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NEWS RELEASE 新闻稿

CAO scores contracts to supply aviation fuel to Air China in London, Madrid and Los Angeles CAO 成功获得国航在伦敦、马德里和洛杉矶的航油供应权

- **Another milestone in the Group's expansion of its aviation fuel marketing business**
集团拓展航空市场营销业务的又一里程碑
- **Aviation fuel supply volume jumped 36 times over 2011 to 750,000 tonnes in 2012**
航空市场营销业务量2012年同比激增36倍至75万吨

SINGAPORE, 19 March 2013 – China Aviation Oil (Singapore) Corporation Ltd (“CAO”), the largest physical jet fuel trader in the Asia Pacific region, is pleased to announce that CAO and its subsidiaries namely, North American Fuel Corporation (“NAFCO”) and China Aviation Oil (Hong Kong) Company Limited (“CAOHK”) (collectively, the “Group”), have been awarded contracts to supply aviation fuel to Air China at three international airports. CAO will supply at Madrid International Airport whilst NAFCO and CAOHK will supply at Los Angeles International Airport and London Heathrow Airport respectively. The term of each of these supply contracts is 18 months commencing from 1 April 2013. The aggregate contractual volume for the expected term is approximately 120,000 metric tonnes.

新加坡 2013 年 3 月 19 日讯—亚太地区最大的航油实货贸易商——中国航油（新加坡）股份有限公司（简称“CAO”）特此宣布，公司及其所属北美航油有限公司（“北美公司”）和中国航油（香港）有限公司（“香港公司”）获得国航在三个国际机场的航油供应权。CAO 本部获得国航在马德里国际机场的航油供应权，而北美公司和香港公司分别获得国航在洛杉矶国际机场和伦敦希斯罗机场的供应权，从 2013 年 4 月 1 日起为期 18 个月，合同总供应量约 12 万吨。

The award of these contracts marks another significant progress in the Group's proactive approach towards expanding its aviation fuel marketing business. Madrid is a new supply location for the Group and this is the first time the Group is awarded an aviation fuel supply contract by Air China at Los Angeles International Airport. As for the supply of aviation fuel at London Heathrow Airport, CAOHK's supply contract with Air China has been extended for a further period of 18 months. The supply contract



award by Air China to NAFCO at Los Angeles International Airport is the second supply location outside China where the Group supplies aviation fuel to all three major Chinese airlines namely, Air China, China Southern and China Eastern.

本次国航中标意味着 CAO 的航空市场营销业务又迈出一大步；马德里是 CAO 首次进入的新市场，而且这也是本集团首次中标国航在洛杉矶国际机场的供应权。此外，香港公司也成功与国航续约了对伦敦希斯罗机场的供应合同，新合同有效期为 18 个月。洛杉矶国际机场也成为 CAO 第二个为中国三大航空公司（即国航、南航和东航）同时供油的中国以外的国际航空港。

Under the Group's 2020 Corporate Strategy, aviation fuel marketing is a key growth priority for the Group's core jet fuel supply and trading business. In 2012, CAO's parent company, China National Aviation Fuel Group Corporation ("CNAF"), established strategic alliances with major Chinese airlines which had enabled CAO to be the preferred supplier of aviation fuel for these airlines outside China. This has laid a strong foundation for CAO to build its aviation fuel marketing business.

根据 CAO 的 2020 年战略，公司将航空市场营销作为航油供应与贸易核心业务下的重点发展业务。2012 年，CAO 母公司中国航空油料集团公司（“CNAF”）与中国的主要航空集团形成战略合作关系，CAO 将成为这些航空公司海外供油的战略伙伴，为 CAO 开拓航空市场营销业务创造了良好的条件。

The Group's aviation fuel marketing business has expanded significantly since inception in 2011. Aviation fuel supply volume has jumped approximately 36 times over 2011 to about 750,000 tonnes in 2012. The Group has also set up a new business unit this year to be responsible for developing the aviation fuel marketing and supply business.

CAO 的航空市场营销业务自 2011 年启动以来发展迅速，2012 年的业务量较 2011 年激增约 36 倍至 75 万吨。公司今年也设立了新的航空市场营销部，集中力量发展航空市场营销业务。

Mr Meng Fanqiu, Chief Executive Officer of CAO said, "The successful award of aviation fuel contracts by Air China at three key international aviation hubs is a milestone in the Group's efforts and commitment towards growing and expanding our aviation fuel marketing business. As the overseas aviation supply arm of CNAF, we are able to leverage on CNAF's strategic alliances with major Chinese airlines as well as its business network and connections to further grow our businesses beyond China. We will continue to invest resources to further expand this business to achieve our target of becoming an important aviation fuel service provider at international airports by 2020."

CAO 首席执行官孟繁秋先生说：“成功拿下国航在这三个国际航空枢纽地点的供应合同对 CAO 的航空市场营销业务而言是一项重要的里程碑。CAO 是 CNAF 拓展海外航油供应市场的主力军，我们将借助 CNAF 与中国航空公司的战略合作关系和业务网络来拓展我们在中国境外的业务。我们将继续在这一领域投入资源，以实现我们在 2020 年之前成为重要的国际机场供油服务商的战略目标。”



About CAO 有关 CAO

CAO is the largest physical jet fuel trader in the Asia Pacific region and the sole supplier of imported jet fuel to the civil aviation industry of China. CAO and its wholly-owned subsidiaries – China Aviation Oil (Hong Kong) Company Limited and North American Fuel Corporation supply jet fuel to airports outside China, including Asia Pacific, Europe, North America and the Middle East. The Group also engages in international trading of jet fuel and other oil products. CAO owns investments in various strategic oil-related businesses, which include Shanghai Pudong International Airport Aviation Fuel Supply Company Ltd, China National Aviation Fuel TSN-PEK Pipeline Transportation Corporation Ltd, Oilhub Korea Yeosu Co., Ltd and Xinyuan Petrochemicals Co., Ltd. A subsidiary of China National Aviation Fuel Group Corporation, CAO is listed on the Mainboard of the Singapore Exchange Securities Trading Limited.

CAO 是亚太地区最大的航油实货贸易商，也是中国民用航空业的唯一进口航油供应商。CAO 及其全资子公司——中国航油（香港）有限公司和北美航油有限公司，在中国境外的机场供应航油，供油地点包括亚太、欧洲、北美及中东。公司还从事航油和其他油品的国际贸易。CAO 拥有多个战略性的油品相关资产，包括上海浦东国际机场航空油料有限责任公司、中国航油集团津京管道运输有限责任公司、韩国丽水枢纽油库有限公司及新源石化有限公司。CAO 是中国航空油料集团公司的子公司，并在新加坡证券交易所主板上市。

— End 结束 —

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