





PMG Energies

Overview





PMG Energies: About Us



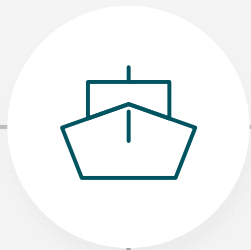
Global Bunker Trading

Experienced traders with strong supplier relationships



Physical Supplier

Physical bunker supplier with a 20+ year history



Shipowner

Shipowner, tanker operator, charterer



Steady Growth

Dynamic and growing team of over 80 Employees



Strategic Offices

8 Offices Internationally
Maximizing supply coverage



Cargo trading

Experienced oil traders in Black Sea, Mediterranean, Far East



PMG Energies: About Us

Integrity

At PMG Energies we aim to differentiate from the market with our **direct, honest approach** to an often-opaque marketplace.

Longevity

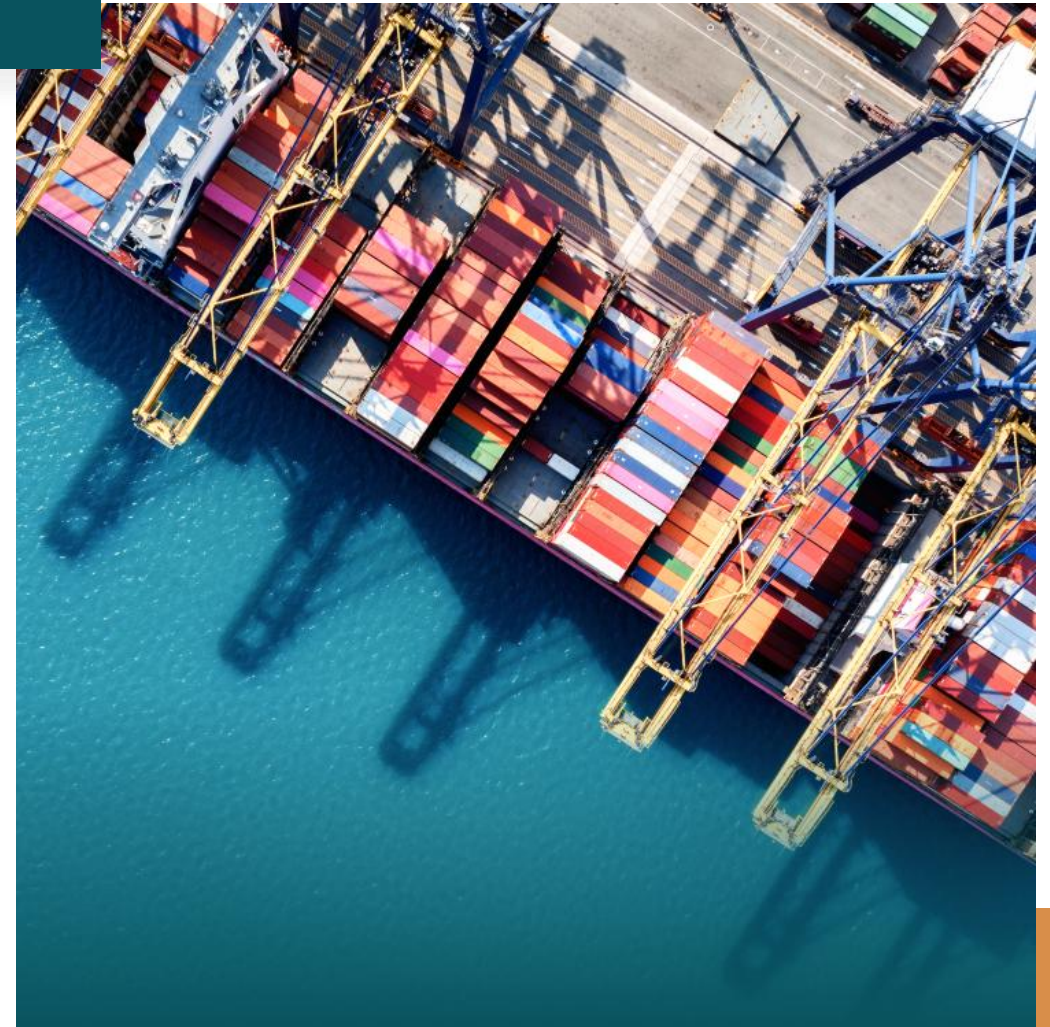
The company was founded in **2002** with the vision of creating a niche supply segment within the marine fuel industry

Goals

Our goal, simply stated, is to bring value to customers. We strive to achieve this with a particular focus on **quality of service and product**

Standards

PMG operates at **Western standards** from having deep knowledge and understanding of the maritime and financial sector. PMG Energies combines local and international expertise **with our diverse personnel** amongst our varying offices



Why PMG Energies



Expertise

PMG Energies has rapidly scaled as an independent bunker trading firm **utilizing its backing of financial institutes & own capital, trading strategies, and risk management** methodologies to provide transparent, dependable bunkering services to worldwide shipping markets and bunker procurement optimization to international conglomerates.

We're a team of widespread skillsets, in both our trading & supply side and our **financial & credit team**. PMG is able to make expedited decisions when our clients need it most



Trust

Always on standby, we're eager to aid our clients, leveraging our in-depth market knowledge to offer insightful advice and steadfast support.

Our intimate understanding of the industry's challenges and intricacies equips us to deliver the **expertise and service** our clients rightfully expect

We understand that great customer service is crucial, but true relationships are formed during challenging moments. **We are a team of energetic and experienced professionals** who have honed our skills while working on ships, including our own fleet.



Reliability

Our practical experience offers us a unique insight into the hurdles our clients face. Equipped with expert knowledge and hands-on experience, we make prudent decisions when choosing suppliers, **prioritizing quality and reliability**.

Our solid **equity and company assets** enable us to maintain reliability and consistency in our operations. Being owners of a fleet of bunker tankers, we have a profound understanding of the supply process. In essence, we possess the knowledge and insights required to deliver exceptional service to our clients



How we help

Problem Solving

Each vessel, voyage, and fixture comes with its own set of challenges and rewards – in turn we engage every client with a personalized approach

Our services:



Risk Mitigation

Advise on product hedging, spot fixtures, and contractual agreements. Our team is focused on understanding marine and financial markets to help keep you apprised



Efficiency Focus

High level of professionalism throughout the bunker process: from initial information gathering, sourcing, price negotiation, and real time delivery updates, we strive to make each delivery headache free



Voyage Optimization

As shipowners and charterers ourselves, we understand the importance of bunkering in the most efficient port and finding the most logical solution



Counterparty Vetting

Our dynamic team of traders work with suppliers daily, forging relationships that benefit our clients during the decision-making process in price, quality, and reliability



Market Insights

We keep our clients up to date on markets, ports, suppliers, pitfalls and opportunities to develop your business



PMG Energies: Delivering on our Promises



Physical Bunker Supply

- PMG Energies sources fuel from Major Oil Refiners, delivering to customers via **our own fleet, both in-port and at sea. We prioritize quality assurance**, conducting rigorous testing in partnership with global surveyor labs to ensure international standard compliance.
- Our strategically placed operations teams **manage the supply chain end-to-end**, from refinery to vessel, enabling prompt deliveries and meticulous quality control.
- Emphasizing **transparency**, we equip our barges to verify the fuel's quality and quantity, adhering to international standards and best practices. Our commitment is to supply superior fuel, contributing to the smooth and efficient operations of our customers.



Global Bunker Trading

- At PMG Energies, our goal is to be a leading global trading group, providing an **all-inclusive customer experience**, ensuring that we take complete ownership of our products. We manage each aspect of **sourcing, shipping, and supply**, ensuring full regulatory compliance and adherence to PMG's quality standards.
- At PMG Energies, we strive to be more than just a supplier. We aim to position ourselves as a trusted trading partner, **available to our customers around the world whenever they need us**. Our commitment to excellence and dedication to delivering superior products and services sets us apart in the industry and underlines our unwavering commitment to customer satisfaction



Chartering

- Since 2002, PMG Energies has been a reliable provider of refined oil products in the Asian market, **becoming the largest exporter of naphta, distillates and fuel oils to South East Asia and Japan**. Today, our operations span across Europe, offering high-quality products and exceptional service.
- Our success is built on our long-standing relationships with local suppliers and end buyers, which we have forged over decades of cooperation, granting us intimate market knowledge and the ability to tailor solutions for our clients. Our extensive experience and expertise in the industry have earned us **a reputation as a reliable and dependable partner** and we constantly strive to deliver excellence



PMG's Metrics

c.2 Million

Metric tons
of bunkers in 2024

750+

Vetted and tested
supply counterparties
worldwide

10,000+

Vessels Supplied

520+

Ports
serviced

8

Offices across 7
time zones

0.3%

Claim rate of
deals fixed



Top 10 Supply Areas

- | | |
|-------------|------------------|
| 1 Singapore | 6 Zhousan |
| 2 ARA | 7 Busan |
| 3 Fujairah | 8 Gibraltar |
| 4 Hong Kong | 9 Houston |
| 5 Panama | 10 Mediterranean |

 **PMG Energies
offices**





PMG Energies **Company values**

Four Pillars

**We work
with integrity**



**Mutual respect towards
each other and our
counterparties**



**Honest and Transparent
interactions in all
negotiations**



**We deliver on
our promises**



- ✓ At PMG Energies we value the promises we make, and we stay true to our word.
- ✓ Our focus on long-term relationships over short-term gain has enabled us to build a consistent, reputable and agile business, which allows us to make quick, vital decisions.
- ✓ We are passionate about delivering a bespoke service that is unparalleled in the industry, going to great lengths to meet our clients' unique needs.
- ✓ As a stable and forward-thinking company, we are optimistic about the future and committed to delivering value to our clients for years to come.
- ✓ Our vision is to have a partner in the bunkering industry you can rely on under any circumstance.



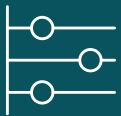


Black Sea and Med Supply



Time efficient

- Guaranteed maximum waiting time
- No customs formalities
- No draft GRT restrictions
- No agency fees
- No pilot required
- Supply prompt upon the arrival of your vessel
- No cancellation fees if due to weather



Flexibility

Our fleet of barges allows us to supply at short notice



Local knowledge

Our company has been in the market in the Black Sea for over 17 years, with many employees being locals with over 30 years of experience in the Black Sea market



Competitive pricing

Attractive prices vs nearby ports such as Istanbul and Mediterranean hubs



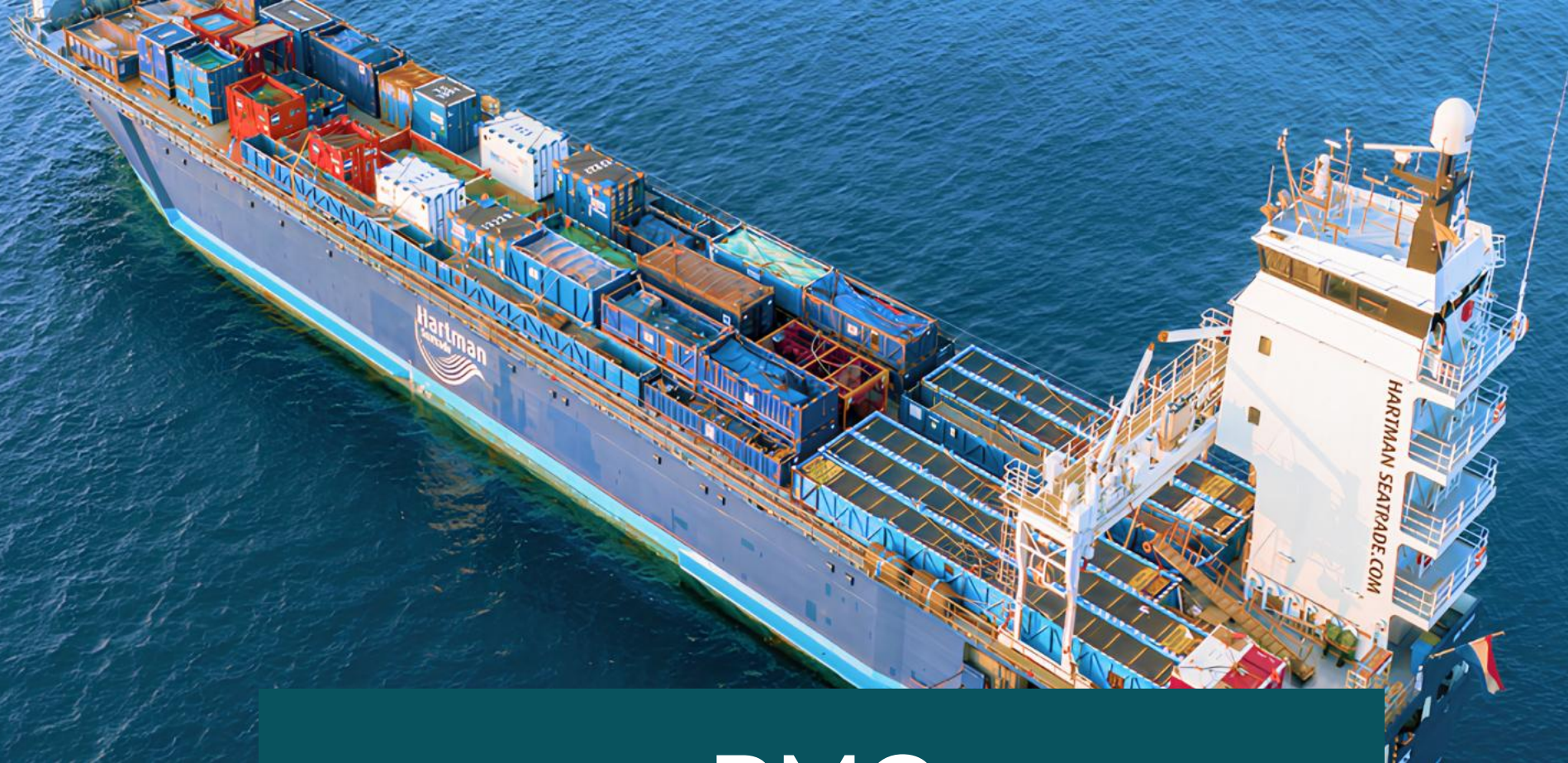
Product quality

Guaranteed ISO 8217 2010 / 2017
All products sourced responsibly complying with international sanctions and regulations



Customer service 24/7/365

We are ready to assist any time of the day, 365 days a year.



PMG in the News





PMG management **speaking** at recent industry conferences

Conference	Location	Link to website
1. Middle Eastern Bunkering Convention	Dubai	Link 1
2. SP Global Middle Distillates Conference	Amsterdam	Link 2
3. IBIA Energy & Shipping Conference	Malta	Link 3
4. Commodity Trading Week 2023: London	London	Link 4
5. London Commodity Trading Week	Online	Link 5
6. Mediterranean Maritime Forum	Limassol	Link 6
7. GTR Geneva Commodity Conference	Geneva	Link 7
8. TXF Geneva 2022: Commodity Finance & Natural Resources	Geneva	Link 8
9. SP Global European Bunker Fuel Conference	Barcelona	Link 9
10. ARACON 2022	Rotterdam	Link 10



PMG present at Platt's conference in Amsterdam in March

S&P Global Platts Commodity Insights

"Companies are avoiding Russian-origin cargoes for many reasons. They face significant reputational risk and a lot of cargo purchasers are not keen to take that risk.

There is also the threat of potential sanctions on Russian cargoes coming into effect." said Michael Malamen, head of trading at PMG Energies, at S&P Global Commodity Insights Middle Distillates conference April 1.

Michael Malamen, PMG Head of Trading, presented alongside top managers of: BB Energy, Shell, Citi Group, PKN Orlen, Lotus Group, GALP, MOL, Oxford Institute for Energy Studies, Saras and others

A promotional poster for the S&P Global Platts Middle Distillates Conference 2022. The poster features a dark background with white and red text. At the top, "S&P Global" is in red, and "Platts" is in white. Below that, "Middle Distillates Conference 2022" is in white. A portrait of Michael Malamen, Head of Trading at PMG Holding, is shown on the right. Below the portrait, his name and title are listed. To the left of the portrait, under the heading "MORE INFORMATION :", are details about the date (March 31), time (09:00 AM - 12:50 PM CET), and location (Hilton Amsterdam). At the bottom left, a link for more information is provided. On the right, under the heading "DISCUSSION & INSIGHT", there is a logo for the virtual platform and a note about access to live and on-demand session broadcasts from March 31 to April 1. At the very bottom, contact information for support and registration is provided.

S&P Global
Platts

Middle Distillates Conference 2022

MICHAEL MALAMEN
Head of Trading PMG Holding

DISCUSSION & INSIGHT

MORE INFORMATION :

- March 31
- 09:00 AM - 12:50 PM CET
- Hilton Amsterdam

For More Info visit:
<https://plattsinfo.spglobal.com>

Can't travel to the conference?
Access to the virtual platform and all live and on-demand session broadcasts on 31 March - 1 April

More information: support@platts.com | Registration: registration@platts.com





PMG present at Middle Eastern Bunkering Convention in Dubai

PMG Head of Credit Anna Malamen-Stefanou presents alongside:

- ✓ Peter Grunwaldt - **Vice President, Hafnia**
- ✓ Gaetan Perret - **Head of Strategic Bunker Sourcing, Cargill International**
- ✓ Roger Clasquin, **CEO, Ras Al Khaimah Ports**
- ✓ Morten Langthjem - **CEO, Glander International Bunkering**
- ✓ Mads Bjørnebye - **Manager, Bunker Services, Teekay**



PMG CFO elected as IBIA board member

- 1 Anna Malamen-Stefanou, PMG Finance Director and Head of Credit, was elected as one of the 13 board members of IBIA – the governing body for the bunkering industry globally. The election is enacted by public vote of IBIA members globally. Anna started her 3 year term on 1 April 2022
- 2 Anna is already part of the Credit Working Group – working with credit managers at the industry leading firms to develop an official framework for credit assessment in the bunkering industry
- 3 Anna is also part of the Events Working Group – helping to organize many of the IBIA educational seminars, updates, conferences, members' events and Gala dinners
- 4 Other board members include top managers/founders of top bunkering firms globally, such as CEO of Bunker Energies, CEO and owner of Fratelli Cosulich, CEO and owner of Energy Petrol



IBIA activity and activity of its board members are closely followed by the media

S&P Global
Commodity Insights

 **maritimes.gr**

BUNKERSPOT

 **Manifold Times**
Insights from the world's largest bunkering port

Ship & Bunker

 **CLIPPER OIL**
MARINE FUELS

 **HELLENIC SHIPPING NEWS** WORLDWIDE
Online Daily Newspaper on Hellenic and International Shipping

BPI
Bunkerspot
Price-Index

ALL ABOUT SHIPPING
.co.uk



Contact Us

Operations are managed by our experienced trading teams in European offices, supported by our local physical operations



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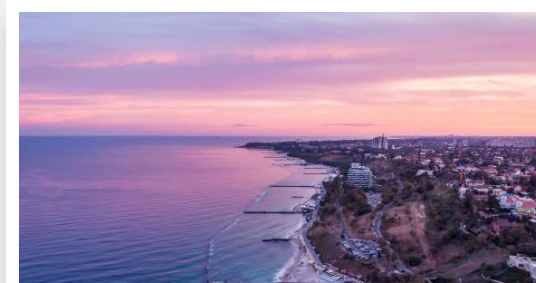
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