



**IPT**

**EXPLORING  
ENERGY  
EVERYDAY**

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«WE LEARN FROM OUR EXPERIENCE, AND WORK FOR A BRIGHTER FUTURE»

## MESSAGE FROM **THE CHAIRMAN**

Being in the business for almost 50 years has given IPT a wealth of experience. It is with great pride that I can rightfully claim that IPT is one of the leading oil and gas companies in Lebanon today with a network of more than 200 gas stations across Lebanon.

Our success story in the oil and gas industry was recognized by Forbes Middle East Magazine in 2018 which selected us among Lebanon's top 35 inspiring Lebanese business leaders that have shaped the country's business landscape.

This is the result of years of hard work in which we focused on incorporating sustainability into our daily activity, ensuring safe, incident-free and responsible business operations, supporting the efficient use of energy sources, empowering national economy and bringing value to the community.

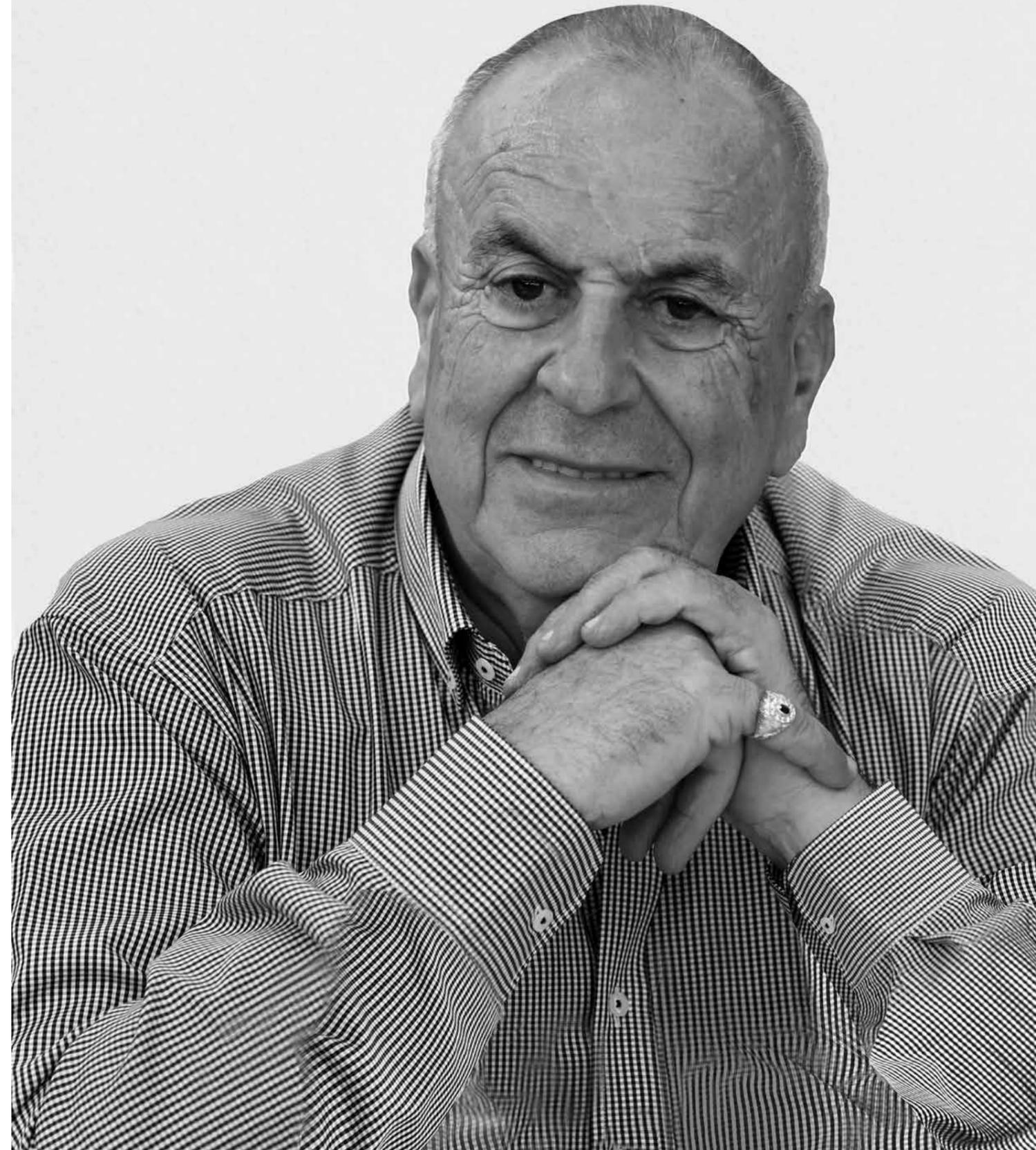
We attributed to IPT Energy Center (IPTEC) the role of pursuing our CSR goals in the field of energy efficiency and environment preservation, and to Michel Issa Foundation for Local Development (MIF) the role of empowering the community.

In line with our vision, offering the best quality fuel in Lebanon has always been important to us. This is why we offer Quantum, the advanced eco-friendly gasoline product that combines high-quality gasoline with a cutting-edge additive developed by Total. Quantum delivers many benefits and is exclusively available at IPT stations at no added cost.

We unveiled IPT model eco-friendly and sustainable gas station that will be concretized with a pilot station featuring technological advances in an innovative design due to open in 2019.

As we grow into a business that seeks excellence, we have built closer connections and better communication with stakeholders. We are proud that our customers recommend us to their family and friends, suppliers seek for long-term relationships, and partners pursue for longstanding collaborations.

**Michel Issa**  
Chairman



# OUR STORY



# HISTORY

In the late 70s the vision was set “redefining the concept and the role of a gas station”, and in 1982 our first and small gas station was established in Amchit (Jbeil district) by the founder Michel Issa.

Our success story exceeds **50 years** of experience in the oil, gas and petroleum field. IPT became a leading company in the sector in Lebanon and marked the international market with a fine reputation we are continuously proud of.

IPT reached a point where it became the pioneer of a developed transportation fleet, a network of franchised and self-managed gas stations as well as spacious storage facilities, all under one conglomerate.

Throughout the year, IPT gained the trust of international companies and established strategic partnerships that have given it priceless experience and helped it improve the quality of its services.

Today, IPT is a recognizable brand with more than 200 gas stations spread all over Lebanon, aiming to provide the Lebanese consumer with the best products and services through eco-friendly concepts.



# WHO WE ARE

IPT gets people and businesses moving. We offer premium oil and gas solutions in addition to a wide variety of services. At IPT we fully understand the energy and environmental challenges of today's rapidly changing world and we take actions towards it.

This is why our approach is not only rooted in the present, but looks towards a sustainable future. As one of the leading oil and gas companies in Lebanon, IPT is at the forefront of global trends. We are specialized in the import and storage of petroleum products including gasoline, diesel oil, LPG, and lubricants and we exclusively offer the eco-friendly gasoline “Quantum”. We also offer reliable distribution services to gas stations, factories, and homes.

IPT even boasts a network of 30 fully owned gas stations that are managed by the company and has a chain of more than 170 franchised gas stations branded IPT across Lebanon.

Because we want to improve your life, IPT also offers you a comprehensive range of petroleum related services alongside a wealth of sub-brands including Elf Lubricants, individual and fleet fuel cards, IPT-Byblos Bank MasterCard, Bon Appétit convenience stores, McDonald's restaurants, EQUIPT petroleum equipment stores, Laser wash, Automatic Truck Wash, Auto Gadget car accessories shops, and Mountain Mudd Espresso drive-thru kiosks and coffee shops.

## Top-of-Mind in Providing Better & Trusted Fuel

### Vision Statement

### Mission Statement

- Become one of the leaders in the gasoline and diesel market (among the top 4 in Lebanon)
- Earn the reputation of the innovative, pioneer and responsible Oil & Gas company
- Provide clean and affordable fuel
- Adapt to change in a critical business environment and survive crisis

### Business Principles

Commitment to QHSE policy and procedures

Sustainable development and CSR integration at the heart of our business

Differentiation and uniqueness of offerings

Integrated management system along the value chain

People and organization excellence

Customer focused and oriented

### Value States

- Be a partner in developing the national economy
- Set the example of the corporate behavior in terms of good governance and social responsibility
- Follow the best business practices based on integrity, trust, respect, transparency and accountability

# IPT GROUP STRUCTURE

IPT Group is a business of diverse corporations working independently with perfect cohesion. This structure has enabled IPT to succeed and maintain an efficient work flow among its various units.



# IPT TEAM

IPT's fully dedicated team is fundamental to its success. From the very high top management to the «on the field» team, IPT staff is committed to hard work and excellence. Everyone works in a highly professional manner in order to serve the customers' needs and ensure their satisfaction.



# IPT ONLINE SERVICES

IPT website embodies the company's commitment to helping partners, investors and customers realize their performance target. The website is proudly part of the company's list of achievements. It is updated daily and provides cutting-edge online services such as a searchable map locator, local and international fuel prices history, online fuel order, free call back service, and projects, activities and studies accomplished by IPT Energy Center (IPEEC) and Michel Issa Foundation for local development (MIF).

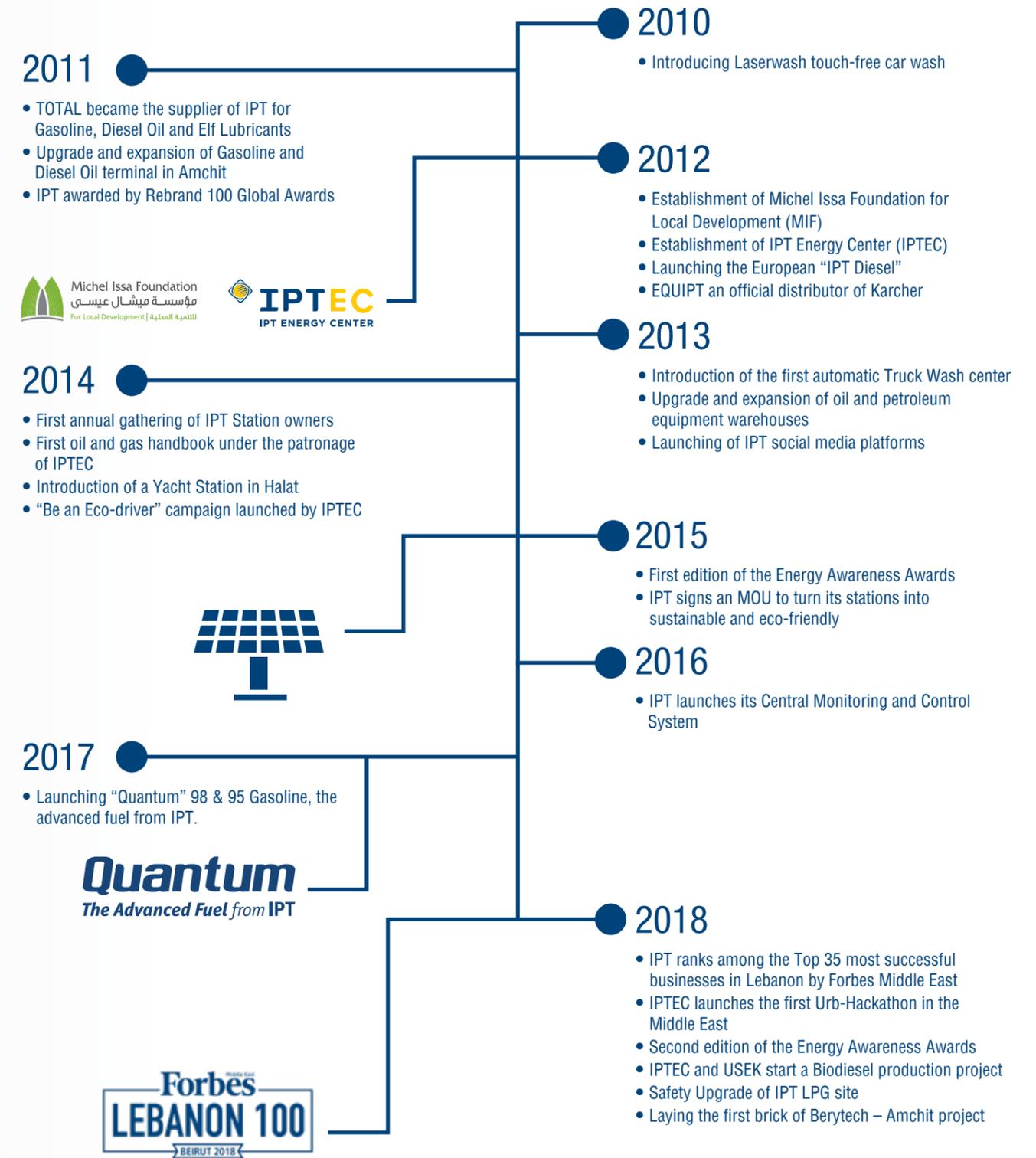
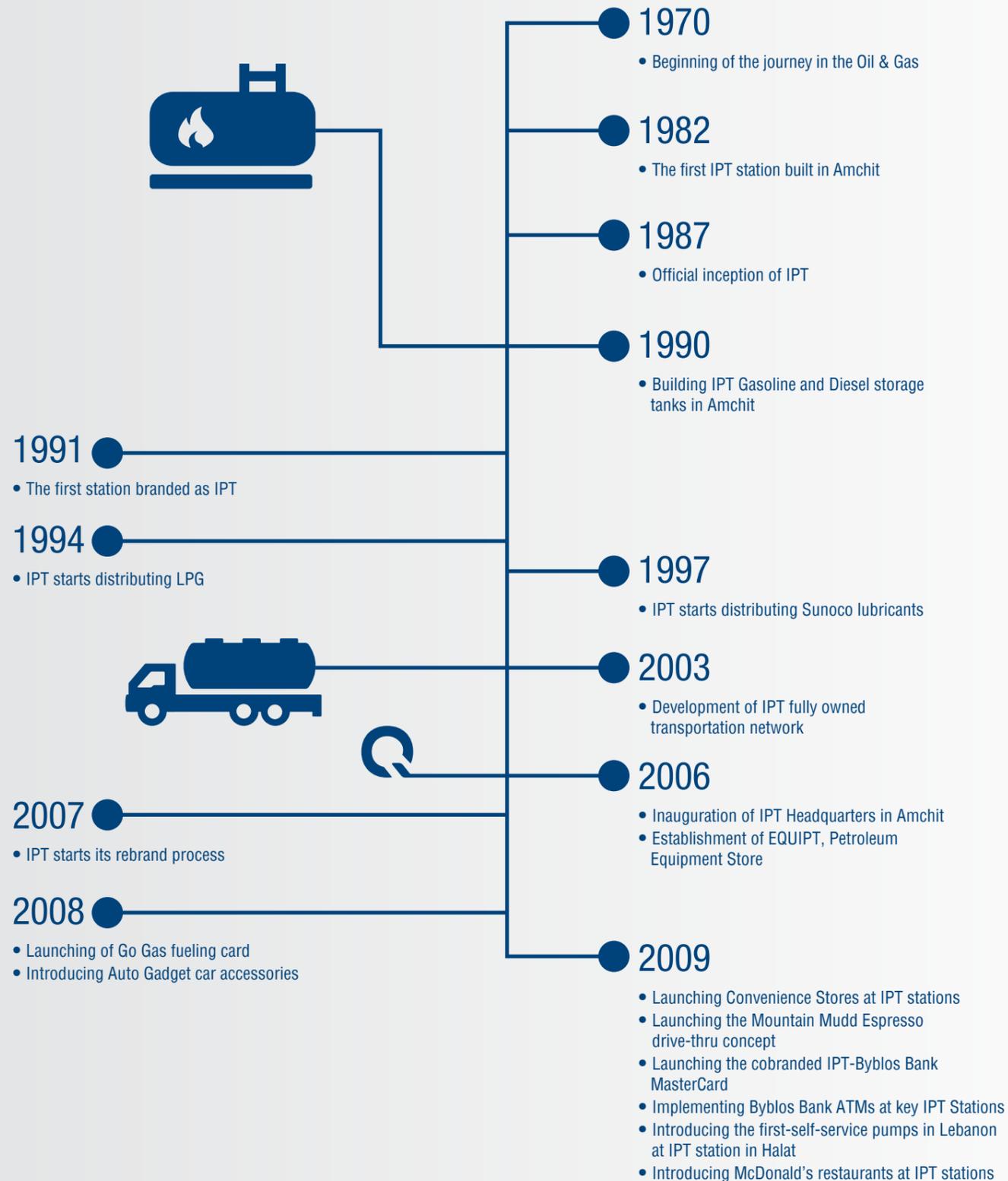
You can also follow us on all Social media platforms (Facebook, twitter, Instagram and LinkedIn) to always be updated on our latest news, eco-friendly tips, events, and more.

## Fuel Prices Analytics

In the light of the changing fuel prices affected by market factors worldwide, IPT exclusively provides the history of local and international fuel prices variation online through an easy and user friendly access.



# IPT AT A GLANCE



# IPT SUPPLY CHAIN



# SUPPLYING YOUR NEEDS



IPT is more than innovative gas stations with a wealth of great features and services. We have a lot going on behind the scenes so we can have a reliable supply chain in place that enables us to meet your needs with added efficiency.

## IMPORT

Our aim is to provide you with premium products in a prompt manner. To achieve this, IPT's core business activities include the import of hydrocarbons and related petroleum products. Our supply chain starts

at the refinery and then the products are shipped by sea and delivered directly to IPT's storage tanks in Amchit, Lebanon.

## STORAGE

IPT has vast storage facilities that are safe, secure, and uphold quality. They include:

- IPT gasoline and diesel oil tanks in Amchit
- IPT LPG facilities in Hosrayel
- IPT lubes warehouses in Amchit and Halat
- IPT equipment warehouse in Amchit

As a firm that's always evolving and improving, our gasoline and diesel oil storage facility in Amchit was fully upgraded and expanded in 2011. This massive overhaul increased the storage capacity to 30,000 M/T and made it fully comply with API, ASTM, and NFPA standards requirements. As we grow, we will continue to expand our storage facilities while safeguarding quality and taking measures that protect the environment.

## TRANSPORTATION

Fuelling your business and life is important to us. Our well-established and fully-owned transportation network (including tank-trucks, trailers, closed vans, and other types of vehicles) is always ready to deliver all products efficiently and quickly in segregated and sealed compartments tanks, and to promptly handle maintenance requests. IPT's large fleet is the basis for an efficient and quick transportation network.

But what makes us truly stand out is our commitment to safety and attention to detail:

- Secured delivery service to all Lebanese areas.
- Specialized trucks equipped with positive Displacement Meters provide superior accuracy and preserve products' quality.
- All the company's vehicles are managed by a team of experts to monitor operations and make sure all safety standards are applied.

Also, all vehicles are equipped with a high-tech GPS system that allows centralized control to minimize road risks and incidents.



## DISTRIBUTION

IPT not only supplies gasoline, diesel oil, LPG, and lubes to gas stations throughout Lebanon. We have an impressive distribution channel that includes a large number of organizations and businesses from diverse sectors such as factories, hotels, malls, banks, cinemas, schools, companies, universities, and even residential buildings with large electricity generators. We're here to facilitate your life.

Our meticulous and centralized sales activities' management assists us in providing you with exceptional services and complete fueling solutions. When you choose IPT, you know you will get your premium quality products delivered in exact quantities and on time. We even help you cut down on fuel expenditures by periodically cleaning diesel tanks and by installing fuel meters for precise fuel monitoring, management, and quality test analysis.



# IPT STATIONS



# TRANSFORMING THE CONCEPT OF GAS STATIONS

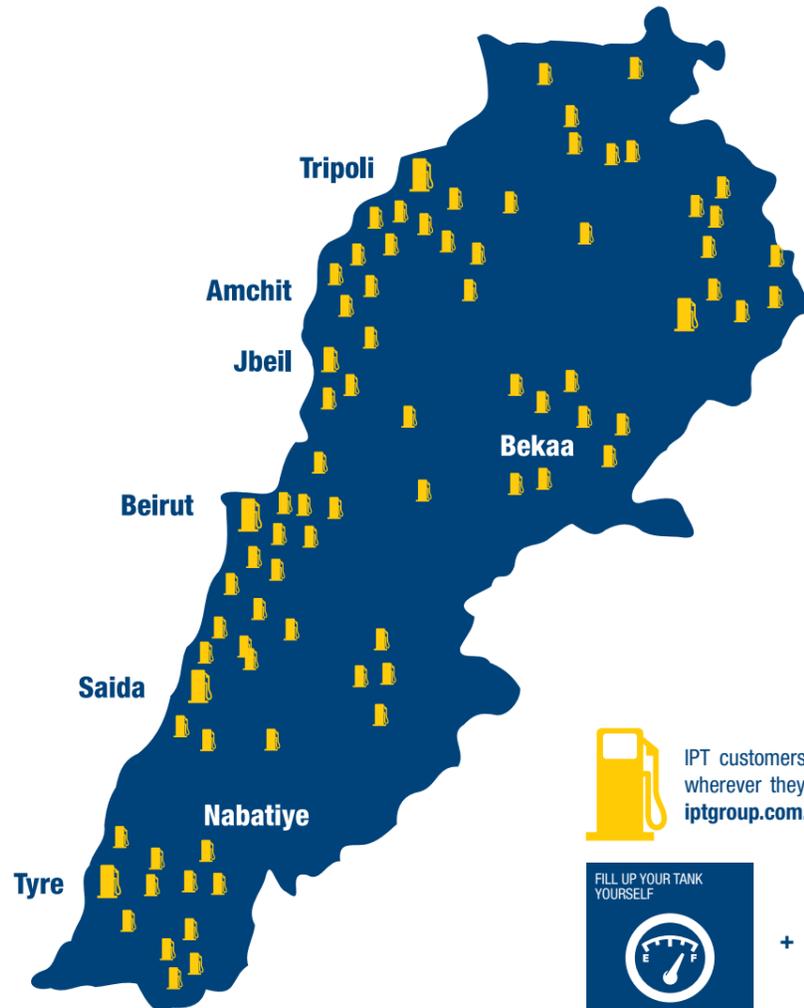
Introducing a new concept of gas stations in Lebanon stands behind IPT's ever-growing professionalism and innovative spirit. IPT was able to associate gas stations with an attractive, safe and clean place where premium products and services are always available.

IPT possesses 30 fully-owned gas stations and more than 170 franchised gas stations, all dedicated to client satisfaction through modern branding, exceptional feel and new ideas that serve all needs: Self-service pumps, Bon Appétit convenience stores, McDonald's restaurants, Mountain Mudd Espresso drive-thru kiosks, Auto Gadget car accessories shops, ATMs, individual and fleet smart cards, Laserwash & Automatic Truck Wash.

IPT customers can also benefit from different payment facilities and rewarding programs through using fueling smart cards, such as Go Gas, IPT-Byblos Bank MasterCard and many others customized fuel management solutions for corporate and individual use.

## IPT SELF-SERVICE

IPT is the first company in Lebanon to introduce the Self-Service gas station concept, another aspect of IPT's distinctive characteristics allowing its customers to take control and fill up on value.



 IPT customers can conveniently locate IPT stations near them wherever they are, simply by logging to IPT website [iptgroup.com.lb](http://iptgroup.com.lb) and checking the "stations locator" online





# FUEL MONITORING DIGITALIZATION

Today, competitiveness in the Oil and Gas Industry is defined by the level of Safety, Quality and Customer Satisfaction. At IPT, we are always trying to keep up with new technologies while enhancing our systems to keep evolving and developing to deliver the best products and services to our customers. In order to achieve our Goals and our Vision, we collaborated with Automatrix, Siemens partner in Lebanon, to launch the First Central Monitoring and Control System in the Middle East at IPT able to monitor the entire supply chain of IPT petroleum chain with full ERP connectivity.

This project offers a complete remote and accurate management and control of all IPT operations, covering the entire supply chain from the unloading of petroleum products from the ship at IPT terminal, to the distribution and storage of the products at the gas station, and the sales to the end consumer.

The entire supply chain is monitored from a central control room located at IPT Headquarters in Amchit. This ensures successful and effective inventory control and operations management at the gas station, including the authenticated synchronized price change over the entire chain and online metering of fuel dispensers, underground tanks, energy management, truck and car wash systems, etc...

Siemens has decided to include the fuel automation system initiated at IPT, by AutomatiX, as an accredited Siemens product to be showcased in its major exhibition worldwide, under the title of "Oil & Gas Automation Solution from the Refinery to the End-user at the Gas Station".

IPT automated monitoring and control system supports the company's strategy in offering top quality products and services and maintaining the customers' trust through deterring fraud, improving the operations' efficiency and ensuring higher accuracy in sales.





# IPT ON THE ROAD



**Quantum**  
UNLEADED **95**

**Quantum**  
UNLEADED **98**

As part of IPT strategy to enhance the quality of its products and services in Lebanon, develop them further and keep up with the highest Lebanese and International standards, IPT launched in 2017 a new advanced Gasoline product exclusive to IPT Stations: "Quantum".

"Quantum" transforms the regular gasoline into a superior fuel that meets the needs of the 21st century. The formula of "Quantum" is a mix between a high-quality gasoline and a cutting-edge additive developed by Total, a specialized company in this field. This is what differentiates "Quantum" that contributes to:

- Fuel economy
- Power & responsiveness
- Engine protection
- Less pollution

"Quantum" also offers exceptional deposit clean up, better combustion, less noise, and an improved driving experience.

"Quantum" has the performance level of World Wide Fuel Charter's (WWFC) highest categories and has undergone a series of tests conducted by specialized European laboratories on different car brands.

No Extra Cost: "Quantum" is exclusively available at IPT stations at no extra cost for both the station owner and the end-user.



**IPT DIESEL**



## IPT DIESEL for vehicles

IPT Diesel is a concentrated fuel technology for saving consumption and protecting the environment. This ecofriendly European product conforming to the Euro 4 and Euro 5 standards constitutes the ideal fuel solution for vehicles.

Using IPT Diesel in diesel-powered cars, trucks and buses has a variety of benefits over gasoline-powered vehicles. In fact, a diesel-powered engine burns fuel at a higher temperature than gasoline, promoting more efficient fuel combustion.

IPT Diesel has a higher energy density than gasoline, meaning that it takes less fuel to provide the same power as standard gasoline and does not release Carbon Dioxide that is harmful to the environment.





Lubricants

## The driving force behind automobile development

IPT is an official distributor of Elf lubricants in Lebanon, a brand of TOTAL that complies with the highest quality standards.

Elf meets the latest ACEA and API specifications and stands for environmental challenges, which proves its high quality and reliability.

Elf highlights its expertise through its partnerships with top international manufacturers such as Renault, Nissan, Kawasaki and Dacia. The expertise in the devotion to motorsport research and innovation as well as the partnerships with top international

manufacturers is behind the creation of high performance oil that provides effective engine protection.

Elf products are specialized for all driving conditions and car types (trucks, motorcycles, etc). Known as the oil «Born in Formula One», Elf is a supplier of major events like Formula One, Moto GP, Rally, Paris Dakar, and Karting, and it uses the technology learned on the race track to develop synthetic motor oils for today's vehicle.



## self service rewards

### Take control and fill up on value

IPT is the first company in Lebanon to introduce the Self-Service gas station concept, another aspect of IPT's distinctive characteristics and pioneering drives.

The IPT Self-Service option increases operational efficiency and saves time through shorter waiting lines while empowering IPT customers to take control and save money with no need to tip.

Selfservice also includes self water refill and windshield cleaning. IPT customers receive valuable gifts and services when using IPT Selfservice Rewards Card.





## Cash where you need it

IPT has installed ATM machines at key IPT stations to provide the ultimate convenient and secure cash withdrawal experience for IPT clients, thanks to its stations' high standards.

Enjoy secure cash withdrawal 24/7 when you're on the go.



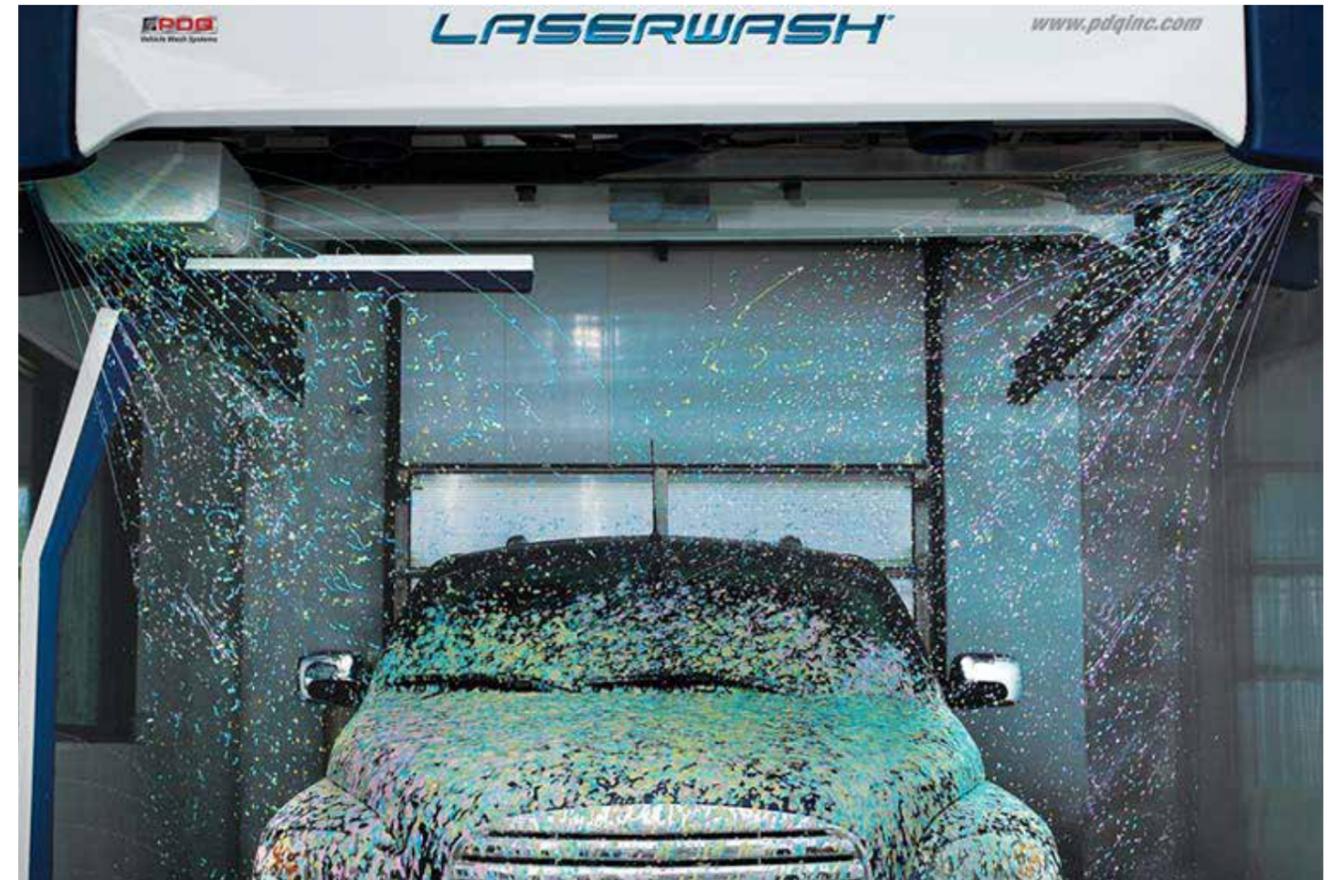
# LASERWASH®

(A US Dover company).

## Laserwash is an in-bay touch-free vehicle cleaning system from VehicleWash Systems PDQ.

Easy to operate, Laserwash provides IPT clients with a fast, practical, safe and affordable professional carwash with consistent results. Introduced by IPT for the first time in Lebanon, the Automatic Touch-Free Laserwash is available at most IPT stations 24/7. The products and techniques used during the cleaning do not harm vehicles in any way.

By eliminating floor steel, well mounted sensors, T-bars, and other bay obstructions, and using bright and legible in-bay signs, auto reset and front bug prep, Laserwash sets itself apart from the competition. What better way to add a clean sparkle to your car!





IPT has introduced the First Automatic Truck Wash Center in the Middle East, a revolutionary system, in its Amchit highway station. This «one-of-a-kind» technique helps you save money, time and efforts while leveraging your image. It gives the flexibility to choose between brush, high pressure touch-free wash and steam cleaning for any vehicle of up to 4.2 meters in less than 20 minutes.

Impressive cleaning results are all made possible due to collaboration with the professional German brand KÄRCHER, a worldwide leader in providing advanced and professional cleaning solutions.

In its relentless efforts to preserve the environment, Truck Wash Center features an effective water recycling system that saves up to 85% of used water.



## McDonald's restaurants

For the first time in Lebanon, IPT is engaged in a well-founded partnership with McDonald's creating a breakthrough for the concept of gas stations in Lebanon.

Located at selected IPT gas stations, McDonald's provides IPT clients with a wide range of offers and services such as dine-in, drive-thru, happy hour, kids area, open-door program as well as birthday celebrations.

Aligned with IPT values, McDonald's believes that giving back to the community is an essential role. Every year McDonald's sponsors social and sports activities and events and hosts free lunches for thousands of orphans and children in need from across Lebanon.





## Bon Appétit Convenience Stores

### True Convenience

Need a few items but don't have a supermarket nearby? Come to IPT. Bon Appétit convenience stores are available exclusively at IPT's network of stations.

As part of its innovative concept, IPT introduces Bon Appétit convenience stores on key IPT stations to meet your needs 24/7. By bringing everything faster and closer to you, Bon Appétit convenience stores make your IPT experience a distinguished

one. Enjoy a wide selection of food & beverages, fresh salads and sandwiches, in addition to lottery and cell phone recharge all in a neat and modern look.

Also benefit from a quick service inside the store and a functional and attractive display that makes it faster for you to find what you're looking for. When it comes to deciding where to fuel up, what's more convenient than IPT. Bon Appétit!



## Mountain mudd espresso

IPT has introduced for the first time in the Middle East the concept of drive-thru coffee to gas stations through Mountain Mudd Espresso which offers premium coffee on the go.

Known as the «Taste of America», Mountain Mudd is not an ordinary coffee. It's a secret blend of nine beans individually roasted over an exclusive oak fire. Along with 20 different products, Mountain Mudd offers a variety of hot and frozen drinks, coffee and cream base to suit all tastes.

Mountain Mudd Espresso is available at IPT stations under different forms: drive-thru kiosks, coffee shops, mobile shops

and waiting areas inside IPT stations convenience stores. All kiosks have a similar look, feel and offerings as those in the USA. Mountain Mudd's staff constantly undergoes exceptional trainings to ensure fast, effective and friendly services. Visitors can always enjoy the welcoming atmosphere of the baristas and benefit from frequent tasting offers and menus distributed at different locations.

Getting a much needed cup of coffee has never been more practical or delectable to Lebanese people.



# IPT FOR BUSINESSES



# IPT DIESEL



## IPT Diesel as industrial fuel

Conforming to Euro 4 and 5 standards and directly imported from France, IPT Diesel is recommended in all industrial applications such as fueling power generators, heavy duty machinery and construction equipment. It is also used in marine, exploration and excavation as well as hospitals, telecommunications, agricultural and other applications.

IPT Diesel reduces fuel consumption and has very low sulfur content and special additive blend which lead to a reduction in the maintenance costs of machineries and engines.

IPT Diesel is directly delivered without any intermediaries, through IPT distribution tanks suitable for all locations and areas. All tanks are equipped with Italian meters to guarantee high accuracy in delivery. Thus, customers receive an official detailed invoice upon each delivery.

IPT Diesel is delivered for free to all areas within 24 hours from order on IPT Diesel hotline number 76/733 337.



# EQUIPT

PETROLEUM EQUIPMENT STORE

EQUIPT is the undisputed Petroleum Equipment Store in Lebanon, dedicated to the import, distribution and sales of all petroleum equipments. Since its inception, EQUIPT's product range is constantly expanding, filling a void in the market and answering the requirements of the rapidly developing sector which caters the real needs of gas stations, businesses and petroleum industry.

The large showrooms in Amchit constitutes a «one-stop-shop» and offers a variety of machinery, accessories and equipments used for terminals, oil storage tanks and reservoirs, LPG filling stations, petrol stations, petrol trucks, factories, hotels, restaurants, hospitals, schools, malls, cinemas, universities,

buildings and homes. The main items are the fuel dispensers and related accessories, hot and cold high pressure washing systems, oil extractors, tire inflators, mounted and mobile pumps, meters, cleaning machines (for domestic and industrial use), fire proof deposit safes, security camera systems, air compressors and much more.

EQUIPT products are well renowned international brands from Lanfeng, Kärcher, PDQ, Tokheim, OPW, PCL, TCS, APAC, JUCAI, Antonio Merloni, Sab Tech and many others, all available in large quantities and competitive prices.





Standing at the forefront of gas solutions and serving all market demands, LPG solutions encompass door-to-door distribution and delivery of LPG cylinders to stores, gas stations and factories.

LPG solutions also include cylinder and tank filling services, the distribution of propane, and the design and installation of central gas systems underground and above ground.

LPG expert team, premium quality products and prompt delivery services are dedicated to ensure our clients' satisfaction across the board. IPT's high-tech plant is located in Hosrayel / Jbeil where fillings and deliveries take place.



Lubricants

IPT offers a comprehensive range of Elf, a brand of TOTAL, including oils and greases for industrial applications. The lubricants in the Elf range are the product of a complex continually evolving chemical process.

The result is an ever increasing performance that ensures long lasting system life and fewer visits to workshops. The high specifications of the Elf range help you to optimize the productivity of your machinery and improve your competitiveness.

**Hydraulic Oils and Greases**

Elf's exclusive range of Hydraulic Oil includes premium quality anti-wear hydraulic fluids with natural high viscosity index, unique corrosion protection, excellent thermal stability and hydrolysis resistance.

**Heavy Duty Diesel**

The Elf transport standard range has been developed to comply with the truck manufacturers' most severe requirements and can exactly match the specifications of any vehicle on the market.



# IPT FOR HOMES



**IPT DIESEL**



## IPT diesel for domestic use

The unique and concentrated fuel technology of IPT Diesel makes it an ideal fuel for water boilers, heaters and small electrical generators on a domestic level, as it helps engines run better without undermining their long term performance.

Moreover, IPT Diesel improves fuel economy and reduces greenhouse gas emissions, which means less pollution and less bad smells in homes and buildings.

IPT Diesel is delivered for FREE and within 24 hours through IPT distribution tanks equipped with accurate Italian meters. IPT Diesel hotline number 76/733 337.



**IPT GAS**

IPT LPG solutions have a wide range of domestic applications. To fulfill customers' demands, IPT provides houses and residential buildings with underground and above ground gas tanks installation and all related services such as tanks filling and maintenance activities.

IPT gas bottles of different sizes (10kg, 15kg and 35kg) are also available at different retail shops and gas stations all over Lebanon. Conforming to the strictest safety standards, LPG adopts an environmental friendly approach that positively contributes to the community.



## Equipt for residential

EQUIPT showcases a large variety of internationally acclaimed equipment and accessory brands that cater the needs of residential buildings and private homes, including a diversified products range:

- LPG above ground and underground tanks
- Fire proof & deposit safes
- Cleaning machines and accessories

[equipt.com.lb](http://equipt.com.lb)



# IPT FUEL CARDS



## IPT FUEL CARDS

IPT has created a collection of convenient cards to reward its clients through payment facilities and loyalty programs customized for individual and corporate use.

### IPT-Byblos bank mastercard

*The 1<sup>st</sup> Fuel Credit Card In Lebanon*

IPT-BYBLOS BANK MasterCard permits its holder to enjoy spending while winning. 3 points instead of 1 are earned for every dollar spent at any IPT station using this MasterCard. Loyalty points are redeemed with Byblos Bank Loyalty Program.

Enjoy secure cash withdrawal 24/7 when you're on the go.



### Go Gas card

*Drive Your Business Performance*

IPT Go Gas Corporate Card Solution is an electronic smart card payment system designed for companies to run their cars and fleet more efficiently. Go Gas card is a convenient and flexible way to control expenditure and refuel at IPT gas stations without the need for cash money.



### IPT Self-service reward card

*Your Road To Valuable Gifts*

The more liters you fill using IPT Self-Service Reward Card, the more points you earn. The accumulated points can be exchanged for products and services from IPT's self-service card loyalty program, such as prepaid fuel cards, free car wash, and Elf lubricants.



### IPT prepaid fuel card

*Convenience Within Reach*

IPT Prepaid Fuel Card allows its holders to save money by predefining a fuel budget and saving time by avoiding the hassle of cash payment, reducing the risks of holding cash money and formulating fast payment terms. The card limit amount can be preset and modified based on the cardholder's needs. This card enables its users to accumulate loyalty points and redeem them with valuable prizes.



### IPT Fuel gift card

"IPT Fuel Gift Card" is a practical and convenient prepaid fuel Card; a Great Gift to pay for fuel expenses, other services at IPT Stations. It is a thoughtful gift for friends and family members, and it can be also used as a corporate gift reward or prize (bonus, appreciation, outstanding performance).

The IPT Fuel Gift Card also enables its users to accumulate loyalty points and redeem them with valuable prizes: IPT Prepaid Fuel Cards, Elf oil change, car wash, movie tickets and more.

#### About the Card:

- IPT Fuel Gift Card comes in three standard denominations of LBP 50,000, LBP 75,000, LBP 100,000 & LBP 200,000. Any other denomination may be arranged by calling IPT Card Service Center (78- 822 822).
- It can be used to purchase fuel, lubricants and car wash on most IPT stations (check the list below).
- It is secured with a PIN code.
- It can be accessed online to monitor spending.
- It is reloaded and can be topped up with additional value.
- 24/7 card support through a dedicated Hotline 78-822 822.
- No hidden fees, the user benefits from the full value paid.
- For security reasons, the card is activated upon first use through contacting IPT Card Service Center
- Design and Packaging: IPT Fuel Gift Card is an IPT Prepaid Fuel Card with the amount embossed on it and presented in a uniquely designed box.



### E-vouchers

*High-tech Convenience*

IPT E-voucher is an innovative post-paid and pre-paid fuel payment solution for corporate use, used as a convenient alternative to manual fuel vouchers, or as a bonus/incentive for employees. These electronic "single-use" vouchers can be used at any POS machine at IPT stations throughout Lebanon.



***\*IPT Fuel Card Management System gives you maximum security and 24/7 online access to your account balance and transactions without the need to save any receipt.***

QHSE

# QHSE POLICY

Our main goal and the reason behind our continual development is improving the gas stations' concept in Lebanon, transforming it into an attractive, safe, and clean place while protecting the environment, and always offering premium oil and gas related products and services.

By adopting national and international Quality, Health, Safety, and Environment (QHSE) standard practices and complying with applicable legal requirements, we take reasonable and practicable steps to eliminate or prevent the risk of fatality, injuries, property damage, occupational illness and negative environmental impact.

We build and implement an effective and resilient QHSE Management System and establish SMART objectives conforming to ISO 9001:2015. In the framework of our QHSE system, we apply and continuously monitor effective business, health and safety risks control measures, air, water, and land pollution minimization, energy sustainability endeavors and crisis management strategies. Our customers and stakeholders are our main concern, that is why

our activities are imbued with the spirit of advancement and we are always seeking new challenges to exceed their expectations and make them delighted with their experience at IPT.

This QHSE Policy is applied throughout our operations and we require from all our employees, contractors, self-employed persons or visiting customers to strictly adhere to this policy at all times to protect the health and safety of everybody, reduce the risk of damage or losses to the asset and ensure the protection of our environment.

Our staff, from the very high top management to the "on the field" team, follows the company's values and performs in a highly professional, dedicated and self-developing manner. Since, we consider this fact as an asset, we are always keen to train our employees and develop their skills in order to become more competent, more efficient and consequently serve our customers better.



The scope of ISO certification at IPT includes Import, Export, Storage and Distribution of Petroleum Products and the Installation and Maintenance of Petroleum Equipment.

EXPORT



IMPORT



STORAGE



DISTRIBUTION



INSTALLATION



MAINTENANCE



# IPT ENERGY & ENVIRONMENTAL MANAGEMENT STRATEGY

Our commitment to CSR and sustainability is so engrained in our corporate culture that is central to our daily operations. This is why we have adopted green approaches to limit the impact of our business on the people and environment, ensure sustainability in our daily work, and provide safer and cleaner energy products.

In line with this principle, we established our specialized research center IPTEC (IPT Energy Center) in 2012 which has put so much efforts to raise awareness on sustainable solutions that can reduce energy consumption and fight the detrimental effects of air pollution on our health and environment resulting particularly from the land transport sector in Lebanon. We also were the first to introduce the concept of sustainability into our strategy by taking effective measures to enhance our energy performance and reduce energy consumption and harmful emissions

We invested in our business to improve the quality of our entire supply chain and to provide the customer with cleaner and

innovative petroleum products and services that meet the highest local and international standards, in modern and welcoming gas stations.

In this context, we started the implementation of a full Energy and Environmental Management Strategy (EEMS) to transform most of our stations into eco-friendly and sustainable ones, and encourage others to invest in CSR and sustainability initiatives not only for the benefit of the company, but also for the benefit of the environment and the community, and to balance our current needs with future needs, especially in the field of energy.

We are proud to announce that our efforts will culminate in building our first and one-of-a-kind gas station in Amchit with advanced and innovative features listed below, that all lead to leaving a positive impact on the environment and the people and ensuring safe, incident-free and responsible operations.

## Features of IPT Sustainable and Eco-friendly Gas Station

### LEAK PREVENTION

- Double wall tank with leak detector to prevent petroleum products from leaking into the ground.
- Double wall poly-ethylene pipes.
- Hydrocarbon and oil separators to filter water from mineral oils, grease, fuel oils, and other types of wastes before being released into sewage systems.

### WATER RECLAIM

- Recycling and water treatment system related to the Laserwash technical room.
- Water recycling system that saves up to 65% of used water on a daily basis.
- Biodegradable chemicals in the wash bays.

### ENERGY CONSERVATION

- Solar System as an alternative energy source.
- Laserwash machine equipped with VRV and soft start.
- Smart LED lighting that saves up to 80% of energy.
- Air conditioning systems running on R134a (thus reducing Freon 22's harmful impact on the environment).
- Pumps equipped with vapor recovery system to reduce evaporations of petroleum products into the air.
- Electric vehicles charger.

### WASTE DISPOSAL UNITS AREA

- Waste Cooking Oil and batteries collection to be safely treated for reuse.
- A system that collects and treats rain water.

### CLEAN PRODUCTS & SERVICES

- Quantum, the clean fuel from IPT.
- Biodiesel produced from Waste Cooking Oil.
- Nitrogen tires inflator.

### AUTOMATION AND TECHNOLOGY

- Remote filling sump.
- Automatic vehicle recognition system, a card-less payment system.
- Full automation connected to the central control room at IPT HQ the head office to ensure accuracy of quality & quantity of our products throughout the supply chain.

### HEALTH AND SAFETY

- Fire extinguishers, sandbox, safety signs to ensure safety at all times.
- Automated External Defibrillator (AED), a portable life saving device.

### GREEN SPACES

- Green roof.
- Green spaces.



# IPT ENERGY CENTER (IPTEC)



Regarding its commitment to providing clean and innovative petroleum products and services that meet the highest local and international standards, in modern and welcoming gas stations, IPT pioneered in implementing sustainability into strategic measures to reduce energy consumption.

Therefore, IPT launched Quantum, the cleaner fuel from IPT, installed solar panels on most of its gas stations to reduce energy consumption, and promoted CSR initiatives in the field of clean and renewable energy through its specialized research center IPTEC (IPT Energy Center), that we established in 2012.

Since then, IPTEC has put so much efforts to raise awareness on sustainable solutions that can reduce energy consumption and fight the detrimental effects of air pollution on our health and environment resulting particularly from the land transport sector in Lebanon.

Many initiatives were taken in this regard under the umbrella of the **“National Campaign for Air Pollution Reduction in Lebanon through Efficient Energy Use in Land Transportation”** supported by the Ministry of Environment, ESCWA, and UNDP, and resulted in several recommendations that the center implemented a series of projects in partnership with local and international institutions.



### IPTEC WINNING AWARDS



## The most recent projects and activities

- Pilot Plant for the Production of Biodiesel from Waste Cooking Oil (WCO)

IPTEC signed an MoU with the Holy Spirit University of Kaslik (USEK) to install a pilot plant for the production of biodiesel from Waste Cooking Oil (WCO), with the support of the UNDP.

The main objective of this project is to encourage sustainable biodiesel production from WCO by collecting household WCO in storage tanks available at key IPT gas stations and at the USEK university campus, and processing it into biodiesel in a pilot plant installed at the USEK campus. The quantity of biodiesel produced will be equally shared between USEK and IPTEC. USEK's share will be mixed with the green diesel currently used in the university generators, while IPTEC's share will be sold at selective IPT gas stations for commercial use.

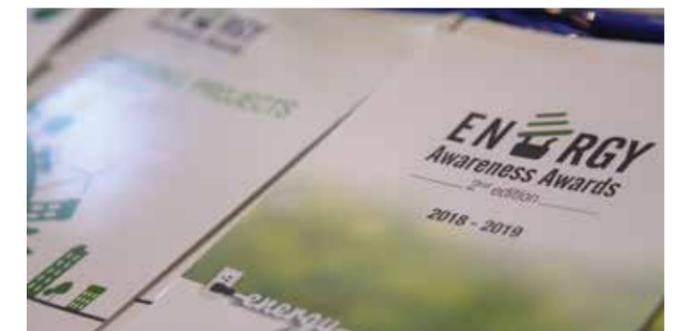
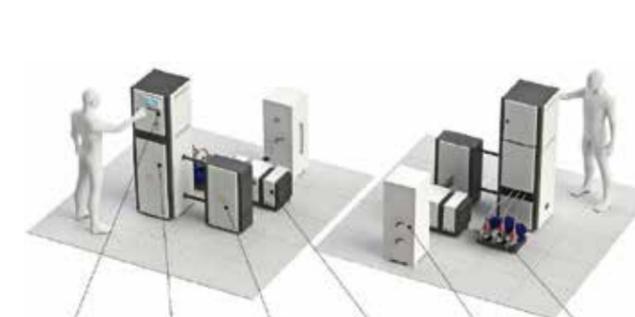
Its major outputs are to offer biodiesel as an alternative fuel with the same performance as that of conventional diesel, that is ecologically safer and cheaper, raise public awareness about the importance of WCO recycling, reduce the greenhouse gas emissions, upscale the collection, disposal and reuse of waste cooking oil as an alternative fuel, set the technical parameters and specifications for biodiesel from WCO, and promote its use as a clean source of fuel in all sectors while abiding by all national regulations and guidelines in coordination with the UNDP and specialized public institutions.

- Second edition of the Energy Awareness Awards

IPTEC and UNDP launched the 2<sup>nd</sup> edition of the Energy Awareness Awards for 2018-2019 to further encourage the achievement of sustainable goals, especially in the current attempt to implement UN SDGs related to energy and sustainable environmental growth and development. It also feeds into national joint efforts to advance and address environmental challenges to achieve 12% renewable energy by 2020, and 15% by 2030, and 3-10% Energy Efficiency by 2030.

The main aim is to highlight and support the efforts of companies and institutions in the public and private sectors, including companies, universities, vocational schools and municipalities, to promote the concept of sustainable consumption of energy resources and encourage the adoption of structural measures within these Institutions in energy sustainability and environmental performance improvement.

Eligible categories are Private Sector Initiatives, Academia, Youth Innovation and Entrepreneurship, and Local Government initiatives that fall within the themes of Renewable Energy, Energy Efficiency and Conservation, Mitigation of Climate Change, Innovation in Energy and Integrated Category.



- First Urb-Hackathon

IPTEC organized the First Urb-Hackathon in Lebanon and the Middle East under the patronage of the Prime Minister HE Saad Hariri in March 2018 addressing the special theme “Data-urbanism: Reducing City Air Pollution from Transport”, in partnership with e-EcoSolutions, and in collaboration with Universcience – La Cité des Sciences et de l’Industrie in Paris (the organizer of the Urb-Hackathon in France), and with the strategic support of Berytech, the Ministry of Environment in Lebanon, the UNDP in Lebanon, the Order of Engineers and Architects of Beirut, the Global Compact Network Lebanon (GCNL), Saint Joseph University of Beirut (USJ) and the French Institute in Lebanon.

More than 140 registrations from professionals and students from different fields and backgrounds were remarkably received. The Urb-Hackathon selection committee selected 37 final participants to form teams and work on finding solutions to reduce the impact of air pollution caused by transport in the city, in a limited time frame and in the most technological, advanced and innovative ways.

The 37 participants set to work like bees in a beehive on Three Full Days at the Berytech Innovation Park in Mar Roukoz, to invent, design and produce their prototyped solutions, after being familiarized with the latest data and studies about air pollution in Lebanon. The three days were led by the French Experts team from Universcience, and included workshops, presentations and empowerment sessions. Additionally, the participants were offered a free access to the Berytech Fab Lab - the first certified digital fabrication laboratory in Lebanon, offering a vast array of resources and machines to fabricate their prototypes and innovative products.

- The Promotion of Sustainable and Renewable Energy initiatives in Collaboration with the UNDP

IPTEC and UNDP renewed their MoU on sustainable and renewable energy in 2018.

The MoU provides a framework that facilitates the collaboration between both parties in several areas of common interests including a joint lobbying and support for activities related to sustainable and renewable energy, transportation sector and the oil and gas sector in Lebanon. Out of the main topics agreed upon are to raise awareness on environmental hazards related to the oil and gas sector, tackle environmental and health and safety measures for petrol stations and natural gas prospective stations, update the standards of fuel in Lebanon, develop and disseminate the concept of eco-driving, and promote public transportation in Lebanon.

- Collaboration with Fabriano

IPTEC promoted the concept of Eco-Driving with the support of the MoE, ESCWA and UNDP to reduce fuel consumption and the level of pollutants emitted while driving. The campaign included the distribution of IPTEC eco-driving licenses, the participation in Beirut Marathon to highlight the importance of using non-motorized and healthier ways to move around in Lebanon, along with an extensive media coverage.

Moreover, IPTEC collaborated with Fabriano in the annual drawing contest for the academic years 2014-2015 and 2015-2016 addressing the themes “Be the Eco-Drivers of Tomorrow” and “Walk and Bike more for a Healthier Lifestyle and Environment”.

The main aim was to reach out to more than 100,000 students across Lebanon to increase awareness on the importance of adopting eco-friendly behaviors while driving.

IPTEC team visited more than fifteen schools to explain more about eco-driving based on our strong belief in the youth’s ability to become Lebanon’s future eco-drivers. In addition, we organized two drawing exhibitions in collaboration with Fabriano showcasing more than 150 winning drawings in each exhibition to highlight the winners’ motives behind their creative paintings in the presence of their families and key figures.

2018-2019 theme is “Imagine the gas station of the future”. The aim is to encourage the future generation to express their ideas on how will a gas station look like in the future and what would be the different products and services that could be offered.

- Workshops And Seminars

IPTEC organized a series of workshops and seminars in the field of sustainability in land transportation.

Most recently, IPTEC organized a session tackling the “Transition towards a Sustainable Land Transport” during IBEF 2018 in collaboration with the UNDP, MoEW and USEK.

The session served as a platform for experts from different sectors to discuss the transition towards a sustainable, clean and energy efficient transport system in Lebanon. It proposed ambitious sustainable transportation solutions to balance current and future energy needs.

Topics of the session included: Biodiesel production and use, electric vehicles chargers and the announcement of the results of the reports published recently by the MoEW and the UNDP on natural gas and mass transit system in Lebanon.

Since 2014, IPTEC has been organizing a series of workshops and seminars in the field of sustainability in land transportation, air pollution reduction, safety and environmental challenges in the distribution of petroleum products, and natural gas as a clean alternative fuel in the transportation sector, with the support of concerned authorities in the public and private sectors.



# MICHEL ISSA FOUNDATION



The public sector and local authorities have a crucial role in promoting local development in collaboration between both sectors. The successful path of the Chairman of IPT, the leading Petroleum Company in Lebanon, and businessman Michel Issa whose experience exceeds forty years of hard work enhances this perspective. Born and raised in Amchit, Michel Issa started his journey in his hometown where he established his business to become a role model in contributing to economic and social development on the local level.

## The most recent projects and activities

- **Micro-credits Program** in Jbeil District and Bcharre

One of the first projects lead by MIF was the distribution of Micro-loans as part of a program launched in 2016 to finance small businesses and crafts in Jbeil district.

This project was the theme «Together Towards Local Development in Jbeil District», in partnership with Fransabank and in collaboration with the Mayor Assembly of Byblos and Vitas.

The program featured the distribution of grants and loans with 0% interests to more than 50 beneficiaries from the region who need funding to expand their businesses in the field of industry, agriculture, commerce, services, and handicrafts.



For this end, “Michel Issa Foundation (For Local Development)” (MIF) founded in 2012 is dedicated to the promotion of local development as a main factor that builds local capacities through the implementation of non-profit projects, in cooperation with the concerned authorities and through supporting the civil society and the local administration.

The same initiative was also taken in 2018 in Bcharre.

We distributed grants and loans with 0% interests to more than 34 small and micro businesses in partnership with Bcharre municipality and Vitas.

Through this program, MIF proudly contributed to strengthening the capabilities of the local community especially in rural areas where guaranteeing financial facilities is a must to revive rural businesses and reduce poverty, unemployment and migration to the city.



- Establishment of **Berytech Amchit**, the First Business and Innovation Center outside Greater Beirut

“We turn innovative ideas into successful businesses”

Within the same sustainable and integrated development strategy, MIF offered 5,000 m2 area to host “Berytech Amchit”, due to open its doors in 2020. Being the First project of its kind in the region, Berytech Amchit aims to address the economic needs of Kesserwan, Jbeil, and Northern kazas, through fostering innovation and entrepreneurship among youth and securing jobs for fresh graduates in the fields of ICT (Information and Communication Technology), smart agri-food, renewable energy, eco-tourism and social entrepreneurship, among others.

The building will be designed to offer young talents, entrepreneurs, start-ups and professionals with a multitude of valuable services that are available at all Berytech (BIC) sites including worry-free, fully furnished, modern, eco-friendly and flexible hosting offices and services, business development services and meeting and conference spaces.

The new Berytech will be a true incubator of new businesses especially for students and young graduates from all around Lebanon and will contribute to reduced migration, through attracting the youth to stay in their hometowns and consequently strengthen their trust in their country.



- **Inauguration of the Statue of Our Lady of the Seas** at Amchit Seaport

Offered by MIF to the Fishermen Cooperation in Amchit, the Statue of Our Lady of the Seas was inaugurated in August 2018 during a mass headed by Maronite Patriarch Cardinal Mar Bechara Boutros Al Rahi surrounded by Bishops Michel Aoun and Boulos Rouhana with the participation of more than 1,500 people coming from all over Lebanon, in addition to the press and key figures from the region.

The statue of Our Lady of the Seas is around 13 meters' height rising on the dock of Amchit fishing port, few meters away from the Boulevard next to dozens of small fishing boats. It's intended to highlight the simplicity of life, spirituality and humbleness of fishermen who rely on Our Lady of the Seas to illuminate their path, while also serving as a religious touristic site for all nearby residents and tourists to visit the place to pray.



# CERTIFICATIONS AND AWARDS

## 2010

### FIRST FUEL CREDIT CARD AWARD

In 2010, IPT received the First Fuel Credit Card Award from MasterCard for issuing the First Fuel Credit Card with Byblos Bank «IPT-Byblos Bank MasterCard»

## 2011

### REBRAND 100 GLOBAL AWARD

IPT was ranked as one of the top 100 companies worldwide at Rebrand Global Awards 2011.

## 2012

### SEA AWARD

IPTEC received the Social Economical Award (SEA) for the «Public Awareness» category, following the launching of the unprecedented «National Campaign for Air Pollution Reduction in Lebanon».

## 2013

### NATIONAL GREEN CERTIFICATE

IPTEC received the National Green Award from the Ministry of Environment for the launching of the «national campaign for air pollution reduction in Lebanon».

### WEBSITE AWARD

IPT website won the Golden Award at Lebanon Web Awards in the Oil & Gas category for the second time after 2010.

## 2014

### «BEST SELLING MERCHANT» AWARD FROM BYBLOS BANK

In 2014, IPT has won the 2013 award for the «Best Selling Merchant» among the top 3 merchants in Byblos Bank «Double Your Points» loyalty program.

## 2018

### ISO 9001:2015 CERTIFICATION

IPT completed ISO 9001:2015 for the import export and distribution of petroleum products and installation and maintenance of petroleum equipment.

### «FORBES- LEBANON 100» AWARD

IPT ranked among the first 35 most successful businesses in Lebanon by Forbes.

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