

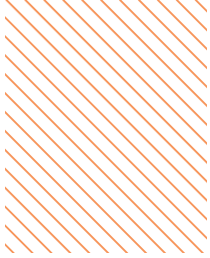


**ENSA ENERGIA**

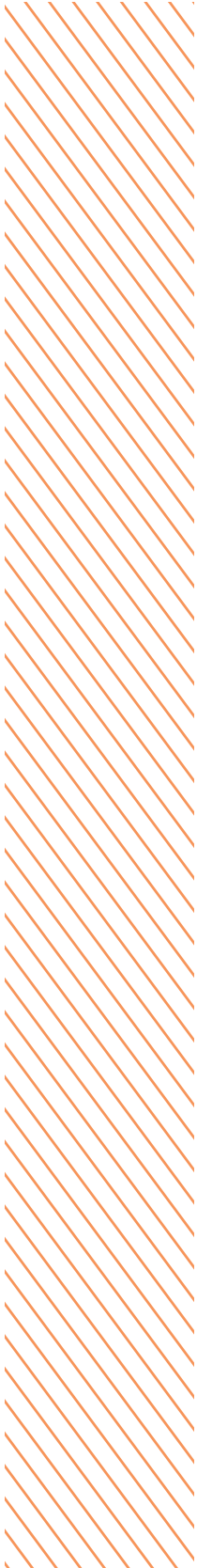
ENSA ENERGIA



We Are The Trusted Business  
Partner Of World Energy Players.



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# ABOUT US

**ENSA Energia AG** is licensed as a Labuan International Commodity Trading Company (LITC) by the Labuan FSA (LITC/20/0068) (under the Global Incentives for Trading (GIFT) Programme.

ENSA Energia is a privately-owned company involved in marketing and physical trading in the Crude Oil and Refined Petroleum products. We offer a bespoke and strategic approach for sourcing, marketing, shipping, storage and blending to our customers at competitive prices.

As part of a group of companies with business activities in diverse sectors including financial services, give us an added advantage to capitalize on our in-depth knowledge of what and how the markets move therefore providing us with the key information to make informed decisions.

We provide end-to-end services to our customers from crude oil origination, handling storage, organizing transportation, pro-active risk management, facilitating commodity financing to reverse trading of refined products. In short, our holistic service approach to commodity trading is driven by our business ideology of value creation to our stakeholders and society at large.

# VISION & MISSION

## VISION



Become a world renowned energy trading powerhouse creating economic value to our stakeholders.



Evolve as a trusted business partner, respected for compliance & ethical principles.

## MISSION



Strike a balance between demand & supply through efficient global energy supply chain with minimum risks.



Create efficient markets & provide strategic sustainable supply options to counterparties.



Adopt prudent strategies for secured trading to overcome market volatility.

# OBJECTIVES & STRATEGIES



Identify & optimize trading opportunities for value creation.



Use deep trading skills to assist counterparties for commercially prudent decision-making with minimum risks.



Leverage network & partnerships to efficiently facilitate flow of oil commodities across market place.



Build transparency & ethicality in operations to grow trust & partnership.



Emerge as a highly respected global trading powerhouse.



Enhancing logistics capabilities including ownership of trading assets & forming enduring partnerships with charter firms.



Simple & integrated cost effective commercial solutions backed by market intelligence.

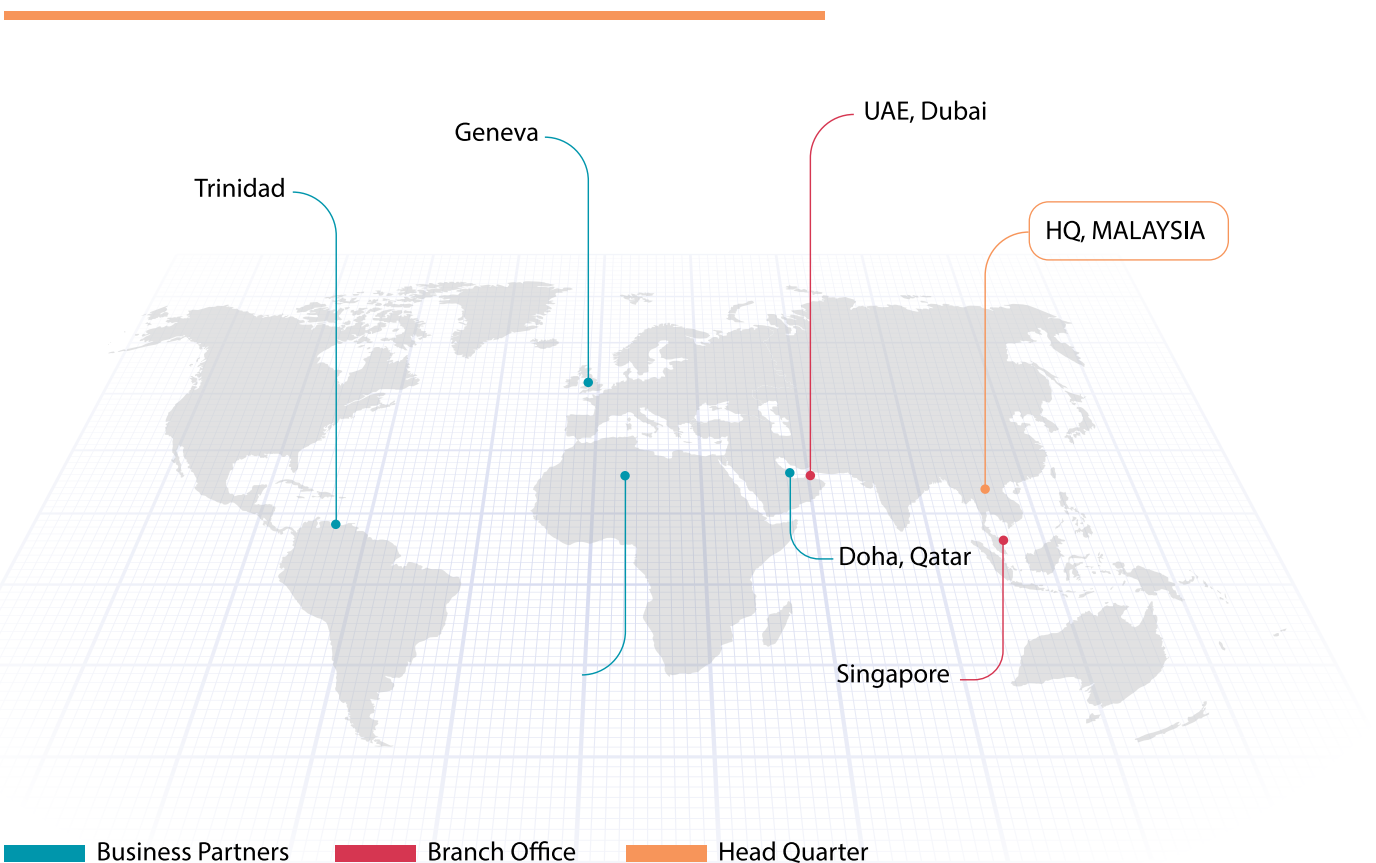


Risk mitigation solutions and innovative deal structuring options.



# OUR BUSINESS IS AT GLOBAL SCALE

We help suppliers for their uninterrupted production operations by honoring our contractual upliftment commitments. Customers get continual product supplies at competitive prices with minimized risks.



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# CORE BUSINESS PORTFOLIOS





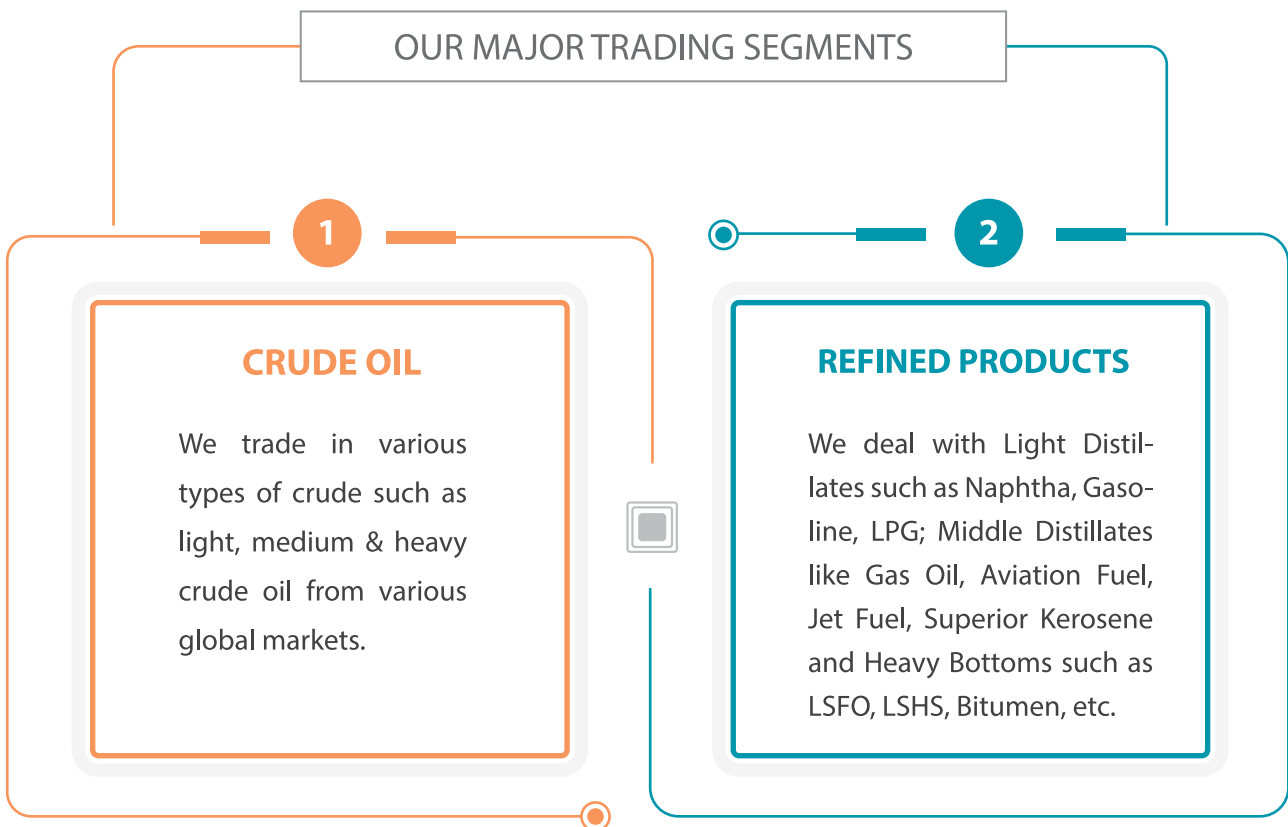
# TRADING



In a highly volatile market environment, we make smart moves with adept business models to create core business value for our customers & suppliers.

We create balance in oil market by channelizing energy products where they are most needed to enhance time, space and transport values.

We are a prominent global player in Crude Oil & Refined Petroleum products market.



# TRADING

## STRATEGIC PARTNERSHIPS



## INTELLIGENT PRICING



We assist our trading partners with optimal pricing solutions backed by sound market intelligence & price modelling.



Favourable pricing terms for long term strategic deals are extended to accomplish commercial value creation.



We support our counterparties with alternate pricing options including extended terms.



# TERMINAL & STORAGE

## MODERN STORAGE INFRASTRUCTURE

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We have fostered strong business relations with Terminal & Storage operators at strategic oil hubs UAE, Malaysia and Singapore.

Our approach to logistics solution is from end-to-end perspective. As we move forward in our trading business, we aim to build & operate Oil Terminal & Storage Facilities at important market places.

Our partnerships with players in service provider ecosystem such as terminal operators, port authorities, vessel owners, shipping & clearing companies, etc. provide additional value proposition to our customers for doing business with us.

We maintain adequate inventory at our storage locations to ensure sustained flow of products to our counterparties during uncertain market situations.

# LOGISTICS & SUPPLY CHAIN

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We offer bespoke logistics solutions to our counterparties to unlock sizable savings transportation costs. Companies look for uninterrupted supplies of crude oil to dispel production disruptions. As a well-connected, highly networked trading house, we leverage our own fleet and service provider's asset base to optimize supply chain costs to our customers.

Our fleet offers a composite blend of own and chartered vessels of various types and sizes to transport crude and petroleum products meeting stringent rules governing certification and vessel quality. Both time and voyage charters are offered to ensure efficient and reliable delivery effective in terms of both cost and time. Our customers can also choose to buy commodities and freight together on Cost, Insurance and Freight (CIF) or Free on Board (FOB) basis.

As a responsible trading company that buys and sells crude oil and petroleum products, the vessels to be deployed for transportation are screened and vetted by both internal and external vetting agencies to adhere to highest safety standards. The chartered vessels deployed also have age restrictions to ensure additional safety with necessary accreditation by International Association of Classification Societies (IACS).

We also facilitate in-land transportation services in line with our endeavor to provide end-to-end Logistics services to our customers.

Our highly experienced freight trading desk uses real time freight pricing to structure suitable transactions for our customers. We assist in framing freight pricing strategy for both our own and chartered vessels and also in enhancing Logistics capacity building.





# COMMODITY FINANCING SERVICES



## STRUCTURED TRADE AND COMMODITY TRADE FINANCING

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Using our wide reach and relationships with oil producers, commodity intermediaries & processors, banks & financial institutions and our group in-house expertise in risk management, we intend to integrate these twin strengths to help and support end-to-end commodity flows. Our commodity trade finance and structured financing services include transactional financing, performance risk financing, borrowing base financing, pre export financing, revolving credit facilities, storage financing etc.

We deal with various types of Letters of Credit (L/Cs) such as Irrevocable L/Cs, Confirmed L/Cs, Stand-By L/Cs, etc. as modes of payments in addition to SWIFT and Bank Transfers.

We have embarked on leveraging emerging technologies like block chain, artificial intelligence, digital platforms to transform our offerings on structured trade and commodity trade financing.

# RISK MANAGEMENT

**“Risk Negation” Is A Fundamental Tenet Of Our Business Model**

Our Risk Management best practices unlock gainful commercial opportunities to counterparties in a highly unpredictable market environment.

We have robust, tested risk identification and mitigation framework backed by solid market intellect that addresses all plausible trade risks including geopolitical uncertainties.

Our risk management proficiency helps our customers to minimize operational & commercial risks. We offer our valuable ideas and suggestions to our customers on risk mitigation approaches to unravel avenues to transform risks into prospects.



# POLICIES & COMPLIANCES

Our energy trading business subjects us to lot of compliances with the regulatory authorities across the globe. Virtually all our business operations are impacted by regulations relating to health and safety, emissions and environmental standards, international trade and political sanctions, exchange and financial risks like derivatives and hedging. Health, Safety and Environment are three overriding consideration of our business.

The key elements of our compliance policies are listed below:

## POLICIES

We have laid out clear cut policies relating to anti-bribery and corruption, anti-money laundering, trade conduct, market abuse, data protection, business information protection, etc. The underlying principle is zero tolerance to the breaches regarding the same.

## AUDITS

We have a strong internal audit process to provide a frank and independent assessment of our business practices and financial systems. We also hire independent third party audits for suggesting best business practices and to eliminate any sort of potential non compliances which may have crept into our practices.

## PEOPLE

Our people remain our key priority with emphasis on good health and well-being. Safety of our people, our customers, our partners, our agents, our vendors including the community where we operate is of paramount priority. We inculcate zero accident approach with full protection to our people and without damaging our environment.

## TRAINING AND EDUCATION

Regular training and up-gradation on the policies is imparted to our relevant employees to educate them and keep them abreast of the compliance norms & trends. Our risk department personnel are specifically trained to strictly follow prudent practices in risk management to prevent fraudulent and unethical practices in violation of local and international laws and norms.

# CONNECT WITH US

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