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VIVA Energy Australia

ASX Release

28 January 2025

4Q2024 Operating Update, Unaudited FY2024 Financial Result and Geelong Refinery Update

Viva Energy Group Limited today provides an operating update for the three months ended 31 December 2024 (**4Q2024**), the unaudited financial result for the 12 months ended 31 December 2024 **(FY2024)** and an update on the Geelong Refinery outage that occurred on 12 January 2025.

		4Q2024	4Q2023*	Change (%)	Change (#)	FY2024	FY2023*	Change (%)	Change (#)
Convenience & Mobility Fuel Volumes	*ML*	1,347	1,320	2.0	27	5,087	5,043	0.9	44
Commercial & Industrial Fuel Volumes	*ML*	3,011	3,003	0.3	8	11,735	11,155	5.2	580
Total Group Sales Volumes	*ML*	**4,358**	**4,323**	**0.8**	**35**	**16,822**	**16,198**	**3.9**	**624**
Core Fuel & Convenience Network[1]	#	999	990	0.9	9	999	990	0.9	9
Convenience Sales[2]	*$M*	486	521	(6.7)	(35)	1,664	1,735	(4.1)	(71)
Convenience Gross Margin[3]	*%*	40.4	38.5	4.9	1.9	38.8	37.3	4.0	1.5
Geelong Refining Margin[4]	*(US$/BBL)*	6.7	8.8	(23.9)	(2.1)	8.7	9.8	(11.2)	(1.1)
Geelong Refining Margin (adjusted for FSSP)[5]	*(US$/BBL)*	6.7	8.8	(23.9)	(2.1)	9.1	9.8	(7.1)	(0.7)
Refining Intake	*MBBL*[6]	9.3	9.3	0.0	0.0	40.1	31.6	26.9	8.5

*** Viva Energy acquired Coles Express Convenience Retailing on 1 May 2023 and OTR Group on 28 Mar 2024. In the table above, prior corresponding period fuel volumes and convenience metrics include pro forma Coles Express and OTR Group contributions from Jan 2023 and Apr 2023 respectively and exclude divested sites as part of the OTR acquisition from Mar 2023.**

4Q2024 Operating Update

- Total Group sales volumes were 4.4 billion litres (BL), +0.8% compared to 4Q2023.
- Commercial & Industrial (**C&I**) achieved a record quarterly sales result of 3BL, particularly supported by Aviation, Transport and Agriculture.
- Convenience and Mobility (**C&M**) fuel sales grew 2.0% compared to 4Q2023, driven by network growth in the OTR and Liberty Convenience networks and seasonally stronger consumer demand.
- Convenience and quick-service restaurant sales (excluding tobacco) were broadly flat which, together with improved gross margin (40.4%), largely offset the margin impact from lower tobacco sales.
- Four Reddy Express stores have been converted to the OTR offer in New South Wales and South Australia, with early sales uplifts in line with expectations.
- The Geelong Refining Margin (**GRM**) was US$6.7/BBL on crude intake of 9.3MBBLs. Production of refined products was negatively impacted by late crude arrivals, an unplanned outage of the residual catalytic cracking unit (RCCU) and other minor planned maintenance which reduced intake. No federal government support is expected to be received for 4Q2024.
- Capability to receive and process waste and bio-genic feedstocks to produce recycled plastics at Geelong Refinery was installed in December, with first trial batch completed.
- Viva Energy received ACCC approval for the Liberty Convenience acquisition (subject to a court enforceable divestiture undertaking) in December 2024 and FIRB approval in January 2025. The consideration will be disclosed once 2024 financial information becomes available and will be funded through existing debt facilities. Viva Energy expects to complete the acquisition on 31 March 2025.

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Unaudited FY2024 result

- Unaudited Group EBITDA (RC)[7] is expected to be approximately $750 million in FY2024 as solid growth from the C&I business offset challenging retail and refining conditions.
- C&M FY2024 EBITDA (RC) is expected to be near the bottom of its guidance range (between $230 million and $260 million), with retail fuel margins lower than the same period last year and illicit tobacco continuing to affect both the OTR and Reddy Express businesses.

Geelong Refinery unplanned outage update

- As disclosed on 13 January 2025, there was a power outage at the Geelong Refinery on 12 January 2025 due to an external interruption in the power supply, coincident with a lightning storm in the area. The outage caused an unscheduled shutdown across all process units.
- Restart activities have been successful, with normal production resuming last week. The EBITDA (RC) impact of the outage is expected to be approximately A$20 million.

Notes

1. Comprises 676 Express, 213 OTR Group and 110 Liberty Convenience (LOC) fuel and convenience stores as at 31 December 2024. Does not include OTR's 30 standalone stores and Smokemart and Giftbox (SMGB) stores. Viva Energy owns 50% of LOC and expects to complete the acquisition of the other 50% on 31 March 2025.
2. Convenience sales from the Express and OTR networks, including quick-service restaurant (QSR) sales. Does not include SMGB sales.
3. Convenience gross margin post waste and shrinkage.
4. The Geelong Refining Margin (GRM) is a non-IFRS measure calculated in the following way: IPP less the COGS, and is expressed in US dollars per barrel (US$/BBL), where:
   - IPP: a notional internal sales price which is referrable to an import parity price for the relevant refined products, being the relevant Singapore pricing market and relevant quality or market premiums or discounts plus freight and other costs that would be incurred to import the product into Australia.
   - COGS: the actual purchase price of crude oil and other feedstock used to produce finished products.

   GRM is a financial measure Viva Energy uses to illustrate and aid in the understanding of the performance of the Geelong Refinery. It involves elements of estimation and is not alone a measure of historical financial performance. In addition, it is only one contributor to the replacement cost Underlying EBITDA of Viva Energy. In its financial reporting, Viva Energy converts GRM into Australian dollars using the prevailing month average exchange rate.
5. Fuel Security Services Payment (FSSP) is payable when the Margin Marker falls below A$10.20/bbl. Support escalates in a linear fashion from 0 cents per litre (cpl) to 1.8 cpl (or A$0.0/bbl to A$2.90/bbl) until the support caps at the Margin Marker level of A$7.30/bbl. Geelong breakeven margin is effectively reduced by A1.8cpl or A$2.90/BBL.
6. MBBL: million barrels of oil.
7. Viva Energy reports its 'Underlying' performance on a "replacement cost" (RC) basis. RC is a non-IFRS measure under which the cost of goods sold is calculated on the basis of theoretical new purchases of inventory instead of historical cost of inventory. This removes the effect of timing differences and the impact of movements in the oil price.

Authorised for release by: the Disclosure Committee of Viva Energy Group Limited.

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About Viva Energy

Viva Energy (ASX: VEA) is a leading convenience retailer, commercial services and energy infrastructure business, with a history spanning more than 120 years in Australia. The Group operates a retail convenience and fuel network of almost 900 stores across Australia and supplies fuels and lubricants to a total network of nearly 1,500 service stations.

Viva Energy owns and operates the Geelong Refinery in Victoria, and operates bulk fuels, aviation, bitumen, marine, chemicals, polymers and lubricants businesses supported by more than 20 terminals and 79 airports and airfields across the country.

www.vivaenergy.com.au