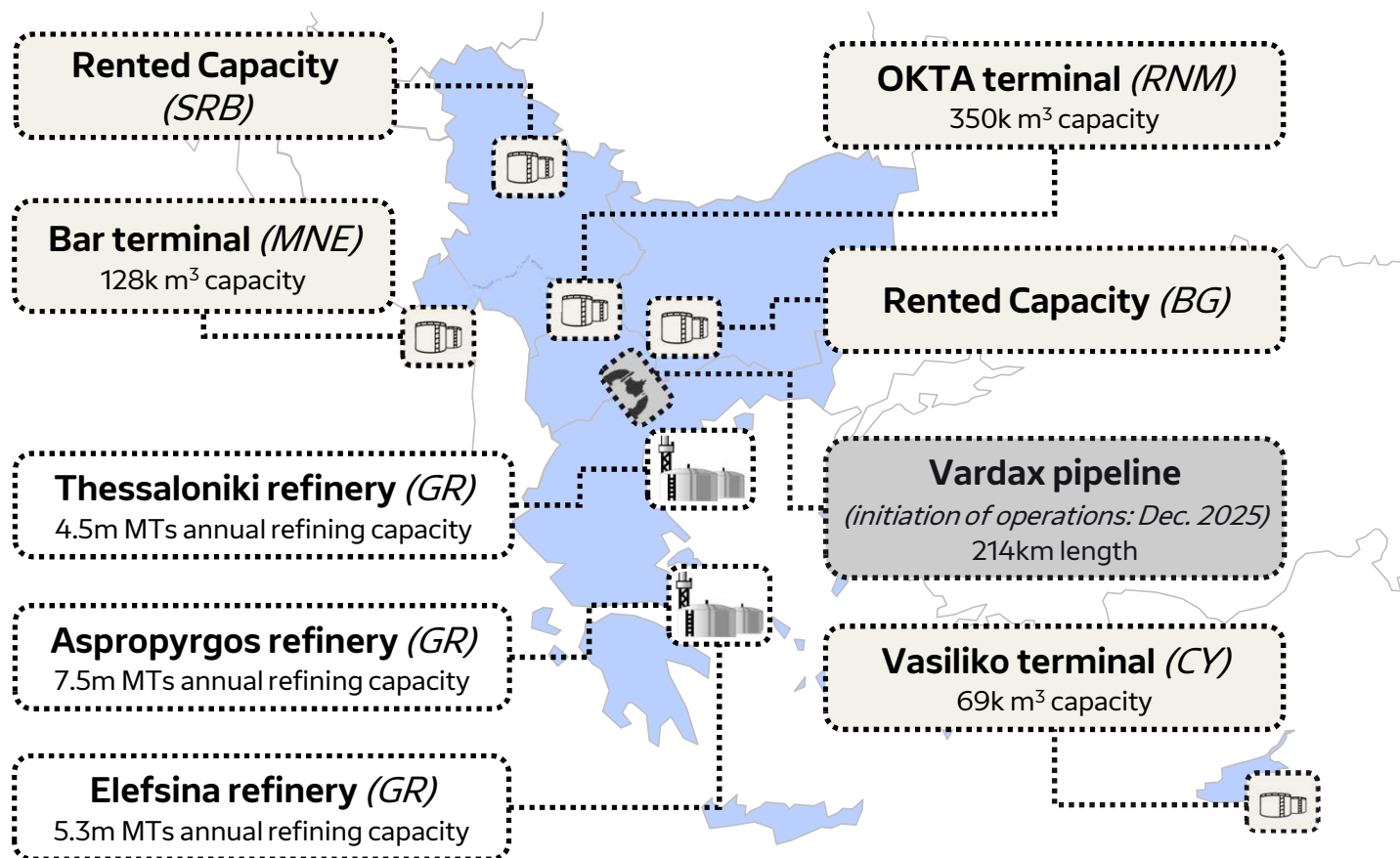


✦ Changing Regional Oil Markets: An Industry Perspective

18th Oil Forum – 7 October 2026

Vuk Radovic
Head of Supply and Trade Development
of International Division

HelleniQ Energy maintains and operates extensive infrastructure facilities in the SE Europe



HelleniQ Energy main facilities:

- 3 refineries in Greece
 - 65% of Greece's refining capacity
 - 17.3m MTs annual refining capacity
 - 6.65m m³ storage capacity
- 3 storage terminals in North Macedonia, Montenegro and Cyprus
 - 547k m³ storage capacity
- Rented storage capacity in Serbia and Bulgaria
- Vardax pipeline (GR – RNM)
 - Transport of fuel products

The Group participates in the strategic reserves projects of:

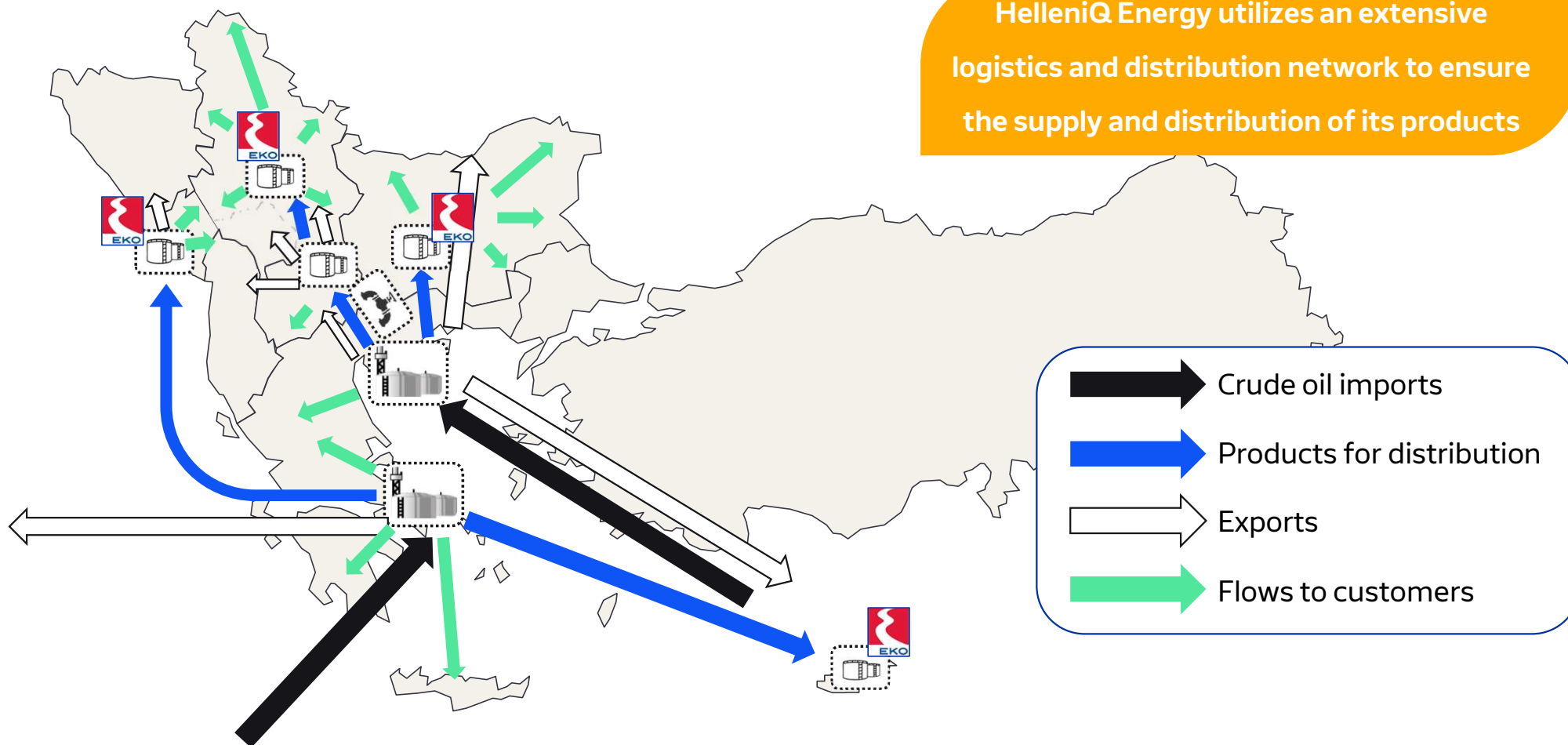
- Greece
- Cyprus
- North Macedonia
- Bulgaria
- Montenegro
- Serbia



HELLENiQ
ENERGY

The logistics and distribution network of the Group extends to the SE Europe region

HelleniQ Energy utilizes an extensive logistics and distribution network to ensure the supply and distribution of its products

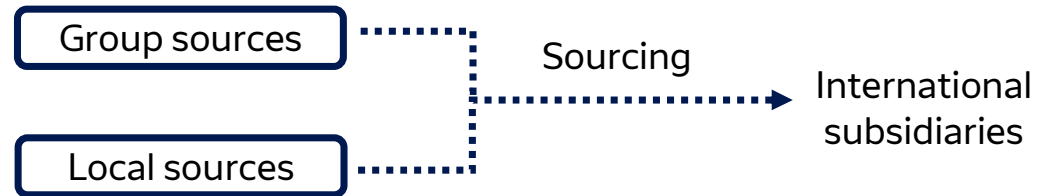


The Group maintains established fuel sourcing and guarantees its products' quality

Established sourcing



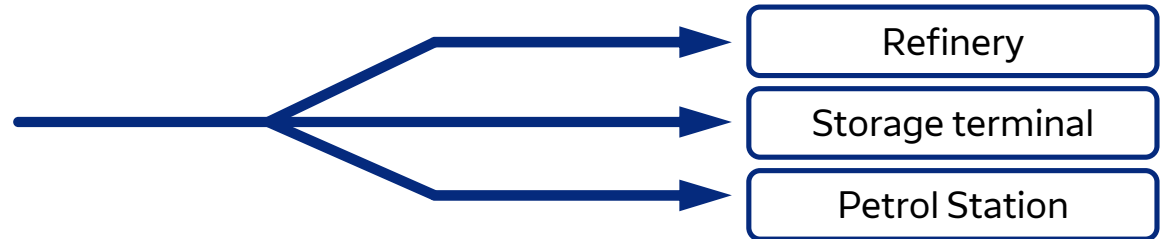
Variety of crude oil supply sources



Inventory management



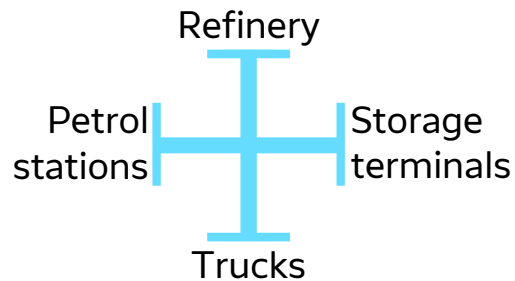
Continuous monitoring of inventory levels



Quality control



Quality control at every stage of fuel circulation:



Products guarantee

- Owned laboratories in:
- Greece's 3 refineries
 - OKTA terminal in RNM

Impact of the Ukraine-Russia War and Oil Sanctions in the region



Ongoing conflict between Ukraine and Russia since 2022:

- Significant humanitarian and geopolitical consequences in the region.
- Necessity to restructure Ukrainian supply with oil products
- Sanctions targeting Russian oil exports including crude and refined products.
- Restrictions and consequences of attacks limit Russia's ability to sell oil and finished products globally.

Sources: ID Analysis



Bulgaria:

- Severed Lukoil's cheap crude feeding from Russia
- Significant diesel imports from Russia, replaced by equivalent imports from refineries in countries not sanctioning Russia,
- State administration imposed on sanctioned key producer (Lukoil)
- Russian control networks being sold (NIS)



Serbia:

- Upon sharp oil prices hike when war broke out, the authorities have introduced retail price cap and utilize it by smoothen the passing of international market price increases into the domestic ones.
- Temporary reduction of duties and release of strategic reserves was also used by the authorities to keep the prices lower
- NIS is under US sanctions due to Russian Ownership – EU companies changed their supplying sources
- Reduced availability of import sources due to lower regional availability and barriers



Montenegro:

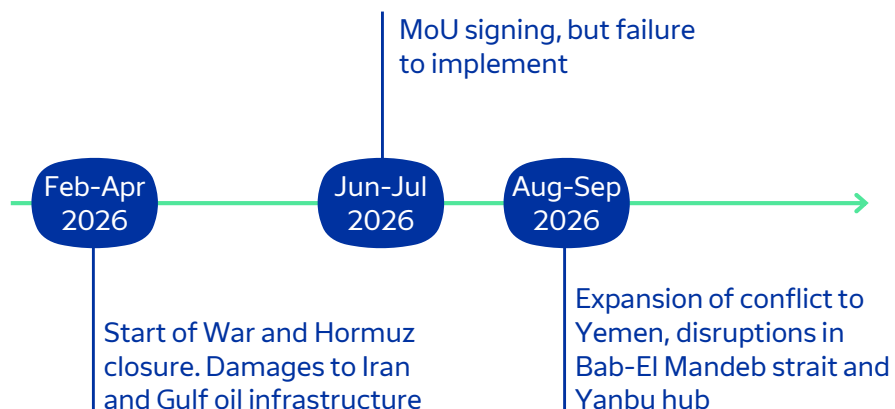
- Supply stability ensured by seagoing deliveries from HELPE to the Bar terminal
- Sharpe price increases mitigated by the authorities by implementing temporary duties decrease



North Macedonia:

- Almost entire market being supplied by OKTA due to the sanctions of pre-war competitors and export barriers in Bulgaria.
- Vardax pipeline utilization enabled supply stability.

Impact of current Middle East conflicts



Ongoing conflict between USA-Israel and Iran since Feb. 2026:

- Nearby countries experience geopolitical and economic ripple effects.
- Major reduction in crude oil and finished products coming out of Persian Gulf. Increases in shipping cost, insurance,...
- This resulted in sharp increase of crude oil but particularly middle distillate prices having major impact on majority diesel consuming SEE countries.
- Significant and still not fully assessable damages of regional oil industry infrastructure .

Sources: ID Analysis



Bulgaria:

- Export ban, with subsequent introduction of exception process
- Strengthening controls by competition authorities



Serbia:

- Retail price cap utilized to delay the passing of international market price increases into the domestic ones.
- Temporary reduction of duties and release of strategic reserves was also used by the authorities to keep the prices lower



Montenegro:

- Sharpe price increases mitigated by the authorities by implementing temporary duties decrease



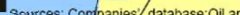
North Macedonia:

- Duties reduction to minimize price hike impact
- Supply stability through Vardax pipeline utilization



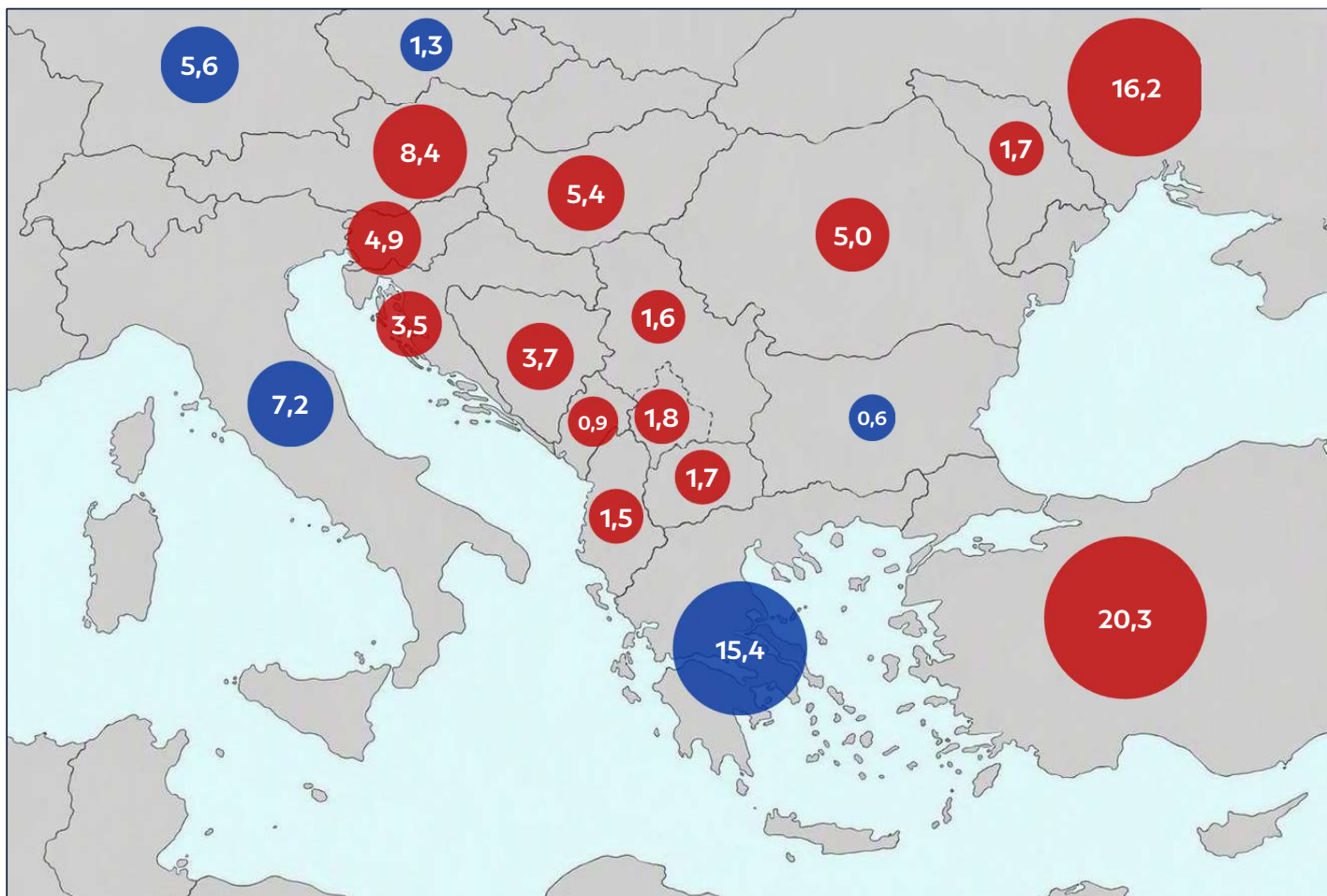
Cyprus:

- Immediate release of strategic reserves of Jet fuels
- Supply stability with increased deliveries from Greece



HELLENiQ ENERGY
Refinery (Mt/a)

- Difficulties in sourcing of crude oil
- Shifts from typical crude slates
- Competition by refiners not having same restrictions
- Logistical constraints and costs



Diesel supply presents the biggest challenge:

- The deficit of ULSD in most markets increased in 2026 due to refineries being out (Petrotel) or operate with lower capacity due to sanctions impact (Pancevo) or incidents (Duna) while consumption remained strong.
- From 2023-2026 H1 in Danube markets (AT,SK,HU,SRB,RO,MD) the ULSD deficit increased from 19 to 21 kt/day or from 31% to 38% of consumption.
- Movement of product from Mediterranean and international markets towards Danube region is heavily restricted since summer due to the low water levels
- Other constraints in Transportation means, Terminal capacities and Regulatory measures prevent easy mitigation of Danube situation

Supply constrains and bottlenecks

Danube



Danube provides most efficient way for products trading between refineries and installations along its shores

- It comes with a degree of uncertainty over navigability during low or frozen waters
- River barges were in the high demand at the beginning of Ukraine war which affected its cost
- Not enough capacity to replace pipelines for crude oil supply of the refineries

Transportation



Abrupt changes in established product flows create issues in availability and cost of transportation means

- Romania and Bulgaria have respectful rail utilization, while the ex-Yu countries and Greece have very low rail utilization.
- Limited number of independent depots with rail access, disruptions due to the execution of rail infrastructure works and inefficiencies of state-run rail companies contribute to this situation
- War in Ukraine initially placed a pressure on river barges but it has shifted to a smaller sea vessels that can enter Danube

Terminals



Not enough operating infrastructure for facilitation of import/export flows and storing of strategic and operational reserves

- Complex and lengthy licensing process for development of new, and even upgrading of existing infrastructure
- Existence of cross-country barriers for utilization of infrastructure in neighboring countries
- Clear and transparent mechanisms for PPPs establishment for development of new and utilization of existing infrastructure

Regulatory



Actions of authorities in reaction to crises or during introduction of new initiatives does not always include full assessment of impact on local and regional security of supply

- Export bans, price caps, etc.
- Introduction of bio-fuels, fuel nano-marking, etc.

Conclusions – Cooperation needed between authorities and the industry for ensuring supply security

Maintaining operation and high utilization of refining capacity present in countries

- Securing crude supply stability
- Prevent interruptions in crude oil and product flows
- Help with unfair competition

Increasing capacity and speed of imports in countries with deficit of oil products

- Increase in Terminals and Transportation assets Capacity
- Improving the speed of import process
- Flexibility (enabling multiple modes of transport)

Increasing level of reserves present in countries

- Additional storage capacity for keeping of the reserves
- Partnership with private investors in transparent manner
- Clear rules for releasing of the reserves in crisis situations

Joint effort for review of existing and during adoption of new legislation affecting 3 above stated goals

- Import / export regulations, license requirements, controls
- Introduction of new dynamics (i.e., biofuels, fuel marking,...)
- Facilitation of development of new infrastructure



✦ Thank you