

# Buy and Sell **Energy Commodities** with Confidence



**Since 1977**, Oil Price Information Service (OPIS) has provided price transparency across the global fuel supply chain so that all stakeholders can buy and sell energy commodities with confidence. We continue to do this through accurate pricing, real-time news, powerful software tools and educational events and training.

Our commitment to reliability is reinforced by world-class customer service and constant innovation. OPIS listens to what customers need and responds with easy-to-use solutions. We allow direct access to our expert analysts with more than 200 years of combined experience.

Navigating world oil markets is complex – OPIS makes it simpler.





### **Fuel Pricing Benchmark**

OPIS is the most widely-accepted price benchmark for supply contracts and competitive positioning because we're unbiased and independent.

- Our price methodology is approved by IOSCO (International Organization of Securities Commissions) for objectivity
- 100 billion gallons of fuel per year are directly affected by OPIS pricing
- OPIS is listed as a settlement mechanism on commodity exchanges and included in multi-year fuel contracts



#### Who We Help

OPIS supplies multi-platform solutions for all players in the downstream energy industry:

- Refiners & Suppliers
- Wholesalers & Jobbers
- Retailers
- Fleets & Airlines
- Traders
- NGL & Petrochemical Companies
- Pipelines & Terminals
- Municipalities
- Financial Institutions
- Auto Manufacturers
- Coal Producers & End Users



#### Markets We Cover

From refinery gate to end user, OPIS enables visibility into these market segments:

- Spot
- Rack
- Retail

# Spot Pricing

### Real-time spot market coverage grounded in reality

OPIS has been covering spot fuel markets since 1981. Our mission is simple: track the market the way it really trades without dictating arbitrary rules or fixed timelines to participants.

#### **Undisputed leadership**

OPIS is the undisputed spot benchmark for U.S. West Coast gasoline, diesel and jet fuel; U.S. propane and other NGLs; and global feedstocks such as VGO and naphtha. In Europe and Asia, we also provide transparency into the pricing and transportation of gasoline, diesel, jet fuel and LPG.

#### Flexibility and innovative tools

Pick your delivery and timing method, from real-time mobile apps to web-based tools to daily email services. Want a customized historical report? We can do that. Our tickers give you minute-by-minute evaluations of spot refined products. Follow gasoline, diesel and LPG global shipments via our expert market commentary.

#### More visibility, all day

Why settle for data based only on a 30-minute window? OPIS tracks U.S. spot prices over a full day's activity and bases market calls around confirmed deals or informed assessments discovered by our experienced spot editors, who are in constant contact with producers, traders, brokers and end-users to find out what's really happening. Predict rack price moves. Make more per gallon. Identify arbitrage opportunities. Use our Deal Log to see confirmed deals as they happen.

#### Cost-effective IMO 2020 compliance

New ship emission regulations starting in 2020 from the International Maritime Organization (IMO) will be costly to ship owners, refiners and suppliers, without a reliable pricing source. The OPIS Global Marine Fuels report meets the need by providing a daily spot value for the new 0.5% VLSFO along with key bunker fuel prices in the most important ports of Asia, Europe and the Americas.

#### IOSCO compliance: an unbroken record

OPIS has an unbroken record of successful third-party audits certifying our adherence to IOSCO (International Organization of Securities Commissions) principles of transparency and objectivity. Our methodology is the most robust in the industry.



### Products

#### Full-Day Coverage of U.S. Gasoline, Diesel, Jet Fuel Markets

- Spot Ticker
- West Coast Spot Market Report
- Full-Day Refined Spots Report
- Worldwide Jet Fuel Report
- Refinery Maintenance Report

#### Benchmark Refinery Feedstocks, LPG & Natural Gas Coverage

- International Feedstocks Intelligence
- North America LPG Report
- NGL Forwards Report
- North American Propane Ticker
- Global LPG Ticker
- Natural Gas Price Daily & Bidweek Report

#### **Renewables and Carbon Credit Reports**

- Ethanol & Biodiesel Information Service
- Carbon Market Report

#### **Global Pricing & Analysis**

- Global Marine Fuels
- OPIS450 Europe Jet Ticker
- OPIS450 Europe Jet Fuel Report
- Europe Jet, Diesel & Gasoil Report
- Europe LPG & Naphtha Report
- Asia Jet Fuel & Gasoil Report
- Asia Naphtha & LPG Report



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#### NYMEX

Paper market, influenced by big-scale regional and international factors.



#### SPOT MARKET

Physical market, high volume, located at refinery hubs. Reacts to NYMEX and regional supply news.



#### RACK MARKET

Smaller volume market, often located off a pipeline. Follows spot market direction, changing at 6pm each day.



#### **RETAIL MARKET**

Street price for gasoline and diesel. Follows rack pricing, though reaction time is usually two/ three days later.

# Rack Pricing

# All great deals start with OPIS rack prices, the most trusted benchmark in the industry

OPIS Racks are the definitive benchmark the industry counts on for independent, unbiased data backed by world-class customer service. Billions of gallons of gasoline and diesel are sold in the U.S. based on an OPIS price.

## Make smarter fuel buying and selling decisions

OPIS pioneered rack price discovery over 30 years ago and now maintains the world's most comprehensive database of U.S. petroleum prices. Get prices delivered when and how you need them – reports are available at multiple times throughout the day and in a variety of customizable formats.

Use OPIS rack prices to improve your fuel purchasing. Negotiate better contracts using an industry-standard OPIS benchmark and verify that the price you are being charged is correct. Analyze price trends, track suppliers in your area and easily reconcile invoices. Plus, monitor price changes in real time so you can see where the market is heading and quickly react to price moves.

#### Price visibility in Mexico

In Mexico's new open market, fuel buyers and sellers can now depend on OPIS for unbiased pricing information to negotiate contracts and make critical import/export decisions. OPIS calculates an implied wholesale price daily at Mexico's terminals using both retail and spot values.

#### Available exclusively in OPIS Racks

Get the highly benchmarked OPIS Average, OPIS Low and OPIS High along with branded, unbranded and contract averages, lows and highs. We also calculate the Low 2 and Low 3 for our customers.

See supplier-specific terms, out-of-product designations, and select from gross or net and standard or terminal formats. Plus, integrate spot and retail prices with the OPIS Spot Replacement Index and OPIS Smart Rack.



### Products

- Gasoline & Diesel Rack Report
- WebRacks
- Real-Time Racks + Mobile
- Bottom Line Report
- Canadian Rack Report
- Temperature Correction Assessment Report
- Mexico Racks
- Biodiesel Rack Report
- Propane Rack Report
- Invoice Checker
- TimeSeries historical database
- Premium Benchmarks
- Australian Terminal Gate Pricing

30,000+ real-time prices published daily

from

1,500+ terminals

in

400 markets



# Retail Fuel Data

## The real-time and historical intelligence you need to compete, react, optimize and strategize

Whether you're looking for a file of station prices throughout the day, rolled-up averages, or historical data for trend analysis, OPIS has the information you need. Our database of retail fuel prices includes all key players, from major brands to regional independents to convenience store chains, as well as supermarkets and big-box stores.

#### Superior quality assurance

OPIS retail data is the most accurate and timely available, thanks to the dedication of our quality assurance team. We update our station list daily. Every price must pass a benchmark test and a rigorous QC process before being added to our database.

#### Interactive pricing and margin tools

Optimize station performance with RetailSuite, a collection of five easy-to-use online tools, from realtime competitor pricing and alerts to margins, market share and weekly volume trends.

Sell more fuel. Make smarter decisions faster. Increase profits. RetailSuite gives you everything you need to succeed in a fast-moving market with razor-thin margins.

#### Market share

OPIS tracks market share, showing which brands are selling the most gallons by geography. Discover the average price differential for a given brand versus competitors – a must-have to see how price affects volume sold.

#### Volumes

Exclusive demand intelligence tells you exactly where you stand by comparing station volume performance at the state, regional and national levels. OPIS is the only source that produces a benchmark for retail station volumes.

#### Quality content for the connected car

OPIS provides fuel prices, electric vehicle charging station locations and parking information. Major automobile manufacturers incorporate this data into in-dash applications and mobile devices.

## Retail fuel prices for the first time in Australia

OPIS now provides the Australian fuel industry with access to daily petrol and diesel prices, updated in real time via daily and weekly reports. OPIS captures and reports the true price at the fuel pump, not merely the TGP, at 6,500 retail sites across Australia. Our FOB Spot Singapore and landed spot pricing provide reliable benchmarks.



### RetailSuite

A single solution with five tools to manage and grow your retail fuel business

#### **PricePro**

Track retail fuel prices and margins for local markets in real-time.

#### MarginPro

Grade your profit performance against key competitors in any market.

#### MarketSharePro

Track market share, outlet share, efficiency and localized price differentials in real time.

#### DemandPro

Measure weekly fuel sales within your market, not against an estimated national average.

#### AnalyticsPro

Discover fuel pricing and margin trends for gas stations and c-stores in your local market.



4mil gasoline and diesel prices







49 countries across the globe

# Coal Pricing & Analysis

## Track global seaborne coal developments and optimize trading decisions with benchmark prices

Understand the dynamics shaping regional coal markets across Australia, Africa, India, China, Europe and the Americas.

#### Identify and capitalize on market trends

Our coal reports provide production and consumption data for all major coal regions, including critical trend analysis. Get detailed import and export statistics. Gain a nuanced understanding of the factors driving thermal, metallurgical and petroleum coal markets worldwide, presented by a global team of experienced journalists focused on the industry.

#### Rely on timely and accurate price reporting

Coal price markers published in the McCloskey coal reports are taken from the API indices which serve as the settlement price in 90% of the world's coal derivative contracts. Our reports provide a full set of steam, coking and petcoke prices to support your trades, purchases, sales and contracts.

#### Learn and network at annual conferences

Each year industry leaders and top government officials convene to deliver vital insight on the latest commercial and regulatory developments in the global coal economy. Located in key regional markets around the world, these conferences provide high-ranking attendees with learning and networking opportunities that result in improved operational decisions and profitable new business.

### Products

#### Global

- McCloskey Coal Report (including McCloskey Fax and Newswire)
- Inside Coal Report

#### **North America**

- Coal & Energy Price Report
- U.S. Coal Review

#### APAC

- Australian Coal Report
- China Coal Report
- Indian Coal Report

#### Africa

- South African Coal Report



# **Renewables** Pricing

# Complete pricing intelligence and innovative reports that bring clarity to a complex and fast-paced market

Over a decade ago, before the term "RINs" even existed, OPIS brought much-needed visibility into the otherwise opaque ethanol and biodiesel markets. Today our pricing assessments and real-time news are essential tools for navigating political and regulatory uncertainty.

#### A wide range of products, formats and reports

Choose how and when you want prices delivered. We offer a variety of formats and reports, with complete pricing intelligence through daily rack reports and spot assessments, custom historical reports for renewables and RINs, pricing for feedstock components, and an innovative report with all carbon compliance costs in one place. Real-time news alerts bring you timely and exclusive news stories.

#### Leading the way into an uncertain future

Politics and renewables go hand in hand. Environmental policy and regulatory changes carry with them the potential for massive fines and major business risks.

Our trusted renewables coverage gives obligated parties, biofuels producers, suppliers and jobbers the necessary intelligence to adjust compliance strategy and recognize lucrative new opportunities.

OPIS editors have guided customers through it all – from the boom and bust of biodiesel start-ups, the high cost of fraudulent RINs and the rise of RINsanity, to the advent of state cap-and-trade. We will continue to be your trusted authority as the unpredictable future unfolds.

#### **Products**

- Ethanol & Biodiesel Information Service
- Carbon Market Report
- Biofuels News Alerts with RIN Values
- Biodiesel Rack Prices
- Custom Price History
- RINs History
- TimeSeries historical database
- Spot Ticker and Mobile
- Real-Time Racks and Mobile
- Bottom Line Report
- OPIS Newsletter

# LPG/NGL Pricing

### The unmatched industry standard for U.S. benchmark LPG pricing, with robust real-time coverage in U.S., European and Asian markets

Make better purchases, sales, hedges, imports/exports and arbitrage decisions with OPIS pricing assessments, reports and real-time tools. OPIS is the unmatched industry standard for U.S. benchmark LPG pricing. Our coverage is accurate and impartial, with global LPG prices hinging on every movement in the vital Mont Belvieu spot hub.

#### Speaking the language

OPIS knows that the market moves at its own unrelenting pace and speaks its own language. So, we've created real-time tickers for North American Propane and Global LPG to give you a customized view of the market as it's trading right now. Know all-day values for worldwide spot propane, butane and ethane. Perform conversions with a single click.

#### See the whole picture

OPIS provides insightful news and analysis, full-day spot pricing, and extensive forward market discovery for ethane, propane, butane and natural gasoline throughout North America.

In Europe and Asia, OPIS editors track news and pricing, with a focus on international cargo movements and global arb trends. We see the whole picture and help you put it together.

When major utilities, petrochemical companies, rails and fleets, natural gas producers, gas processors, refiners and other stakeholders need accurate, reliable LPG pricing and analysis, OPIS is the only PRA they trust.

### Products

- North America LPG Report
- Europe LPG & Naphtha Report
- Asia Naphtha & LPG Report
- NGL Forwards Report
- North American Propane Ticker
- Global LPG Ticker
- TimeSeries
- Custom Price History
- Propane Daily Report and Rack Prices
- OPIS Newsletter
- LP Gas News Alerts
- Refinery Maintenance Report

# Petrochemical Pricing

## OPIS PetroChem Wire provides daily prices and market trends across the entire petrochemical chain in the U.S.

Whether you process olefins or make finished plastic products, you need clarity and transparency about today's spot prices and trends to make informed business decisions. OPIS PetroChem Wire is the petchem industry's sole source for real transactional prices, with relevant news and focused commentary.

#### **Futures Trading Benchmarks**

OPIS PetroChem Wire's olefins and polyolefins prices currently serve as benchmarks for NYMEX and CME physical and swap contracts. Every day, we confirm actual spot market transactional prices for commodities such as ethylene, propylene and resins. This means firm bids/offers and done deals, not "advisory" pricing. There's no guesswork. Upstream and downstream, the industry counts on our accuracy.

#### Where to find the truth. Every day.

OPIS PetroChem Wire publishes 400+ daily prices for monomers and polymers in the United States. With a more exact picture of transactional prices in the supply chain, you can make more profitable decisions, whether you are converting olefins or manufacturing consumer products. Build inventory before prices go up, or delay if prices are falling. Armed with true spot numbers, negotiate better contracts and optimize your contract/spot buying mix. Know when to add capacity.

### Products

- PetroChem Wire Daily
- Daily Midday Update
- Refinery Focus Daily
- Ethylene Weekly
- Propylene Weekly
- Polypropylene Weekly
- Polyethylene Weekly
- PVC & Pipe Weekly
- Recycled Plastics Weekly
- Chemical Plants Database
- PCW Historical Prices
- Pipeline Systems Maps (Ethane, Ethylene, Propylene)
- Plants Maps (PVC, PVC Pipe)



# Axxis Software

## Automate and accelerate every step of your fuel supply chain management

#### The Axxis automation advantage

Manual fuel operations waste time, generate errors and reduce margins. It's too difficult to capture and compare prices, check product availability and adjust course fast enough to keep up with the changing markets. Through automation, Axxis Software gives you the right information at the right time, for a competitive advantage, whether you're a retailer, wholesaler or supplier.

#### An end-to-end system that maximizes efficiency and transforms market volatility into opportunity

Source, buy, sell, dispatch, reconcile and bill more efficiently. Catch mid-day price changes, deliver more quotes faster, and accurately match and process BOLs, deliveries and invoices with less paper and fewer people. React to changes faster. Reduce costly mistakes. Save time, money and make better decisions with the Axxis automation advantage.

#### A solution customized for you

Our integrated system is modular. Pick the processes you want to improve first, and scale later. Axxis Software can easily plug into your existing technology for a tailored fit.

#### Products

- Allocations Management
- Axxis Anywhere BI Analytics
- CaptureRite
- Contract Manager
- ContractRite
- Fuel Order Management & Dispatch
- Inventory Management
- Invoice Writer
- MobileRite
- Price Data Services
- Price Management
- PriceRite/NotifyRite
- Private Markets
- TransactionRite



The Axxis Fuel Order Management and Dispatch (FOMD) system was the 2017 SIIA CODiE Award winner for Best Logistics & Supply Chain Solution.

# Conferences & Training

### **Unparalleled opportunities to learn and network**

With events in the Americas, Europe, Asia and Africa, OPIS provides numerous opportunities to join your colleagues at a program specific to your business.

#### Expand your knowledge

From the NGL Summit, acclaimed as the largest business development vehicle for the North American marketplace, to our renowned Winning Fuel Buying Strategies, OPIS gatherings educate, inform, and provide attendees with the hard data needed to thrive in today's complex and everevolving marketplace.

Carefully selected experts address top-of-mind industry topics. Attendees receive relevant information they can apply immediately to improve operational efficiency and increase market share, profitability and brand awareness.

#### Develop your team

Bring new staff up to speed in a fraction of the time, whether in refined products, futures or buying/selling fuel. OPIS fills the training gap with educational programs, including eLearning and in-person classes. Save untold hours and expense training personnel new to the industry or reinforce an existing knowledge base.

#### Build your brand

OPIS offers a variety of sponsorship opportunities to align your brand with our premier events.

Each opportunity maximizes engagement and attendee interaction while providing a host of carefully crafted benefits before, during and after the event – all designed to build your brand message among our audience of decision-makers.

Ranging from a single underwriting sponsorship, ensuring exclusivity and maximum brand placement, to a literature display in a key area where attendees gather, multiple options are available to fit every level of marketing investment.

For a complete list of current OPIS events and sponsorship opportunities, visit **opisnet.com/events** 

"This training de-mystifies how fuel markets work, and why. It was valuable to see the industry through the eyes of supplier, jobber, and end user."

- Rob Collett, Procurement Manager, Midsouth Paving Inc/Oldcastle Materials





#### **WORLDWIDE OFFICES**

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