

Best practices in LPG distribution ground transportation: material contribution to our safety indexes improvement

Commercial Division



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Peruvian Traffic accident reality

37 dead in Peru after 3 buses, freezer truck crash

By [Mariano Castillo](#) and [Elwyn Lopez](#), CNN

🕒 Updated 2017 GMT (0417 HKT) March 24, 2015



The rubble of crashed vehicles litter a coastal highway in Peru on March 23.

Peruvian Traffic accident reality



MAIN FACTORS

Natural conditions; orography & meteorology

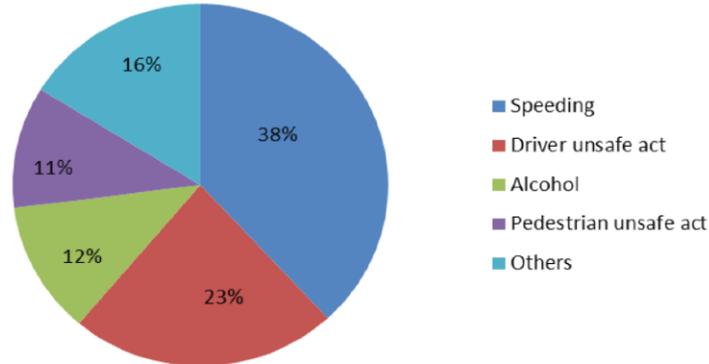
Road condition:
+60% paved road (85% estimated by 2016, ongoing investment)

Ageing vehicle fleet

Traffic safety culture

- Speeding, alcohol, imprudence.
- Recent Increase of regulation

Causes of fatal accidents (2012)



LPG Peru Business Unit overview



Repsol is present in the Peruvian LPG market since 1996, through Regapesa, a 99,85% subsidiary from Repsol Butano (100% Repsol, SA)

Sales over 600 thousand tonnes of bottled and bulk LPG



9 plants of bottled and bulk LPG all over the country

Average Operative income of 20-25 million USD

LPG transport expenditure of 30-35 million USD per year

LPG Peru Business Unit: transport activity

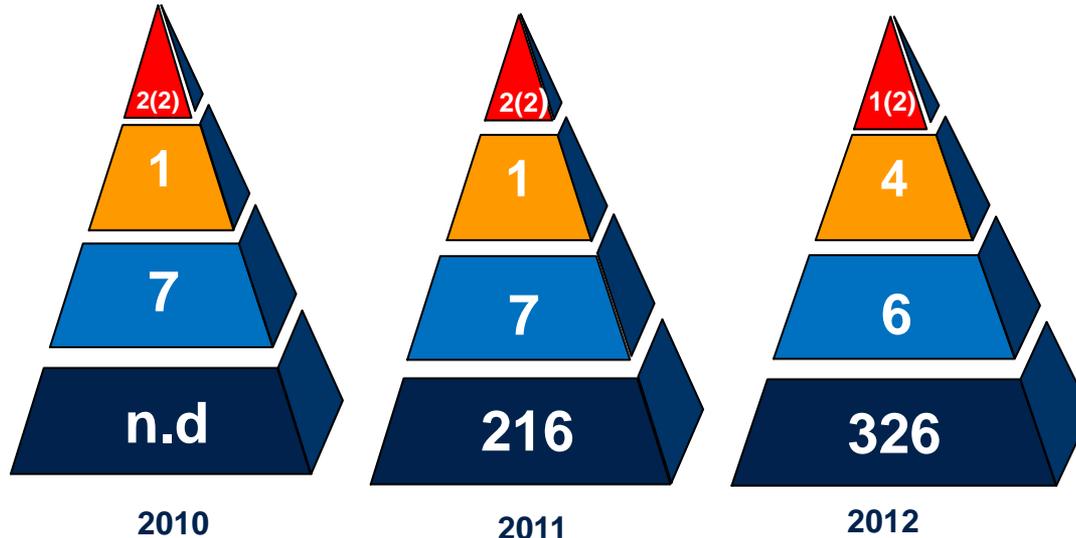


13 million kilometres travelled per year to distribute all our products

16 transport operators working for the company

Over 300 transport units (majority operator owned)

9 fatal accidents from 2008 to 2012 (12 deceased workers, drivers and load personnel)



First Ground Transportation Safety Plans (2010-2012)



The first steps of the safety plan in transport begins with improvement actions as result of accident investigations

First Safety Transport Plan in 2010:

- Safety transport Program that includes
- Daily inspections pre-travel
- Driver management (driving hours, breaks)
- Transport unit maintenance management
- External audits

In 2012 the safety passport was implemented. It requires 8 compulsory training courses for drivers

Pasaporte de Capacitación para el Transporte de GLP

CODIGO N° 002001

1. Manejo Defensivo Teoría y Práctica
2. Primeros Auxilios Teoría y Práctica
3. Libro de manejo de Extintores Teoría

FOTO

on Seguridad"

1. Manejo Defensivo Teoría y Práctica (8 horas)
Nota: Fecha: _____
Firma de Jefe de Seguridad: _____

2. Primeros Auxilios Teoría y Práctica (4 horas)
Nota: Fecha: _____
Firma de Jefe de Seguridad: _____

3. Uso y Manejo de Extintores Teoría y Práctica (4 horas)
Nota: Fecha: _____
Firma de Jefe de Seguridad: _____

4. Inducción de Seguridad - Mecanismos mecánicos de cisternas y camiones para la operación (2 horas)
Nota: Fecha: _____
Firma de Jefe de Seguridad: _____

5. Identificación de Peligro y Evaluación de Riesgos (2 horas)
Nota: Fecha: _____
Firma de Jefe de Seguridad: _____

6. Plan de contingencias (2 horas)
Nota: Fecha: _____
Firma de Jefe de Seguridad: _____

7. Reporte, Comunicación Investigación de Accidentes e Incidentes (2 horas)
Nota: Fecha: _____
Firma de Jefe de Seguridad: _____

8. Estándares de Seguridad en Plataas de GLP (2 horas)
Nota: Fecha: _____
Firma de Jefe de Seguridad: _____

Válido hasta: _____

Observaciones:
* Los ítems de color rojo son cursos especializados
* Los ítems de color azul son capacitaciones.
* Válido hasta, tendrá vigencia hasta el siguiente año una vez entregado el pasaporte al trabajador.

"Pensemos en el futuro, trabajemos con Seguridad"

Evolution of Safety Plans (2013-2014) VII



The objectives of this evolution was:

Getting to know profoundly the reality of our activity and risks involved in it, minimizing those.

Supervise our transport operators activities, in order to:

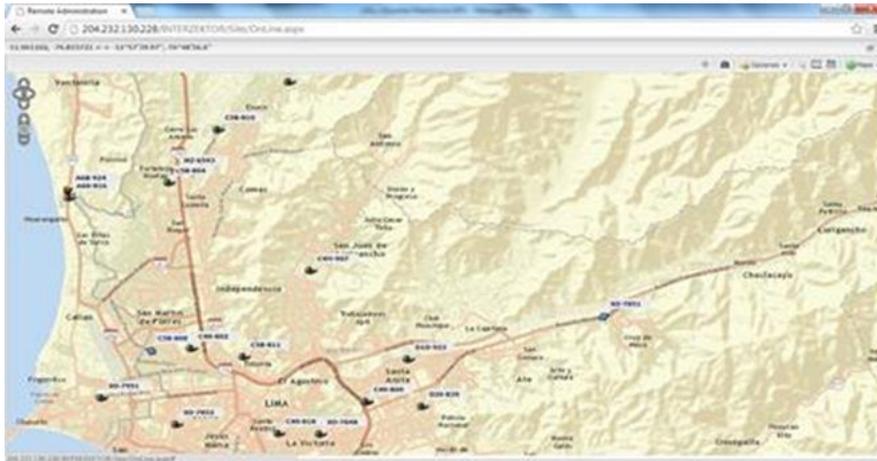
- **Promote continuous improvement of them,**
- **helping those who want but can't**
- **And evaluating their safety performance as a key of reward or punishment**

Train and make aware of our vulnerability in the road to our people and our contractors.

Evolution of Safety Plans (2013-2014) I/III

And the innovative actions of 2013-14 plan are:

- Route risk evaluation
- Inspections during journey
- Escorting services
- GPS vehicle tracking



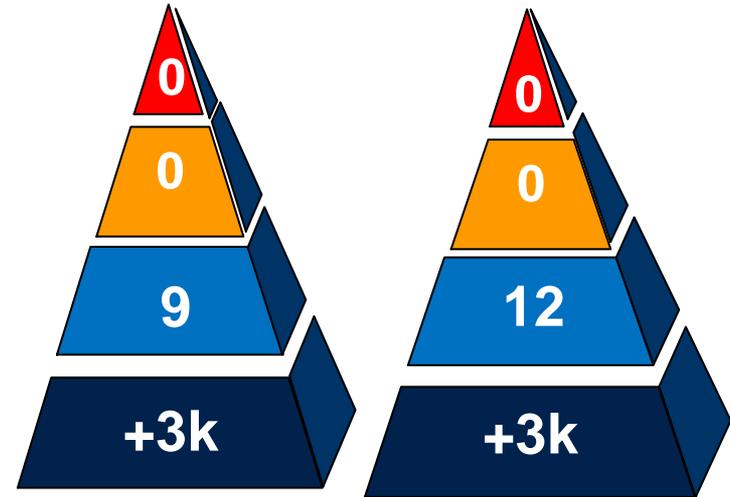
RANGO	NIVEL DE RIESGO	INTERPRETACIÓN
7,51 – 10,00	Riesgo Extremo (E)	Detención de actividades. Acciones Correctivas TIENEN que ser implementadas antes de reanudar las actividades
6,31 – 7,50	Riesgo Alto Mayor (AM)	Se permitirán las actividades con controles adicionales. Las acciones correctivas deben ser estudiadas e implementadas inmediatamente y obligatoriamente para evitar la detención de actividades
5,01 – 6,30	Riesgo Alto Menor (Am)	Se permitirán las actividades con controles adicionales. Las acciones correctivas deben ser estudiadas e implementadas obligatoriamente para evitar la detención de actividades
2,51 – 5,00	Riesgo Medio (M)	Acciones Correctivas deben ser estudiadas.
0 – 2,50	Riesgo Bajo (B)	Acciones Correctivas no son necesarias

Evolution of Safety Plans (2013-2014) III/III



Safety Transport Plans (Thousand USD)	2013	2014
Route risk evaluation	226	-
Inspections during journey	108	290
Escorting services	325	867
GPS vehicle tracking	72	235
External Audits	71	84
Total	802	1.475

Heinrich's Pyramid LPG
Peru, 2013-14



AÑO 2013 (*)

AÑO 2014

Next Steps

Give priority to the development of those actions that are showing better results with few but essential KPI's

Focusing on evaluation of performance of the operators to:

- Develop stakeholders aligned with Repsol's standards of safety culture
- Manage without the operators with lower levels of performance

And having always in mind that we are still vulnerable



THANK YOU



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