



**CHEMium**

—  
**GLOBAL SUPPLY AND MARKETING OF  
HYDROCARBONS IN ALL ITS FORMS**



[WWW.CHEMIUMCORP.COM](http://WWW.CHEMIUMCORP.COM)

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# WHO WE ARE

*Chemium International is a global, integrated trading company that participates in the buying and selling of crude oil condensates, naphtha, distillates, gasoline components, petrochemicals, and thermoplastic resins.*

The surge in oil and natural gas production that the United States has been witnessing in recent years has given us the opportunity to raise the bar on our performance and achieve new heights. We continue to leverage the developments in this industry to forge new partnerships with significant allies who can help us establish a deeper niche in the global hydrocarbons marketplace.

## Worldwide Reach

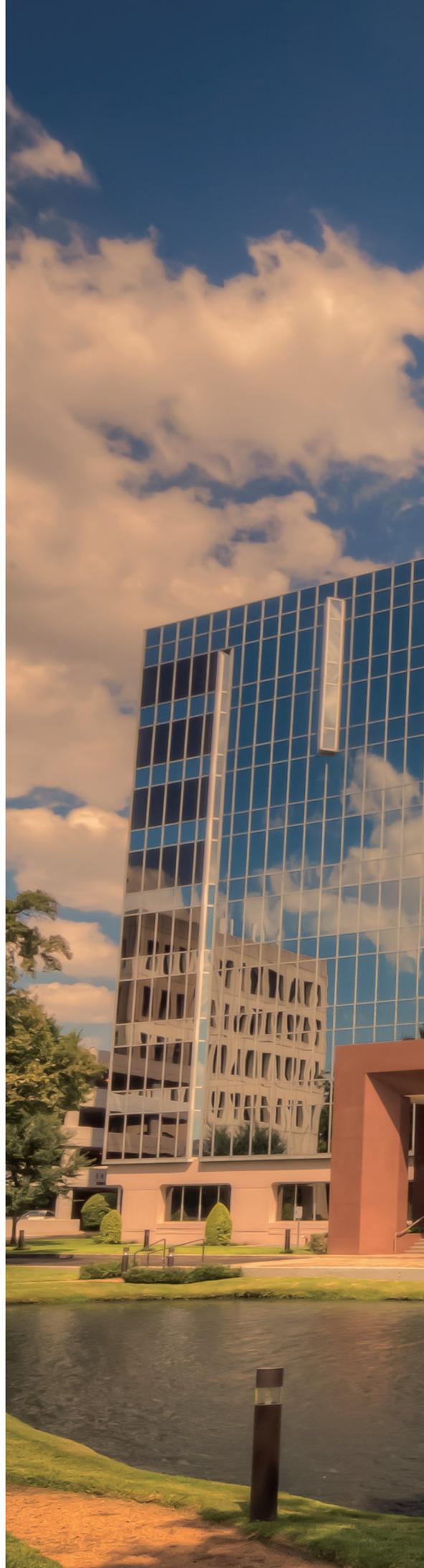
Chemium International has grown significantly since its inception in 2001, to become a highly reputable hydrocarbon trading organization. We have become leading players in the industry, using a unique ability to create and establish long lasting alliances with suppliers and customers around the world, through the support of our affiliated offices in Europe and Asia. We also benefit hugely from a large network of exclusive agents in Europe, Asia, South Africa and the Middle East.

Chemium International's success has been achieved with strong backing from multiple financial institutions. Through these banking institutions, Chemium International has been able to fulfill the wide ranging needs of both our customers and our suppliers.

Here at Chemium International, business is heavily dependent on the alliances we have cultivated with the many technologically advanced, forward thinking, leading organizations across the globe.

Through carefully structured, strategic geographic swaps, physical and synthetic processing, and forward hedging mechanisms, we have enabled trade flows that are mutually beneficial to customers and suppliers. In this way, our suppliers and customers around the world benefit from value creation.

Chemium has a presence across the world in 16 different locations with a well established network of suppliers and buyers to support the operations at each of these locations. Our committed focus to understanding the marketplace in each location supports our ability to grasp the intricate details of business practices followed here. This reflects in the world class quality that we are able to offer with each of our products to every client irrespective of their geographical location.







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# OUR PHILOSOPHY AND COMMITMENT

*At Chemium International, we adopt a business philosophy that is founded on the principles of integrity and professionalism.*

Since our inception in 2001, we have developed key worldwide relationships with a number of valued customers that form the lifeblood of our business. We have invested significant time and attention in nurturing long term, mutually beneficial relationships with each of our customers and these have supported our growth in this highly competitive industry.

However, it is not just our customers we credit for our success. The contribution of our network of suppliers is significant. It is their ability to ensure seamless supply of our range of hydrocarbon products that allows us to maintain our commitment to timeliness as well as world class quality no matter what our customers require, when and where they need the product.

Our focus on associating with those suppliers who share our belief in maintaining the highest standards of business integrity and operational efficiency has been invaluable to our business success.

Chemium's success also hinges upon our network of exclusive agents located in each continent. These agents play a fundamental role in the creation of a sophisticated matrix of market intelligence for all products Chemium International handles.

It is this business intelligence that allows us to preempt market demand, and gear up for the troughs and peaks that are inevitable in this volatile market segment.

Our business philosophy hinges upon a firm commitment to quality. We understand that in order to thrive within a mature and well established industry, establishing strategic networks and channels is vital. As a result, we have spent significant effort putting in place multiple agreements and contracts that display our dedication to our clients and suppliers. In this regard, our toll-processing agreements are the most important. We also maintain structured agreements with multiple petroleum refineries, petrochemical facilities and gasoline blenders in the East and Gulf coasts of the United States. These associations help us fulfill the needs of each customer consistently and sustainably without compromising on product quality.



## — SETTING A STANDARD IN THE INDUSTRY

We believe that in order to thrive in an industry such as ours, it is important to cultivate long lasting and fulfilling relationships with both our suppliers and clients based on mutual understanding and responsibility. This is why we invest considerable time and attention in ensuring that these associations contain something of value to both parties. While treading the fine line between customer satisfaction and supplier loyalty, we aim to maximize business efficiencies and cost efficiencies so that every participant in this business cycle can enjoy the greatest benefits, both financial and otherwise.

### **Maximum Benefit**

We are always looking to assist our suppliers and customers with creative and innovative commercial, financial and logistic structures that enable them to extract the maximum benefit from every spot or contractual transaction.

### **Standard of Quality**

Having turned ourselves into one of the most reputed hydrocarbon traders in the world, we are looking to set the standard of quality in the market, rather than live up to one.

### **Increased Value**

Chemium International has built its entire reputation on structuring business transactions that offer increased value to our suppliers, while simultaneously optimizing value, efficiency, and cost to our customers.

Regardless of what hydrocarbon products we sell, we ensure that there is always seamless interaction between our suppliers, our own commercial, logistic and financial departments and our customers.

## WHERE WE ARE

### Our Global Reach and Alliances

It is important for us to have strong ground operations across several borders to ensure that we maintain a deep understanding of different market segments and their specific business practices.

It is also of paramount importance for us to learn of the commercial, fiscal and legislative frameworks that surround these markets. A thorough understanding of these factors facilitates a smooth business relationship between our clients, suppliers and ourselves.

CALGARY

HOUSTON

MEXICO

VENEZUELA

COLOMBIA

ECUADOR

PERU

BRAZIL

BOLIVIA

CHILE

ARGENTINA

GENEVA

SPAIN

MOROCCO

EGYPT

NIGERIA

INDIA

CHINA

OUR HEADQUARTERS

OUR AFFILIATES

OUR AGENTS

# OUR PRODUCTS



## CRUDE OIL and FEED STOCKS

Crude Oil

Crude Oil Condensates

Vacuum Gas Oil

Straight Run



## DISTILLATES and FUEL OIL

### DISTILLATES

Diesel Oil

Dual Purpose Kerosene

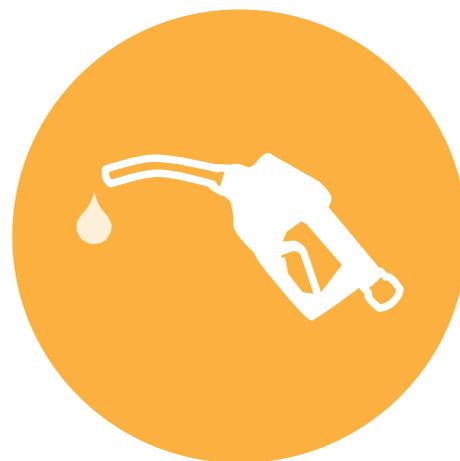
Jet Fuel

### FUEL OIL

Bunker Fuel Oil

Low Sulphur Fuel Oil

High Sulphur Fuel Oil



## GASOLINE COMPONENTS and NAPHTHA

### GASOLINE COMPONENTS

Alkylates

C6 Raffinates

Gasoline Blendstocks

Reformats and Platformates

Octane Enhancers

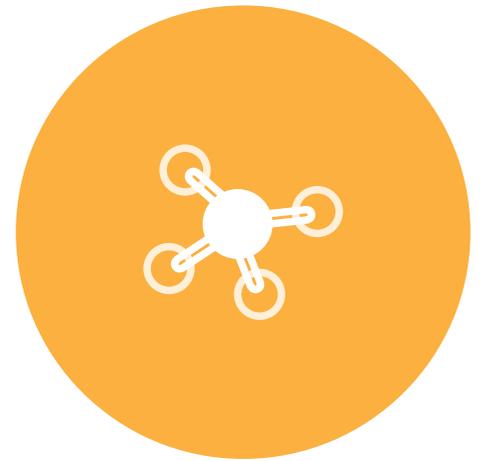
### NAPHTHA

Natural Gas Condensates

Natural Gas Liquids

Paraffinic Naphtha

N+A Naphtha



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## PETROCHEMICALS

### ALCOHOLS

Ethanol

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Methanol

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### OLEFINS

Butadiene

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Crude C4

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Butanes / Butylenes

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Ethylene

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Propylene

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### AROMATICS

Benzene

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Cyclohexane

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Mixed Xylenes

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Orthoxylene

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Paraxylene

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Pygas

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Styrene Monomer

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Toluene

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## POLYMERS

Low Density Polyethylene

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High Density Polyethylene

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Polypropylene

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Polystyrene

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Polyvinyl Chloride

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# BUSINESS HIGHLIGHTS

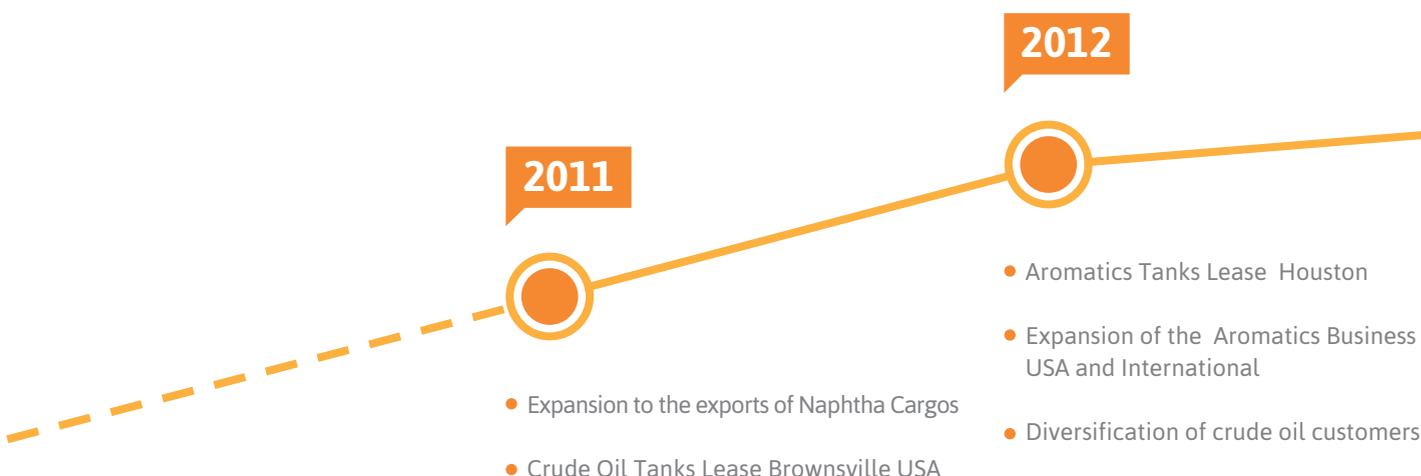
Chemium has built a solid commercial relationship over the years with several majors in the energy and petrochemical markets, paving the way for mutually beneficial relationships that have added immense value in financial terms as well as respecting business proficiencies for both parties. These relationships have helped us explore new avenues and undertake new endeavors that have supported our growth in this competitive marketplace.

Chemium was initially launched as a petrochemical trading company and today, we have grown to become one of the leading players in this arena. With an initial focus on Aromatics, Gasoline Components and Polymers, we have now added to our portfolio several other hydrocarbon related products that enjoy immense global demand.

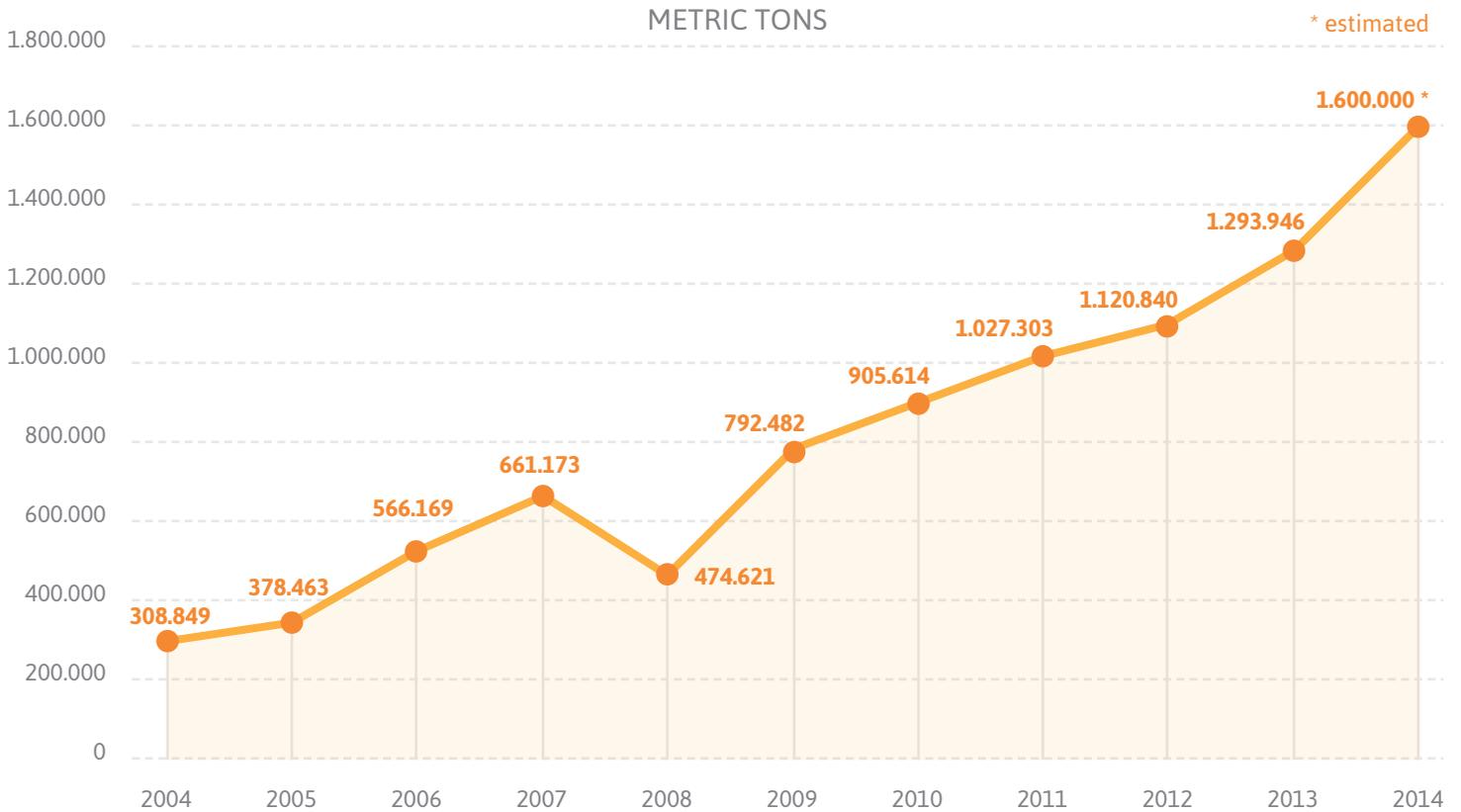
Today, Chemium is a prominent and highly reputed player known for its upstream involvement in the trading and marketing of C5's (Natural Gasoline), Naphtha's, Crude and Gas Condensates. We are also actively involved in the critical crude oil pipeline rail and waterborne movements that impact the supply and delivery of these critical commodities worldwide.

Our growth in maintaining disruption free, seamless transport of these commodities, has underpinned the consistent increase in transacted volumes that has been witnessed in this arena over the past few years. We are continually forging relationships by finalizing new contracts, thus laying the foundation for further growth in the years to come.

## LAST 4 YEARS RELEVANT EVENTS



## LAST 10 YEARS SALES EVOLUTION



2014

2013

- Blending crude oils in Brownsville
- Expansion of the Gasoline Components business in USA
- Registration on domestic crude oil pipelines
- Additional Naphtha Contracts
- Increase of Capacity in the Aromatics Tanks
- Increase of crude oil trading in the Texas Oklahoma pipeline to 2.5 million barrels/month
- Opening of Calgary (Canada) Office
- Increase of Aromatics Term Contracts
- Increase in volumes of international Naphtha cargos trading



## SELECTED COUNTERPARTIES

Our commitment to sourcing high quality products has earned us our reputation as a trustworthy trading company. Our operational efficiencies continue cementing our relationships with many leading companies across the global marketplace.

We are proud to present some of the leading companies who have been our clients and suppliers for several years now.

We continue to leverage the growing opportunities that emerge in this segment while honing our business operations so that we can sustainably offer quality hydrocarbons to attract the existing and to new clients. Thanks to our global placements of agents, associates and affiliates, geographical boundaries do not present any limitations to our business reach.



Braskem®



ConocoPhillips®



versalis®

Exxon®

ExxonMobil®  
Chemical



LOTTE®



LUKOIL®

lyondellbasell®



PDVSA®



PEMEX®

Petkim®



PETROBRAS



Reliance®  
Industries Limited



Shell®



TOTAL®

YPF®

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