

# Introducing Trafigura and Impala

**“We firmly believe in local not central control, encouraging and empowering our people to take the initiative.”**



Trafigura is a global trading company. It specializes in buying, selling, storing and transporting oils, fuels and metals.

We have over 4,000 people operating in 44 countries across the globe: they provide valuable first hand local knowledge so the company can anticipate and respond to variations in global supply and demand.

In the US we have an oil trading office in Houston, Texas, and a metals trading office in Stamford, Connecticut.

Physical trading is a long-term business. Therefore investment in key physical assets to provide access around the world is central to our business model.

We believe that the management of ships, storage tanks, mines and other logistical assets not only

gives us a business advantage but also allows us to demonstrate our commitment to the territories in which we operate.

These assets are primarily run by local management, ensuring our hubs are highly attuned to the regions in which they operate; we also firmly believe in local not central control, encouraging and empowering our people to take the initiative in spotting opportunities and opening up new areas of supply and demand.

At the heart of this approach lies Trafigura's highly experienced logistics division, Impala, which operates warehouses and logistics facilities around the world.

# Impala: Taking a closer look



Impala was formed in 2010 following the consolidation of Trafigura's bulk commodity, warehousing and logistics activities.

The company is focused on non-ferrous concentrates and refined metals as well as on iron ore and coal. Impala's expertise in these sectors is world-class and founded on years of experience.

Impala already employs over 650 people globally but it is expanding rapidly across Africa, Asia, Europe, Latin America and North America.

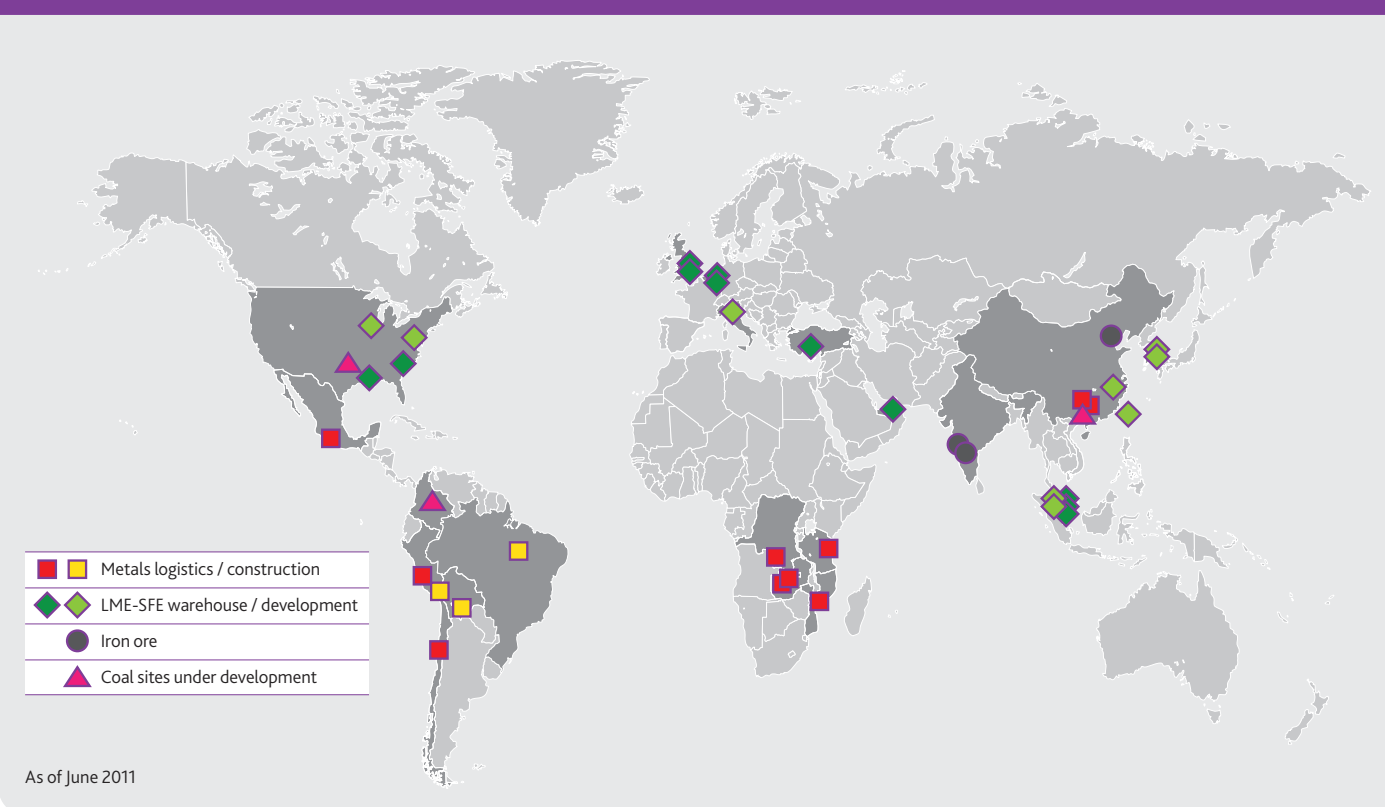
Impala's operations include:

- The blending of metal concentrates in Chile, China, Mexico and Peru
- Refined metal storage in Belgium, Malaysia, the Netherlands, Singapore, South Korea, Turkey, the UK, United Arab Emirates and the US

- The transportation of copper from the Democratic Republic of Congo and Zambia to global export markets
- Iron ore operations in China and India
- 35 warehousing sites based in 19 countries worldwide

Our vision for the future is exciting; it incorporates the detailed evaluation of over 20 projects globally – each one offering unique value and enormous shared benefit.

## Impala managed warehouses and development projects



# Burnside: Why now and what's the plan?

The US currently faces real constraints in supplying coal. The 20 or so terminal facilities across the country are already running at full capacity. The development of Burnside as one of the country's biggest terminals will create new opportunities to establish flows of coal, both in and out of the country.

When the terminal was originally built in 1956 it was seen as the 'jewel in the crown' for logistics in the lower Mississippi region. We aim to restore it to that coveted position by upgrading the systems, equipment, mooring facilities, storage areas, security and rail facilities.

The redeveloped Burnside terminal will allow for rail-to-ship and barge-to-ship transfer of bulk cargos. It will reduce

pressure on existing facilities while providing a vitally needed multi-modal logistics platform on the Mississippi River.

In the short-term we will focus on outbound alumina and coal shipments, and inbound bauxite.

This is a long-term project that represents an enduring commitment to the region. Through Impala, we plan to invest around \$100 million to refurbish and reopen the Burnside facility. Investments made today will take several years to be fully effective – in the longer term we believe the terminal will be good for the local economy, good for local jobs and good for the US economy.

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## World Day for Safety and Health at Work

*Our strategy and business ethos is about growth and expansion in a safe, responsible and sustainable manner.*

The UN's 2011 'World Day for Safety and Health at Work' was celebrated across Impala's global operations and promoted by CEO Martijn Snijder as an occasion to ensure continual improvement in the prevention of workplace incidents and accidents. Whether in Fangcheng, China, or Lubumbashi, Democratic Republic of Congo, colleagues, contractors and communities are united in pursuit of an ever safer working environment.



# Burnside: What this means for you

We always aim to be a good, respectful neighbor wherever we operate. We know we have commercial, agricultural and residential neighbors at Burnside as well as a variety of industrial companies nearby. We are committed to continuously communicating about what we do and how we do it.

## Our plan of action\*

Completion of acquisition **June 2011**

Refurbishment work **June – December 2011**

Target for first bauxite off-loading **Fall 2011**

Target for commencing coal operations **Spring 2012**

\* Please note this timeline is entirely approximate and is subject to change.

## Key Facts

- We expect that the refurbishment and re-launch of the Burnside terminal will create 200-300 temporary construction and rehabilitation-related jobs and up to 100 permanent operations jobs. The facility will also promote additional jobs indirectly through increased barge, shipping and rail operations.
- We acknowledge that Ascension Parish is the fastest growing region in Louisiana, and we are committed to being a good environmental neighbor to the people and businesses in the area. We will always be mindful of the environmental importance of the Mississippi and the delta wetlands, but also the rich cultural heritage locally. We will comply strictly with all parish, state and federal requirements on environmental protection, management and stewardship. There are very detailed legal requirements on every aspect of operating these kinds of terminals from planning and design through to construction, operation and maintenance.
- We will work hard to minimize any adverse environmental impacts from the terminal, although we note that the land plots on which the terminal and storage areas sit have long been designated as industrial zones.
- For the rehabilitation of a major logistics facility, there will inevitably be – especially during the construction phase – an increase in the number of trucks on local roads. We know that it is of concern to local businesses and residents and therefore we will seek, in partnership with the community, to create effective solutions to reduce the impact.



If you would like to get in contact with us we would welcome your views. Email us at the following address: [enquiries@trafigura.com](mailto:enquiries@trafigura.com) or visit [www.burnsideterminal.com](http://www.burnsideterminal.com)

