BITCO

COMPANY OVERVIEW

Bitumen expertise. Across markets.

Bitumen International Trading Co S.A.L.

Supply & Delivery across international markets.

60/70 / 50/70 / 40/50 / All bitumen grades

TRADING

STORAGE

SHIPPING

BEIRUT, LEBANON



AT A GLANCE

An integrated bitumen business, rooted in international trade.

2008
ESTABLISHED
Incorporated in Lebanon

297.6k
METRIC TONNES TRADED
Full-year 2024

10,850
TONNES OF STORAGE
Mersin terminal capacity

5
MAIN SUBSIDIARIES
Company-reported structure

BITCO S.A.L. specialises in the sourcing, trading, handling, storage and shipping of bitumen. Its subsidiary structure connects commercial supply with the infrastructure and transport required to reach customers.

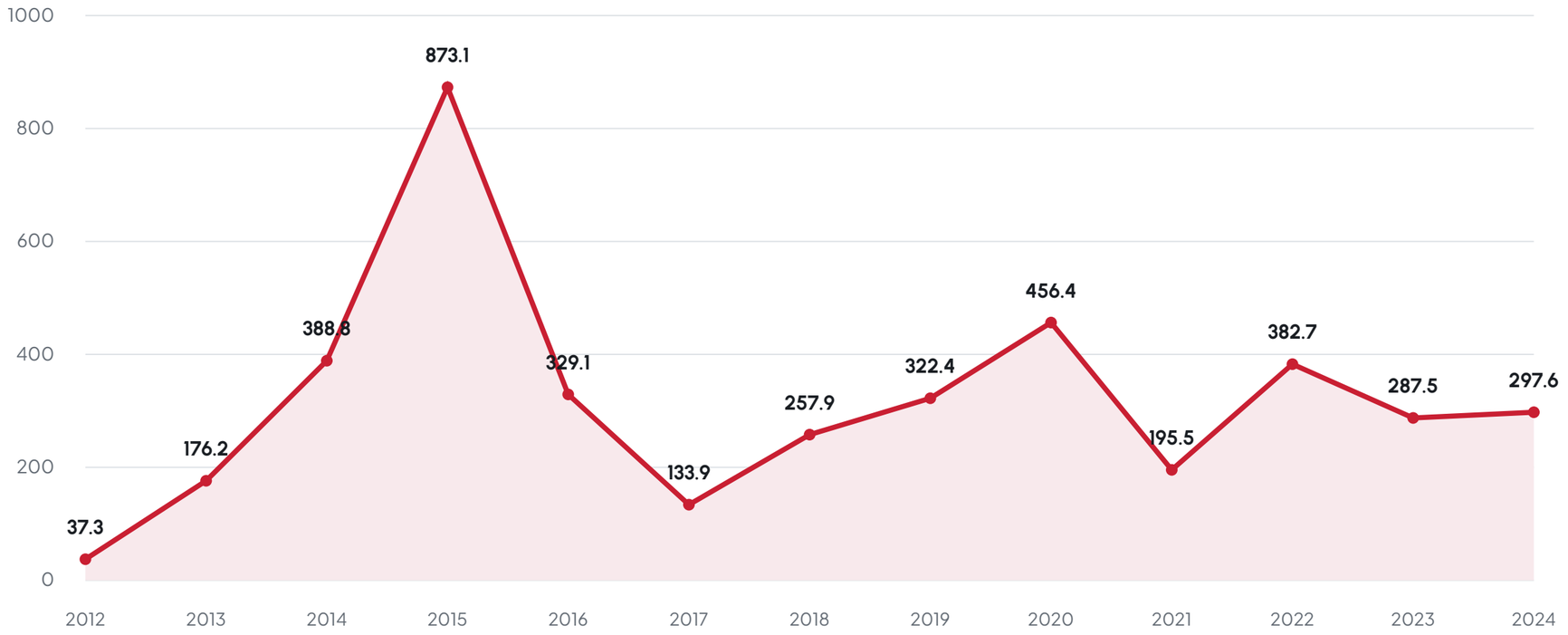
The company reports activity across the Mediterranean, Europe, the Arabian Gulf, Africa and Asia. Its main shareholder's experience in oil products and bitumen dates to 1998.



TRADING PERFORMANCE

A trading history spanning multiple market cycles.

Annual bitumen trading volume, 2012–2024. Figures below are shown in thousand metric tonnes.



297,582

TONNES TRADED IN 2024

Latest annual figure in the supplied record

+3.5%

2024 YEAR-ON-YEAR

Compared with 287,467 tonnes in 2023

2015 peak: 873,052 tonnes

CUSTOMERS & TRADING PARTNERS

Relationships across the energy value chain.

Names listed in BITCO's company presentation; historical relationships do not imply current contracts.

Saudi Aramco
Saudi Arabia

Shell International
International

Exxon Mobil
International

Vitol
International

Petronas
Malaysia

Repsol
Spain

Puma Energy
Switzerland

ENI Trading & Shipping
Italy

Cepsa
Spain

Hellenic Petroleum
Greece

Motor Oil Hellas
Greece

API Oil
Italy

IES Italiana S.p.A.
Italy

Bapco
Bahrain

IOC
India

LIOC
Sri Lanka

Ceypetco
Sri Lanka

SRC
Singapore

TIPCO
Thailand

Maris Petrokimya
Turkey

Egyptian General Petroleum
Corporation

3B Trading
UAE

Global Asphalt Logistics
Switzerland

General Fuels Company
Lebanon

Uniterminals
Lebanon

Bitume Ouest
Algeria

TPD Petrol Trading & Drilling
Albania

Araco Construction
Construction sector

SUPPLY & DELIVERY

Commercial supply connected to physical delivery.

All bitumen grades, including 60/70, 50/70 and 40/50, supplied to agreed customer specifications.

01 Source

Refineries and international suppliers; product grades and supply availability.

02 Trade

Regional and international sales, cargo planning and customer requirements.

03 Ship

Specialised bitumen vessels, including chartered shipping capacity.

04 Store

Terminal receipt, heated storage, handling and product transfer.

05 Distribute

Road tankers and delivery formats matched to the receiving market.





SUPPLY FORMATS

Bulk bitumen

Drums & bags

ISO containers

TERMINAL FOOTPRINT

Infrastructure that links imports, storage and delivery.

Company-reported terminal capacities and operating experience.

MERSIN, TURKEY

10,850 t

Storage capacity

926,000 tonnes handled during 2012-2024. Receipt by pipeline or specialised road tanker; dispatch to vessels and domestic road tankers.

LEBANON

3,500 t

Cogico terminal capacity

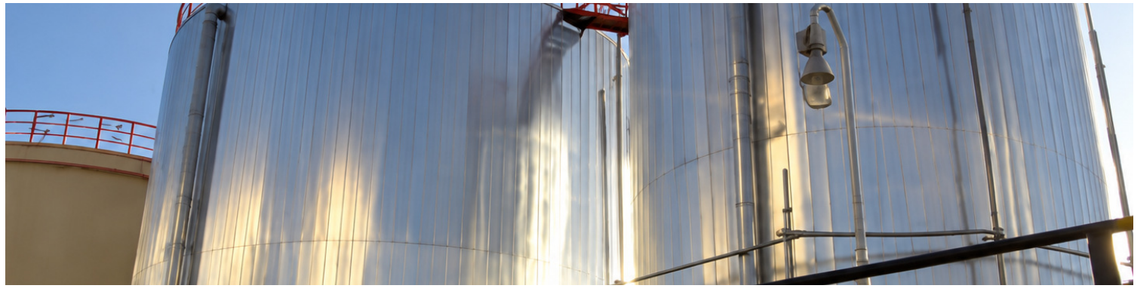
Reported operation of the Cogico terminal. The source presentation identifies a proposed expansion to 12,500 tonnes.

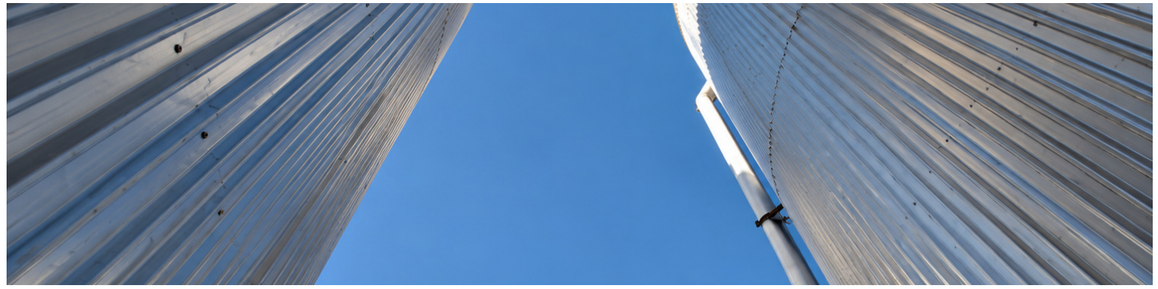
JUBAIL & YANBU

450,000 t/y

Combined handling capacity

Historical installation and operation of mobile bitumen terminals in Saudi Arabia, supporting deliveries to Saudi Aramco.





SHIPPING EXPERIENCE

Specialist shipping across international bitumen markets.

Reported shipping activity covers the Mediterranean, Arabian Gulf, Africa and Asia.

2.55m t

CUMULATIVE VOLUME SHIPPED

Company-reported total for 2012-2024

~70

VOYAGES PER YEAR

Reported average, owned and chartered vessels

4+

VESSELS CO-OPERATED

As described in the 2025 company presentation

The subsidiary historically owned and operated the asphalt carriers 3B Spirit and 3B Victory up to 2020. The operating model also includes chartering specialist carriers to meet trading requirements.







733k t

Reported peak annual shipping volume in 2015.

MARKET DISTRIBUTION

A changing mix of established and developing markets.

2024 regional sales distribution, measured by metric tonnes. Historical figures are shown in the appendix.



Algeria	39%
Lebanon	15%
Italy	7%
France	3%
Tunisia	8%
Other countries	28%

REACH

- Mediterranean
- Europe
- Arabian Gulf
- Africa
- Asia

SUPPLY & DELIVERY

Tailored bitumen supply and delivery across markets.

From refinery sourcing and specialist shipping to inland distribution and storage solutions, BITCO aligns delivery with each customer's market and agreed specification.

60/70 / 50/70 / 40/50 / All bitumen grades

01 Secure supply

Direct refinery sourcing and product inspection aligned with the specified bitumen grade.

02 Deliver to market

Plan discharge, inland transport and delivery to designated customer locations.

03 Tailor infrastructure

Assess storage, heating, pumping and dispatch requirements for each market and project.

SUPPLY & DELIVERY

From inspected cargo to the receiving customer.

Flexible supply planning aligned with customer specifications and receiving-port requirements.

All grades

BITUMEN PRODUCT RANGE

Including 60/70, 50/70 and 40/50

3,500-7,000 t

INDICATIVE VESSEL CARGO

Specialist bitumen carriers

20-35 t

MOBILE ISO TANK CAPACITY

For short- and long-distance distribution

Supply & documentation

Direct sourcing from international oil companies and refineries. Each shipment to include inspection certification and a bill of lading.

Port & customer planning

Receiving-port reviews cover draft, mooring, unloading and onward transport. Consumer locations and associated bitumen demand inform distribution planning.





Typical loading platforms shown in the original company material.

PHASED INFRASTRUCTURE

A practical route from direct discharge to permanent storage.

Delivery configurations can combine direct truck loading with storage and terminal development.

01

Direct discharge

Transfer vessel cargo to asphalt road tankers through a loading facility and connecting pipework. Organise truck access, circulation and dispatch.

02

Upgrade the receiving port

Modify existing tanks or install new capacity, together with heating, pumps, loading platforms, pipework and a weighbridge.

03

Develop permanent storage

Tailor storage capacity, heating and dispatch systems to customer demand, cargo sizes and local conditions. Assess mobile ISO tanks for onward delivery.

Flexible

STORAGE CAPACITY BY PROJECT

Phased

IMPLEMENTATION PROGRAMME

Site-specific

BERTH & VESSEL COMPATIBILITY

Illustrative configurations / Facility scope and programme are defined for each project

GROWTH PRIORITIES

Broader market access, with selective infrastructure development.

Expansion objectives and non-operating assets described in the source presentation.

Extend Asian market reach

The stated expansion focus includes India, Vietnam, Thailand, Indonesia, South Korea and China.

Develop flexible delivery formats

Complement bulk bitumen trading with supply in drums, bags and ISO containers, tailored to receiving-market requirements.

REFINERY DEVELOPMENT OPTION

12,000 b/d

Reported refinery throughput capacity

30 t/day

Special waterproofing material plant capacity





Decommissioned asset. The subsidiary-owned refinery includes a Biturox unit and a patching plant. The proposal envisages recommissioning near a suitable heavy-crude source to support Asian and Mediterranean supply.

HISTORICAL SALES MIX

Regional distribution, 2018-2021.

The annual mix reflects the markets served in each reporting year.

2018



Egypt	77%
Lebanon	19%
Italy	4%

2019



Egypt	62%
Saudi Arabia	19%
Italy	2%
Lebanon	6%
Nigeria	4%
Libya	2%
UAE	2%
Spain	2%
Morocco	1%

2020



Egypt	28%
Saudi Arabia	59%
Italy	6%
Other countries	7%

2021



Egypt	75%
Switzerland	10%
Libya	6%
Italy	4%
Lebanon	4%
Cyprus	1%

Source: company presentation 2025 / Percentages of annual metric-tonne sales; rounded as supplied

HISTORICAL SALES MIX

Regional distribution, 2022-2024.

Annual market composition, with all categories retained from the supplied charts.

2022



Saudi Arabia	80%
Italy	3%
Lebanon	6%
Nigeria	4%
Libya	2%
Other countries	5%

2023



Egypt	10%
Saudi Arabia	38%
Libya	15%
Ukraine	21%
Lebanon	4%
Other countries	12%

2024



Algeria	39%
Lebanon	15%
Italy	7%
France	3%
Tunisia	8%
Other countries	28%

Source: company presentation 2025 / Percentages of annual metric-tonne sales; rounded as supplied

TECHNICAL AND REPORTING NOTES

Clear assumptions support a credible delivery plan.

Key planning parameters and distinctions retained from the source material.

PARAMETER	SOURCE / CALCULATION	INTERPRETATION
Product specification	All bitumen grades	Including 60/70, 50/70 and 40/50; final specification and availability agreed for each supply.
Road-tanker payload	30 tonnes per load	Original proposal assumption; actual payload depends on vehicle and route requirements.
Loads for a 3,500-7,000 t cargo	117-234 loaded movements	Calculated as cargo / 30 tonnes, rounded up. Fleet size depends on truck turnaround.
Truck operating efficiency	80-85%	Source planning assumption; truck availability and unloading rate require validation.
Terminal design basis	Site-specific	Capacity, berth compatibility, construction scope and delivery programme defined for each project.

Reporting basis. Operating history is taken from the 2025 company presentation and runs through 2024. Trading and shipping volumes are separate measures. The stated shipping annual average is omitted because it does not reconcile with the stated cumulative total and period. Infrastructure options and expansion plans are not presented as confirmed current operations.

BITUMEN INTERNATIONAL TRADING CO S.A.L.

Connect with BITCO.

HEAD OFFICE

Beirut Central District
Riad El Solh Street
Arab Bank Building, 6th Floor
Beirut, Lebanon

ENQUIRIES

info@bitco-sal.com

VAT 1709324-601

TRADING / STORAGE / SHIPPING

Photographs AI-enhanced from supplied company material.