



PETROLEUM & GAS Co. LTD



MM PETROLEUM & GAS CO. LTD COMPANY PROFILE.



Info Company

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CORPORATE OFFERING?

MM Petroleum & Gas can arrange, finance and facilitate the shipment of fuel oils, both Petroleum and Gasoil (diesel) to Africa. This proposal sets out our capabilities and mission, and provides an introduction to our company.

MM PETROLEUM & GAS

Based in Gambia, and operating across the sub-region, MM Petroleum & Gas combines international expertise and local market knowledge to address fuel shortages and high prices in West Africa.

By bringing together specialists from the around the globe in fuel procurement, logistics and finance, working together with a network of local business people across the sub-region with a deep understanding of market dynamics in each country, MM Petroleum & Gas aims to create a more open, efficient market for fuel supply into West Africa.

MM Petroleum & Gas is able to arrange, finance and ship large consignments of fuel into West Africa. Our intention is to import regular shipments of Gasoil (diesel) and petroleum, however we are able to offer flexibility in terms of the size of cargo, location of delivery, schedule of delivery, terms of payment and ratio of Gasoil to Petrol, as per the requirements of our off-takers.

Due to our strong personal links into major traders and suppliers, as well as our relationships with established financiers, we are able to offer a range of solutions, including floating storage offshore and deferred payment.



OUR PEOPLE

Mr. Farimang Mane CEO

Mr Mane is a Gambian businessman with extensive commercial relationships across the sub-region. His primary business is the trading of commodities into and out of West Africa, including agricultural staples and lumber in addition to fuel. He began his career in the Petroleum sector in Norway in the 1980s, working in Oil & Gas Exploration and Field Services. In addition to his trading work he has also established EcowTech Africa Ltd, a local company which provides technological solutions to government and large commercial organisations. He and his family have been involved in the local fuel distribution sector for many years.

Chris Bayliss Senior Consultant for Procurement and Finance

Chris is a specialist in trade finance and structured credit, and a former diplomat from the UK. He previously served as the British Commercial Attaché to Iraq, working closely with the major UK oil & gas producers operating in the country. He began his career as a Lloyd's credit and political risk insurance broker, working with clients in major petroleum trading companies to manage risks and exposure in spot trades and long term supply contracts across Africa and Asia. He later went on to work for the UK Government in Downing Street on the Brexit negotiations. Alongside his work for MM Petroleum & Gas, he continues to work as an independent consultant in Baghdad advising on structured financing for energy and infrastructure projects in Iraq.



Alex Watts QGM

Senior Consultant for Project Operations

Alex is a problem-solver with over 30 years' experience in logistics, information management systems, strategic and operational security risk management and diplomacy at national-level in benign and high-risk environments. Alex's experience includes intelligence, technology, logistics and operations in the British Army: senior advisor and \$multi bn programme manager to UK MoD on future capability, information systems and implementation; National strategic planning, political diplomacy, security and programme management in high-risk countries in MENA and Africa; successfully delivering and implementing security, IM, high risk management and humanitarian programmes.

Partners and Advisors

In addition to our own team in-house, MM Petroleum & Gas works with advisors and partners with decades of experience and deep relationships across key sectors. This gives our company access to an unrivalled network of decision-makers, maximising the options and solutions that we can offer to buyers.



Madame Salam Awa Fall - Groupe Wards SA

West Africa Network

MM Petroleum & Gas enjoys an exclusive strategic partnership with Groupe Warda SA to supply fuel to the conglomerate's customers across West Africa. Groupe Warda is a large group of companies, based in Senegal and Mauritania, operating across the region. The group's operations include commodity supply and trading, construction, infrastructure development, pharmaceuticals, management consultancy and marketing. M. Salem is a commodities specialist of many years experience, and is comprehensively respected by a very broad network of buyers across the region.

Mark Anthony Li

Petroleum Distribution Sector

Mark has over three decades in the Oil & Gas business; in exploration, development, trading and project management. He has a wealth of contacts across the sector and is extremely well placed to play an introductory role between a wide variety of different suppliers from across the globe. In addition to his experience in the Oil & Gas sector, Mark has also worked as a project facilitator for major developments in mining, mineral resources and sugar processing.



Finance capability

MM Petroleum & Gas enjoys a strategic relationship with a boutique investment bank based in India, with decades of experience in the fuel supply sector. This allows us to secure upfront financing for consignments of fuel on the basis of deferred payment, and to take an innovative and flexible approach to financing transactions due to the experience of the team.

We retain the services of a senior financial consultant who has 30 years of international banking, investment, and operational experience. And who was a Managing Director and member of the Executive Committee of Al Rajhi Holdings Group, one of Saudi Arabia's largest conglomerates, His prior experience includes working for Salomon Brothers Asset Management. He is a qualified banker and a Member of the Chartered Institute of Securities and Investment.

Our financing partners provide us with access to leading experts in the international fuel and commodities trade, and who themselves enjoy long-standing relationships with the world's largest suppliers and traders of fuel, including Vitol, Trafigura, Gulf Petrochem and Euro Fuels. In addition to MM Petroleum & Gas's own expertise and relationships in the market, the good standing of our financiers' name allows us as a new company to work with suppliers as seamlessly as would a far more established trader.

We hope that this proposal and introduction is of interest, and we look forward to entering into dialogue to understand the needs and requirements of your business and your customers.



Vision

Mission

Storage and Refinery

