



TRANSPARENSEA
FUELS



TALKING POINTS

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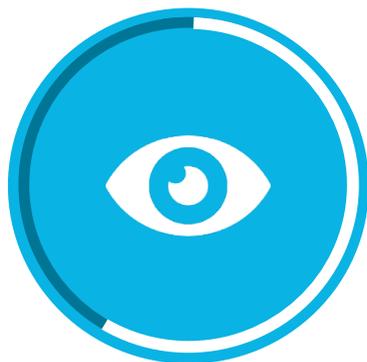
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VALUES



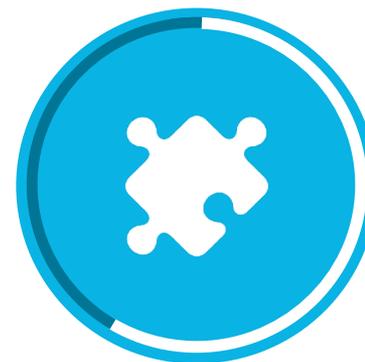
Clarity

Asking the right questions and providing a transparent picture of the entire bunker procurement process



Responsiveness

Be available at all times to support customers & suppliers when needed

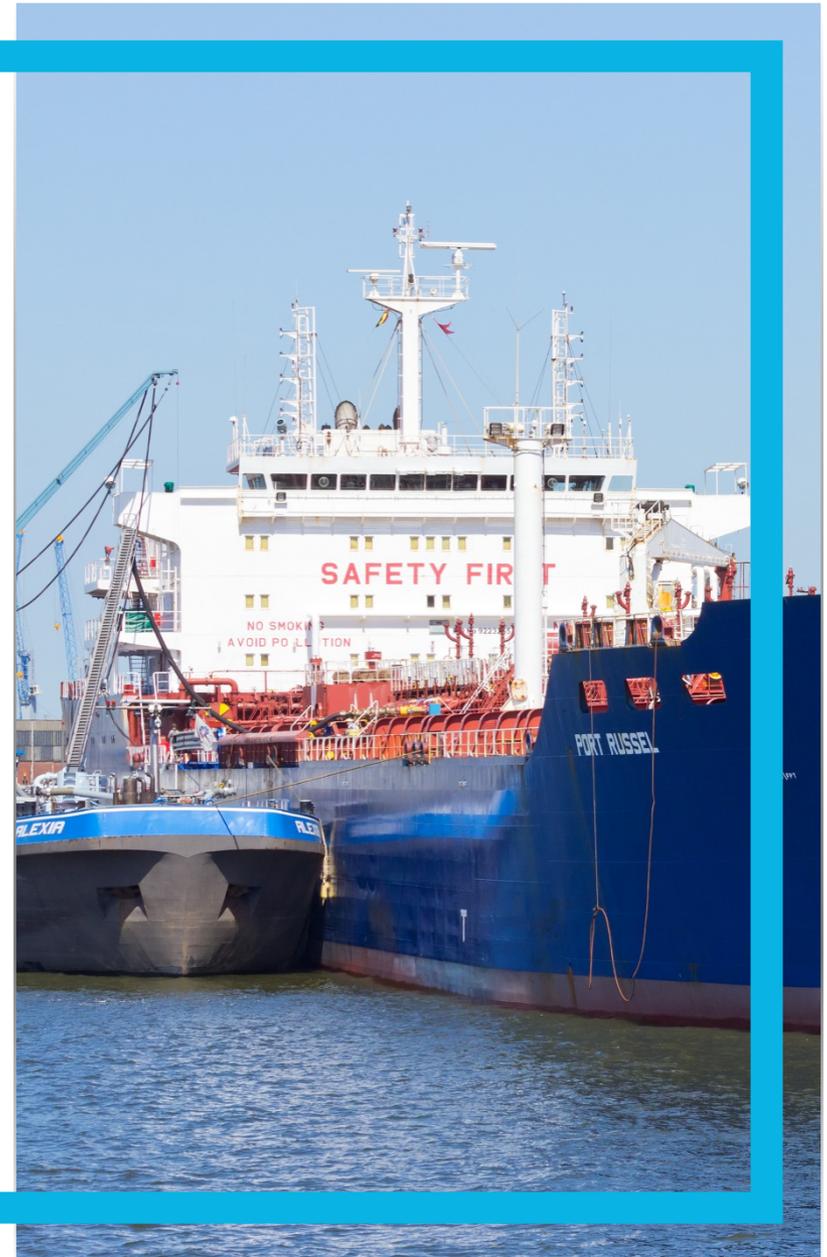


Professional Integrity

Thorough, ethical & attention-detailed approach to bunker procurement process.
100% accountable

BACKGROUND

- Combined 20 years
- Experience as a broker, buyer, trader and supplier
- Over the years, have coordinated the delivery of more than 3,000,000 mts
- No global limit – work with suppliers in ports all around the world
- Woman & Veteran owned company



SOME FACTS



2.5 years
& counting



550,000 +
mts booked
in 2019



85 + ports around
the globe



ROLE OF A BROKER

Perhaps the easiest thing a broker does is collect prices. The real work is deeper than that:

- Understand the needs of the customer when it comes to bunker procurement
- Know the suppliers – how they operate, what are their terms, what they need to know about the customer
- Work towards an expansion of credit lines in advance of bunker requirements as well as assist buyers with developing a strategic credit plan
- Know the ports – who is supplying where and how, what are the port specifics, what do the customers need to know about how bunkers are delivered and what are the costs and restrictions
- Open dialogue with the customer and supplier about every requirement (specs, credit, timing, operations). It's always about more than price!
- Operational support throughout
- Post-supply follow-up all the way through invoice payment
- And should it happen....experienced and knowledgeable claims support

THE IMPORTANCE OF CREDIT

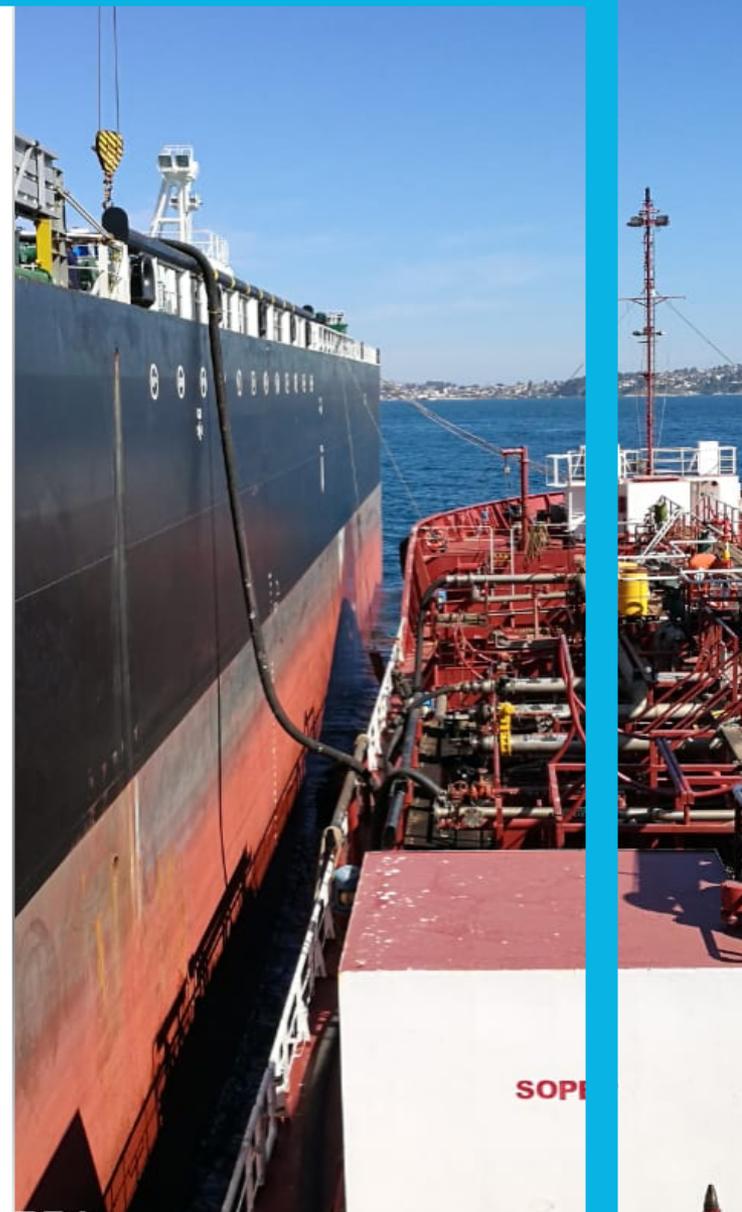
- As a broker only – Transparensa Fuels does not offer credit terms. Rather, Transparensa Fuels will work both with customers & suppliers to establish diversified credit lines allowing buyers to have multiple credit facilities that can be used globally to cover their credit needs.
- The end goal is either direct credit with a supplier or through a trader when extra protection is needed.
- Counterparty knowledge and diversification are critical as prices rise and the market remains tough
- With bunkers comprising the largest operating cost for an owner/operator – purchasing bunkers needs to be transparent from start to finish in order to mitigate any counter-party risk



SCOPE OF SUPPORT

As an independent shop, Transparensa Fuels can be called upon to assist you in developing a custom-tailored support solution that meets your needs. Will be your partner in:

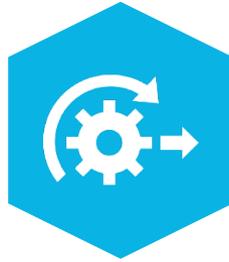
- Fuel planning & port arbitrage
- Operational Considerations
- Credit Line Growth & Management
- Market Coverage
- Contract Negotiation
- Claims Support & Resolution
- Counterparty Vetting
- Consultancy Projects
- Benchmarking & Market Analysis



TRANSPARENSEA FUELS ADVANTAGE



100%
Independent



Clarity across the
procurement process



Comprehensive
experience



Dedicated to supporting
your needs



No additional risk into
the purchasing chain



Represents you, as a
counterparty, clearly on
the market



Just a phone call away
for advice

THANK YOU

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