

Welcome to our Dealer Network

Powering better journeys, today and tomorrow.



November 2024



Message from Matt Halliday, Managing Director and Chief Executive Officer

The story of Ampol's history and role in the development of Australia began with Ampol founder W.G. Walkley. Born in Otaki, New Zealand, Walkley moved across the Tasman in 1936 to establish the Australian Motorists Petrol Company Limited. Ampol, as it later became known, was created to take on the established overseas-owned oil companies that dominated the Australian market at the time.

Under Walkley the company went from a modest two-room office and rented typewriter in Sydney to a major Australian company with diverse interests across sectors nationally. At the time of the merger with Caltex Oil Australia in 1995, the combined entity had become the market leader in Australia, and we remain so to this day.

Ampol was known as an innovator, using its bold, nimble and ambitious approach to push into new frontiers, pioneer technology that would shape our industry and invest to support the growth and development of the country. Walkley's belief was that working for Australia was part of working for Ampol and this was reflected in many of the milestones that underpinned the company's growth through time.

From Walkley's travel to Washington during WWII to secure 50,000 drums of motor spirit for the Australian Government, to the company's leading role in the discovery of oil in the Exmouth Gulf in Western Australia and commitment to local construction and manufacturing of fuel tankers as it expanded, Ampol always put Australia's interests first.

The company's successful campaign to drive the end of petrol rationing at the end of the 1940s, against the approach of the multinationals of the time that preferenced supply to markets overseas, was a win-win outcome for the company and the economy.

The history of Ampol is also a lesson about the importance of being ambitious and nimble and of risk-taking and innovation in business. Ampol's response to the 'one brand' retail and marketing strategy of its major multinational competitors in the 1950s was to buy land and build its own stations of more modern design to support its own expansion.



Ampol also pursued innovation in marketing and sponsorship and its commitment to improving Australian communities set it apart from its peers and this continues today. Ampol supported men's and women's sports through the post-war boom with iconic event sponsorships and was an early supporter of the expansion of surf lifesaving across the country. The 'I'm as Australian as Ampol' advertising campaign of the late 1980s was one of the best of its generation and is still recalled by our customers today.

We are committed to leveraging our market-leading infrastructure, network and world-class products to deliver for partners and customers. We are proud of the role we continue to play in energy security in Australia and our end-to-end supply chain - from our trading and shipping operations, to our manufacturing capabilities and fuel distribution network - underpins our long track record of safe and reliable supply.

We also remain committed to building on the strength of our branded network, business to business offerings and capabilities in fuel technology. Our branded network of ~1,800 sites nationally is central to our collective success, particularly with our market-leading fuel card, AmpolCard. Businesses can access ongoing fuel savings, Everyday Rewards points and the convenience of paying for fuel through our Ampol app at participating sites.

Similarly, through Amplify Premium Fuels we source the best additive technologies to formulate a complete range of performance fuels that are tested under tough Australian conditions. Like the economic challenges of the post-war period, the energy transition is upon us, and the world is changing. Our business has

a key role to play in working with customers, government and other stakeholders to build new energy solutions for the future.

We began as the Australian Motorists Petrol Company, created to look after the interests of motorists, and we are changing to ensure we can continue to keep Australians moving. Today, as the energy needs of our customers evolve and more of us are choosing electric vehicles, Ampol is also transitioning to provide a range of fast and reliable electric vehicle charging solutions through our AmpCharge offer.

We are working collaboratively with governments on co-funding solutions to leverage our infrastructure network strength to deliver e-mobility solutions. Perhaps most importantly, we remain as committed to Australia and Australian communities as we have ever been.

In 2023, our Ampol Foundation contributed over \$4 million to community programs, supporting great organisations like The Smith Family, Clontarf Foundation, Stars Foundation, The Sebastian Foundation and Surf Life Saving Australia. It remains an honour to lead this great Australian company.

For over 100 years we have been powering better journeys and are setting ourselves up to succeed for 100 more. We look forward to writing the next successful chapter in Ampol's history as we grow and evolve in the years ahead.

Regards,
Matt Halliday



Message from Darren McClarty, National Dealer Manager

Thank you for your interest in joining our incredible network and taking the time to read about our organisation. We are proud of our history, Australian heritage, and the subsequent role we have been able to play in the growth of our nation.

Ampol have partnered with dealers since our inception and through the years built a strong relationship and network through the independently operated outlets. We have multiple long-term dealers within our existing network and we are proud of our long term relationships, while always looking to add more quality operators to help further satisfy our loyal customers across the nation.

I am proud to lead the dealer team for Ampol. In the field, we have a dedicated business manager for each site and a centralised support team who provide assistance in serving our dealers.

Throughout this brochure, you will see a snapshot of products we have available to help grow your business, our reconciliation journey, our energy solutions team and ongoing focus on our communities in which we operate and our Ampol Foundation partners.

With Ampol you can leverage our quality fuels, led by our premium Amplify products, the strength of our AmpolCard offer and a truly national network of sites and infrastructure. Our goal is to work with you as the dealer in building and growing your network as well as our own.

The Ampol dealer team looks forward to working with you now and into the future as we power better journeys, today and tomorrow.

Regards,
Darren McClarty



Our values



Connect to win

We collaborate as an integrated business to drive growth.



Find new ways

We innovate to deliver positive outcomes.



Own it

We make bold decisions and are accountable for the outcomes.



Make a difference for customers

We are connected to our customers and solve their changing needs.



Never stop caring

We keep safety first and make a positive contribution to those around us.



Our Purpose

Powering better journeys,
today and tomorrow.

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Our history dates back to the early 1900s

1936

Australian Motorists Petrol Company (AMP) is incorporated

1949

AMP changes name to Ampol Petroleum Limited

1956

Caltex Kurnell refinery opens in Sydney

1981

Ampol acquire the Golden Fleece brand

1997

Australian Petroleum Pty Ltd becomes Caltex Petroleum

1948

Australian Motorists Petrol Company lists on the Australian Securities Exchange

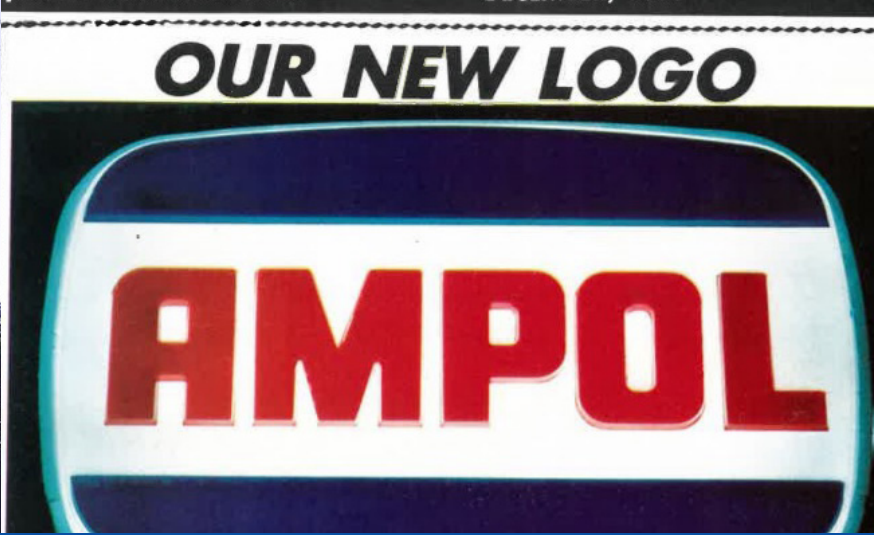
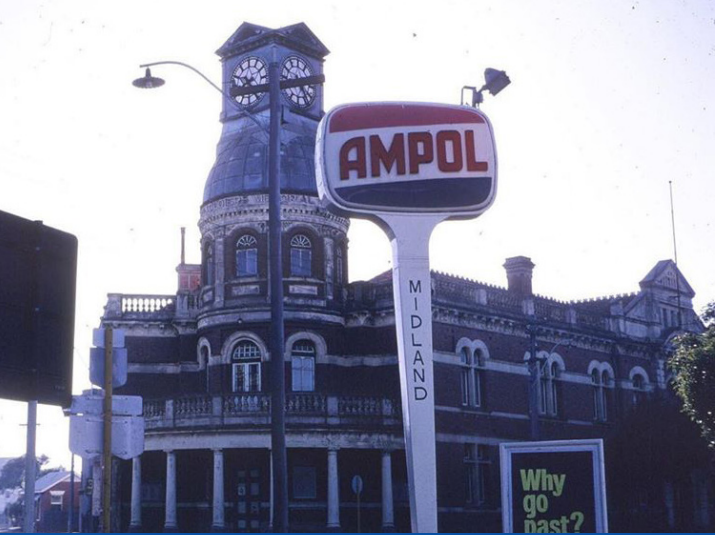
1965

Ampol's Lytton refinery in Brisbane comes on stream

1995

Caltex and Ampol merge to form Australian Petroleum Pty Ltd





2022

Ampol acquires Z Energy

AmpCharge and Ampol Energy are launched

2013

Ampol Singapore commences operations

2015

Chevron sells down its 50% share of Caltex Australia

2018

Caltex acquires a 20% stake in SEAOL in the Philippines

2020

Ampol open an office in Houston, USA

2014

Kurnell refinery closes and the site commences operation as an import terminal

2017

Caltex acquires Gull in New Zealand

2019

Caltex announces we're bringing the Ampol brand back to Australia

2021

Future Energy and Decarbonisation Strategy is launched

2023

Ampol begins exploring renewable fuels production in QLD



Our impact in Australia



9,100+

Employees across
Australia, New Zealand,
Singapore and USA



>4M

Customers served
each week across Australia
and New Zealand



28.4B

Litres of fuels sold
(FY 23)



Largest

Petrol and convenience
Branded network



6

Major pipelines



\$1,297M

RCOP EBIT (FY 23)

All information correct as of August 2024

Ampol's Reconciliation Journey



In 2024, Ampol is releasing its next Innovate Reconciliation Action Plan (RAP), which sets out our commitments to increase equitable participation for Aboriginal and Torres Strait Islander peoples.

The RAP is driven by an Executive Sponsor and Working Group representatives from across the Australian business, who are responsible for implementing actions across a number of areas, including:



Building connections with Aboriginal and Torres Strait Islander organisations and communities at Ampol's key locations.



Strengthening our learning by expanding our understanding of Aboriginal and Torres Strait Islander knowledge, cultures, histories and rights.



Creating sustainable experience and education outcomes by working closely with partners such as the Clontarf Foundation.



Increasing Ampol's commercial affiliations with Supply Nation and Aboriginal and Torres Strait Islander businesses.

AmpolCard



Take your business from A to Thriving with AmpolCard.

When you partner with Ampol, you'll be joining Australia's largest branded fuel network of ~1,800 locations. More businesses count on AmpolCard than any other fuel card in the country to fuel their fleet and keep their business moving. With over 73,000 Australian businesses and 850,000 card holders, AmpolCard supports more than 30 million transactions every year.

From local small to medium enterprises to national commercial fleets, all levels of leading trade and industry associations save time, money and access rewards with AmpolCard.

So, whether your business is small or large, Ampol is here to take your business journey from A to Thriving.

How AmpolCard can support your business

73,000 Australian business accounts



850,000 individual card holders



30 million+ transactions each year



2 billion litres of fuel sales processed each year



1 in 3 business with fuel cards choose AmpolCard



Wherever your business takes you, we're nearby, with Australia's largest fuel network

Here's why our valued customers choose AmpolCard:

- **Access to Australia's largest branded fuel network.** AmpolCard is accepted at ~1,800 locations across Australia
- **Rewards with every purchase. Customers can link their AmpolCard and Everyday Rewards accounts to collect points and save#** on business expenses including stationery, laptops and gifts plus the option to convert to Qantas Points^
- **Extras for added convenience and peace of mind** including services and repairs, roadside assistance and commercial roadside assistance
- **Contactless payments with the Ampol app** at ~600 Ampol Foodary locations so drivers can get back on the road faster
- **Savings on fuel and other vehicle expenses** which helps reduce business costs
- **The convenience of a single ATO-approved monthly invoice** for all vehicle expenses
- **Easy to monitor, manage and control** all expenses on the go via the mobile enabled Card Portal
- **Seamless integration** to Xero or MYOB

From small business to heavy industry, government to commercial fleet operators, AmpolCard supports all types of businesses wherever they are on their journey.

T&Cs, eligibility criteria, exclusions and fees apply. For further details see T&Cs at ampol.com.au. #Everyday Rewards Membership and Everyday Rewards points are subject to the Everyday Rewards Terms and Conditions. Everyday Rewards points are offered under and subject to the AmpolCard Loyalty Program Rewards Scheme Terms and Conditions and AmpolCard Term and Conditions. ^The terms and conditions of the Qantas Frequent Flyer program as issued and amended by Qantas from time to time apply to membership of the Qantas Frequent Flyer program and to the Qantas Points credited to Qantas Frequent Flyer members under the Everyday Rewards program. Qantas Points can be received only in a Qantas Frequent Flyer program membership account. Only individuals may be credited with Qantas Points.



AmpolCash

AmpolCash, is a pre-paid gift card that is used by both businesses and consumers alike.

- Redeemable for fuel and shop items at ~1,800* Ampol branded locations nationwide.
- Available in a range of denominations.
- Is available in either a physical or digital card.
- Can be purchased in store or online.
- Loadable version is sold in store while preloaded version can be purchased from our website and partner websites.
- Popular as a gift, impulse purchase, incentive for promotions, and used by businesses to reward customers and staff.



How AmpolCash can support your business

Over the years AmpolCash has played an important role in securing customers for our service stations. AmpolCash has:

Helped increase brand presence through inclusion in partner promotions such as McDonald's Monopoly (2022)



Opened up partnership opportunities with many of Australia's top brands



Enabled Ampol to support charities, community and social organisations

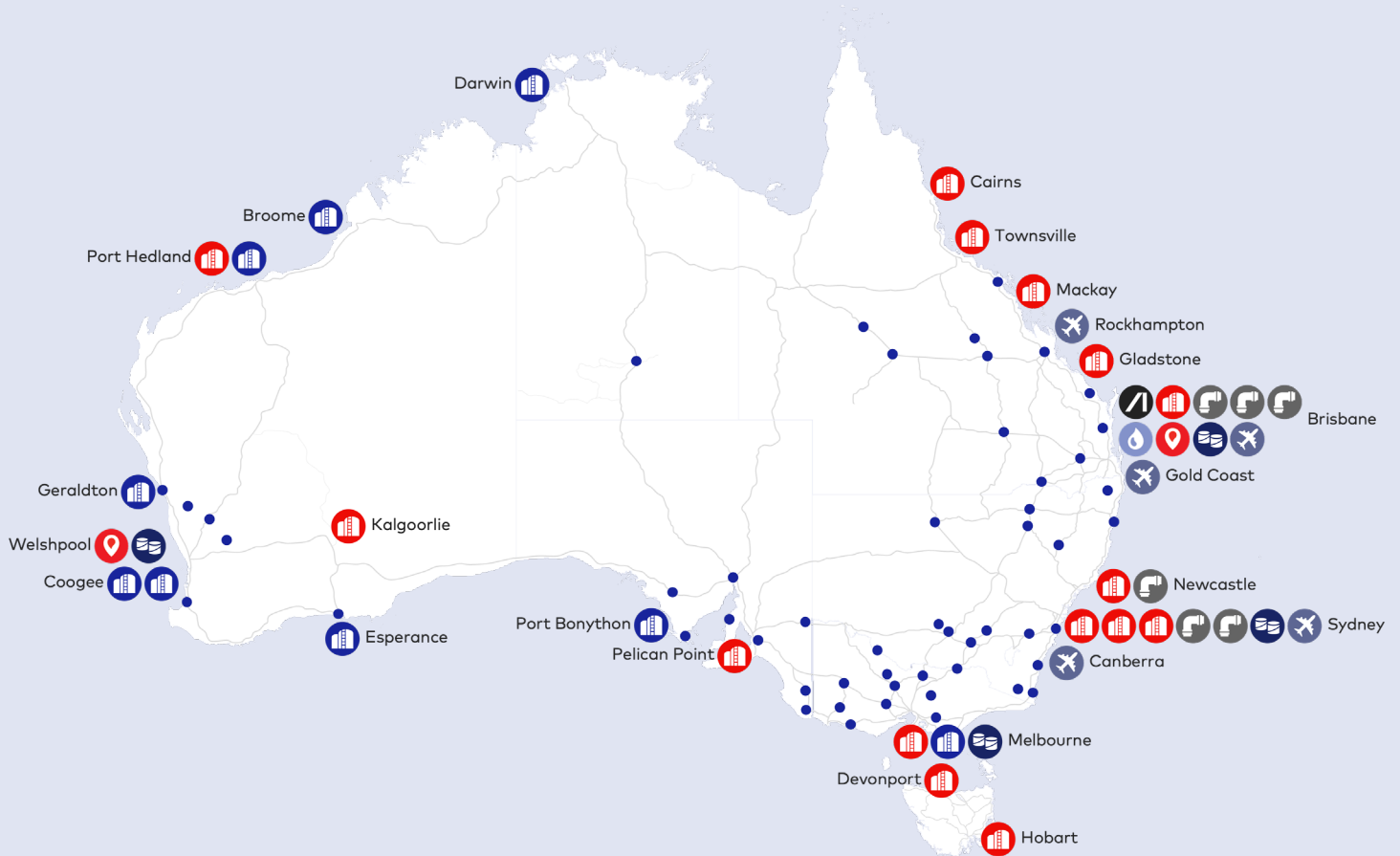


What this means for your business. AmpolCash can:

- Help to drive new customers to your service stations
- Contribute to increased sales of fuel and shop
- Help generate repeat business, both through existing customers and through AmpolCash loadable sales in store.

*AmpolCash Digital is accepted at Ampol, EG Ampol and participating locations. To find your nearest participating location, visit the Ampol site locator and filter by AmpolCash Digital Accepted available at www.ampol.com.au/find-a-service-station.

Our national infrastructure network



Key

-  Ampol refinery – 1
-  Owned/leased/joint terminals – 15
-  Hosting arrangements – 9
-  Major pipeline – 6
-  Airport jet fuel supply – 6
-  Lubricant manufacturing facility – 1
-  Lubricant distribution centres – 2
-  Lubricant bulk storage – 4
-  Ampol depots – 53

Our Retail, NTN and AdBlue® Sites

A proven partner with the power to keep Australia moving.



Largest

truck network
in Australia



~1,800

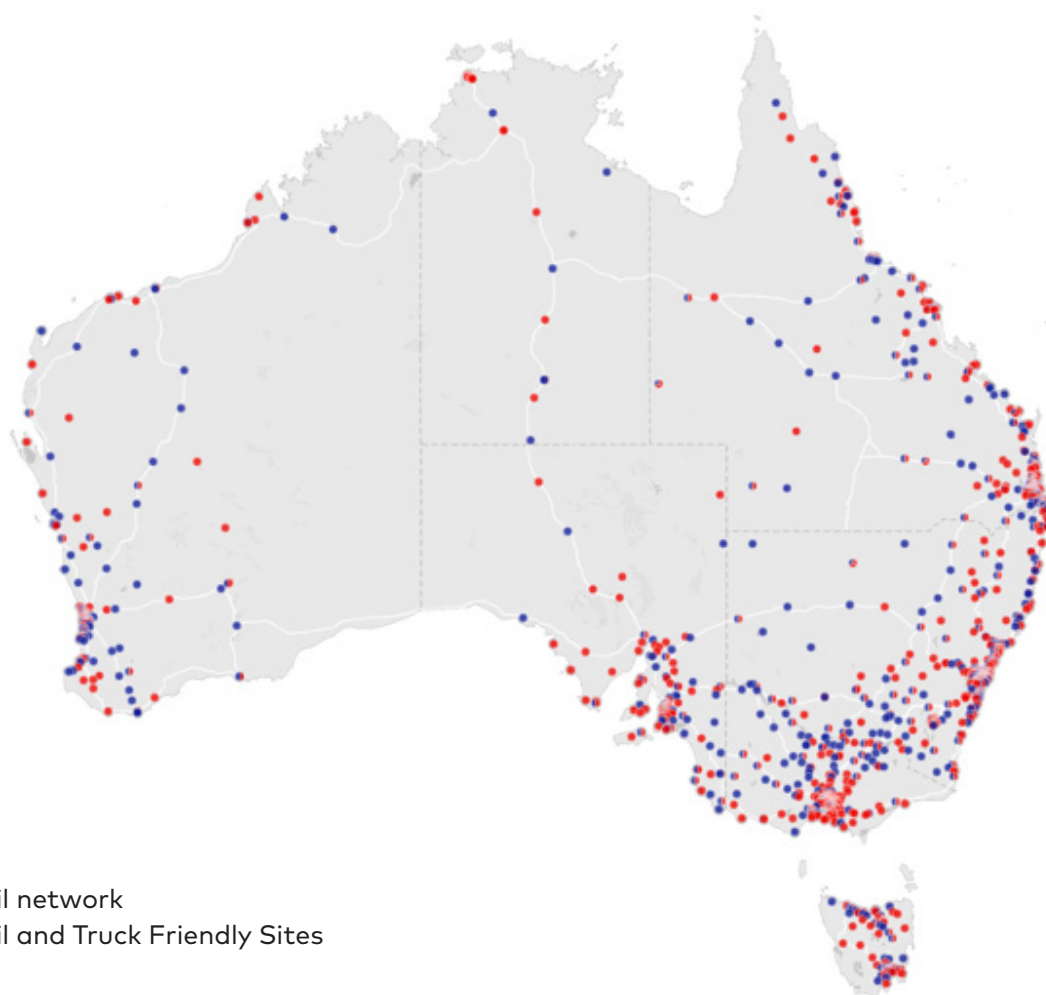
branded
retail sites



Over
740
truck
friendly sites



Over
220
National Truck
Network Sites



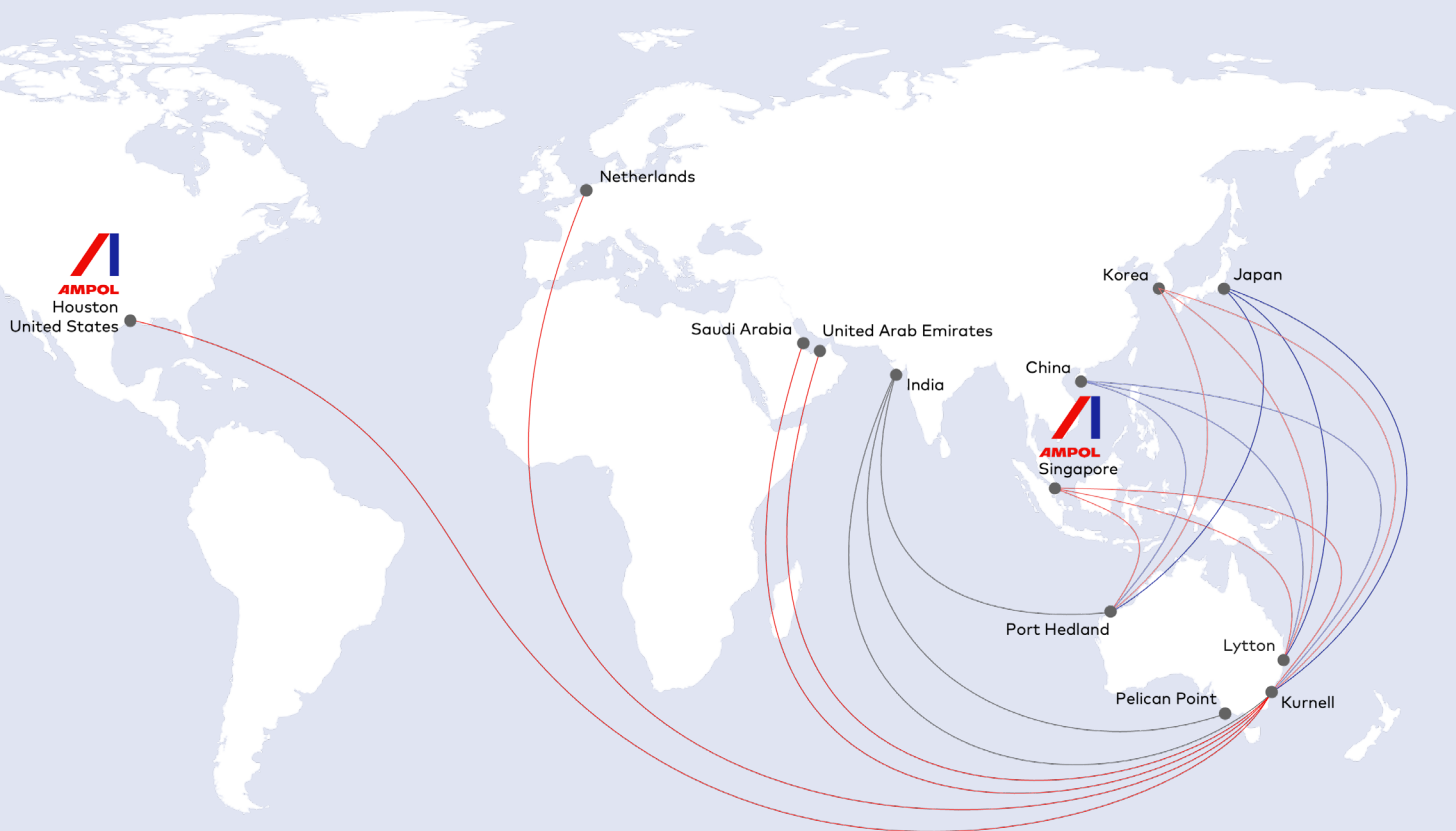
- Retail network
- Retail and Truck Friendly Sites

For illustration purposes only.

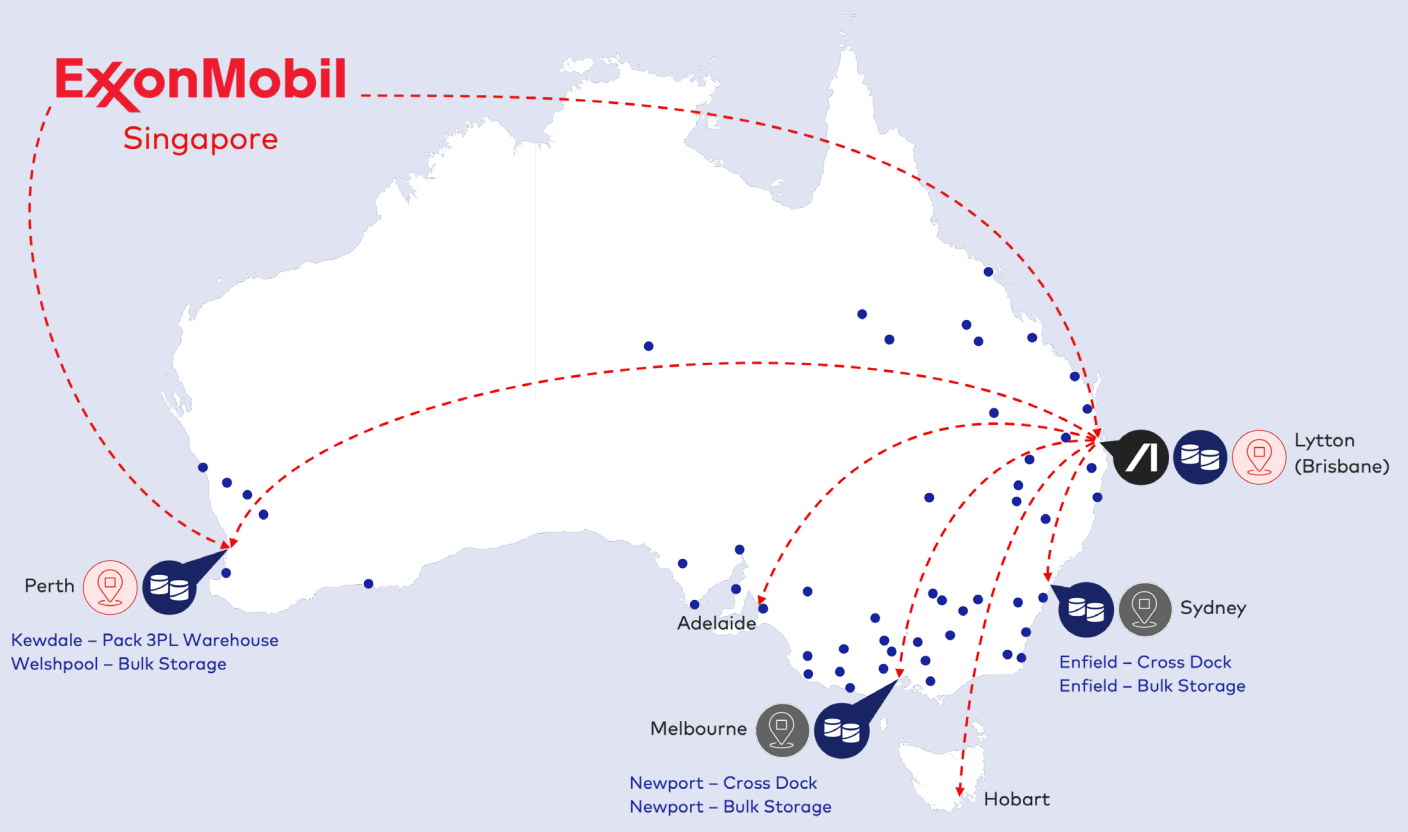
Our international sourcing network






We have established international storage facilities across the Asia Pacific region, as well as our trading offices in Singapore and Houston, USA. Our team in Singapore and Houston sources products from around the globe, working closely with trusted vessel owners and operators through our chartering team.

Our refined products are primarily sourced from key supply locations in North Asia, Singapore, India and the Middle East, while crude oil and other feedstocks are procured from various global locations based on availability and quality. Our diverse network of suppliers and locations enables us to select the best sources and ensure a reliable supply of quality products.

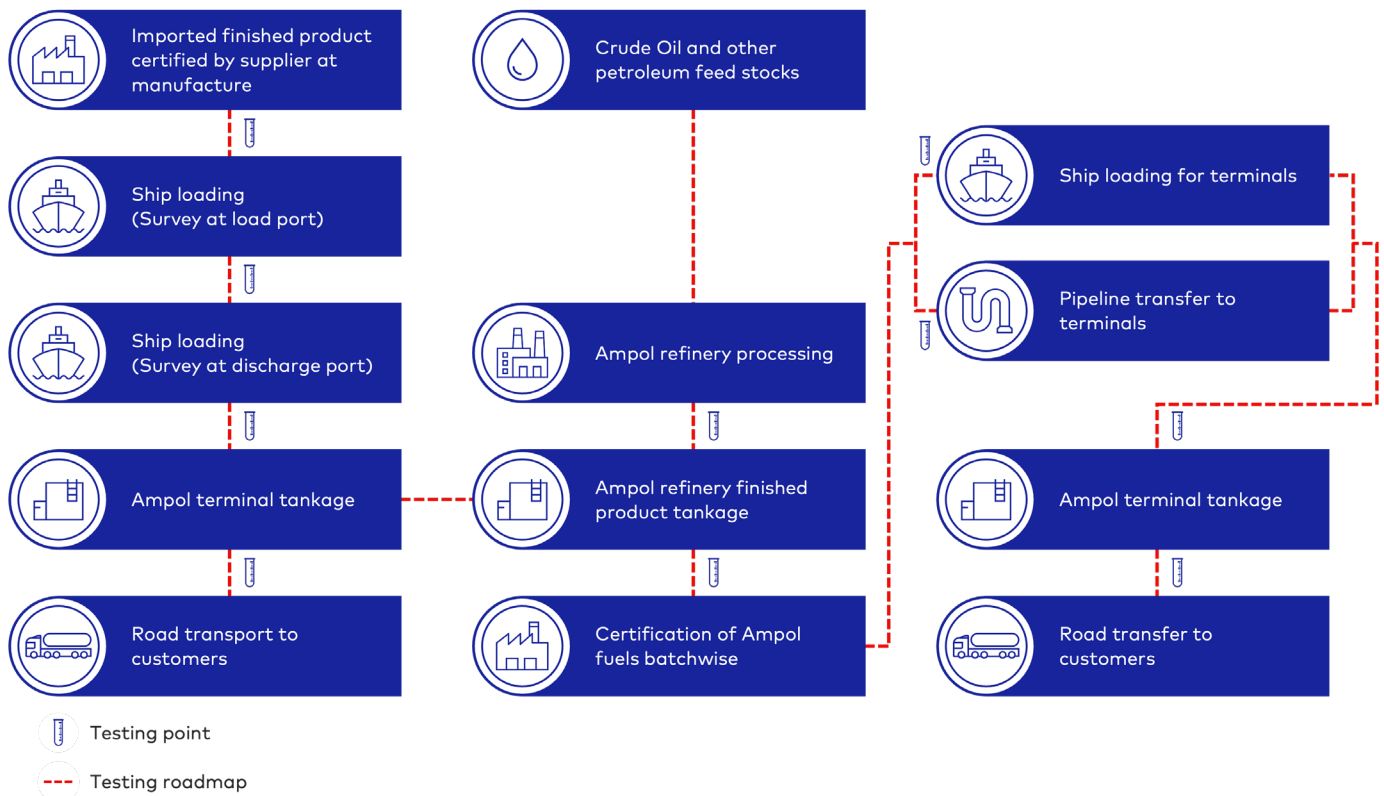


Lubricant primary distribution network



-  Lubricant manufacturing facility – 1
-  Lubricant bulk storage – 4
-  Lubricant distribution centres – 2
-  Lubricant Cross Dock (Line Haul) – 2
-  Ampol depots – 53

Ampol's fuel quality controls



Our fuels are quality tested consistently throughout the supply chain following strict and methodical sampling techniques. Certification testing occurs:

- At the point of manufacture to certify product meets all specifications and customer expectations
- At the load point
- At the discharge point
- At storage tanks where product is stored to ensure that when the product arrives, it is to required specifications and free of any contaminants.

Certification testing is performed on each product in a company or third party approved laboratory to confirm that the product meets defined specifications and to establish a Certificate of Analysis (CoA) or Certificate of Quality (CoQ).

Amplify Premium Fuels

World-class fuels to maximise engine performance

Ampol is proudly Australian and we formulate and test our fuels under tough Australian conditions to meet and exceed our customers expectations.

Unlike regular fuels, our Amplify Premium Fuels contain an advanced multi-function additive to remove carbon deposits from the tips and the insides of injectors.

These carbon deposits disrupt the flow of fuel into the engine and this can result in the following:

- Hesitation under acceleration
- Rough engine running
- Increased fuel use

AMPOL
AMPLIFY 95

AMPOL
AMPLIFY 98

AMPOL
AMPLIFY Diesel



Benefits

The multi-function additive in Ampol Amplify Premium Fuels is based on new deposit control technology with the following features:



Glide

The friction modifier in Amplify Premium Petrol provides a barrier between the moving metal surfaces to help prevent engine wear



Protect

The corrosion inhibitor protects metallic surfaces and prevents the formation of abrasive rust particles that can cause damage to injectors



Clean

The detergent cleans the fuel system for optimum fuel flow



Fast

The foam inhibitor in Amplify Diesel prevents the formation of foam during refuelling that can lead to spills, resulting in a cleaner, faster fill

Note that all results may vary depending on the vehicle, engine itself, environmental conditions, other factors such as variability in engine load factor and driver behaviour. Performance claims are based on independent testing conducted in 2020 comparing vehicles using regular, unadditised petrol or diesel to vehicles using Amplify Premium fuels.

Amplify Premium Diesel

Amplify Premium Diesel is the total fuel solution for the road freight industry.

Ampol Amplify Premium Diesel is based on new advanced deposit control technology with the following features:



Clean

The detergent cleans the fuel system for optimum fuel flow



Protect

The corrosion inhibitor prevents the formation of abrasive rust particles that can damage fuel injectors



Fast

The foam inhibitor prevents the formation of foam during refuelling for a cleaner, faster fill

Keep your fleet at peak performance for longer.

- High-performance diesel designed to meet increasing demands of new diesel engines.
- Unique, QPIBA based formulation keeps hard-working engines healthier for longer.
- The multi-function additive is based on new advanced deposit control technology allowing for cleaner fuel systems, better protection, better performance and better efficiency.

Note that all results may vary depending on the engine itself, environmental conditions, other factors such as variability in engine load factor and driver behaviour. Performance claims are based on independent testing conducted in 2020 comparing vehicles using regular, unadditised petrol or diesel to vehicles using Amplify Premium fuels.

Lubricant solutions

World-class lubricants, Australian expertise



We've been a trusted supplier in the Australian market for over 100 years. Our customers rely on our expertise in sourcing and manufacturing high-quality, top-performing oils and lubricants. For sourcing, formulation, and supply of premium fuels and lubricants, Ampol is your proven choice in Australia.

At the heart of Ampol Lubricants is our flagship Lytton manufacturing facility in Brisbane, which serves as the base for our Australian lubricants supply network, including sites in Sydney, Melbourne, and Perth.

Ampol's range of Mobil lubricants, engine oils, transmission oils, gear oils, and coolants provides Australian industries access to world-class products that customers know and trust. Since our lubricants marketing alliance with ExxonMobil was established in 2020, our Australian customers and valued distributor partners have benefited from over 150 years of Mobil lubricant innovation. This association combines Ampol's extensive supply chain and experience in delivering premium products with ExxonMobil's global technical expertise and original equipment manufacturer

(OEM) relationships, enabling us to develop and manufacture premium and high-quality products for our customers, where and when they're needed.

We keep Australia's vehicles, equipment, and industries running smoothly with reliable delivery and uninterrupted supply, supported by:

- Australia's largest field team and an in-house technical team of experts in cities and regional centres across the country
- A dedicated technical solutions helpline to ensure you find the right product every time
- Access to Ampol's complete offerings across fuels, lubricants, energy solutions, and AmpolCard for businesses.

For more information, visit:

<https://ampol.com.au/fuels-and-oils/lubricants>
For updated information, please contact Ampol Technical Solutions at 1300 364 169 or via technicalolutions@ampol.com.au

Lubricants product range at a glance

Ampol is trusted by businesses to deliver solutions for the tough environment of Australia, with the reliability of proven lubricant expertise through local manufacturing and import capabilities.

Our products cater to agriculture, mining, transport, energy, construction and corporate fleets.

Have a quick look at our product range on the right. For more information about our product range, visit: <https://www.ampol.com.au/business/products-and-services/lubricants-solutions>



ENGINE OILS

DRIVELINE FLUIDS

COOLANTS

GREASES

AUTOMOTIVE SPECIALTIES

AMPOL SPECIALTY LUBRICANTS

CLEANERS

FARM AND AGRICULTURE

RAILROAD LUBRICANTS

HYDRAULIC FLUIDS

INDUSTRIAL LUBRICANTS

Ampol and Z Energy



Better together, stronger together, more ambitious together.

In May 2022, we welcomed Z Energy to the Ampol Group, becoming the largest Trans-Tasman energy retailer. This acquisition enhanced our core business, expanded the international portfolio and provided a stronger platform for us to evolve the future energy offer to our customers.

Following the acquisition, we combined Ampol's 'Future Energy' team and Z Energy's 'Low Carbon Future' team to create the Energy Solutions team – leveraging the scale and expertise of both teams, we're uniquely positioned to focus on the needs of our customers throughout the energy transition.

As an integrated team of energy solutions specialists, we are pursuing opportunities in areas that are close to our core capabilities and assets and do so with technology and industry partners to give us the best chance of success. We concentrate our focus and continue to evolve through targeted participation, as future customer needs and the pathway for transition becomes clearer.

EV charging solutions

AmpCharge drives your business further with a range of EV solutions.

We've always kept in step with Australians as their needs change – let Ampol provide the energy to get you moving and keep you moving with AmpCharge at home, on the road including fleet solutions.



Home Charging for Fleet

AmpCharge home charging solutions, so your drivers and employees will be able to charge their EVs at home



Commercial Charging

AmpCharge can install and build charging bays, enabling convenient and fast charging services for electric vehicle drivers



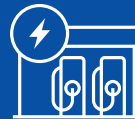
Workplace Charging

AmpCharge workplace charging includes a full turnkey solution; including a range of hardware options, full design and installation services, software and ongoing operations and maintenance. EV charging solutions tailored to your business operation.



AmpolCard - Coming soon

- Card management and portal
- Employees receive an AmpolCard accessing retail offers
- Access to AmpCharge's public EV charging network



AmpCharge on the road chargers provide up to 150kW of power so you can charge your vehicle quickly at our convenient locations and be on the road again.



Ampol's next steps

Continue roll out of AmpCharge EV fast chargers to various of our forecourts across Australia. Continue roll out of EV chargers at destinations such as shopping centres.

Partnering with Volkswagen Australia



Ampol and Volkswagen Australia have reached a milestone agreement that will see Volkswagen Australia electric vehicle (EV) customers gain access to Ampol's AmpCharge home EV charger offer and discounts at its public EV charging stations nationwide.

Volkswagen ID. customers will receive discounted Ampol public EV charging rates for the first 12 months of ownership, with rates to be determined closer to the ID. electric vehicle range launch. Australia's biggest European auto brand will also share dealer and customer insights to inform key locations in Ampol's fast-charging rollout.

Volkswagen has more than 100 dealerships nationally, all of which are currently being prepared to sell and service the brand's battery electric vehicle rollout that is expected to in 2024.

This collaboration with Volkswagen Australia represents another step forward in our continuing e-mobility strategy which is designed to provide a diverse and comprehensive charging network to power customer journeys in the home, forecourt or locations where they need to charge.

Ampol Foundation



The Ampol Foundation, established in 2019, is the vehicle through which we deliver our corporate social responsibility activities.

As a proud and independent Australian company, we are committed to being a positive contributor to communities and using our network and employees to deliver our company purpose, powering better journeys, today and tomorrow.

The focus of the Ampol Foundation is guided by two pillars: youth education and development and community wellbeing and safety.

As Australia's leading transport fuels provider that exists in hundreds of communities across the country, we are passionate about keeping our people and customers safe.

We are also dedicated to improving access to education amongst disadvantaged youth and believe that investment in this area has a long-lasting impact on society.

Our mission

Proudly powering better journeys for all Australians

The mission of the Ampol Foundation is to leverage our people, skills and infrastructure to support Australian communities in need, with a focus on creating better education and employment opportunities for Australian youth, and keeping people safe, both on and off the road.

Flagship partners



Community partnerships and programs



Employee programs



Dealer enquiries



While the information in this brochure is accurate as at the date of publication on 09 October 2024, Ampol provides no assurance of its continued accuracy past this date. Ampol intends to update the document on an annual basis.

If you would like further information, please use the QR code or email ampoldealernetwork@ampol.com.au

Thank you!



ampol.com.au

