



A new player in the European market

> With 10 terminals in several strategic locations in western Europe, Alkion Terminals has ambitions to establish itself as a significant pan European tank storage provider

Alkion Terminals emerged onto the European market one year ago focused on acquiring and owning assets in key logistics gateway locations.

The product of a joint venture between energy expert business Coloured Finches and infrastructure investment managing company InfraVia Capital Partners, Alkion focuses on downstream assets in western Europe that play a crucial role in the supply chain.

It first emerged onto the storage scene with a tank terminal in Amsterdam. It quickly built its asset portfolio with the acquisition of eight former LBC Tank Terminals in France, Spain and Portugal in 2017.

These acquisitions represented a milestone for the founders of the company, and significantly accelerated Alkion's business strategy of becoming a European-wide independent tank storage provider.

Currently, the company owns and operates 10 terminals in five countries after it bought a bulk liquid tank terminal in Italy from ENI last year.

In an interview with *Tank Storage Magazine*, Rutger van Thiel, CEO and member of the board at Alkion says that the company is focused on growing further into existing markets, but is also looking at assets in northern Europe in areas such as the Benelux, Germany and Scandinavia.

'Currently we only operate marine terminals, but we are looking at inland assets too that serve other markets in Europe.'

'We focus on terminals that fulfil a primary role in the supply chain of the customers such as distribution terminals and terminals that play a role in nearby industry. We look for assets in gateway locations and long-term customer relations.'

'Alkion was the result of two companies that were looking into various investment opportunities over the last four years. What we ended up with was the business idea to establish a platform to acquire gateway terminals in western Europe.'

'The initial idea was to grow up to the end of 2018 with five or six terminals. However, with the acquisition of LBC's assets, it accelerated the business idea, and we now own and operate 10 terminals.'

A LONG-TERM STRATEGY

The company is named after the Halcyon days, which, according to Greek mythology are days associated with calmness, serenity, prosperity and happiness.

This philosophy is evident throughout its business strategy, which centres on operational efficiency, customer satisfaction and sustainable profitability.



ALKION TERMINALS AT A GLANCE:

The company owns and operates 1.4 million m³

It has ten terminals, of which the largest is located in Le Havre with 450,000 m³

It handles all crude oil, petroleum products, including base oils and bitumen, biofuels as well as a wide range of liquid (petro-) chemicals including acids, caustic soda, ammonia and vegetable oils

Alkion's strategy is influenced by future market developments impacting Europe. In the future, Europe will rely more on the import of not only petroleum products but also chemicals and edible oils according to van Thiel.

'This is why we focus on regional hubs and their role in the import supply chain as well as how they serve their local markets,' he says.

'We very much focus on the function of the terminal and the key role of that terminal in the long-term supply chain. That being said, we focus on petroleum products, edible oils, biofuels and some gases for product storage.'

'We stay away more from the trade related storage function that we see in the large hubs in the ARA. It has a different market exposure and it is not a primary function in the Alkion terminals.'



01 Alkion Terminal Santander is located in the Raos Harbor, on the North Atlantic coast of Spain

02 Alkion Terminal Marseille is located in the petrochemical complex of Marseille Lavéra Fos

03 All of Alkion's terminals serve a primary role in the logistical supply chain

04 Alkion Terminal Bayonne is located on the estuary of the Adour River, in the south of France's Atlantic Ocean coast side

growing petroleum activity at the facilities it acquired from LBC.

It's future 'buy and build' strategy will help realise its ambition to build up a western European wide network.

'We are keenly interested to acquire more terminals and invest in Europe. We could see the Alkion platform expand with some five or more terminals as gateway locations in the coming years.

'However, we do not only invest in terminal assets but also in our service quality and our most important asset - our people.

'In the mid-to-long term we are aiming to establish our network into a pan European tank storage service provider that has a sound reputation and sustainable profitability.'

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The company is committed to further investments in its current portfolio of terminals to improve the infrastructure, better serve its customers, improve the efficiency of the terminals and invest in safety and security compliance.

It has contracted capacity expansion plans for its terminals in France as well as plans to revamp its facility in Italy. It is also looking at