



Aviation Fuelling
is our business

Skytanking



Welcome to Skytanking

Skytanking is one of the few international companies that offers independent aviation fuelling services to airlines, airports and oil companies. We do not sell aviation fuel but we are involved in all other aspects of aviation fuelling including:

- Operations
- Investment
- Engineering
- Consulting



Skytanking operations

Skytanking is currently present at 49 international airports in 12 countries, handling over 9 billion litres (2.4 billion gallons) of jet fuel and fuelling more than 1,4 million aircrafts per year.

Skytanking is growing all the time and we are engaged in a wide range of developments in the USA, Europe, Asia and beyond. These activities are consistent with Skytanking's aim to be the world's premier company for independent aviation fuelling services.



Our parent company

Skytanking is a subsidiary of Marquard & Bahls AG of Hamburg, Germany. Marquard & Bahls has been successfully operating in the international energy and oil business for more than 60 years. Besides Skytanking, the main businesses of Marquard & Bahls are oil trading (Mabanaft), and oil and petrochemical tank storage (Oiltanking). Marquard & Bahls is represented in numerous countries in Europe, North and South America, the Middle East and Asia.

For more information on Marquard & Bahls, please visit www.mbholding.com



Safety and Quality

Health, safety, security and environment

Individually, airports and the fuel business each have plenty of potential dangers for employees, the public and the environment. So Skytanking knows that handling aviation fuel at airports requires extra special care.

- All Skytanking locations operate to Skytanking's HSE policy.
- All Skytanking's managers are required to implement this policy via a detailed, location-specific HSE management system.

Quality

Anyone in the aviation fuel business knows that quality control of jet fuel is paramount. As they say, there is nowhere to stop for repairs at 30,000 feet.

Skytanking works to procedures that meet the highest local and international standards for aviation fuelling, such as American Transport Association (ATA) Specification 103 and Joint Inspection Group (JIG) Guidelines for Aviation Fuel Quality Control & Operating Procedures.

Skytanking is regularly inspected by airline and oil company customers to ensure these standards are being maintained in day to day operations.



Our Services ...

... Skytanking offers a full range of aviation fuelling services including Operations, Investment, Engineering and Advice



➤ Operations

Into-Plane Fuelling

Every minute of the day or night, somewhere in the world, Skytanking is fuelling an aircraft safely and efficiently. Skytanking's into-plane service covers all kinds of aviation activity:

... long-haul, short-haul, commuter flights and general aviation ...

... cargo or passenger services ...

... fuelling with static carts, hydrant dispensers or bowsers trucks up to 85 m³ (22,000 gallon) capacity ...

... and working for the largest airlines and oil companies in the world.

Airport Storage and Hydrant Management

Skytanking operates airport fuel storage and hydrant systems that we own ourselves but we also operate fuel systems owned by oil companies, airlines or airports.

These include large storage and hydrant systems at international airports such as Munich, Brussels and Indianapolis, to smaller regional airports like Ostend and El Paso.



Our Services ...

➤ Investment

Skytanking finances, builds and operates airport storage and hydrants on a build, own, operate (BOO) or a build, own, operate, transfer (BOOT) basis. Examples include Bangalore, India and Stuttgart, Germany, with more projects in the pipeline.

Skytanking's financial commitment means airports, airlines or oil companies can concentrate their investment capital in their core business.

➤ Engineering

Skytanking has an expert engineering team based in Brussels that always works from the operator's perspective. We can assist airports, airlines and oil companies with fuel facility engineering from concept to start-up:

- Design concept
- Design engineering
- Project management and construction supervision
- Commissioning and start-up



➔ Advisory Services

Skytanking offers advisory services in all aspects of fuelling – technical, commercial and operational:

- Design, procurement & commissioning of into-plane vehicles
- Operational assessments, technical audits, quality inspections
- Training including a course for IATA Fuel Quality Pool inspectors
- Commercial models for organising fuelling at airports
- Throughput fee modelling and forecasting



↗ The Advantages of Skytanking



➤ Expertise

Skytanking has expertise in all areas of aviation fuelling from operations and engineering to financing.

➤ Focus

Skytanking does not sell jet-fuel and is not a ground-handling company. Skytanking is only focussed on safe, efficient and cost-effective aviation fuelling operations.

➤ Independence

Because we do not sell jet-fuel, Skytanking is one of the few companies offering truly independent aviation fuel services.

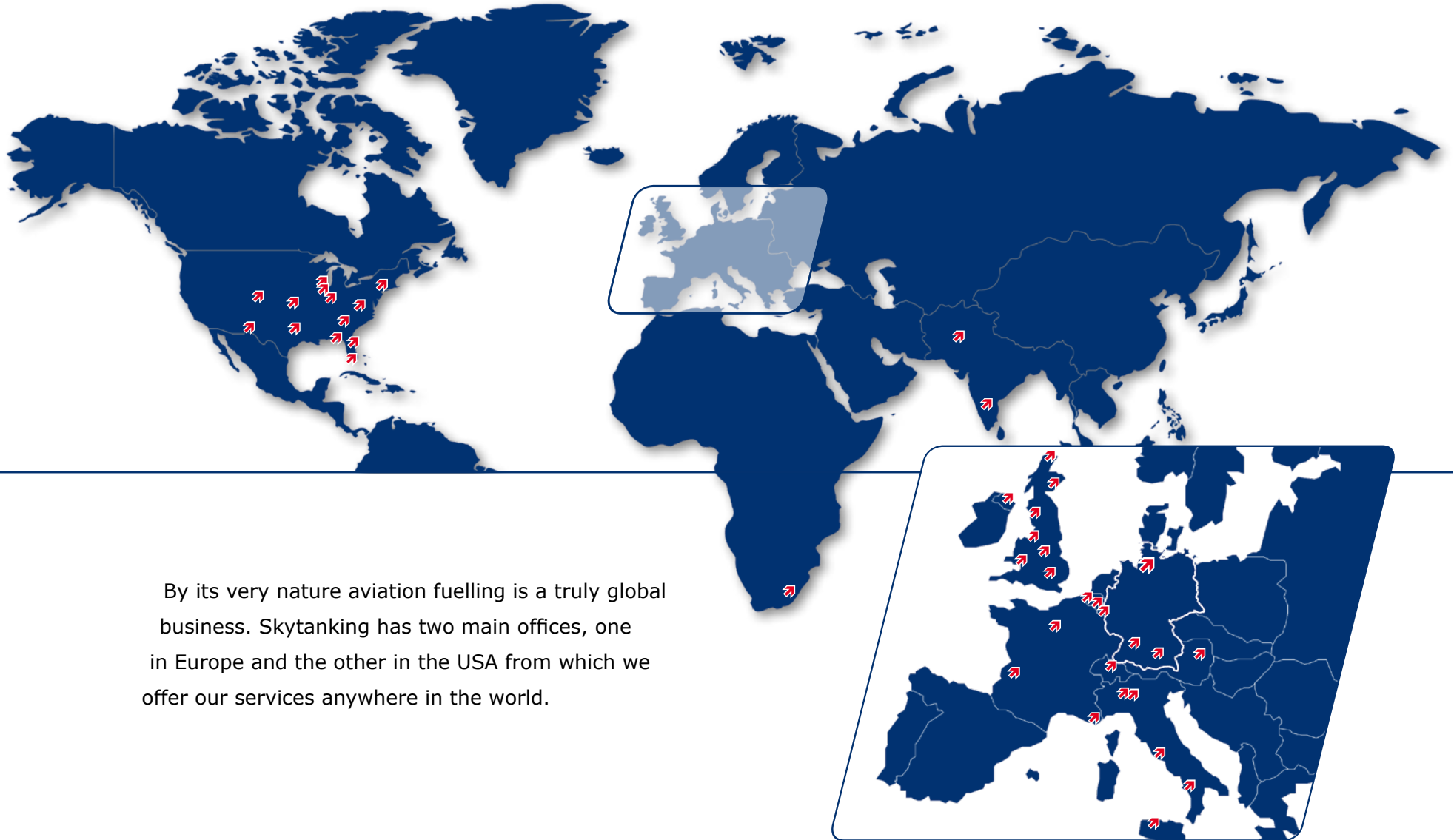
➤ Financial Strength

Skytanking is a subsidiary of the privately owned joint-stock company Marquard & Bahls AG. Marquard & Bahls has fixed and financial assets of € 1,7 billion and a turnover of € 12,58 billion (energy tax deducted, 2010 figures).

Skytanking has the financial backing necessary to finance any aviation fuelling activity, including the storage and hydrant systems at the largest airports in the world.



Our Locations Worldwide



By its very nature aviation fuelling is a truly global business. Skytanking has two main offices, one in Europe and the other in the USA from which we offer our services anywhere in the world.

Recent developments



➔ **2006** Skytanking and its partners Indian Oil and Indian Oiltanking are awarded a 20-year fuel facility concession for new Bangalore International Airport.

Skytanking Vienna starts operations.

➔ **2007** Stuttgart Airport and Skytanking sign a 30-year contract to build and operate the airport's next generation aviation fuel storage facilities.

Skytanking starts fuelling in EL Paso and Tulsa.

➔ **2008** Skytanking is awarded a contract for management and operation of the fuel storage and hydrant at the new Indianapolis International Airport.

Indian Oil Skytanking opens fuel storage and hydrant system at Bangalore International Airport and starts an into-plane service.

➔ **2009** Skytanking Stuttgart opens fuel storage facility for aviation fuel and storage and is currently used by various fuel suppliers.

Skytanking purchases two aircraft fuelling service companies, HUB Srl and PAR Srl, in Italy. Skytanking Srl provides aviation fuelling services to five airports in Italy.

➔ **2010** Skytanking Calulo (Pty) has started aviation fuelling operations in Durban, South Africa at the new King Shaka International Airport.

The new Terminal 3 at Delhi Indira Gandhi International Airport opened and IndianOil Skytanking Limited (IOSL) refuelled the first aircraft!

Skytanking entered the UK market for aircraft fuelling with the acquisition of 51 % of the shares of North Air Limited from BP. North Air provides into-plane fuelling and jet fuel storage management services at 17 airports throughout the United Kingdom.

➔ **Outlook** With its existing locations and many more projects under development, Skytanking has established itself as a competent and reliable supplier of high-quality fuelling services to the aviation industry. We are convinced that Skytanking's decision to concentrate on a broad range of aviation fuelling services, will be the key to many more years of successful growth.





Contact us!

Are you interested in our services? If you have any questions or require further information, please let us know.

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