مرحبا
Dobrý den
labdien
dobrý deň
Tere
Hallo
Hola
Zdravo
Nyob zoo
Merhaba
Cześć
nuqneH
Moi
hallo
buną
Hadi
Olá
Pozdrav
Kamusta
Ciao
alo
labas
Hello
Salut
Jambo
helló
Salam
Apurva Mali, Trading Manager, Ennero

Where I’ve studied

- Liverpool John Moores University
- Cass Business School
- Singapore Polytechnic

Where I’ve worked...

- Trading Manager and Consultant (Current Role)
- B2B Trading and Purchasing for Navig8 Fleet
- Physical Supplier and B2B Trading
- Maritime Credit Analyst and Sector Reporting
- Marine Engineer and Deck Officer
The Ennero Group

- Petroleum Products Trading
- Marine Fuels & Lubricants
- Downstream Distribution
- Storage & Logistics
- Price Risk Management
- Renewable Energy

100%

- Safety
- Record

- Products
- Traded

- Office
- Locations

- Trading
- Markets

**DUBAI**
Level 5, Office 29, One JLT Tower, Jumeirah Lake Towers Dubai, United Arab Emirates

**LONDON**
71-75 Shelton Street, Covent Garden, London, WC2H 9JQ, United Kingdom
Oil Traders’ Role in Financing Shipping

Dubai, United Arab Emirates
March 15th, 2018
Banks rake in $14.1 billion of revenues from commodity trading & financing.

Banks revenues drop to $4 billion. Deutsche Bank, Morgan Stanley and JP Morgan seek to exit the commodities space.

JP Morgan sells commodity arm to Mercuria for $800 million.

Vitol, Glencore, Trafigura become quasi banks. Goldman Sachs & Macquarie keep their feet wet.

The commodity banking pullback started in 2008...
The Banking pullback has created a new type of giant...

The New Kings of Oil Finance
"The knock-on effect of this banking environment has reduced funding availability, especially for producers and the smaller trading companies forcing them to turn to the trading giants for their financing needs."
The Credit Tree’s potential ramifications…

- Credit tree more intermediaries, cost of finance

- The pass on costs of tighter financing could result in increased bunker prices

- Traders will reconsider extended credit terms and price a premium for such bunker requests
The Credit Tree’s potential ramifications…

- Number of bunker traders and physical suppliers access to cheap financing is not as readily available

- 2020 Regulations means move to cleaner fuels will place more pressure on traders and ship owners’ working capital

- Room for creative financing sources to make their way
The downturn in shipping has created cost conscious clients ...

- Owners need to rethink their sourcing strategy in order to achieve greater results than competitors
- Traders/Brokers to be part of the sourcing strategy from the start.

Best Price + Value Addition

- Price Risk Management
- Demand Forecasting
- Term Contracts
- Collaboration
Fuel supply & Credit Avails, MENA Region
The Technology Solution

• Lower margins/high finance costs forces us to turn to technology
• Industry has so far lagged behind in adopting automation
• Disintermediation the way forward?
• We should feel safe about our jobs right now?
• Changes likely to come from outside the industry…
Thank You for Listening...

For any questions or inquiries, please contact me at:

Apurva Mali
Trading Manager

M: +971 50 605 1905 - T: +971 4 429 5895
E: am@ennero.com - W: www.ennero.com

Level 5, One JLT Tower, 1 Jumeirah Lake Towers - Dubai