

ارامكو السعودية
Saudi Aramco



2012 FACTS & FIGURES



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OUR OPERATIONAL HIGHLIGHTS IN 2012

| | |
|--------------|--|
| 9.506 | MILLION BPD OF CRUDE OIL PRODUCTION (AVERAGE PER DAY) |
| 3.479 | BILLION BARRELS OF CRUDE OIL PRODUCTION (ANNUAL) |
| 10.72 | BILLION STANDARD CUBIC FEET OF GAS PRODUCTION (AVERAGE PER DAY) |
| 3.924 | TRILLION STANDARD CUBIC FEET OF GAS PRODUCTION (ANNUAL) |
| 199 | OIL EXPLORATION AND DEVELOPMENT WELLS COMPLETED |
| 100 | GAS EXPLORATION AND DEVELOPMENT WELLS COMPLETED |

OUR RESERVES

| | |
|--------------|---|
| 260.2 | BILLION BARRELS OF RECOVERABLE CRUDE OIL AND CONDENSATE RESERVES |
| 284.8 | TRILLION CUBIC FEET OF GAS RESERVES |

OUR PRODUCTION/PROCESSING CAPACITY

| | |
|--------------|---|
| 12.0 | MILLION BARRELS PER DAY OF CRUDE OIL PRODUCTION CAPACITY |
| 13.23 | BILLION STANDARD CUBIC FEET PER DAY OF GAS PROCESSING CAPACITY |

OUR STRATEGIC INTENT

IN 2020, SAUDI ARAMCO IS THE WORLD'S LEADING INTEGRATED ENERGY AND CHEMICALS COMPANY FOCUSED ON MAXIMIZING INCOME, FACILITATING THE SUSTAINABLE AND DIVERSIFIED EXPANSION OF THE KINGDOM'S ECONOMY, AND ENABLING A GLOBALLY COMPETITIVE AND VIBRANT ENERGY SECTOR

The Saudi Arabian Oil Company (Saudi Aramco), a fully integrated, global petroleum and chemicals enterprise, is the state-owned oil company of the Kingdom of Saudi Arabia. Through our 80-year history we have become a world leader in hydrocarbons exploration, production, refining, distribution, shipping and marketing, and the world's top exporter of crude oil and natural gas liquids (NGLs).

We report to the Supreme Council for Petroleum and Minerals Affairs, chaired by the Custodian of the Two Holy Mosques, King 'Abd Allah ibn 'Abd Al-'Aziz Al Sa'ud. Headquartered in Dhahran, Saudi Arabia, Saudi Aramco has offices and operations throughout the Kingdom. Our subsidiaries also have offices in North America, Europe and Asia. Our subsidiaries and affiliates are located in Saudi Arabia, China, the United States, Japan, the Republic of Korea, India, the United Kingdom, the Netherlands, Singapore, the United Arab Emirates and Egypt.

Our operations span the Kingdom, including its territorial waters in the Arabian Gulf and the Red Sea, with production and distribution linking market zones around the world and including the following key business areas:

- **Upstream** (exploration and production):

Responsible for finding crude oil and natural gas onshore and offshore, managing field development for optimal long-term production, and efficiently extracting crude oil, condensates and natural gas.

- **Downstream:**

Refining crude oil and condensates, fractionating natural gas, and selling and distributing natural gas, NGLs, petrochemicals and petroleum fuels. Downstream operates oil refineries, natural gas fractionation facilities, petrochemical plants, and petroleum and natural gas product distribution facilities.





OUR CORPORATE VALUES

EXCELLENCE

SAFETY

ACCOUNTABILITY

INTEGRITY

CITIZENSHIP

Our Corporate Values of **Excellence, Safety, Accountability, Integrity** and **Citizenship** guide our business conduct and underpin all of our operations. Employees are expected to live by these values and promote them throughout the business.

Saudi Aramco manages conventional crude oil reserves of 260.2 billion barrels and gas reserves of 284.8 trillion standard cubic feet. In 2012, we produced 3.479 billion barrels of oil, about one in every eight barrels of the world's crude oil production and the most we have produced in a single year in our history. Our gas production, in terms of raw gas to gas plants, was 3.924 trillion standard cubic feet, an 8.3 percent increase from 2011 and also the most in a single year in our history. We also produced 482 million barrels of NGLs, including 82 million barrels of condensate.

Saudi Aramco and its subsidiaries own or have equity interest in domestic and international refineries with a total worldwide refining capacity of almost 4.5 million barrels per day (bpd), of which our equity share is 2.4 million bpd, making us the world's sixth-largest refiner. In 2012, we increased our refined products production from 495 million barrels in 2011 to 507 million barrels. Exports of our refined products also increased by 2.4 percent to 126 million barrels. Crude oil exports increased by 100 million barrels to 2.521 billion barrels in 2012, with 53.2 percent exported to the Far East. In compiling these achievements, we continued to meet our commitments to our customers. Demand for oil and gas products is forecast to grow at a healthy pace supported by abundant resources, and Saudi Aramco continues to significantly contribute to maintaining the global availability of these resources. We play a key role in the global economy by maintaining substantial spare crude oil production capacity to contribute stability to worldwide oil prices.



To realize our full potential, we have embarked on an ambitious program of strategic transformation. The program made significant progress in 2012 with its goal to further diversify our business portfolio; support the Kingdom's economic diversification; and develop an agile, flexible and efficient organization to succeed well into the future.



CORPORATE CITIZENSHIP

Saudi Aramco's corporate citizenship vision is to be an influential leader in creating social and economic opportunities for the Kingdom and in other locations where our affiliates do business. We have a responsibility to make a positive impact in society. With this vision in mind, we strive to play an important leadership role in each of the four pillars of our citizenship strategy:

ECONOMY

Sustaining growth and development

Saudi Aramco is leveraging its core strengths and global leadership position to drive sustainable growth of the economy. Our comprehensive approach starts with our long-term mindset, which allows us to leverage our core business, develop local content, enable entrepreneurship, and build a competitive workforce in the Kingdom.

COMMUNITY

Helping communities thrive

Saudi Aramco is committed to playing a central role in strengthening the communities where we do business. Our approach to helping communities thrive focuses on building a culture of safety, promoting community health and well-being, and targeting our charitable giving.

KNOWLEDGE

Building the Kingdom's knowledge base

Saudi Aramco is committed to raising educational standards and developing a knowledge base for the Kingdom's future. We dedicate significant resources and project management capacity toward supporting the government in developing an array of programs

and institutions aimed at advancing national educational ambitions. We help build the Kingdom's knowledge base for the future by developing programs that nurture innovation, inspire Saudi Arabia's young people, and strengthen education, especially in science, technology, engineering and mathematics.

ENVIRONMENT

Advancing environmental solutions

Saudi Aramco's goal is to supply the market with oil and hydrocarbon products to enable economic growth and prosperity while improving petroleum's environmental performance through sustainability-driven research and development. We carefully manage our operations in a sustainable manner by reducing our environmental impacts, efficiently meeting the world's energy demands, and protecting biodiversity.



Overview of our operations

Exploring for and developing oil and gas

OFFSHORE



Non-associated gas field



Oil field

ONSHORE

Processing and producing oil and gas



Sales gas



Gas plant



GOSP

Customers



NGL fractionation



Export NGL



Exporting crude oil



Refinery



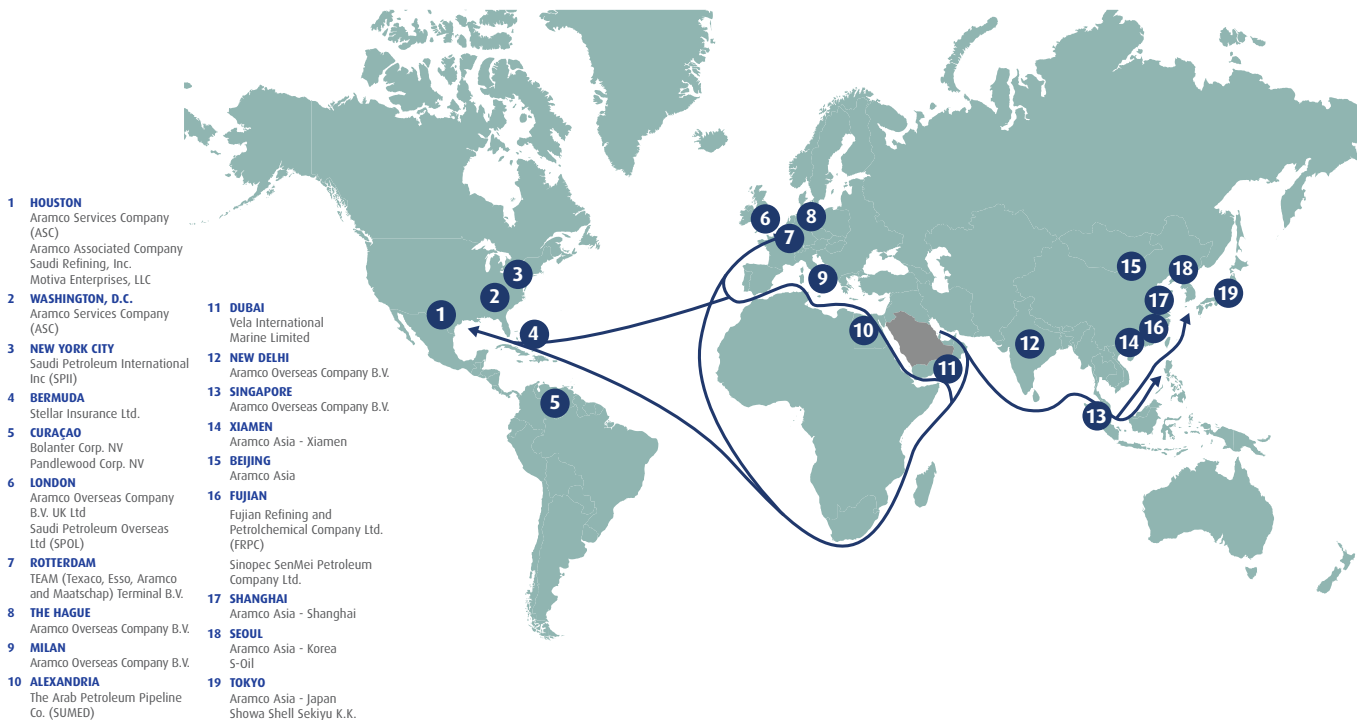
Refined products



Petrochemicals

Customers

Key:
 GOSP: Gas/Oil separation plant
 NGL: Natural gas liquids
 Gas route
 Oil route





- Refining & Chemicals
- Joint Venture Refinery
- Terminal
- Saudi Aramco Refinery
- Bulk Plant
- Marafiq (Power and Water Utility)
- Luberef (Saudi Aramco Lubricating Oil Refining Co.)
- Shaybah

| Recoverable Crude Oil and Condensate | Billions of barrels |
|--------------------------------------|---------------------|
| 2012 | 260.2 |
| 2011 | 259.7 |
| 2010 | 260.1 |
| 2009 | 260.1 |
| 2008 | 259.9 |

| Recoverable Gas (associated and nonassociated) | Trillions of SCF |
|--|------------------|
| 2012 | 284.8 |
| 2011 | 282.6 |
| 2010 | 279.0 |
| 2009 | 275.2 |
| 2008 | 263.0 |

| Crude Oil Production | Annual/billions of barrels | Daily/millions of barrels |
|----------------------|----------------------------|---------------------------|
| 2012 | 3.479 | 9.506 |
| 2011 | 3.310 | 9.067 |
| 2010 | 2.887 | 7.910 |
| 2009 | 2.888 | 7.913 |
| 2008 | 3.266 | 8.924 |

| Raw Gas to Gas Plants | Billions of scfd |
|-----------------------|------------------|
| 2012 | 10.72 |
| 2011 | 9.882 |
| 2010 | 9.388 |
| 2009 | 8.556 |
| 2008 | 8.336 |

| Delivered Sales Gas and Ethane Gas (trillions of BTUs per day) | Sales Gas | Ethane Gas |
|---|--------------|--------------|
| 2012 | 7.980 | 1.509 |
| 2011 | 7.369 | 1.399 |
| 2010 | 7.236 | 1.334 |
| 2009 | 6.313 | 1.114 |
| 2008 | 6.588 | 1.022 |

| NGL from hydrocarbon gases | Millions of barrels | Sulfur Recovery | Millions of metric tons |
|----------------------------|---------------------|-----------------|-------------------------|
| 2012 | 482.0 | 2012 | 4.092 |
| 2011 | 461.4 | 2011 | 4.579 |
| 2010 | 445.0 | 2010 | 3.200 |
| 2009 | 410.2 | 2009 | 3.214 |
| 2008 | 402.2 | 2008 | 3.163 |

DOMESTIC REFINING CAPACITY

THOUSANDS OF BARRELS PER DAY

550 RAS TANURA**120** RIYADH**90** JIDDAH**240** YANBU'**DOMESTIC JOINT VENTURE REFINING CAPACITY**

THOUSANDS OF BARRELS PER DAY

400 PETRO RABIGH (SAUDI ARAMCO OWNERSHIP: 38%)**400** SAMREF – YANBU' (SAUDI ARAMCO OWNERSHIP: 50%)**300** SASREF – JUBAIL (SAUDI ARAMCO OWNERSHIP: 50%)**INTERNATIONAL JOINT VENTURE REFINING CAPACITY**

THOUSANDS OF BARRELS PER DAY

1,105 MOTIVA (SAUDI ARAMCO AFFILIATE OWNERSHIP: 50%)**650** S-OIL (SAUDI ARAMCO AFFILIATE OWNERSHIP: 35%)**400** SHOWA SHELL SEKIYU K.K. (SHOWA SHELL)
(SAUDI ARAMCO OWNERSHIP: 15%)**240** FUJIAN REFINING AND PETROCHEMICAL COMPANY LTD
(SA AFFILIATE OWNERSHIP: 25%)**TOTAL REFINING CAPACITY**

THOUSANDS OF BARRELS PER DAY

1,000 WHOLLY OWNED DOMESTIC**1,100** DOMESTIC JOINT VENTURES**2,395** INTERNATIONAL JOINT VENTURES**4,495** WORLDWIDE (SAUDI ARAMCO SHARE 2,400)

2012 EXPORTS BY REGION

ASIA (%)

53.2 CRUDE OIL

50.2 REFINED PRODUCTS

26.5 NGL*

EUROPE (%)

5.0 CRUDE OIL

9.5 REFINED PRODUCTS

0.9 NGL*

* Includes sales on behalf of SAMREF and SASREF

2012 EXPORTS BY REGION

UNITED STATES (%)

16.5 CRUDE OIL

0.2 REFINED PRODUCTS

0.0 NGL*

MEDITERRANEAN (%)

7.4 CRUDE OIL

1.8 REFINED PRODUCTS

5.6 NGL*

OTHER (%)

17.8 CRUDE OIL

38.2 REFINED PRODUCTS

67.1 NGL*

* Includes sales on behalf of SAMREF and SASREF

CRUDE OIL, NATURAL GAS AND REFINED PRODUCTS

PRODUCTION/EXPORTS

| Crude Oil and Refined Products (billions of barrels) | 2011 | 2012 |
|---|-------------|--------------|
| Crude Oil Production, excl. NG blended | 3.310 | 3.479 |
| Crude Oil Exports | 2.421 | 2.521 |
| Crude Oil Transported Using Company or Chartered Vessels | 0.556 | 0.625 |
| Refined Products Production | 0.495 | 0.507 |
| Refined Products Exports | 0.123 | 0.126 |

| Natural Gas | 2011 | 2012 |
|--|-------------|--------------|
| Feed to Gas Plants (billions of SCF daily) | 9.882 | 10.72 |
| Sales Gas (methane) (trillions of BTUs daily) | 7.369 | 7.980 |
| Ethane (trillions of BTUs daily) | 1.399 | 1.509 |
| Total Delivered Gas (trillions of BTUs daily) | 8.768 | 9.489 |

| Natural Gas Liquids (Production) | 2011 | 2012 |
|---|-------------|--------------|
| NGL Production from Hydrocarbon Gases (millions of barrels) | | |
| Propane | 175.8 | 188.6 |
| Butane | 113.9 | 122.6 |
| Condensate | 93.15 | 81.91 |
| Natural Gasoline | 78.47 | 88.87 |
| Total NGL Production | 461.4 | 482.0 |

| Natural Gas Liquids (Produced for Sale) | 2011 | 2012 |
|--|-------------|--------------|
| NGL Sales from Hydrocarbon Gases (millions of barrels) | | |
| Propane | 164.8 | 170.6 |
| Butane | 96.21 | 97.33 |
| Condensate | 12.95 | 8.661 |
| Natural Gasoline | 58.04 | 56.72 |
| Total NGL Exports (excludes sales on behalf of SAMREF and SASREF) | 332.0 | 333.3 |

PRINCIPAL PRODUCTS MANUFACTURED AT IN-KINGDOM REFINERIES (MILLIONS OF BARRELS)

| 2012 | Ras Tanura | Yanbu' | Riyadh | Jiddah | Total Domestic |
|--------------------------|------------|---------|--------|---------|----------------|
| LPG | 4.075 | 2.814 | 1.820 | 1.029 | 9.737 |
| Naphtha | 14.53 | (1.536) | - | 4.797 | 17.79 |
| Gasoline | 39.60 | 17.62 | 11.95 | 5.118 | 74.29 |
| Jet Fuel/Kerosene | 6.658 | (1.030) | 2.776 | (.0776) | 8.326 |
| Diesel | 71.33 | 34.57 | 22.49 | 7.017 | 135.4 |
| Fuel Oil | 34.80 | 34.29 | .0688 | 7.070 | 76.23 |
| Asphalt and Misc. | 7.790 | - | 6.737 | 3.162 | 17.69 |
| Total | 178.8 | 86.72 | 45.84 | 28.12 | 339.5 |

SAUDI ARAMCO SHARE (MILLIONS OF BARRELS)

| 2012 | SAMREF | SASREF | Petro Rabigh | Total JV | Grand Total |
|--------------------------|---------|--------|--------------|--------------|--------------|
| LPG | (0.672) | 1.429 | - | .7565 | 10.49 |
| Naphtha | - | 12.35 | 8.132 | 20.48 | 38.28 |
| Gasoline | 24.04 | 2.178 | 7.186 | 33.41 | 107.7 |
| Jet Fuel/Kerosene | 11.06 | 10.00 | 5.006 | 26.07 | 34.39 |
| Diesel | 19.17 | 12.43 | 13.31 | 44.92 | 180.3 |
| Fuel Oil | 16.06 | 14.20 | 11.86 | 42.13 | 118.4 |
| Asphalt and Misc. | - | - | - | - | 17.69 |
| Total | 69.66 | 52.60 | 45.50 | 167.8 | 507.2 |

*Negative figures primarily indicate products that were reprocessed into other refined products

DOMESTIC PRODUCT SALES BY REGION (MILLIONS OF BARRELS)

| 2012 | Central | Eastern | Western | Total |
|--------------------------|---------|---------|---------|--------------|
| LPG | 1.932 | 6.285 | 5.537 | 13.75 |
| Gasoline | 64.37 | 35.22 | 76.33 | 175.9 |
| Jet Fuel/Kerosene | 7.742 | 2.846 | 14.17 | 24.76 |
| Diesel | 80.05 | 58.98 | 114.4 | 253.4 |
| Fuel Oil | .2419 | 2.293 | 94.97 | 97.50 |
| Asphalt and Misc. | 7.314 | 8.702 | 6.966 | 22.98 |
| Total | 161.6 | 114.3 | 312.4 | 588.4 |

| Sulfur | 2011 | 2012 |
|---|-------|--------------|
| Sulfur Recovery (millions of metric tons) | 4.579 | 4.092 |
| Sulfur Exports (excludes sales on behalf of SAMREF and SASREF, millions of metric tons) | 2.899 | 2.513 |



WORKFORCE AS OF 31 DECEMBER 2012

54,041 TOTAL WORKFORCE

46,259 SAUDI WORKFORCE (86% TOTAL)

7,782 EXPAT WORKFORCE (14% TOTAL)

ECONOMY

Our highlight achievements in 2012 include:

- **29%** increase from 2011 in the number of Saudi employees hired.
- Over **\$26 billion** in material and service procurement spending awarded locally.
- **5,590** Saudi high school graduates and vocational college graduates trained in our apprenticeship program.
- **190** participants completed our Women in Business program.
- **284** trainees participated in Wa'ed, our entrepreneur development initiative.

29% INCREASE FROM 2011 IN THE NUMBER OF SAUDI EMPLOYEES HIRED

\$26bn MATERIAL AND SERVICE PROCUREMENT SPENDING AWARDED LOCALLY

284 TRAINEES PARTICIPATED IN WA'ED, OUR ENTREPRENEUR DEVELOPMENT INITIATIVE

COMMUNITY

Our highlight achievements in 2012 include:

- Over **1 million** teachers and students educated on fire safety and evacuation drills at schools.
- **9,000** employees participated in our Wellness Program, an increase of **517%** over 2011.
- **23,490** employees and community members experienced Saudi Aramco's 3D Healthy Lifestyle Gallery and Clinic.
- **42,879** visitors to our Safe Driving Challenge.
- **14** traffic police and highway security command center systems upgraded.
- **100%** of Saudi Aramco health-care facilities now have expanded smoke-free zones around them.

9,000 EMPLOYEES PARTICIPATED IN OUR WELLNESS PROGRAM, AN INCREASE OF 517% OVER 2011

23,490 EMPLOYEES AND COMMUNITY MEMBERS EXPERIENCED SAUDI ARAMCO'S 3D HEALTHY LIFESTYLE GALLERY AND CLINIC

14 TRAFFIC POLICE AND HIGHWAY SECURITY COMMAND CENTER SYSTEMS UPGRADED

KNOWLEDGE

Our highlight achievements in 2012 include:

- **10,000** Saudi youth reached and **100,000** learning hours delivered by mobile iSpark.
- **87%** increase from 2011 in patents granted to Saudi Aramco by the United States Patent and Trademark Office.
- **595** high school teachers trained in science and math, a 27% increase on the previous year.
- **4,200** students in 100 schools used Mathletics, our online educational tool.
- **2.2** million visitors attended our Cultural Programs in Dhahran, Riyadh, Jiddah and al-Hasa.
- **29,643** students visited our Mobile Library.
- More than **50** Innovation Awareness events held across the company.
- **28** Saudi Aramco-built public schools renovated.

10,000 SAUDI YOUTH REACHED AND 100,000 LEARNING HOURS DELIVERED BY MOBILE ISPARK

595 HIGH SCHOOL TEACHERS TRAINED IN SCIENCE AND MATH, A 27% INCREASE ON THE PREVIOUS YEAR

4,200 STUDENTS IN 100 SCHOOLS USED MATHLETICS, OUR ONLINE EDUCATIONAL TOOL

ENVIRONMENT

Our highlight achievements in 2012 include:

- **8.87%** reduction in facilities energy intensity.
- **3.07%** reduction in total energy consumption.
- **7%** reduction in sulfur dioxide emissions from our upstream facilities.
- **91** environmental compliance assessments carried out at Saudi Aramco facilities.
- **972** tons of paper, carton, plastic, glass and aluminum, and **11,263** toner cartridges collected for recycling.
- **30,000** houses surveyed for energy efficiency performance.
- **100,000** mangrove seedlings planted along the Gulf Coast; a 100% increase on last year.
- Flaring of **68,100** barrels of crude oil avoided by introducing a program of zero flaring of fluids in offshore well intervention programs.

8.87% REDUCTION IN FACILITIES ENERGY INTENSITY

3.07% REDUCTION IN TOTAL ENERGY CONSUMPTION

972 TONS OF PAPER, CARTON, PLASTIC, GLASS AND ALUMINUM RECYCLED

Saudi Aramco has grown tremendously during its 80-year history. Once strictly an oil and gas production company, we have now grown our refining business and ventured into petrochemicals while exploring renewables. With this expansion has come a substantial increase in the complexity of the decisions we must make. Also trending upward in relation to our growth have been volatility, financial market risk, and an increasingly complex domestic development agenda.

Growth will require changes in how we develop our strategy, for the short and long term alike. Our Strategy Development and Corporate Decision Making Initiative is designed to help us ensure an agile corporate decision-making process that enables us to continue to compete effectively as we grow – across our multiple businesses and in the face of challenges.

To achieve our 2020 strategic intent, to continue to provide safe and reliable operations, and to execute with excellence and strong controls – we must perform at an even higher level. Our multi-billion dollar investments are futile without investing in the skilled workforce to manage and operate them. Our goal remains to further develop our people to be the best they can be, whether that be as a leader, a technician, an operator or a professional. We will continue to challenge our employees with appropriate developmental opportunities and meaningful work assignments to engage, inspire, motivate and retain our best people.



Our commitment is to continue to attract the most talented and motivated men and women in the industry as we become a global employer of choice, because we offer the most challenging career opportunities that enrich their learning and allow them to develop and see the real impact and result of their work – on themselves, on our company, on the Kingdom, and on the world.

At Saudi Aramco, we do more because what we do makes it possible for people around the globe to achieve more, live more and be more. That's true today, and we are hard at work to ensure that it's true in the tomorrow we are shaping.

