



**BLUE PIONEER GLOBAL TRADING**

*PARENT COMPANY SPECIALIZED IN LARGE PROJECT MANAGEMENT*



## **ABOUT US**

The group of companies operates in the UK, Turkey, Lithuania, Oman, and more, providing services to over 25 million customers across the globe.

BLUE PIONEER GLOBAL TRADING (Blue Co.) started its activities as an engineering service provider, Finance and procurement company in Sultanate of Oman. The founder and manager of Blue Co. brought more than 20 years of experience and knowledge in the fields of petrochemical, oil and gas industries within the Company.

The group of companies initially started its development from various businesses established in the oil & gas industry in the early 2018s. Capital accumulated through these business activities was reinvested again, which resulted in a rapid growth and expansion of business activities in the oil and gas industry.

Blue Co. developed and expanded to become one stop shop for ever need in Oil and Gas Industries. Now Blue Co. is a complete assistant and perfect partner in almost every field of energy. We are prominent and leading supplier of equipment and technologies to Oil, Gas, Petrochemical and Power Industries. Blue Co. can supply all requirements of an under construction plant or any operating plant in any stage with least price and shortest delivery time utilizing high skills of the procurement department. Blue Co. overseas partner companies and vast list of commitments can help Blue Co. to hasten and simplifying purchase different types of equipment and packages from abroad.

We are looking forward to introduce Blue Co. as your partner and supplier for industrial raw materials and equipment. The Procurement Department of Blue Co. was founded in Muscat-Oman to establish a workable tool for the industrial Market. Blue Co. is your expert for a wide spectrum of services linked to international trading. With our own logistical department, we are able to handle also dangerous goods, goods with special requirements like ISO-Tank Containers or reefers. Attached to this short introduction you may find a shorted overview of brands and Products Blue Co. is able to provide. We hope that we could raise your interest and are looking forward to hear from you soon.

Blue Co. is the Oman firm that specializes in the marketing and trading of petroleum, petroleum products, fertilizers and other raw materials globally. Headquartered in Muscat, Blue Co. has 24 offices around the world, including in important trade market locations such as Dubai, Brussels, England, China and Russia. Blue Co. has regular and long-term business partners around the world and promotes their product first in Oman market then its surrounding countries and thereafter, worldwide with its 24 international offices. Blue Co. works on a partnership basis and has more than 100 exclusive business partners worldwide and always works with its partners on the base of transparency and makes its partner's products unique brands in the region.

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## **OUR ACTIVITIES**

Blue Co. is one of the world's largest independent energy and commodities groups, adding value throughout the entire commodity supply chain.

Blue Co. has developed a diversified trading business, originally starting business sourcing, supplying and trading crude oil and refined petroleum products. From these origins we have expanded the portfolio to encompass petrochemicals, biofuels, environmental products, natural gas and LNG, power, dry bulk commodities, soft commodities, base metals and agricultural products.

Market fundamentals can cause the physical commodity sectors in which Blue Co. operates to become fragmented and periodically volatile. As a result, discrepancies arise between the prices at which the commodities can be bought or sold in different geographic locations or for different time periods. Blue Co's role is to close these so-called arbitrages and facilitate the re-balancing of these market fundamentals. Whilst arbitrage opportunities vary between commodities, the primary arbitrage strategies can generally be described as geographic, technical, time and contractual. We are able to source, transport, blend and store the relevant commodities that helps to correct the price discrepancies.

We enhance our trading activities with strategic assets providing valuable insights into market places where we operate and enabling us to optimize the supply chain; for example, by business management of oil production services, fuels and electrical energy, and transport storage and delivery of goods.

## **TRADING**

Trading is at the heart of Blue Co's business. Our teams are highly experienced, global, multi-commodity and asset-backed.

### **Crude oil**

Blue Co. has a long standing expertise in trading crude oil. We source worldwide and have access to all the key crude grades. Blue Co. is one of the world's largest independent traders of crude oil. We source barrels worldwide and have access to all the key crude grades. Our global network of trading offices, ideally located in all the major oil trading regions, allows us to identify changing crude oil flows and evolving market dynamics. Blue Co. captures value throughout the supply chain through its relationships with oil producers, superior logistics capabilities, and strategically located storage and blending facilities. Our experience and understanding of oil markets enables us to implement robust hedging programs in volatile environments. We offer commercial support with specially tailored, structured transactions, applying our risk management, financial and investment expertise.

### **Fuel oil**

Blue Co. is a leading trader of fuel oil, 40% of our volume is supplied as feedstock. Strong relationships are central to our fuel oil business and they enable us to respond efficiently to the requests of our customers. We have in-depth awareness of market developments through our activities in all the major oil trading forums. Complementing this with our worldwide network of offices, we have both a global perspective and local insight into real time market dynamics. Blue Co. not only provides the reassurance of delivering on specification and on time, but we can also facilitate tailor-made pre-financing while associating the necessary risk management packages.

### **Middle distillates**

We supply jet fuel, heating oil and diesel globally and work with our partners to meet all their needs incorporating logistics, finance and risk management. With a global view of the marketplace, and the ability to ship, store and blend, Blue Co. is ideally set-up to support customers with comprehensive services for the supply of middle distillates. Our commercial hubs in Geneva, London, Dubai, Singapore, Shanghai and Connecticut position us centrally in each of the world's main trading regions. This not only delivers benefits through the application of specialized local knowledge within each region, but also enables a wider perspective to optimize trade between the regions. Above all, Blue Co. is a trusted partner. We have built our business on long-term relationships and the quality of our operations is highly valued by our partners. We are rigorous in our quality controls and have been supplying jet fuel for many airports as well as various government entities.

### **Gasoline & naphtha**

Blue Co. integrates all the elements of competitive pricing, logistics, storage and product optimization. Blue Co. competes efficiently in the gasoline, naphtha and reformat world markets. With business hubs in Geneva, London, Singapore, Shanghai and Houston we are intimately involved with and intuitively responsive to the supply and demand dynamics of our customer's needs. In an environment where specification varies widely by region, we

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utilize our extensive logistic, storage and blending capabilities to guarantee delivery of the right quality in the right volume at the right time. Precision in our blends and deliveries includes matching the best price. Whether supplying by tender or via the spot market, Blue Co. can be relied on to be competitive.

### **Petrochemicals**

Blue Co's newly formed Petrochemicals business is dedicated to sustainable growth focused on the global physical trade and distribution of polymers, olefins, and aromatic petrochemical products. We achieve this through a combination of physical offtake and marketing agreements, olefin-to-polyolefin tolling, and select investment in high-yield strategic assets throughout the petrochemical supply chain. Blue Co's comprehensive understanding of evolving dynamics within the global petrochemicals market allows us to effectively manage risk and optimize value in the commercial transactions we undertake. Our competitive advantage is that our management processes are designed to bring value throughout the petrochemicals supply chain. We do this by working with our producer partner's to optimize their plant capabilities while offering our customers the opportunity to buy from a balanced raw materials product slate at competitive terms with optimum availability and efficiency. Our commercial hubs in Singapore, Beijing, Shanghai, Houston, Dubai, Istanbul, Geneva, and Connecticut ideally position us in each of the world's main petrochemical trading regions. This not only delivers benefits through the application of specialized local knowledge within each region, but also provides us broader coverage and market efficiency in the global trade of polymers, olefins, and aromatic petrochemical products.

### **Biofuels**

Blue Co. has been trading biofuel since 2018 and has become a leading physical trader in what is now a dynamic global arena. Our activities encompass sourcing, blending and supplying physical products and components. Being at the forefront of an evolving market, we are able to align our activities with the ever-changing European biofuels legislation. Blue Co. operates within the Renewable Energy Directive framework and we have developed a fully audited system for product sustainability and traceability. Combined with our middle distillates trading expertise, Blue Co. is a strong and dependable partner in the biodiesel market. We supply biodiesel to a large number of European customers including to major refiners.

### **Oxygenates**

The Oxygenates desk adds a supplementary layer of products to the extensive list of markets in which Blue Co. is already engaged. Main commodities in our portfolio are alcohols and ethers such as ethanol, methanol, MTBE and ETBE. While the bulk of products we negotiate goes for gasoline blending, some are also used in multiple chemical and industrial processes. Long-term success in our business stems from the ability to create a robust system in which the mix of know-how, physical presence and execution abilities (including operations and risk management) is first-class and sustainable.

### **Natural gas**

Blue Co. has strategically developed its natural gas activities to reflect the globalized nature of the gas market. In Europe, we are now a significant participant in the natural gas

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wholesale market and have a strong customer base of utilities and large industrial consumers. Our main trading desks are in Geneva and London, and we are active in all the key trading hubs including Austria, Belgium, the Czech Republic, France, Germany, Holland, Italy, Slovakia and the UK. To support our trading activities, we have a portfolio of storage and transportation facilities in place across the continent. Blue Co's involvement in all major energy commodity markets including gas, oil, power and coal is significant as markets become ever more interrelated. Our physical presence combined with trading insights enable us to support customers with a range of individually tailored cross-commodity transactions, trade finance products and risk management services.

### **LNG**

LNG is increasingly becoming a focus for Blue Co. we will endeavor to establish supply partnerships and global logistics through which we hope to support partners with LNG. Blue Co's experience of trading all the major energy products and our understanding of the dynamics within and across the energy markets establishes us with powerful insights as to the ebb and flow of LNG demand. With our acknowledged trading expertise, we provide wholesale market access to upstream producers and project developers as well as supplying downstream customers such as utilities, industrial concerns, governments and financial investors. We employ a range of sophisticated tools including spot, forward, swaps and spreads and can tailor structured transactions to incorporate features such as cross-commodity hedging and embedded optionality to better manage market risk.

### **Power**

Our main European power trading offices are in Geneva and London. From these bases we coordinate local knowledge and representation for our activities across the pan-European wholesale market. Through participation in daily, monthly and annual auctions we have built an asset portfolio of secured transmission rights with many of the continent's key interconnectors. In the mature West and Central European regions, we use our wholesale trading expertise to assist counterparties in optimizing their positions and mitigating their market risks. In the more recently deregulated East European regions we work with producers and project developers on the best ways to optimize output to market.

Base metals Blue Co. is developing an integrated platform ranging from physical metals sourcing, risk management and trading. Blue Co. has established base metals teams in Shanghai, London and Geneva. We trade copper, aluminum, lead, zinc, nickel and tin across the physical and financial hubs of Asia, Europe and America. Our aim is to provide a vertically integrated platform that enables our partners to gain access to physical metal as well as market insights. Our team in Shanghai is dedicated to the trading of all base metals and is fully integrated within our varied activities across China and Asia. In London, our base metal specialists have established Blue Co. at the London Metals Exchange and developed our global risk management platform.

### **Soft commodities**

Blue Co's presence in the agricultural markets reflects the ever-increasing linkages between energy and other commodity markets. Convergence across the world's commodity asset classes is increasingly evident. At Blue Co., we actively develop our presence in major agricultural origin and destination markets. Current product coverage includes primary food and feed grains, oil seeds, and vegetable oils. Our main trading desks are in Geneva

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and Singapore. From Geneva we service the European markets and the key origin markets of North and South America. Our Singapore desk provides services to the main importing regions of South East Asia.

### **Dry bulk commodities**

We trade dry bulk commodities at origin and destination. We can combine funding, storage, blending and risk management operations. The Group operates from business hubs in Geneva, Singapore, Beijing, Johannesburg, Mumbai and Houston. We have a worldwide capability to manage price, supply and quality risk for our partners. In addition to our own mining interests in Indonesia and South Africa, we also have off-take agreements and established supply relationships in all major production locations including Russia, Australia and Colombia. Where required, we can support our suppliers with funding and investment. The dry-bulk freight desk plays a key role in securing dependable logistics. With charter capacity ranging from Handymax to capsize, we can receive and deliver cargos competitively all over the world, including to our own storage facilities. Our customers' requirements are constantly evolving, and we deliver exactly the right quality to meet their specific needs. This underpins our reputation as a reliable supplier. Unsurprisingly, we regularly transact repeat business.

### **Concentrates**

We trade non-ferrous concentrates and related by-products, with focus on copper, zinc, lead and polymetallic & precious concentrates. We cover a global portfolio of clients through our teams in Geneva, Shanghai, Lima and Mexico City. Commercial strategy and risk management are centralized with the team in Geneva. We work via our teams in Lima and Mexico City with small- and mid-sized miners throughout Peru, Bolivia, and Mexico and stockpile material in centralized warehouses close to key ports. The collection business allows us to blend a range of complex materials to meet receiver requirements, as well as to comply with import-impurity restrictions. Regardless of deal type, the multiple stages of transshipment and possible blending require us to coordinate with a variety of warehouses, logistics providers, container shipping lines, inspection companies and laboratories on a regular basis.

Blue Co. has access to all traded energy and commodities markets from our main business hubs in Geneva, Beijing, Shanghai, Singapore, Denver and Houston. We originate the physical transactions that support our customer's businesses and help maintain the global balance between areas of excess and areas of need.

In a marketplace where we see commodities growing ever more interrelated, Blue Co's trading is global, multi-commodity and asset-backed. We source, we ship, we store, we blend and we transact. As a significant participant in the futures and commodity benchmark markets, we offer the pricing structures and service excellence that create value for our customers throughout the supply chain.

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## SUBSIDIARY COMPANIES

Each of the sub-companies carry out their activities separately in accordance with Blue Company's policy.



Holmes Trading UAB  
Lithuania – Vilnius



OSHIDA PETROKİMYA ÜRÜNLERİ SANAYİ VE TİCARET ANONİM ŞİRKETİ  
Turkey – Istanbul



Al Darei International Trading SPC  
Oman – Muscat



Arutba Ltd  
United Kingdom - London