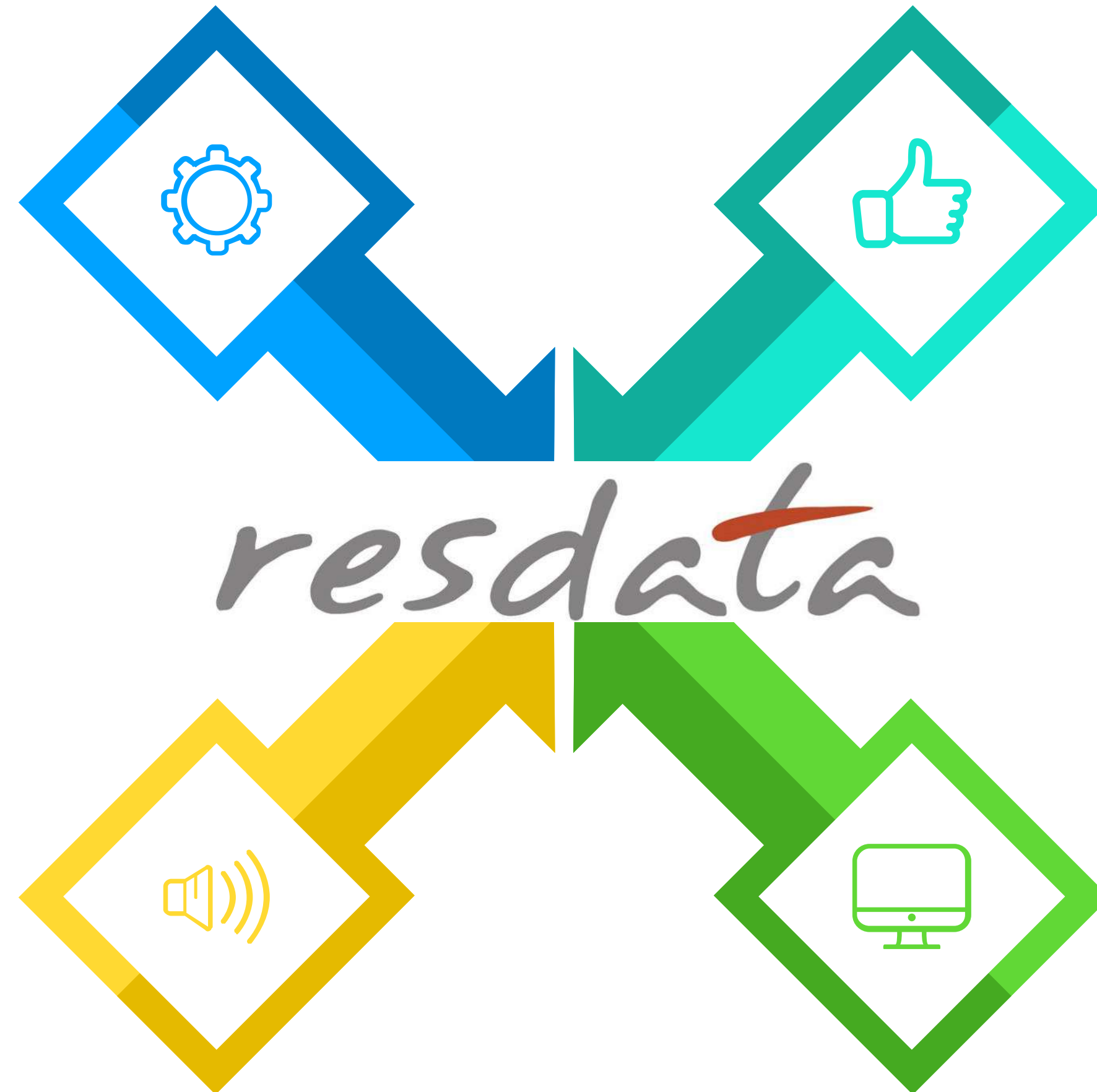
- For the past 25 years SBG has been delivering logistics services with added value across the whole product supply chain, qualifying as a "Logistic Service Provider".
- A made-to-measure "Global Service" that satisfies the specific operational, territorial needs and dimensions of its customers.



Logistics Services Infosystem

Tailor Made Solutions

Analyze and create ad hoc solution based on operational customer needs. Drill down Analysis to better understand the real needs



«Open» Solutions

Our Solutions are designed to dialogue with other systems already present in our Customers (ie: accounting, fleet management, production). The system is native interfaced with external sources through web services

Technological approach

Thanks to agile approach it is possible limit and delivery single phases of the project. The Solution use a front-end Angular supported by back-end and web api in C# con ORM and Event Bus to optimize internal dialogue.

Web System – Cloud Based

The Platform is full web and cloud based. This approach allows to have a unique data base updated and centralized. Historical records of all users are ever available. App Solution are also available.

resdata

- Automated management of orders and information (Voice Order)
- Planned and implemented journey reports
- Deliveries and order taking management
- Tracking & monitoring performance of tankers
- Management of sales relations from every loading point
- Info for individual service station/manager:
 - ✓ Volumes delivered and deliveries made, price and price list management;
 - ✓ Average delivery drops;
 - ✓ Delivery day planning and demand management;
 - ✓ % use of tank capacities, stock-out management;
 - ✓ Transport shortages/excesses;
 - ✓ Delivery and payment statements.

The screenshot displays the WinRoute.Net software interface. The top window shows a map of Milan with a blue route highlighted. A hand icon with a blue arrow points to the map. Below the map is a table with columns: PV, Località, V.PV, V.O., ECO, GAS, GAR, HIQ, Totale, Km, Orario, ECO, GAS, GAR. The table contains data for routes between LACCHIARELLA (MI) and MEDA.

The bottom window shows a list of orders with columns: R, C.D., Veicolo, Progr., Turno, Ora, Autista, Km, N.° PV, Volume. The table lists various orders with details like vehicle type (L0071), driver (ADRIANO CASALI), and volume.



Oil Network Business

*With a view to diversifying and vertically integrating its core business, SBG has been present in the Oil Retail sector since the 1990s, running **8 service stations** and serving around **15,000 m³/year** of conventional fuels, LPG and methane.*

*There are **8 service stations in Northern Italy** equipped with modern bars, catering facilities, shops and car washes. All the stations are equipped with self-service pumps and advanced payment systems including circuits for truck credit cards.*

The SBG Retail management has the skills, experience and market knowledge to support and expand this business area.

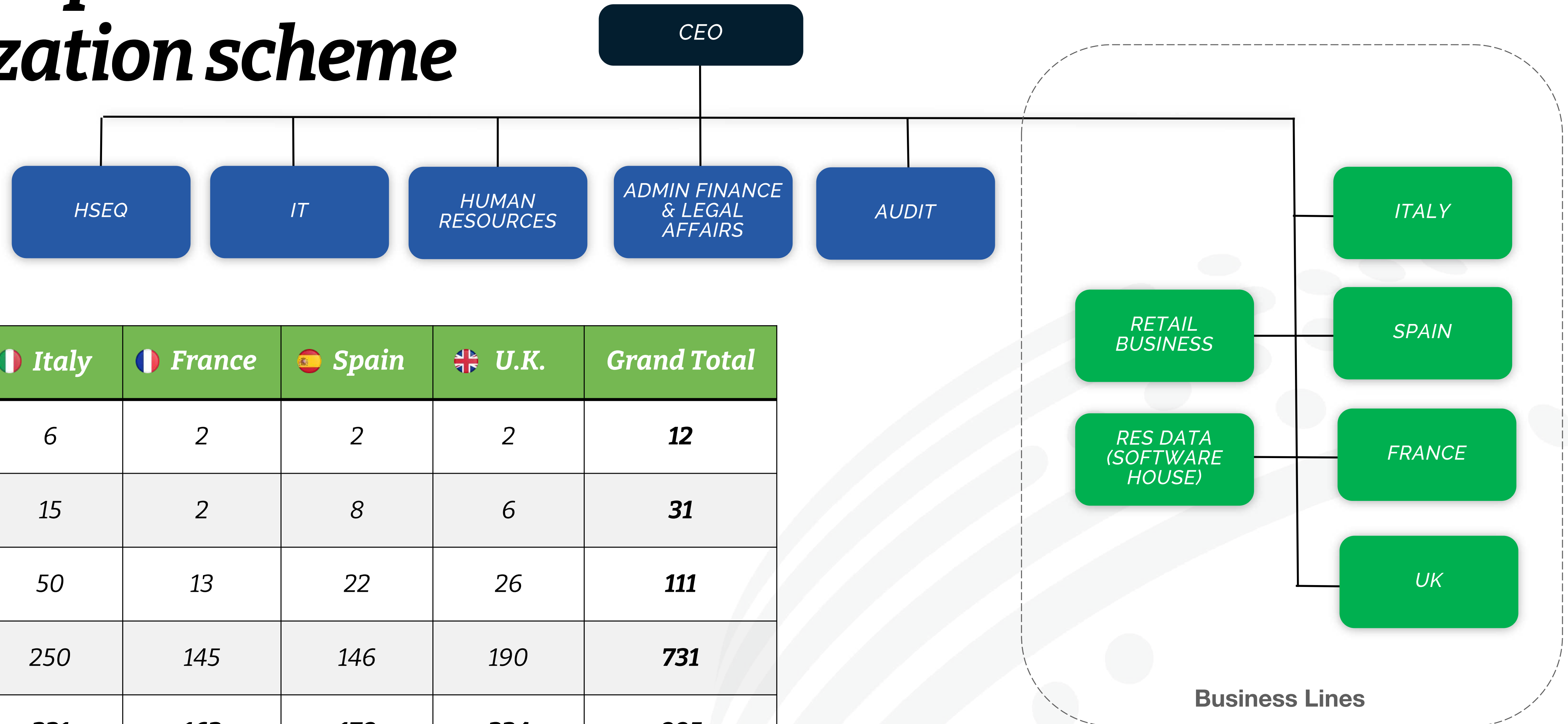
Infrastructures & Networks

- The decision-making and functional areas of coordination, strategy, control and administration and all group activities are located at the headquarters in Fidenza (PR).
- The **Italian** network of 13 operating branches, with offices and truck parks near petrol terminals, ensure coverage of the whole country and precise control of operations.
- In **Spain**, the Barcelona office oversees the functional control and administration activities for the 3 resident companies, coordinating network operations for the 18 operational branches at the petrol terminals throughout the country, almost 60% of activities are concentrated in the East-South (Seville, Algeciras).



- The **French** headquarters based in Beynost (Lyon) oversees all the activities through its 3 operating offices and truck parking spread in the South-East.
- In the **UK** we manage all activities from our Headquarter based in Basildon (London) having a main operating office for the North area in Scotland
- In these 4 countries, SBG has approximately 180,000 m² of proprietary and/or rented truck parks, as well as 6,000 m² of management and operational offices.
- Processes are controlled by advanced IT systems with visibility of branch activities in Italy, Spain, UK and France. Specific software is used to manage the fleet, and the administrative, financial and industrial accounting systems, tracking and deliveries, tanker routing, HSEQ integrated management systems.

SBG Group Organization scheme



Staff 2022	Italy	France	Spain	U.K.	Grand Total
Managers	6	2	2	2	12
Assistant Managers	15	2	8	6	31
Clerks	50	13	22	26	111
Drivers & Supervisor	250	145	146	190	731
Grand Total	321	162	178	224	885

Sub-vectors +300

SBG Group Italy

- 1 Routing center
- 13 operating offices
- 13 Truck park

● Offices
▲ SBG head office

Truck park

- ▲ SBG Owner
- ▲ SBG rent



3.400sqm
for offices

87.000sqm
trucks parks

SBG Group Spain



- 1 Routing center
- 6 operating offices
- 18 Truck park

- Offices
- ▲ SBG Head office



1.000sqm
for offices

36.000sqm
trucks parks

Canary Islands



SBG Group France



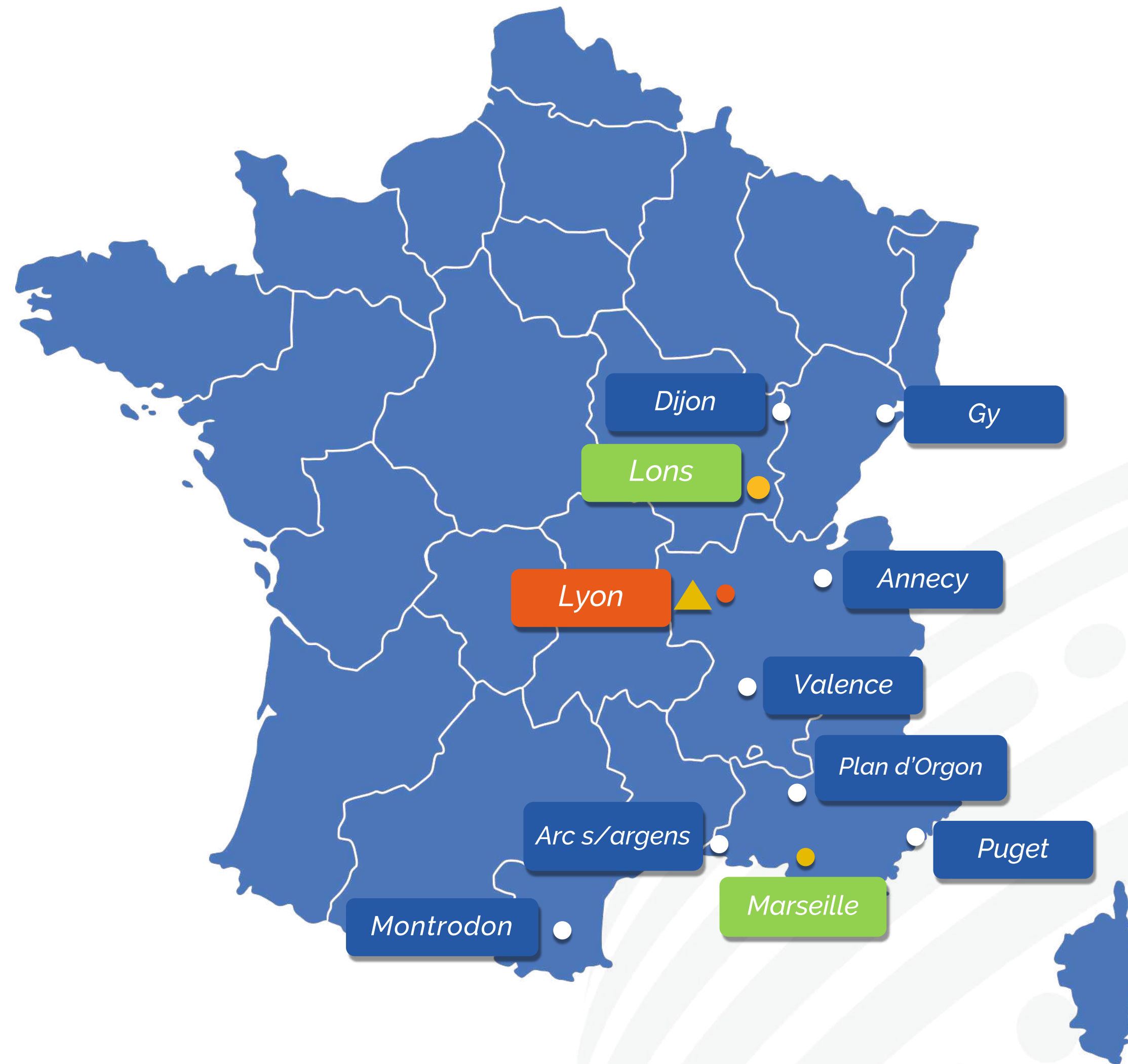
1 Routing center

3 operating offices

11 Truck park

● Offices

▲ SBG Head office



1.000sqm
for offices

26.000sqm
trucks parks

SBG Group United Kingdom



1 Routing center

2 operating offices

9 Truck park

● Offices






▲ SBG Head office







1.000sqm
for offices

27.000sqm
trucks parks

Transport Key Figures 2022

Goods transported	Market share %	M Tons/year
 Fuel Service Station & Wholesales (Italy)	12	4.000.000
 Fuel Service Station & Wholesales (Spain)	8	2.000.000
 Fuel Service Station & Wholesales (U.K.)	9	3.300.000
 Fuel Service Station & Wholesales (France)	7	3.000.000
 Powder & Granulates (France)	N/A	500.000
Grand Total		12.800.000

Countries	Kms/year
 Italy	27.700.000
 Spain	12.300.000
 U.K.	12.400.000
 France	11.200.000
Grand Total	63.600.000

Our Main Customers

