



TRANSPARENSEA FUELS

2022

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Change is Here Now



New Fuels

IMO 2030 and IMO 2050 will drastically change the landscape of marine fuels. And it's already started. The industry is still working on the fuel specs/standards and which fuel will be mostly widely adopted. While owners are looking at emerging availabilities and balancing with overall profit models.



New Players

New fuel types means new suppliers. We are forecasting a combination of mergers, brand new companies and some current players disappearing from the landscape entirely. The credit lines and players that you are working with now may or not be around in 5 years time. All new counterparties will require vetting and relationship building.



New Economics

Inflation Reduction Act will have long reaching impacts into how our business is funded. Inflation, grossly volatile and costly fuel prices, and tightened credit lines are already recking havoc. Trader margins are out of control and many buyers feel as if they are just "price-takers".

Winners & Losers

Which one will you be?

Often times we see fuel buyers in companies wearing many different hats: Chartering, ops, demurrage....the list goes on. It's extremely difficult to manage all of these tasks and keep in-the-know with regards to market volatility and the development of alternative fuels around the globe.



We are firm believers that times of change and market volatility provide many opportunities for financial growth and positioning. Look at the first half of 2022: we encouraged a client to consider alternative ports and volume sizes in order to minimize the exorbitant barging rates on the US East Coast with the barging rate and fuel surcharge run-up. This small adjustment in purchasing patterns ended up saving the customer over \$256, 000 in delivery costs over just 3 ships in just 6 months.



Tightening credit lines crushed buyers in the first part of 2022. This was quite a shock to many buyers especially coming off of the lows of 2020. Buyers who took a lackadaisical approach to processing invoices and ensuring comprehensive credit line availability, quickly found themselves faced with early bunker payments and zero credit availability. A comprehensive global credit approach is what is needed at all times...good and bad.

Planning Great Strategies.

01

Tip of the Spear

With our new Alternative Fuels Program, we have all of the info you need when it comes to emerging fuels. What you need doesn't exist yet? Let's develop it together.

02

Expert Team

We know what it's like to sit where you are. Our team has all been there. WE ARE the experts you need on your side. No ulterior motives or hidden agendas. EVER.

03

More than Just Price

Our approach covers credit, supplier vetting, port arbitrage and the active market intel and analysis you need to make fuel decisions.



Transparensa is Global

1M

Metric tons per year

600 +

Ports covered around the globe

150+

Developed supply relationships



The Transparensa Values



Our Purpose: Be stewards of clarity, ethics, expertise & professionalism.

Our Core Focus: Trusted & Transparent marine fuel procurement.

Honesty

Willing to
share our
Knowledge
& Experience

Passion

Team Players

Detail-Focused

What We Will Do For You



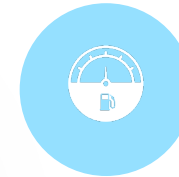
Fuel Brokerage

Comprehensive, independent, trusted market coverage, price negotiation & stem timing advice.



Credit Management

A global approach to credit lines with vetted suppliers that enable 100% coverage no matter where you need it.



Contract Purchasing

Short and long-term contract negotiation and evaluation to include hedging options.



Alt Fuels Support

Our new Alternative Fuels Program will come online in Oct 2022. We will be thought-leaders in this important space.



Consultancy

We love projects! Looking for advice or assistance with developing something new - let our team of experts help you.



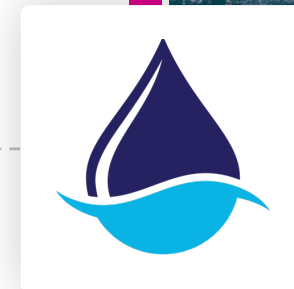
Customer Portal

Your own dashboard access to our Salesforce system. Easily view all of your orders with Transparensa.

Our Story

This started with a vision for better and more ethical fuel procurement

The collapse of OW bunkering in 2014 highlighted how much risk buyers didn't even know they were exposed to when it came to bunker purchasing. It is too much to ask of our traders and suppliers to be transparent and operate without hidden agenda or motives? We think not, and that is exactly what Transparensa Fuels is: Honest, Independent, Expert Professionals who are committed to being the support ship owners and operators need in the marine fuel procurement space.



The TransparenTeam



Sandra Ennor
Founder / CEO



John Llewellyn
Senior Broker



Dan Coughlin
Senior Broker



Phil Lambiase
Broker



Tracy Ritter
Admin Manager

The background of the slide is a high-angle, aerial photograph of a large container ship sailing on a dark blue sea. The ship is filled with stacks of colorful shipping containers in shades of red, blue, yellow, and green. Two smaller tugboats are visible in the water, one at the bow and one at the stern of the container ship, connected by thin lines, suggesting a towing operation. The overall scene is set against a deep blue sky and sea.

What Are You Waiting For?

Stop working with amateurs when it comes to your
#1 operating cost.

We are standing by to be the support that you need
in this changing Landscape.



Contact Us

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Thank you