

NAYARA ENERGY CROSSES MILESTONE OF 6,000 FUEL RETAIL OUTLETS IN INDIA

Nayara Energy's fuel retail business generated 18% year-on-year volume growth in FY19-20

Mumbai, 05 Feb, 2021: Nayara Energy, a new-age downstream energy company of international scale, today announced the achievement of a significant milestone of 6,000 fuel retail outlets across the country. Over the past five years, the number of its fuel retail outlets have tripled. The company added ~600 retail outlets in the last fiscal year. Since October 2020, Nayara Energy has been launching new retail outlets with the Nayara brand and has already unveiled more than 200 new Nayara Branded fuel retail outlets in the country.

Speaking on the occasion, **B Anand, CEO, Nayara Energy** said, "In FY19-20, the retail business generated 18% year-on-year volume growth. Nayara Energy aims to maintain the growth trajectory of the retail network and further expand to 7,600 fuel retail outlets by the end of 2024 to secure the rising energy demand of India's aspiring population. We are expecting domestic demand for gasoline and gasoil returning to pre-covid levels by the first half of 2021."

"The accelerated retail growth over the past few years is testimony to the trust Nayara Energy has earned mile-by-mile across the length and breadth of the country. As the fastest growing pan-India private fuel retail network, we are committed to meeting the growing needs of mobility and convenience, and elevating our customers' experience," **Stephan Beyeler, Chief Marketing Officer, Nayara Energy**, added.

Nayara Energy operates an asset light, dealer owned dealer operated model, enabling fast expansion of retail network to penetrate deeply across the country. Nayara Energy is committed to strengthening the energy infrastructure of the country and enhancing convenience of fuel availability.

Nayara Energy fuel retail outlets are being equipped with customer-centric services and facilities including quick lube change service, nitrogen filling facilities, hygienic restrooms, quality-assured drinking water, digital payment options and multi-specialty customer service centers. For its fleet customers, the company offers Fleet Plus, which is India's first digital loyalty program.

About Nayara Energy

Nayara Energy is a new-age downstream company of international scale with strong presence across the hydrocarbon value chain from refining to retail. In August 2017, the Indian company was acquired by international investors including Rosneft Oil Company and an investment consortium comprising of global commodity trading firm Trafigura and UCP Investment Group. The company owns and operates India's second largest single site refinery at Vadinar, Gujarat with a current capacity of 20MMTPA. The refinery is one of the world's most modern refineries with a high Nelson complexity index of 11.8, and is complemented by port infrastructure and a captive power plant.. More information about Nayara Energy is available at www.nayaraenergy.com

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