



Balanced
energy
solutions
for Fleets



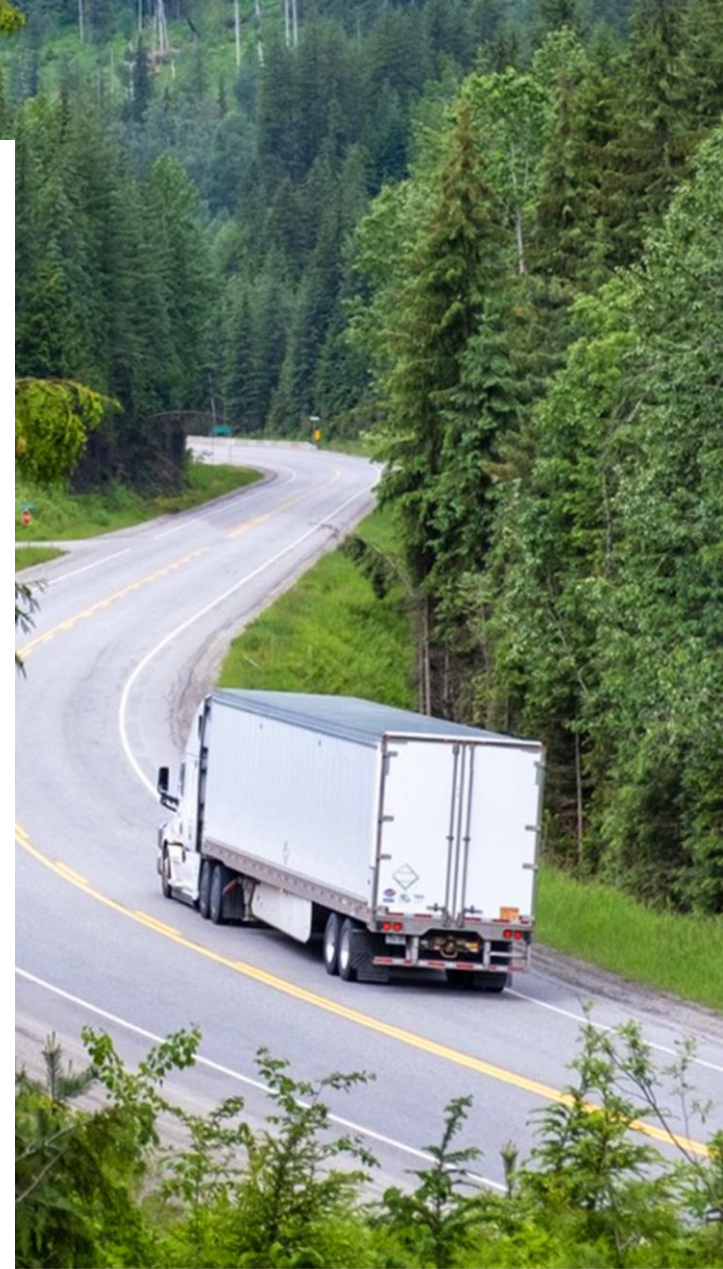
And, not or

We believe the world wants and needs a better and more balanced energy system that delivers secure, affordable and lower carbon energy.

We're playing our part by investing in today's energy system, which is mainly oil and gas – and, not or – in our transition and the energy transition.

And while we're mostly in oil and gas today, we've increased global investment in our lower carbon, convenience stores and power trading businesses (what we call our 'transition growth engines') from around 3% in 2019 to around 23% in 2023. Increasing investment in these engines is a sign that our wider transformation is underway.

The world wants and needs an energy system that's secure, affordable and – increasingly – lower carbon. We want to play our part. **That's why we are investing in lower carbon energy and investing in oil and gas.**





Our Strategy

We are transforming from an international oil company to an integrated energy company.

Our strategy is focused on three key areas of activity.



Improve efficiency & optimise TCO

Data Analytics

- TCO optimization
- Telematics

Fuels & Lubricants

- bp Ultimate fuels
- Castrol

Payment Solutions & Admin

- bp / Aral Plus card
- In-truck Connect

Driver Loyalty

- BPme



Simplify operations

On Road Services

- EETS
- Toll Collect
- VAT refund
- Parkings
- Ferries and bridges

Fuel Network

- Routex
- Cross acceptance partnerships



Lower carbon solutions

EV

- bp / Aral pulse charging on-the-go
- Roaming

HVO

- bp bioenergy HVO
- Partner acceptance network

Biofuels

- Partner acceptance network
- bio-LNG and bio-CNG

Carbon Credit Services

- bp Target Neutral



Our Vision for the future

We aim to be first choice for our mobility and convenience customers.

bp is perfectly placed to help develop integrated energy solutions for fleet customers across traditional fuels, EV, Hydrogen and other lower carbon transition fuels.





Energy outlook



Here are 5 of the things we expect to see over the next 25 years:



The carbon budget is running out

The longer the delay in taking decisive action to reduce emissions on a rapid and sustained basis, the greater the risk of a costly and disruptive adjustment pathway later.



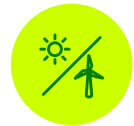
Changing priorities

The disruptions to global energy supplies associated with the war in Ukraine have increased the importance attached to ensuring secure and affordable energy, while also achieving the Paris climate goals.



Increasing energy demand in emerging economies driven by rising prosperity

The size of the growth in energy consumption depends on actions taken globally to accelerate improvements in energy efficiency.



Rapid growth in wind and solar energy

This development is supported by falling costs and a steadily increasing electrification of the energy system.



Oil demand slowly declines

While oil demand is set to decline in the long term, it will continue to play a significant role in the global energy system in the next 10-15 years.

We expect global diesel demand in road transport to decline by around 60% by 2050.*

Until then fleets will still be predominantly hydrocarbon - we're supporting customers with what they need today, and also for the future as customers transition to lower carbon fuels.



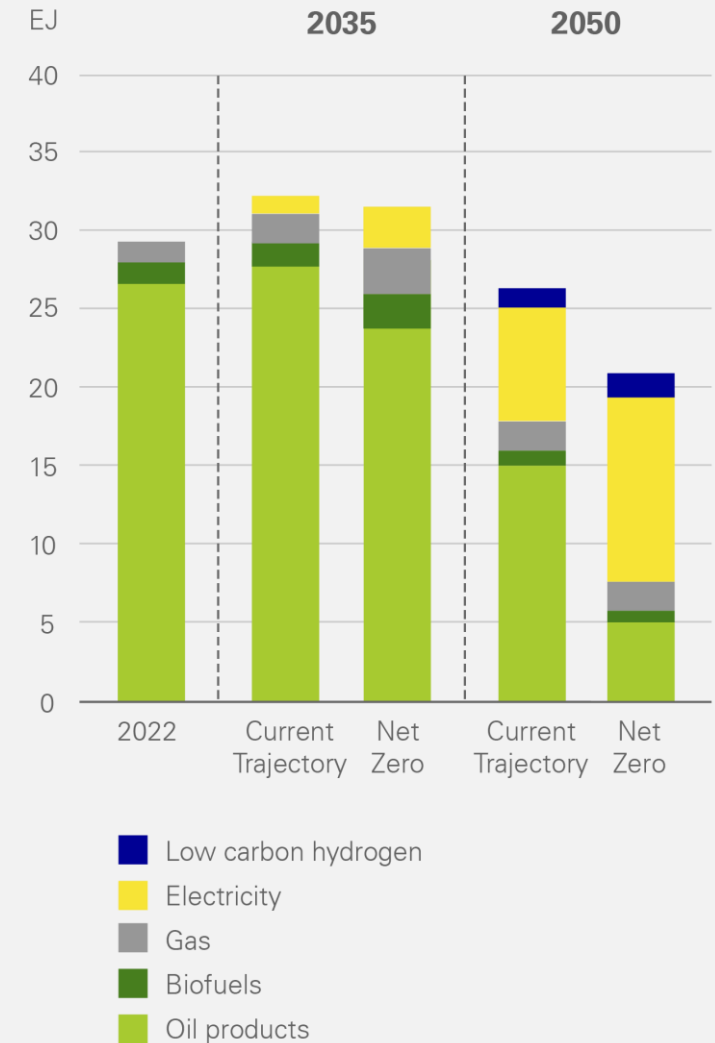
Future projection for Heavy & Medium duty vehicles

- Based on our analysis, global medium and heavy-duty (MHD) parc will increase from around 65 million in 2022 to around 110 million by 2050 in both: Current Trajectory and Net Zero scenarios. Around 80% of the growth in demand for MHD trucking services will stem from increasing transportation needs in emerging countries.
- Tightening regulation standards are likely to drive a shift away from the use of oil-based products towards lower carbon fuels. Increasing electrification of trucks will account for most of this shift, with hydrogen playing a supporting role, especially for long-distance heavy-duty trucks in Net Zero. Natural gas, including biomethane, will also account for an increasing share, with its use concentrated in China and developing economies including India.

- We predict that the share of oil-based products, in MHD trucks energy consumption, will fall from over 90% in 2022 to 60% by 2050 in Current Trajectory and 25% in Net Zero. This will cause oil consumption in MHD trucks to fall from 13 Mb/d in 2022 to 7 Mb/d in Current Trajectory and 2 Mb/d by 2050 in Net Zero.



Medium and heavy-duty vehicles: energy use by fuel*

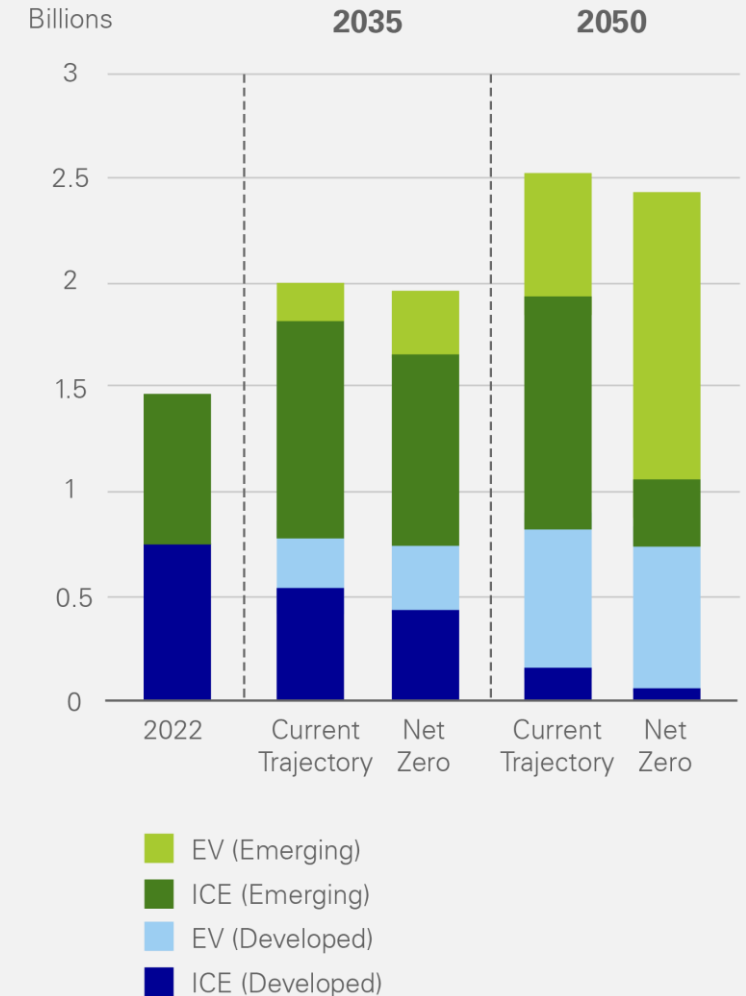




Future projection for Light duty vehicles

- Based on our analysis, the global light duty vehicle parc will increase from around 1.5 billion vehicles in 2022 to around 2 billion vehicles in 2035 and 2.5 billion in 2050, in both Current Trajectory and Net Zero scenarios.
 - This expansion in light duty vehicles will be almost entirely accounted for by a growing number of light vehicles in emerging economies, as rising levels of prosperity facilitate increased levels of car ownership, and those vehicles are driven greater distances.
 - In contrast, the market for light vehicles in developed economies will become largely satiated, with the number of such vehicles stable at around 0.7 to 0.8 vehicles over the entire outlook.
- The fleet of light-duty vehicles is set to become increasingly electrified, led by changes in developed economies. This increasing electrification is likely to be driven by tightening policy and regulation standards, supported by increasing cost competitiveness of electric vehicles as battery costs continue to fall and the manufacturing of such vehicles is progressively scaled up.
 - We predict that the share of electric vehicles in the global light vehicle parc will increase from less than 2% in 2022 to between 20-30% by 2035 in Current Trajectory and Net Zero scenarios, growing between 50 and 85% respectively by 2050.

Light duty vehicles by technology and region*





bp Fleet Solutions

Today, tomorrow, together

Oil will play a major role in the global energy system until 2035, when its decline will accelerate. The biggest factor driving this decline is that less and less fossil fuel will be used in road transport.

We're supporting customers with what they need today, and also for the future as customers transition to lower carbon fuels.





Supporting fleets in Europe to *lower carbon emissions*

We are uniquely placed to support customers with their transition to reduce fleet emissions. We provide multiple integrated energy solutions to businesses across:

- Traditional fuels
- Renewable diesel type fuel (bp bioenergy HVO)
- EV charging
- Hydrogen
- Other lower carbon fuels such as bio-CNG and bio-LNG.

We work with a wide range of organisations to help optimise their fleet efficiency and simplify end-to-end fleet management, assisting them in reducing spend and managing the total cost of ownership.

Supporting you on your journey to lower carbon

bp fleet solutions provide innovative energy and mobility options to help fleets of all shapes and sizes to lower carbon emissions, today, tomorrow, together.

Across Europe, we support 1.8 million fleet drivers providing fuels, charging and convenience offers across key logistics routes.

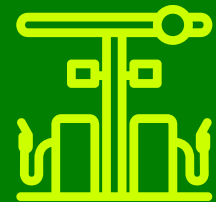


Fleet - where to start and why

Scope 1, 2 and 3 is terminology used by the Greenhouse Gas Protocol to **categorise the different kinds of carbon emissions a company creates** in its own operation and its wider value chain.



Direct emissions



Carbon emissions that are **owned or controlled by a business**.

Examples

- Fuels used on-site
- Refrigerants
- Company vehicles

Scope 1

Indirect emissions



Carbon emissions from the generation of purchased **electricity consumed by a business**.

Examples

- Electricity
- EV charging on the go

Scope 2



Indirect emissions that occur in a **business' value chain**. This is nearly always higher than in Scopes 1 and 2.

Examples

- Waste generated in downstream leased buildings
- Upstream transportation and distribution
- Business travel and employee commuting

Scope 3



Scope 3 often has the greatest impact

For many businesses, Scope 3 emissions account for more than 70% of their carbon footprint.

For example, for an organisation that manufactures products, there will often be significant carbon emissions from the extraction, manufacture and processing of the raw materials.

You have less direct control on how Scope 3 emissions are addressed. You can offer to collaborate on solutions to reduce emissions with current suppliers, or consider changes to your supply chain.

Committing to reach net zero will involve tackling your Scope 3 emissions. Definitions for what constitutes net zero ambition can be slippery - but businesses looking to adopt best practice will commit to tackling Scope 3 emissions as part of their plans.



Energy solutions



Three steps to lower carbon



Step 1

Understand

Using bp FleetExpert and the Carbon Management Portal (CMP), we can help you estimate your vehicles' carbon emissions, giving you a better understanding of your fleet's energy use. We'll also keep in touch to assess your future energy demands.



Step 2

Take Action

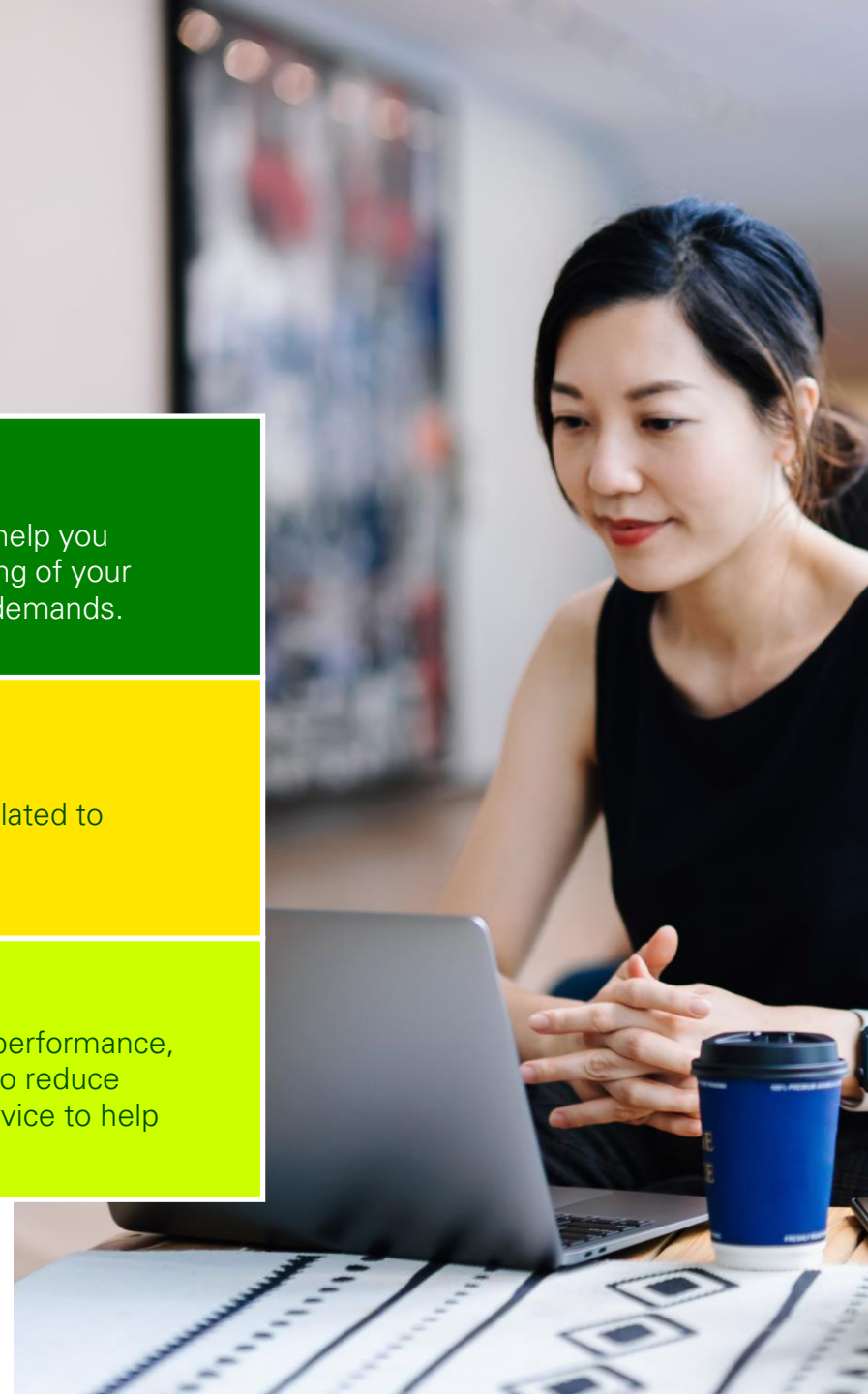
We offer products and solutions that help you reduce carbon emissions related to your fleet's energy use, with a particular focus on cost.



Step 3

Carbon Credit Services

If you need to roll out your plans for lower carbon emissions and monitor performance, we can support you with all of that. In addition to helping you take action to reduce emissions, we can also provide a convenient and reliable carbon credit service to help you contribute towards compensating for any remaining emissions.



Step 1



Understand

“I need to decarbonise and understand how bp can help my organisation do so.”

To lower your lifecycle carbon emissions, you'll first need to understand where they're coming from. We can help you estimate your vehicles' carbon emissions, giving you a better understanding of your fleet's energy use.



Increase everyday control

bp FleetExpert provides a comprehensive overview of the most important aspects of your fleet with advanced data, customisable reports and all transaction details, easily accessible in one place. Use the online tools to learn how much fuel and alternative energy sources your fleet is using so you can better control costs and reduce emissions.

Roadmap to lower carbon emissions

Carbon Management Portal (CMP) is our web-based digital tool designed to support our fleet customers to lower their carbon emissions. The CMP can help you understand the operational emissions of your business and help you make plans to achieve your carbon footprint goals through 3 simple steps:

- 1 Estimate carbon emissions across Scopes 1, 2 and some Scope 3 categories.
- 2 Use the results to identify emission hotspots and model scenarios to reduce emissions.
- 3 Contribute towards compensating for these carbon emissions through our Carbon Credit Service, or explore bp's lower carbon solutions.

Advanced data analytics

In 2023 bp invested £4m in the fleet optimisation software provider Dynamon. Dynamon provides advanced data analytics and simulation software tools that help transport and logistics companies adopt lower carbon energy solutions.



bp FleetExpert

bp FleetExpert provides a comprehensive overview of the most important aspects of your fleet management. It provides key insights that will improve your fleet's performance and efficiency. Featuring customisable reports and advanced data, it includes information on transactions, estimated CO2 emissions, EV data, driver details, costs and servicing options.

The bp FleetExpert team are here for you: from installation to customisation. You'll have help optimising the system at every step, so you can start controlling costs and saving time right away. You can count on continued support until you have exactly what you need to manage your fleet more efficiently.

bp FleetExpert benefits

- Keep track of your monthly spend and maintenance schedules all in one place
- Learn how much fuel and alternative energy sources your fleet is using so you can better control costs and cut back on emissions
- Ensure vehicles are running efficiently with the latest data
- Keep your fleet optimised with efficient service planning
- Access online personalised data and reports 24/7



Carbon management portal

Carbon Management Portal (CMP) is our web-based digital tool designed to support our Fleet customers to lower their carbon emissions.

CMP can help Fleet companies understand the operational emissions of their business and help them make plans towards their carbon footprint goals through 3 simple steps:

- 1 Estimate carbon emissions across Scopes 1, 2 and some Scope 3 categories¹
- 2 Use the results to identify emissions hotspots and model scenarios to reduce emissions
- 3 Offer options to reduce carbon emissions or, if unavailable, contribute towards compensating for estimate emissions via our Carbon Credit Service



CMP benefits

- You can demonstrate a carbon reduction commitment to your customers
- Tracking and monitoring activity that lowers carbon emissions gives evidence to internal and external stakeholders that you are taking positive action
- Gain detailed insights into current emissions performance and the impact of different lower carbon options
- Stay ahead of mandatory carbon reductions and plan how to meet future legislation to avoid penalties
- Demonstrate environmental credentials to investors looking for ESG performance

Step 2



Take action

“I need to identify the sources of my emissions, simulate different scenarios and clearly understand how bp can help me achieve my decarbonisation goals.”

bp can offer you products and solutions that help you reduce carbon emissions related to your fleet’s energy use, with particular focus on cost and the impact on your business.



Fuel & Charge card

Whichever energy choices you make to drive fleet efficiencies, you can pay for them with the bp Fuel & Charge card. You can use your card to manage your fleet’s energy needs across Europe using a single payment account. All your costs appear on one statement and you can easily track spending across different vehicles and fuel types.



EV

EVs can be more cost-effective to run, which makes them a great choice for fleets - plus they can help fleets reduce their impact on the environment. Just one electric car on the road can save an average of 1.6 tons of CO₂¹. Fleet managers are embracing the cost and fuel emissions savings of EVs with as many as 52% of fleets having already started operating EVs².



HVO

bp bioenergy HVO (Hydrotreated Vegetable Oil) is produced from renewable, waste-derived feedstocks. This feedstock is hydrotreated and is then further processed to produce the finished fuel. It delivers a well-to-wheel CO₂e emissions saving of at least 85% compared to fossil diesel³. HVO can be used as a drop-in replacement⁴ for diesel fuel and can be used alone or mixed with fossil diesel in a tank.



Hydrogen

As a highly versatile energy type, lower carbon hydrogen is an emerging fuel that will play a vital role in the strategy to lower carbon emissions. We are aiming to grow lower carbon hydrogen production across the UK and Europe and are investing in hubs such as: 1GW Blue hydrogen hub-H2 Teeside, UK, and 100MW Green hydrogen hub-Lingen, Germany.

¹ EDF Energy. Benefits of electric cars on the environment. [Link](#). ² Fleet Europe. New bp report exposes fleet manager worries about EVs, 2021. [Link](#)

³ We calculate the CO₂e emissions saving from fuel production to end use by the customer ('Well-to-Wheel') in accordance with the 2023 RTFO Compliance Guidance (Section 8), using the reference value 94 g CO₂e/MJ for fossil fuels.

⁴ Suitable for vehicles and engines approved by the manufacturer to use EN 15940 fuels in accordance with the manufacturer’s guidelines. Learn more at www.bp.nl/HVO



Step 2 – Take action



Fuel & Charge

Our Fuel & Charge card gives you access to a range of energy choices, making it easier than ever to drive fleet efficiencies.

As well as fuels, you can use this card for other lower-carbon solutions such as EV charging and future energy alternatives. With the bp Fuel & Charge Card, you can manage your fleet's energy needs across Europe using a single payment account. All your costs appear on one statement and you can easily track spending across different vehicles and fuel types. Drivers can use the card to pay for fuel at over 8,100+ bp and Aral sites, 16,800+ ROUTEX sites and 11,500+ other partner sites. It also includes access to our fuel and charge network, which features more than 30,000 sites across Europe, with 704,700+ charging points.

bp Fuel & Charge card benefits

- **One of Europe's largest charging networks**
Use the bp Fuel & Charge card at over 704,744+ charge points across 29 countries with 99% public charging network coverage in 10 European countries and 80% average coverage in 29 countries.
- **Ultrafast charging with Aral pulse**
Access 100% green electricity at over 2,500+ charging points at 300+ locations throughout Germany via bp pulse. With 300 kWh, bp pulse Ultrafast charges to 300km in just 10 minutes (if vehicle allows).
- **Europe's first eTruck corridor**
We've introduced the first-ever e-truck charging corridor in Germany with 22 bp pulse locations along a popular 600 km road, with more corridors coming soon. With 300kW output, drivers can obtain green electricity for up to 200km in 45 minutes.
- **Control costs**
We offer a clear overview with one invoice containing all your monthly fleet transactions with a simple itemisation of the cost, the licence plate and a brief description. Better still, with Aral's market-leading list pricing service, you pay a fixed cost of €0.61 per kW of electricity, so you'll always know where you are with your finances.

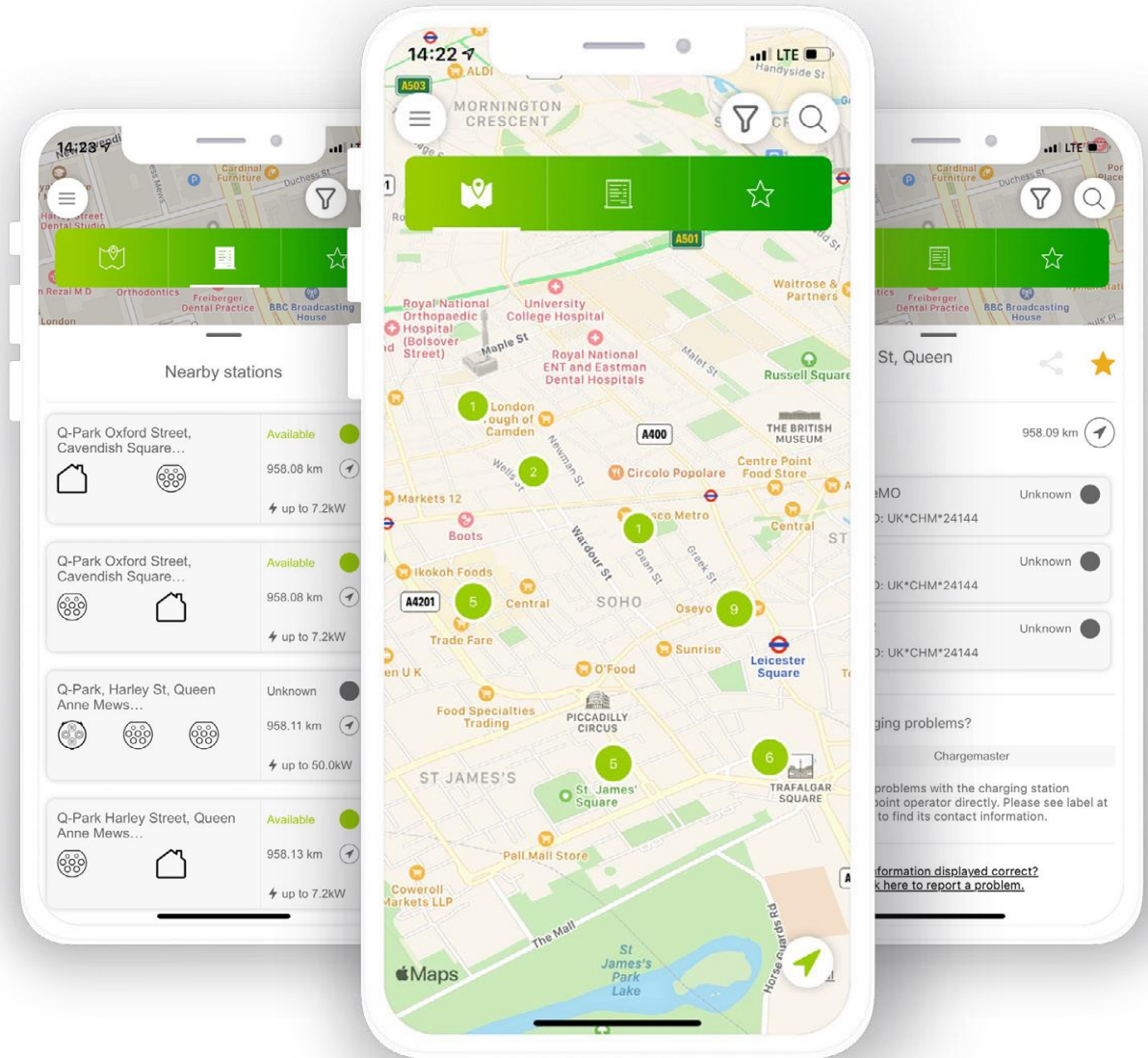


Step 2 – Take action

bp Fuel & Charge App

The free Fuel & Charge mobile app shows real-time availability and directions to your nearest charge point. You can initiate your charging session via the app, and make your payment too, saving you valuable time.

The app provides real-time information about bp charging points including availability, charging power, type of connectors and tariffs.





Step 2 – Take action

Electrifying your operations

Globally, bp aims to grow its network of public EV charging points by 2030 to over 100,000 worldwide, with a focus on ultra-fast charging.

EVs can be more cost-effective to run than fossil fuel vehicles¹ which makes them a great choice for fleets. Plus, they may help fleets to reduce their impact on the environment. Over its lifetime, a typical EV emits around two-thirds less greenhouse gas than an equivalent petrol car – even when accounting for battery production and disposal.²

Join the EV revolution

In 2023, almost 14 million new electric vehicles were registered globally, representing a 35% increase year-on-year.³ Fleets were at the forefront of this growth, with leading businesses across the world increasing their EV use by 57% in the last year.⁴ Many have committed to expanding their EV adoption, converting more vehicles to electric and enhancing charging options for staff and customers.⁵



Integrated charging solutions from bp pulse

With your EV fleet up and running, your drivers want peace of mind that they can charge quickly and conveniently. **We have a network of EV charging points across 29 countries, managed by bp pulse, Aral pulse and our partners.** This includes Europe's first dedicated E-Truck charging corridor in Germany with ultrafast chargers.



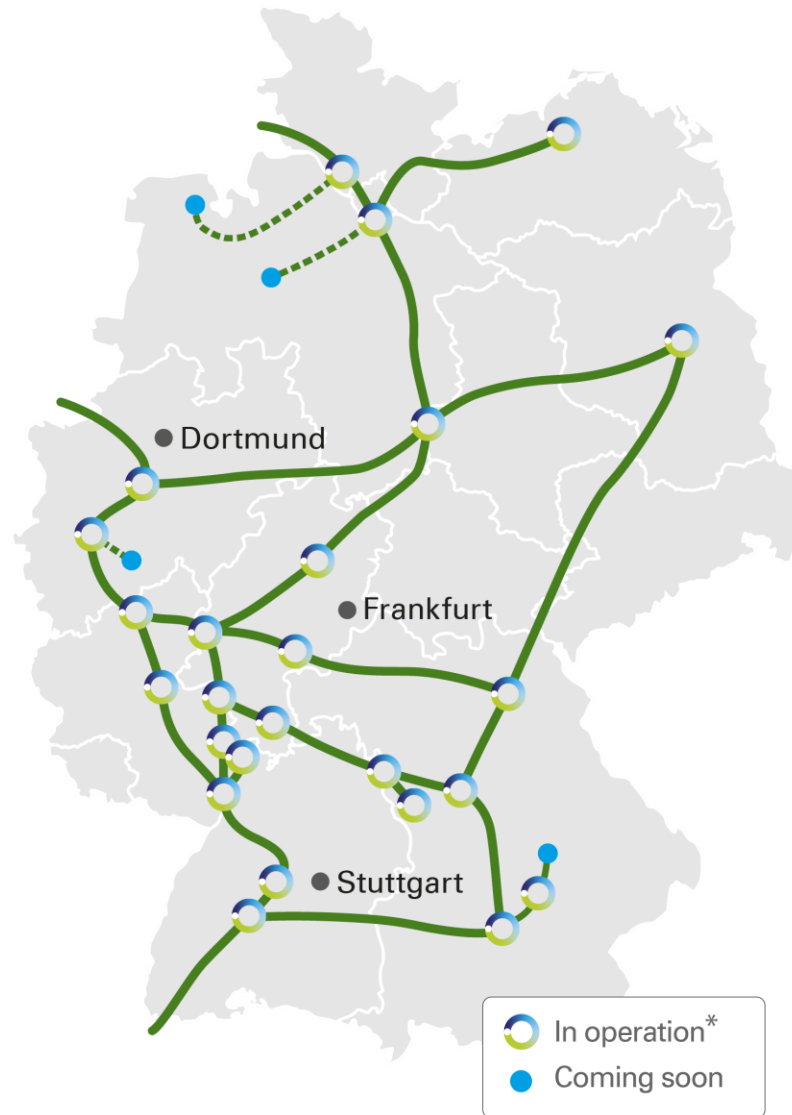
Step 2 – Take action

Truck charge corridor

bp pulse is electrifying the truck industry by helping fleets to accelerate towards a lower carbon future.

We're providing E-Truck charging at some of our existing retail sites to create Europe's first public E-Truck charging corridor - along a 600km stretch of the Rhine-Alpine in Germany. The corridor is one of the busiest road freight routes in Europe, connecting key North Sea ports in Belgium and the Netherlands with the Mediterranean port of Genoa in Italy.

Charging facilities are conveniently spaced along the corridor to provide flexibility for mandatory truck breaks to eat, drink and rest.



We're installing ultra-fast chargers at 25 locations along this corridor with each site having two or more 300kw Aral pulse chargers. A 45-minute charge can provide up to a 200km driving range¹.

With approximately 270,000 E-Trucks set to be in operation in Europe by 2030², we're planning more bp pulse E-Truck charging corridors and creating a vision for multi-energy mobility hubs. Our overriding aim is to enable a charging network for the future movement of essential goods and services.

¹ Depending on battery size, E-Truck model and driving conditions

² Source ACEA, medium & heavy-duty vehicles



HVO

bp bioenergy HVO is a renewable¹, lower carbon fuel² that is chemically similar to the paraffinic components in conventional diesel and meets the paraffinic diesel fuel specification, EN 15940.

Our HVO is produced from renewable feedstocks¹, such as used cooking oil, which are hydrotreated and then further processed to produce the finished fuel. bp bioenergy HVO delivers a well-to-wheel CO₂e emissions saving of at least 85% compared to fossil diesel.²

bp bioenergy HVO is specially formulated with ACTIVE technology. This innovative formula, exclusive to bp, cleans away harmful deposits from critical engine parts and protects against their build-up.

Start using it today

bp bioenergy HVO can be used as a drop-in replacement for diesel fuel.³

Drivers with compatible vehicles can use it straight away as a direct substitute for diesel³ – without any expensive vehicle modifications or the need to buy new vehicles. It can even be used interchangeably and mixed with diesel in vehicles approved by the manufacturer to use EN 15940 fuels.³

Currently live in the UK and Netherlands, bp bioenergy HVO is soon to be launched in Germany, Austria, Spain and Poland.



¹ bp bioenergy HVO, in the EU, is produced from feedstocks listed in Directive (EU) 2018/2001 (RED II) Annex IX Part A or B and, in the UK, from waste-derived feedstocks of biological origin that meet the requirements of a renewable transport fuel for the purposes of The Energy Act 2004 and the Renewable Transport Fuel Obligations Order 2007.

² We calculate the CO₂e emissions saving from fuel production to end use by the customer ('Well-to-Wheel'), in the EU, in accordance with Article 31(1) parts (b) or (c) of the Directive (EU) 2018/2001 (RED II) on a mass balance basis, using the reference value 94 g CO₂e/MJ for fossil fuel and, in the UK, in accordance with the 2024 RTFO Compliance Guidance (Section 8) on a mass balance basis, using the reference value 94 g CO₂e/MJ for fossil fuels.

³ Suitable for vehicles and engines approved by the manufacturer to use EN 15940 fuels in accordance with the manufacturer's guidelines.




bp bioenergy HVO

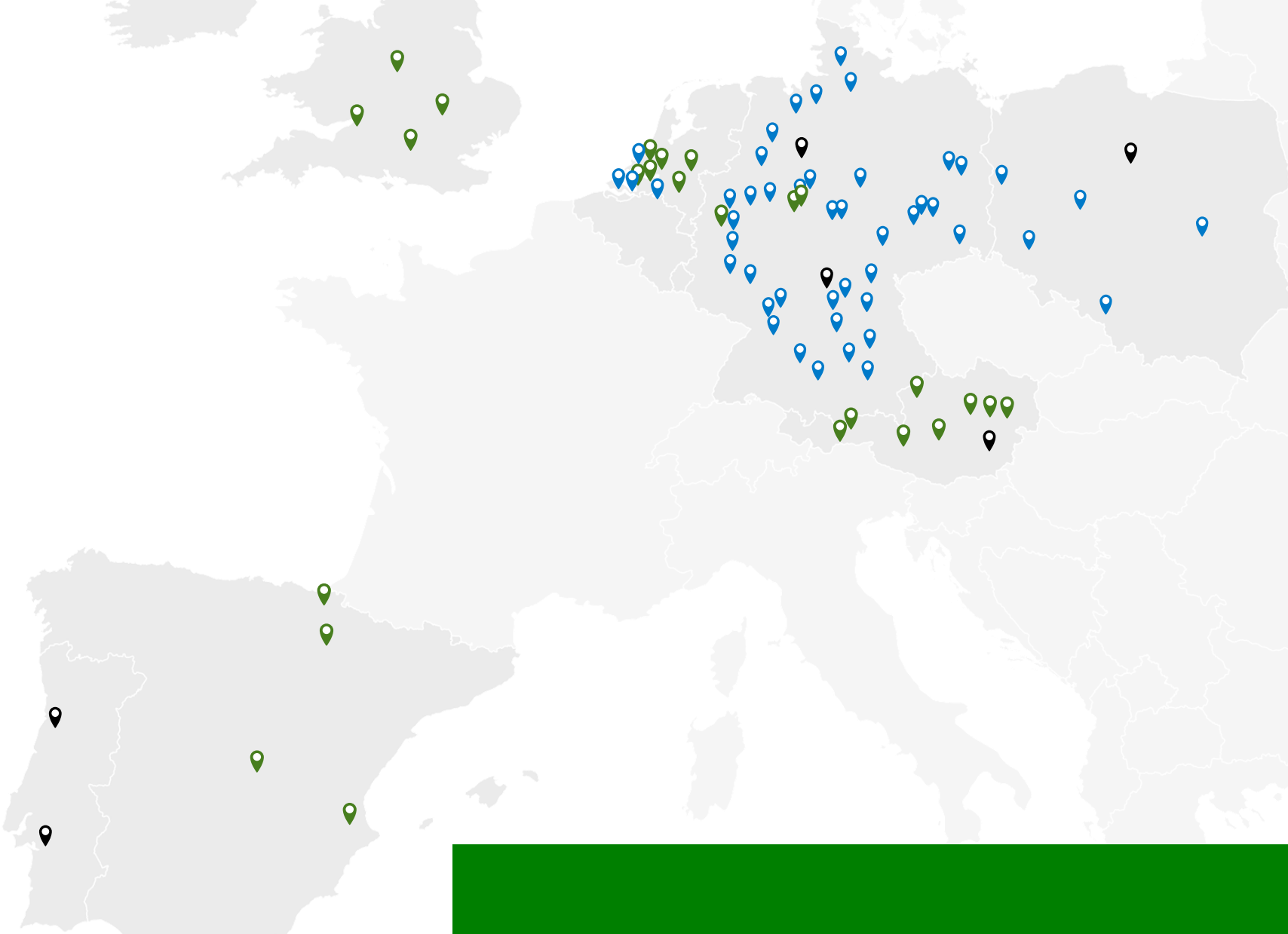


HVO Roadmap – Live & Planned sites

bp bioenergy is now available in 26 sites in the UK, Spain, Netherlands, Austria and Germany.

Further sites are planned to launch soon in these countries as well as in Poland.

-  Aral / bp live sites
-  Pickup sites
-  Planned sites





Biofuels

Renewable biomethane is available in two fuel types: it can be compressed at ca.-200 bar or liquefied at around -130°C to produce bio-Compressed Natural Gas (bio-CNG) and bio-Liquefied Natural Gas (bio-LNG). It is typically made from food and plant waste.

Bio-LNG

Compatible with vehicles that have been specially manufactured or converted to run on LNG. Due to its higher density, it offers a better range than bio-CNG and is typically used to power larger trucks that make long-distance journeys.

Bio-CNG

Suitable for use in dedicated or converted CNG vehicles, typically passenger cars to medium-sized trucks that make shorter journeys.

In the UK, we're investing in Gasrec, the UK's largest dual provider of bio-LNG and bio-CNG to road transport.



Hydrogen

Hydrogen's energy density and refuelling rate make it an ideal option for heavy duty, long-haul transport. However, there are many challenges to overcome, including vehicle technology, infrastructure and the supply of lower carbon hydrogen.

Working with vehicle manufacturers and technology specialists, bp is helping overcome those challenges by contributing to the building of production facilities and infrastructure to create reliable hydrogen mobility.

Importance of partnerships

We believe partnerships are vital to seed the growth in the industry and to reduce costs to enable a competitive TCO. That's why bp joined H2Accelerate – a collaboration that brings together leading OEMs (Daimler, Iveco and Volvo) and H2 infrastructure partners (Linde, Total Energies and Shell) with the objective of seeding hydrogen use in long-haul, heavy-duty trucking across Europe, and advocating for policies to enable a sustainable hydrogen industry.

Beyond this, we are aiming to grow lower carbon hydrogen production across the UK and Europe and are investing in hubs such as 1GW Blue hydrogen hub- H2 Teeside, UK, and 100MW Green hydrogen hub- Lingen, Germany.

Model city

In Scotland, bp Aberdeen Hydrogen Energy Limited – the joint venture between bp and Aberdeen City Council – announced that the final investment decision for its Aberdeen Hydrogen Hub project, supporting the region's energy transition ambitions and its drive to become a leader in lower carbon energy. Working with Aberdeen City Council, our transport model is running on hydrogen fuel, helping us to develop hydrogen solutions for the council fleets.



Step 3



Carbon Credit Services

“I’m now a customer of bp and need to roll out my plans for lower carbon emissions, certify them, keep track of TCO and emissions, monitor performance and get advice on how we can make improvements.”

It’s not always possible to completely reduce your fuel-related carbon emissions by adopting new efficiencies or switching to lower carbon alternatives. We can help you offset whatever can’t be lowered.



bp Target Neutral

bp Target Neutral is our service to automatically estimate the full lifecycle carbon emissions from the fuel you buy from us, and purchase and retire carbon credits on your behalf. This is not a substitute for switching to lower emission energy solutions or reducing the use of fossil fuels. However, the purchase and retirement of carbon credits can act as an interim solution.

We source our carbon credits from a range of projects around the world that reduce or avoid emissions, such as cookstove projects in Guatemala and wind projects in Chile. Each credit represents 1 tonne of carbon reduced or avoided by these projects.

Verified emission reductions

The projects provide independently verified emission reductions and can also provide economic, social, and environmental benefits to communities around the world. We do this through buying and retiring high-quality carbon credits in a verified international registry to ensure the same credit is not used again.

We ensure our credits are high quality by only procuring credits that meet the requirements of the International Carbon Reduction and Offsetting Alliance (ICROA) code of best practice – a standard we’re audited against annually by a third party.



Step 3 – Compensate

How does the service work via the bp fuel card?



Opt in

Opt in for the service for all future purchases via your bp fuel card at a fixed annual price. The service can be easily activated online via bp Card Customer Centre.

There is no need to change existing fuel card and no administrative overhead.

Contract for the service is separate from the fuel contract with B2Mobility. The contract is between the customer and bp International.

1



Calculate

Using your fleet's purchased fuel volume and fuel type bp estimates the full lifecycle emissions (well to wheel) from the fuel using internationally recognised carbon datasets (e.g. DEFRA emissions factors).

The offer is available across Petrol, Diesel, LPG and CNG

2



Invoice & Retire Credits

The cost for the service is automatically billed in your monthly fuel card invoice once you opt-in.

bp purchase and retire voluntary offset credits in an international public registry to ensure the credits cannot be used again.

Credit retirement is undertaken at the end of each calendar year based on emissions from your fuel purchases over the year.

3



Documentation

We can provide a confirmation document for customers to share proof of your use of the service with your internal stakeholders and B2B customers*.

This document includes the total estimated full lifecycle emissions from your businesses' fuel purchase and the quantity of carbon credits bp will purchase and retire to contribute towards compensating for these emissions on your behalf.

4

Find out more

bp is perfectly placed to help develop integrated energy solutions for fleet customers across traditional fuels, EV, Hydrogen and other lower carbon transition fuels.



Contact your fleet sales manager:

<Insert name>

<Insert email address>

<Insert phone number>