



Payment Systems & Relationships

CTST Retailer Roundtable
May 14th, 2008



Overview of Petro-Canada

- One of Canada's largest oil and gas companies, operating in both Upstream and Downstream sectors in Canada and internationally (operating earnings in 2007 of \$2.7B)
- Head-quartered in Calgary, Alberta with Downstream Operations centered out of Mississauga, Ontario

Refining & Marketing

- ❖ Canada's second largest downstream company based on overall sales of refined products (16% share)
- ❖ Refineries in Edmonton, Alberta and Montreal, Quebec produce 13% of Canada's refining capacity

Retail

- ❖ "Canada's Gas Station" with a network of 1,300 retail outlets across Canada
- ❖ 20% Market Share; 700K transactions / day; 80% done with Credit and Debit cards
- ❖ SuperPass Commercial Fleet Card Program
- ❖ Petro-Points "Loyalty" Program
- ❖ Petro-Canada Specialty Cards
- ❖ Citi Petro-Points Co-branded MasterCard





Contact-less Acceptance

Canadian Payments Landscape

- ❖ Canadians are highest adopters of electronic payments in the world
- ❖ Counterfeit fraud losses in Canada continue to grow
- ❖ Petro-Canada's decision to roll-out contact-less nationally
 - ❖ Citi Petro-Points Co-branded MasterCard with *PayPass*
 - Growing customer adoption
 - Learning & Future Opportunities

Contact-less and EMV

- ❖ Canadian payments infrastructure has commenced multi-year migration to EMV
- ❖ EMV to boost Contact-less growth

Other Payment Related Concerns for Retailers

