



# ENNERO

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## CORPORATE BROCHURE

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- [www.ennero.com](http://www.ennero.com) -

GLOBAL PRESENCE

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# A look at our global locations

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Ennero's headquarters are located in **Dubai**, with regional offices in **London** and **Cape Town**.



**Dubai**

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**London**

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**Cape Town**

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## WHO WE ARE

# Ennero Group

Today's global economy requires energy solutions **developed and built for the future.**

Through innovation and quality performance, the world's future energy solutions lie here. Ennero supplies the future. And we make it our mission to do that responsibly. We deploy contemporary skills and our global network to add value to regional and industrial supply challenges.

We connect our customers to modern energy solutions. We succeed by supplying the future.

Find out more:

[www.ennero.com](http://www.ennero.com)

 [www.linkedin.com/company/ennero](https://www.linkedin.com/company/ennero)

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# Supplying the Future

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SCOPE OF SUPPLY

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# A glance at our core business

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Ennero's group structure is **driven by four commercial groups** which are **strategically supported by corporate functions**.

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Ennero's core business is physical commodities trading and logistics solutions. Our experience and resources complement and enhance these activities.

## Our Core Activities.

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### ① CARGO TRADING

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Sourcing product from global producers, Ennero adds value by blending and storing for market optimization and performance flexibility.

### ② MARITIME SUPPLIES

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Through an extensive global supply network, operations and risk management, Ennero supports clients by optimizing strategic fuel procurement.

### ③ DOWNSTREAM DISTRIBUTION

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Integrating ourselves into operations, Ennero ensures quality and security of supply, allowing our clients to focus on their core competencies.

### ④ SPECIALTY PRODUCTS

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With access to specialty petroleum and petrochemical products, Ennero routes products from places where they are plentiful to where they are most needed.



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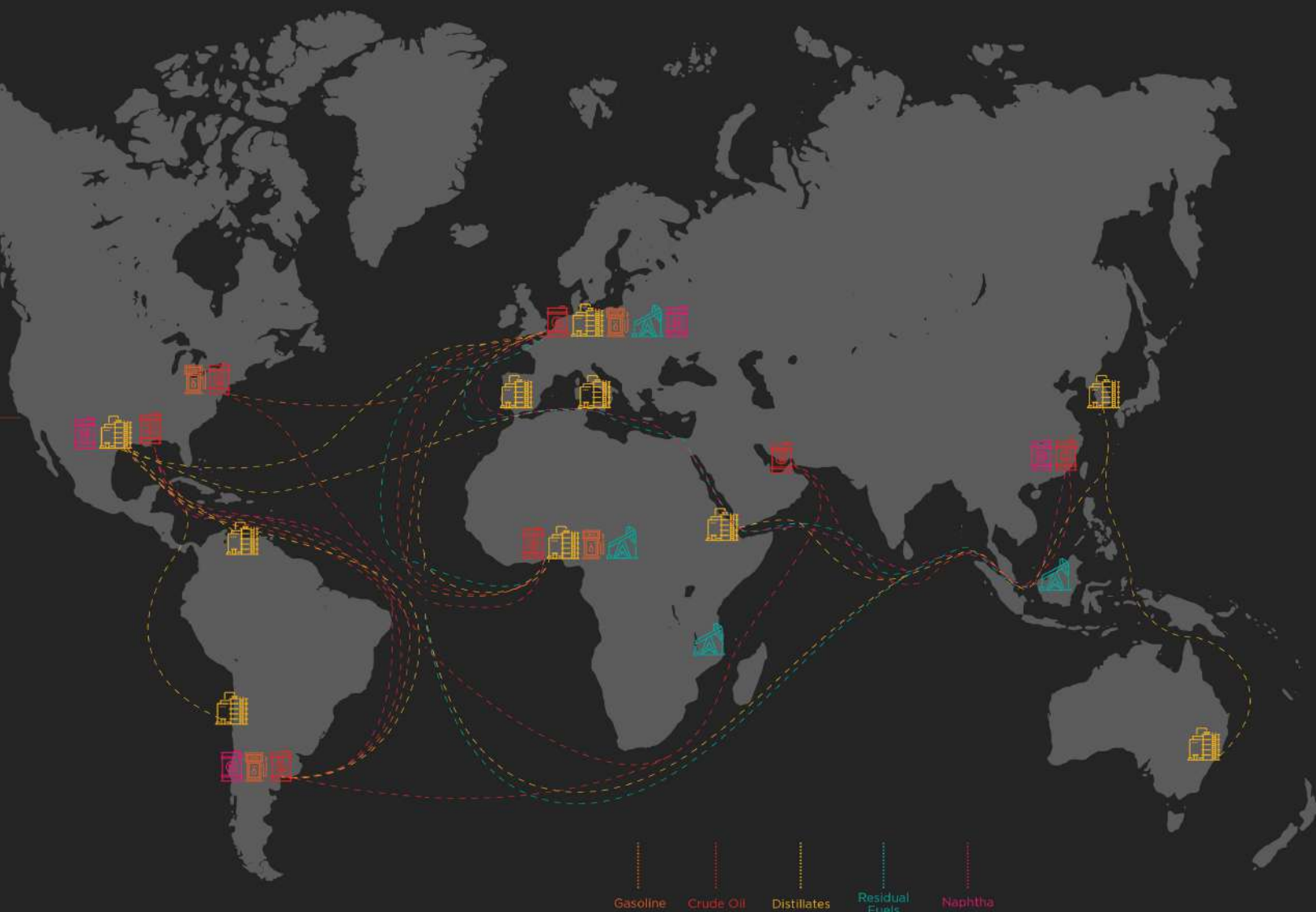
## GLOBAL PRESENCE

# Ennero's cargo trading division

Ennero's Cargo Trading Division **creates value** by turning intrinsic movements in global markets into opportunities.

By trading globally with reliable partners, holding proven track records, combined with our own strategies and performance, we strive to shape the energy landscape in emerging markets.

“Global trade dynamics are driven by ever changing economic and political elements that alter supply and demand constraints. Ennero captures arbitrage opportunities by forecasting market imbalances and mitigating risk through a calculated approach”



## 02

## MARITIME FUEL SUPPLIES

# Fueling the sea trade

Ennero initially established its activities **within the Middle East landscape.**

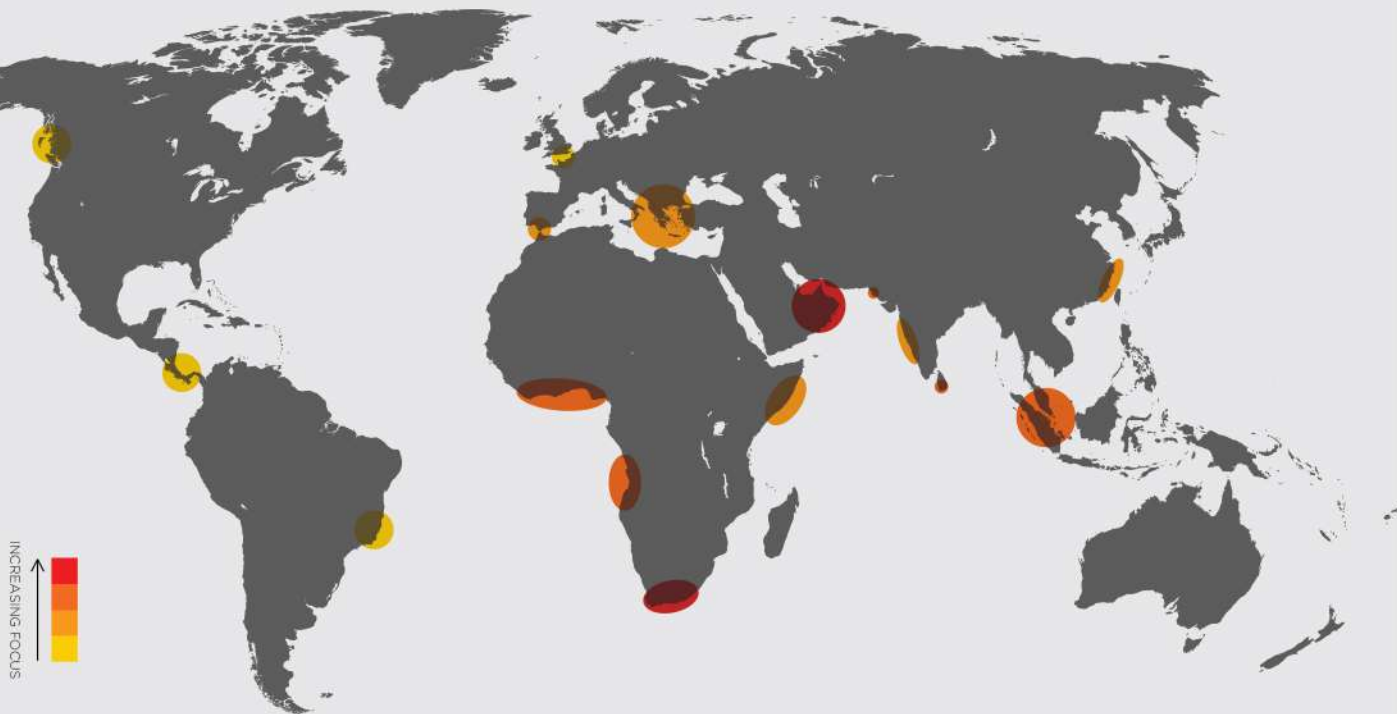
More recently, the group has expanded its reach to include and serve critical shipping hubs across emerging and developed markets.

## PRODUCTS

Various ISO compliant marine Grade Fuel Oil and Gas oil .

## MEANS TO SUPPLY

Barge, Truck, Ex-pipe  
(Depending on Locations).



## HSE, QUALITY AND PERFORMANCE

Ennero takes a non-negotiable approach to meeting industry standards.

## PAYMENT TERMS AND FLEXIBILITY

Assisting clients with Cash Flow and the ability to provide a variety of floating and fixed pricing terms.





**Vessel:** Container vessel.  
**Supply Port:** Singapore.  
**Product:** 550mt HFO 380cst by Barge.  
**Next Port:** Hong Kong.

**Vessel:** Bulk Carrier - Coal.  
**Supply Port:** Richards Bay, South Africa.  
**Product:** 698 HFO 380cst by ex-pipe.  
**Next Port:** Kandla, India.

**Vessel:** Ro-Ro Vessel.  
**Supply Port:** Fujairah, UAE.  
**Product:** 500 mt HFO 180cst by Barge.  
**Next Port:** Sohar, Oman.

**Vessel:** Offshore supply vessel.  
**Supply Port:** Musaffah Port.  
**Product:** 300 mts MGO by truck.  
**Next Port:** Offshore Oil Platform.

**Vessel:** Oil Tanker.  
**Supply Port:** Gibraltar.  
**Product:** 350mt HFO 380cst by Barge.  
**Next Port:** Lagos, Nigeria.



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## DOWNSTREAM DISTRIBUTION

# Ennero's downstream capabilities

We believe in **custom built solutions** tailored to our clients needs.

Ennero provides unique downstream distribution solutions to clients across heavy industries, logistics, mining and metals operations. Ennero has the capability and expertise to step in at various points along the downstream distribution value chain in these industries.

## OUR GUIDING PRINCIPLES



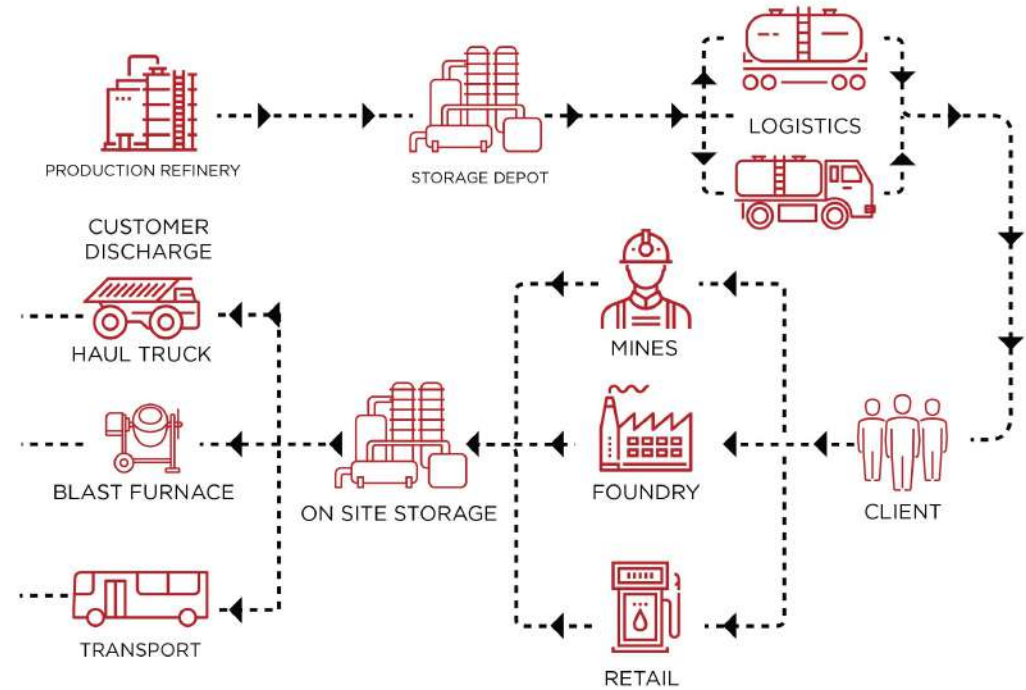
Maintenance



Operations



HSE



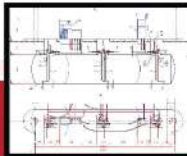
## Case Study

Revamping outdated mining assets in South Africa under a BOT (Build, Own, Transfer) turnkey solution.



### SITE INSPECTION & AUDIT

Audit revealed numerous HSE non-compliance and operational concerns pertaining to safety stock.



### FIT FOR PURPOSE DESIGN

Ennero engaged stakeholders to propose tank storage option which were fit for purpose current mining operations and allowed to production expansion.



### COMMISSIONING

Ennero commissioned 4 self bunded storage tanks within 8 weeks. On site storage increased by 50% along with addressing all HSE concerns.



### FUEL MANAGEMENT

A fully integrated Fuel Management System was included in the storage package. This drove to lower pilferage occurrences and allow for proper forecasting.



### REPORTING

Leveraging the new assets and through big data findings Ennero was able to drive savings of c.4% in year 1 by managing demand, working capital requirements and reducing dependency on staffing.



# 04

## SPECIALTY PRODUCTS

# Ennero's portfolio of niche products and commodities

Ennero's Specialty Products Division **specializes in sourcing niche products and commodities** that drive human development, technology and connectivity.

Using our expertise in global logistics, we then find effective ways to supply these products to our customers and clients in all corners of the globe.

**“When it comes to specialty products, we are driven by the need to get products from where they are plentiful to where they are needed most.”**





## Agriculture

As the earth's population grows, the Agriculture industry's need will grow even further. At Ennero we are driven by the need to supply the growing future needs of this industry. We source quality with the reliability to deliver for the cyclical and seasonal needs.



## Mining

Mining is required to obtain materials that cannot be grown through agriculture, or created in a laboratory or factory. Ennero has created a natural synergy with our mining clients which has spawned the group's ability to package, ship and supply the products we help extract, and bring to life.



## Infrastructure

The future is driven by the need to connect humans, in rural and urban areas. Ennero understands the importance of supplying reliable and technically proven products that support the infrastructure industry and proven to have passed the test of time.



## Manufacturing

The manufacturing industry has historically been and will continue to be a driver for globalization. Being a cyclical industry, Ennero takes a long term view the raw materials supply and demand balance can present opportunities. At Ennero, we research, predict, source and fill that gap, efficiently and promptly, while maintaining the status quo for our clients.



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