**ACTIVITIES**

* **TRADING**

MADDOX is one of the largest independent traders of crude oil and refined petroleum products in our core region , the Caspian Sea, Black-Sea, Balkan, FSU, Baltic and Mediterranean region.

Our TRADING activities in our core region is enhanced by our extensive logistical and storage capabilities.

Based on our sourcing capabilities in our core region we are utilizing arbitrage opportunities to supply Crude Oil and Refined Petroleum Products to North America, north Africa, AG & PG as well as Asian markets.

Our aim is to be close to our clients and to understand their daily needs to ensure a smooth and sound delivery process in line with our high international standards of operation.

Our target is to establish and maintain long term relationships with our counterparties along the value-chain from exploration until final consumption.

To achieve these goals, we are working with dedicated partners who follow our approach of best practice in every aspect of HSSE and with infrastructure from Depots, transport logistics, Terminals, and vessels that comply with the standards of MADDOX and our first class insurers.

**CRUDE OIL**

MADDOX is a niche trader of Crude Oil sourcing mainly from the Caspian region. Through our good relationships in our core region we have established and are maintaining long-term relationships with producer as well as regional refiners.

Our experienced Crude Team is continuously working to expand MADDOX’s Crude trading activities by offering pre-financing schemes to crude oil producer and Processing agreements to refineries.

**REFINED PETROLEUM PRODUCTS**

MADDOX is trading the entire range of petroleum products deriving from the processing of crude oil.

* LIGHT ENDS (LPG, Naphtha, Gasoline, Components)
* MIDDLE DISTILLATES (Diesel, Heating Oil, Bunker Gasoil – DMA, Jet Fuel – Aviation Kerosin)
* HEAVY FUEL (VLSFO, LSFO, HSFO, Cutter)
* FEEDSTOCKS (Straight Run FuelOil, VGO)
* OTHERS

Our specialized products trading team is sourcing the physical molecules through long-term arrangements as well as spot opportunities. By utilizing our available logistical infrastructure MADDOX is supplying end-consumer markets indirectly or directly through our own subsidiaries but also is an active player in the global arbitrage business.

Origination of products traded by Maddox

Xx% Russia

Xx% ….

**SUPPLY OF END-CONSUMER MARKETS**

Our Business model is targeted to be close to our clients and to supply to end-consumer markets to capture additional margin along the value chain. To satisfy the markets we have established with the main actors in the individual market from subsidiaries of multi-national oil companies until independent privately owned downstream operators. For these clients we aim to be their access to the international markets to minimise supply costs and to maximize the downstream margin.

Over the past years we have been able to apply our Business Modell in following countries through own or rented storage locations that enables us to support the import business into these markets:

* Bulgaria
* Romania

Map of the region

* Moldova
* Ukraine
* Georgia
* Azerbaijan
* Albania
* Croatia
* Serbia
* Bosnia & Herzegovina
* …

**DOMESTIC DOWNSTREAM OPERATIONS**

In non saturated markets we have established a local presence to import and supply directly to the local downstream operators and end-consumers. These activities are managed by our local teams supported by the financial, trading and risk-management capabilities of the group.

MADDOX UKRAINE

Since 2017 Maddox is actively trading in the Ukrainian market out of our office in Kiev. We are mainly supplying Diesel 10ppm and Jet Fuel either in the south via sea through storage facilities in Odessa, Yuzhni, Kherson or in the north by rail from inland refineries.

MADDOX BULGARIA

Maddox Bulgaria was established in 2017 in Sofia to support our supply and import activities to the west-Balkan markets. We supply mainly Diesel 10ppm by sea but also trading Bio-Diesel and other petroleum products. In addition, we are also involved in financing and storing of Strategic Reserve.

MADDOX GEORGIA

Since the estblishment of MADDOX we have been actively supplying the Georgian market with Diesel 10ppm, Gasoline RON 95 and RON 92 and other end-consumer products. In 2018 Maddox financed the construction of a inland Depot with a capacity of xxxxx cbm to receive end-consumer products by rail and re-distribute them by truck. In 2019 we established our own subsidiary in Tblisi to be able to better satisfy the needs of our local clients and to capture additional value by supplying to end-consumer.

**BUNKERING BUSINESS**

One of our core businesses is the supply of the international Bunkering Business with Marine Gasoil (MGO – Gasoil 0.1) in our hubs of Constanta (Romania) and Istanbul (SOM – Tukey). Over the years MADDOX created a number of long term cooperations with solid Bunkering Companies by supplying high quality product but also providing finance and risk-management solutions.

Going forward and with the implementation of IMO 2020 (very low sulphur bunker fuels) we aim to extent our activities in this segment significantly by adding VLSFO (0.5%) in our hubs to our clients and into the Mediterranean markets. For this expansion MADDOX has developed a long-term supply scheme of VLSFO from the Caspian Sea. By utilizing our excellent transport logistics we are able to provide a secure, all year around, supply of these products.

As MADDOX is not supplying directly to ship-owners we have been able to exclude a significant credit risk from our portfolio.