



**VOLUME OF BUSINESS IN REAL TERMS: + 48%**  
**VOLUME OF BUSINESS ON A CONSTANT BASIS: + 6%**

Group sales in the third quarter were €567m (+60%):

- In the case of Rubis Energie, volumes include the growth in business area as a result of acquisitions in Southern Africa, Europe (Spain and Switzerland) and the Caribbean region (West Indies - Antilles - French Guiana): total volumes increased by 63% (+3% on a constant basis);
- Rubis Terminal again recorded a satisfactory increase in storage revenues of 23% (+11% on a constant basis (excluding Antwerp and Corsica)).

In summary, overall business over the period, in terms of volumes and on a constant basis, rose by 6%.

As of the end of September, all acquisitions carried out in 2010 have been incorporated according to the agreed schedule, giving the Group a very geographically diverse structure.

Sales in millions of €	Third quarter 2011		9 month total As of 30 September 2011	
	2011	Change	2011	Change
<b>RUBIS ENERGIE</b>	<b>494.8</b>	<b>+ 68%</b>	<b>1,311.5</b>	<b>+ 55%</b>
Europe	206.1	+ 14%	587.0	+ 21%
Caribbean	242.7	+ 146%	591.9	+ 89%
Africa	46.0	+ 201%	132.5	+ 159%
<b>RUBIS TERMINAL</b>	<b>72.5</b>	<b>+ 42%</b>	<b>208.9</b>	<b>+ 44%</b>
Bulk liquid storage	30.8	+ 23%	86.8	+ 19%
Petroleum product trading	41.7	+ 18%	122.1	+ 5%
<b>Total consolidated sales</b>	<b>567.3</b>	<b>+ 60%</b>	<b>1,520.3</b>	<b>+ 65%</b>

**LPG AND PETROLEUM PRODUCT DISTRIBUTION: RUBIS ENERGIE**

The volumes distributed by Rubis Energie in the third quarter rose by 63% to 456,000 m<sup>3</sup>, including 117,000 tonnes of LPG (+ 31%) and 233,000 m<sup>3</sup> (+ 131%) of petroleum products (fuel and heating oil). On a constant basis, total final distribution volumes (all products) rose by 3.2% to 264,000 m<sup>3</sup>.

- **Europe:** On a constant basis, final distribution volumes of LPG rose by 10% to 60,000 tonnes, driven by Germany (LPG-fuel), the Czech Republic and Switzerland.

Petroleum product distribution operations in the Channel Islands and Corsica accounted for 41,200 m<sup>3</sup>.

- **Caribbean (Antilles – French Guiana – Bermuda – West Indies):** Total volumes sold rose by 197% to 205,000 m<sup>3</sup>, which breaks down into 182,000 m<sup>3</sup> (+ 215%) of petroleum products (petrol station network and direct sales of marine diesel oil, heating oil, lubricants, aviation fuel and bitumens) and 11,500 tonnes (+ 100%) of LPG.

On a constant basis, volumes grew by 1%.

- In the **Africa** zone, final distribution volumes of LPG rose by 140% to 44,700 tonnes as a result of the inclusion of tonnages from Southern Africa. On a constant basis, volumes dropped by 19%, mainly because two ceramics-manufacturing customers ceased to trade in Morocco.

### **BULK LIQUID STORAGE: RUBIS TERMINAL**

In the third quarter, bulk liquid storage continued to grow, with revenues rising by 23% to €30.8m; excluding Corsica and Antwerp (which became operational on 1 January 2011), revenues rose by 11%.

All business segments contributed to this growth.

Over the same period, Trading business revenues rose by 18% to €41.7m, as a result of the rise in nominal prices, with no impact on results.

*Next update: Fourth Quarter Sales 2011: 9 February 2012*

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