

Anika Solutions Fuel Trading Sdn Bhd

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Anika Solutions Fuel Trading Sdn Bhd



Corporate Structure

CORPORATE STRUCTURE



Anika Solutions Fuel Trading Sdn Bhd

ANIKA SOLUTIONS FUEL TRADING SDN BHD

HEADQUARTERS
ASEAN OPERATIONS

ATHENS

OFFICE OF THE VICE CHAIRMAN
SHIPPING & TRADING

UNITED ARAB EMIRATES

AFRICA , EUROPE &
MIDDLE EAST OPERATIONS

NEW YORK PARTNER OFFICE

LATAM OPERATIONS



THE COMPANY

- Incorporated in 2011, started of as ASA, the company has been actively trading in various products and markets. Head quartered in Kuala Lumpur.
- In 2023, ASA underwent a re-structuring exercise to enable the company to undertake larger scaled operations and has since been renamed to Anika Solutions Fuel Trading Sdn Bhd to be now known as ASFT
- ASFT has gone on to sign strategic alliances with partners from the UAE, with sales of petroleum products from storage tanks in Hamriyah and Fujairah. The UAE partnership is focused mainly on gasoil, heavy gasoil, and the fuel oil market. We have also partnered a major shipping company out of the emirates having access to Iraqi crude, fuel oil and Libyan cargoes as well.
- ASFT has also formed strategic alliances on the crude trading front with partners based in Oman & Dubai, Singapore and Hong Kong specializing in crude oil trades, transportation and storage. ASFT has also established a strong presence in Latin America.
- ASFT out of their Greek and Singapore partnership is well equipped to handle vessel chartering and brokerage as disponent owners. Besides voyage chartering or term charters, ASFT has also joined hands with FSU owners in the Straits of Malacca capable of storing clean and dirty products. Operations team handling ship to ship transfers have been in the business over 15 years. Our team has extensive marine operational expertise handling cargoes such as Crude, Fuel, LPG, LNG and Bulk cargoes.
- Senior management and traders form a team of well experienced personnel capable of handling various aspects of oil trades, contract negotiations, legal, shipping, break bulking operations, as well as blending operations
- Clientele include State Owned Enterprises, International Trading Firms, National Oil Companies and small to medium scale trading partners.



2 MILLION BARRELS OF HEAVY CRUDE TRANSFER OPERATIONS, EXECUTED TIMELY AND INCIDENT FREE BY ANIKA SOLUTIONS, NOV 2023



STRATEGIC POSITIONING



KUALA LUMPUR, The HQ

- Malaysia is currently the office of the CEO, operating actively in the region with focus on crude trades, fuel oil trades, STS operations and others.
- Proximity to Singapore, Indonesia, Thailand, India, Vietnam, Pakistan, Bangladesh and China enables the office to focus on establishing and maintaining strategic alliances with finance houses, trading houses and government owned entities in the region as major buyers and suppliers.



ATHENS, Vice Chairmans Office

- The Vice Chairs Office.
- Greece has for a long time been the International epicenter for the shipping industry.
- Being in a well networked region, the office apart from access to shipping and marine related services, the team is constantly introduced to refineries, producers, suppliers, and traders.
- Most of the operations out of South America are managed from Athens



STRATEGIC POSITIONING



Gulf Partners, ARAB EMIRATES & The AFRICA

- Middle East has always been a very important trading hub to our organization.
- Gasoil and fuel oil trading center for the group of companies for cargoes brought into the far east
- The UAE also houses various partners of the group from trading houses, GLC's and refinery satellite offices constantly engaging in businesses with the group lending expertise from our team of traders and advisors either as joint venture partners, or as co-traders on trades
- ASFT is actively building a strong presence in the African Continent with Sudan being our first port of entry. We also have established trading networks in South Sudan, Senegal, Nigeria, Ghana and Angola.



Anika Solutions Fuel Trading Sdn Bhd



Promoters



Key Personnel Driving Revenue Growth

KONSTANTINOS N. DROUGOS

Director/Vice Chairman

Konstantinos has many years experience in developing and structuring innovative Shipping, Trading and Energy projects worldwide and he currently advises a variety of organizations in these sectors.

He is also the CEO of the OASIS Carbon Management Group, a team of International experts working with Major traders, Power companies and Governments in devising "Low Carbon Footprint" sustainable Green trading solutions.

Konstantinos is also VP and Member of the Board of EMBCA, and heads its New York Hellenic Shipping Memorial committee and is a well networked and respected individual in the industry.

VINNOLAN BATSALARUBAN

Director/CEO

Vinnolan has been active in the commodity markets for over 10 years and is a seasoned executive with extensive experience in commodity trading, specializing in physical petroleum trading, coal, minerals, shipping, and marine services.

With a proven track record of success in leading and managing diverse teams, Vinnolan has a deep understanding of global markets, risk management strategies, and supply chain optimization. His leadership skills, coupled with his in-depth industry knowledge, have enabled him to drive profitability and sustainable growth in challenging and dynamic environments while managing cost effectively.

He was overseeing coal trading operations in Indonesia as a vendor of coal to TNB Fuels Services Sdn Bhd working together with the likes of GEO Energy Group and Trafigura, PT Bukit Asam, ADANI and various others.

Driving the business out of Asia with an extensive network of partners, producers, refineries, trading houses, vessel owners and marine operators.

Among areas of expertise include finance and banking, shipping and marine services, petroleum trading, metals and minerals.



Anika Solutions Fuel Trading Sdn Bhd



What We Do

Areas of Expertise

Latin America

ASFT is well positioned in LATAM, having access to crude and fuel oil cargoes. Our team of advisors have been operating in the region for over 30 years from trading, production, vessel chartering, and operations.



United Arab Emirates

Our partners regularly obtain gasoil and fuel oil parcels from the region. Among the specifications include heavy gasoil ranging from 50ppm up to 5000ppm while we occasionally are offered 10ppm cargoes as well. As for fuel oil, the typical specifications we receive quotes for include CST 180, CST 280, RMG 380. Alternatively, we also see quotes every now and then for crude cargoes produced by West African and Middle Eastern nations.

Malaysia/Singapore

Most of the business takes place in this region for our far east customers. We handle trades, STS operations, blending operations as well as floating storages.

Africa

ASFT is working very closely with Sudan, Angola, Nigeria and is working with other key importers in the region. The strategy is to supply smaller parcels of refined products such as gasoil, gasoline and in also to cater to HSFO requirements for power and marine operations.

We Focus On

Petroleum Products

- Crude Oil
- High Sulphur Fuel Oil
- Gasoil
- Gasoline
- MGO/LSMGO (bunker Singapore & Middle East)
- LPG
- Bitumen

Fertilizer

- Urea

Agriculture

- Wheat (milling)

Solid Fuels

- Coal
- Petcoke

Chartering, FSU & Marine Operations (STS)

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