



Gobst & Partners

## Company Pitch

Enhancing global commodity trade and fostering sustainable growth



# Agenda

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# Company Profile – Gobst & Partners at a Glance

## › Who We Are:

- A **Germany-based**, globally operating **intermediary in the commodity trading** sector
- Bringing **over 30 years of experience** in commodity trading, with a special focus on the **petroleum products trade**
- Leveraging a network of **28 experts actively engaged across 15 countries**, ensuring global reach and localized expertise

## › Current Focus:

- Connecting **buyer and seller markets** for EN590 Diesel and Jet Fuel A1
- Expertly mediating with **comprehensive advisory, due diligence**, and robust **risk management**
- Leveraging a vast network of buyers from **Europe, USA, and Australia**

## › Mid-Term Plans:

- Strengthening engagement and direct ties within **GCC countries**
- Establishing **direct contracts with producers/refineries** to serve our markets independently
- Developing storage capacities in **Rotterdam** and **Fujairah**
- Establishing a **JV partnership** in commodity trading

## › Future Outlook:

- Expanding our **product range** to include select **petrochemicals like UREA46**
- Specializing in a focused portfolio of 3-4 key products for **precise market positioning**
- Integrating **high-demand commodities** such as sugar (ICUMSA45) and sunflower oil into our trading system

Ambition  
2026

Ambition  
2030

# Current Business Model and Next Steps

## Intermediary Role

## Comments

**A** Market Engagement

- Analyze **trends**, connect with potential partners
- Understand needs, **tailor intermediary services**
- Nurture **long-term cooperation** with buyers/sellers

**Strategic pairing** within buyer and seller portfolios based on comprehensive understanding and **optimal alignment** of mutual business conditions

See Appendix, p.9 ff.

**B** Transaction Facilitation

- **Due Diligence:** Assess credibility, manage risks
- Lead negotiations, **formalize agreements**
- Ensure **smooth trade** execution

**Balanced procedures** ensuring security for both buyers and sellers

**C** Post-Trade and Networks

- **After-Sales Support:** Provide ongoing support, foster strong networks
- **Workflow Optimization:** Streamline operations with balanced procedures

Facilitating monthly trades of **250,000 MT EN590 Diesel** and **1,000,000 barrels Jet Fuel A1**

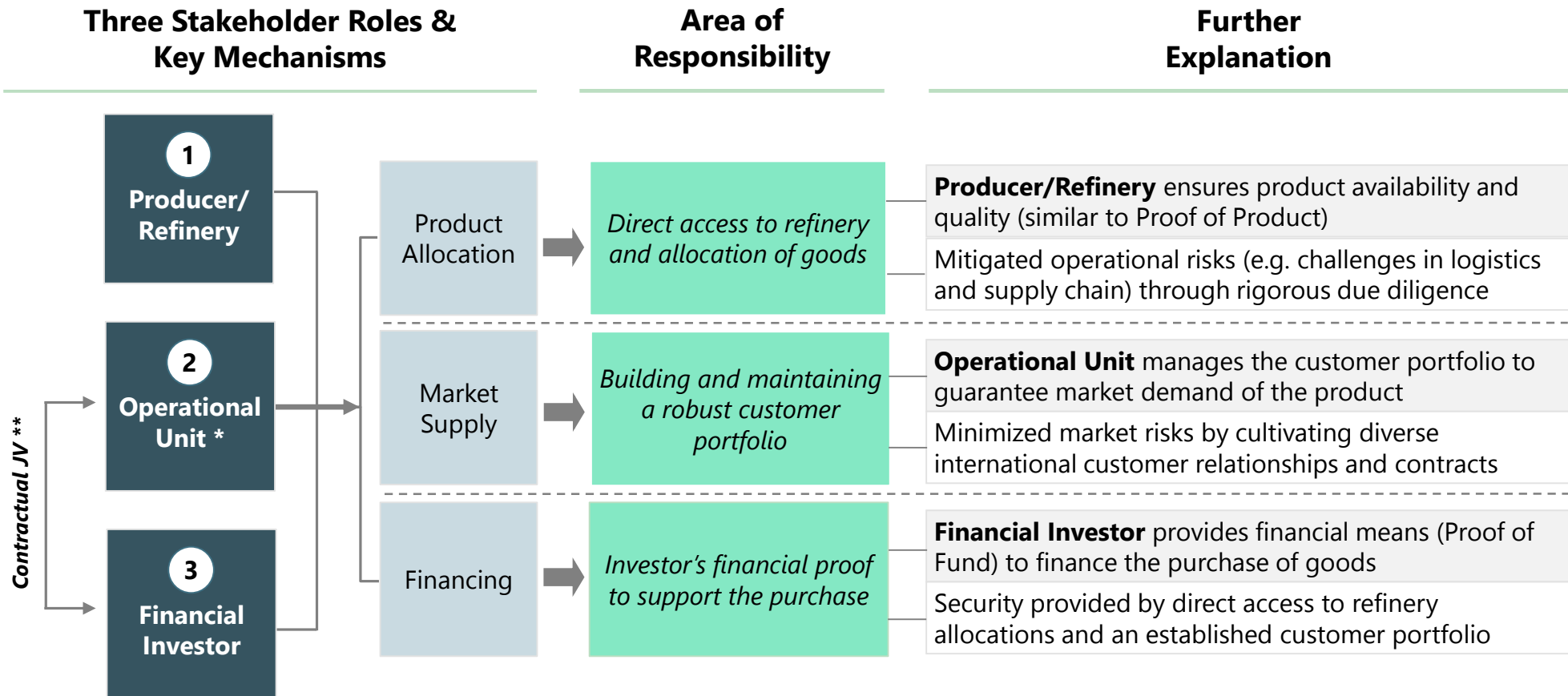
**Next steps**

- Establish **direct connections with producers/refineries** in GCC states, like **OQ** and **OOMCO** in Oman, to meet increasing client demand
- Engage **with tank farms in GCC region and Rotterdam** for strategic product storage

Based on current discussions with **real clients**, our monthly intake capacity is **500,000 MT for EN590 Diesel** and **2,000,000 barrels for Jet Fuel A1**

**Swift establishment of contacts with partners in Oman will expedite the next steps**

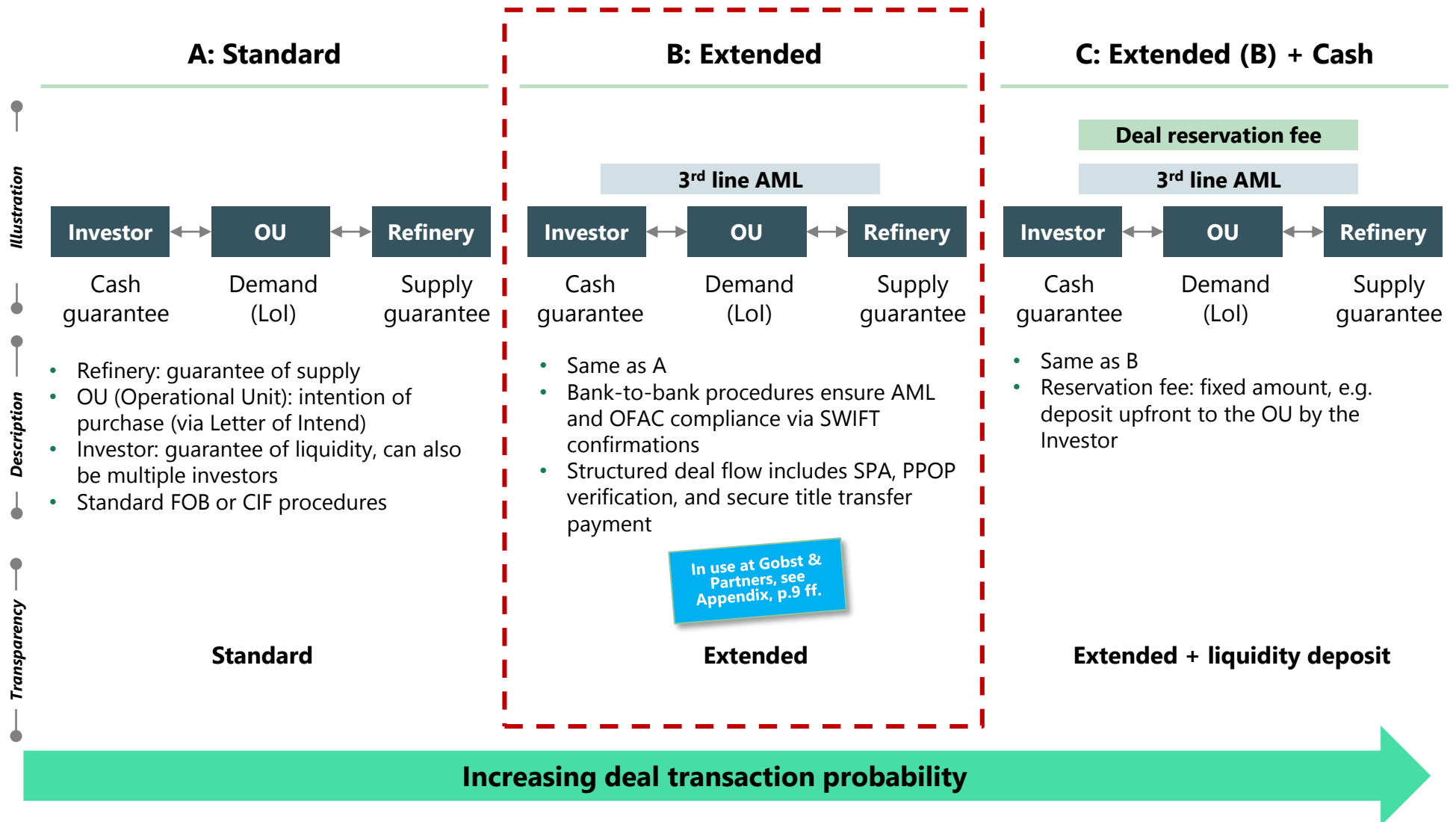
# Joint Venture Shift – Broadening Roles and Opportunities



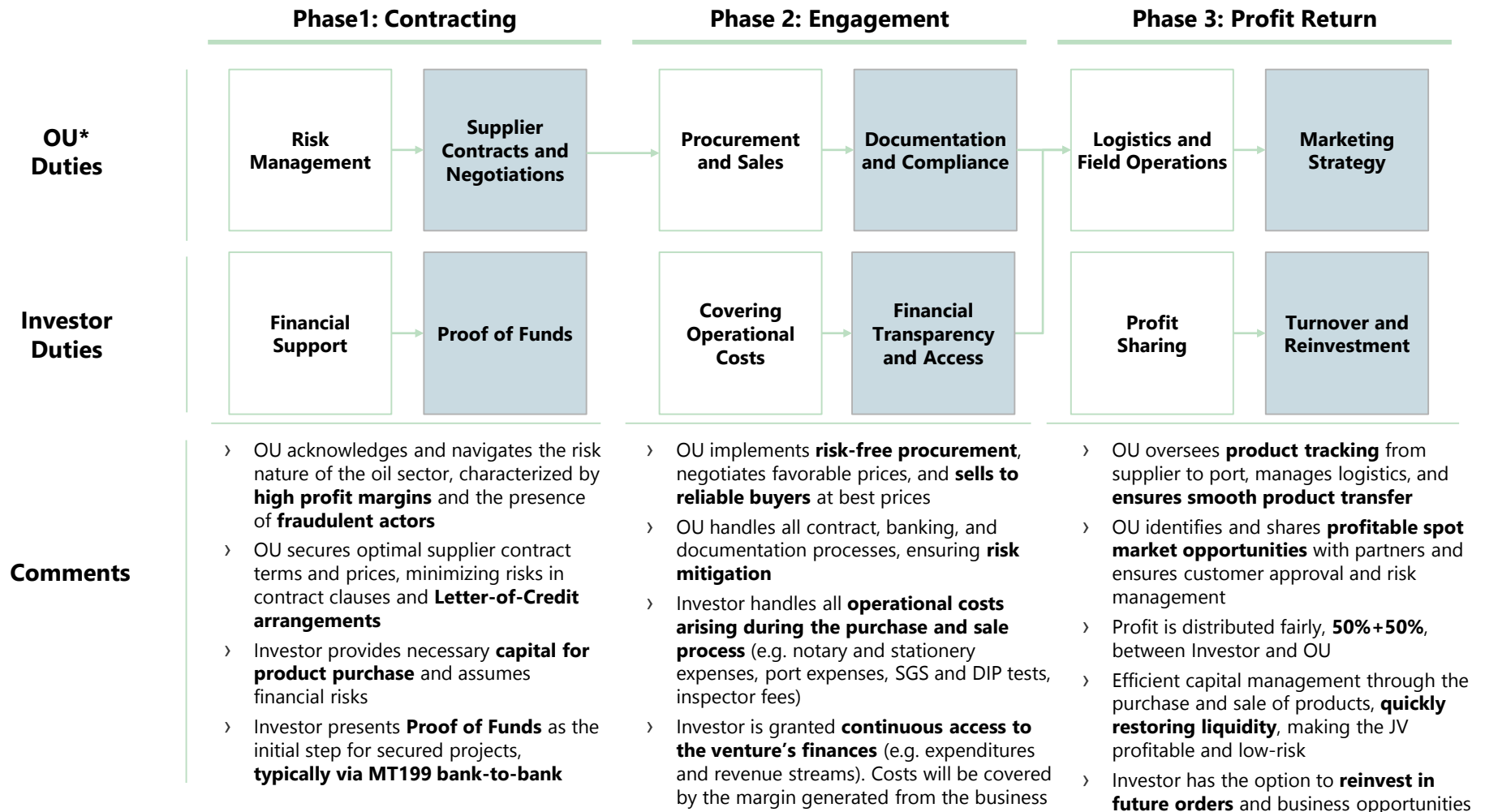
\* Gobst & Partners, as the operational unit, ensures seamless transactions between buyers and sellers and maintains a solid international client base for market supply, while also enforcing stringent due diligence and risk management to protect all dealings.

\*\* In this Joint Venture model, the operational unit, by leveraging pre-existing customer demand, reduces investor risk, as the financial capacity of the investor mainly serves to secure product allocation from the refinery without requiring full upfront payment.

# Options to Increase the Probability of Deal Transactions

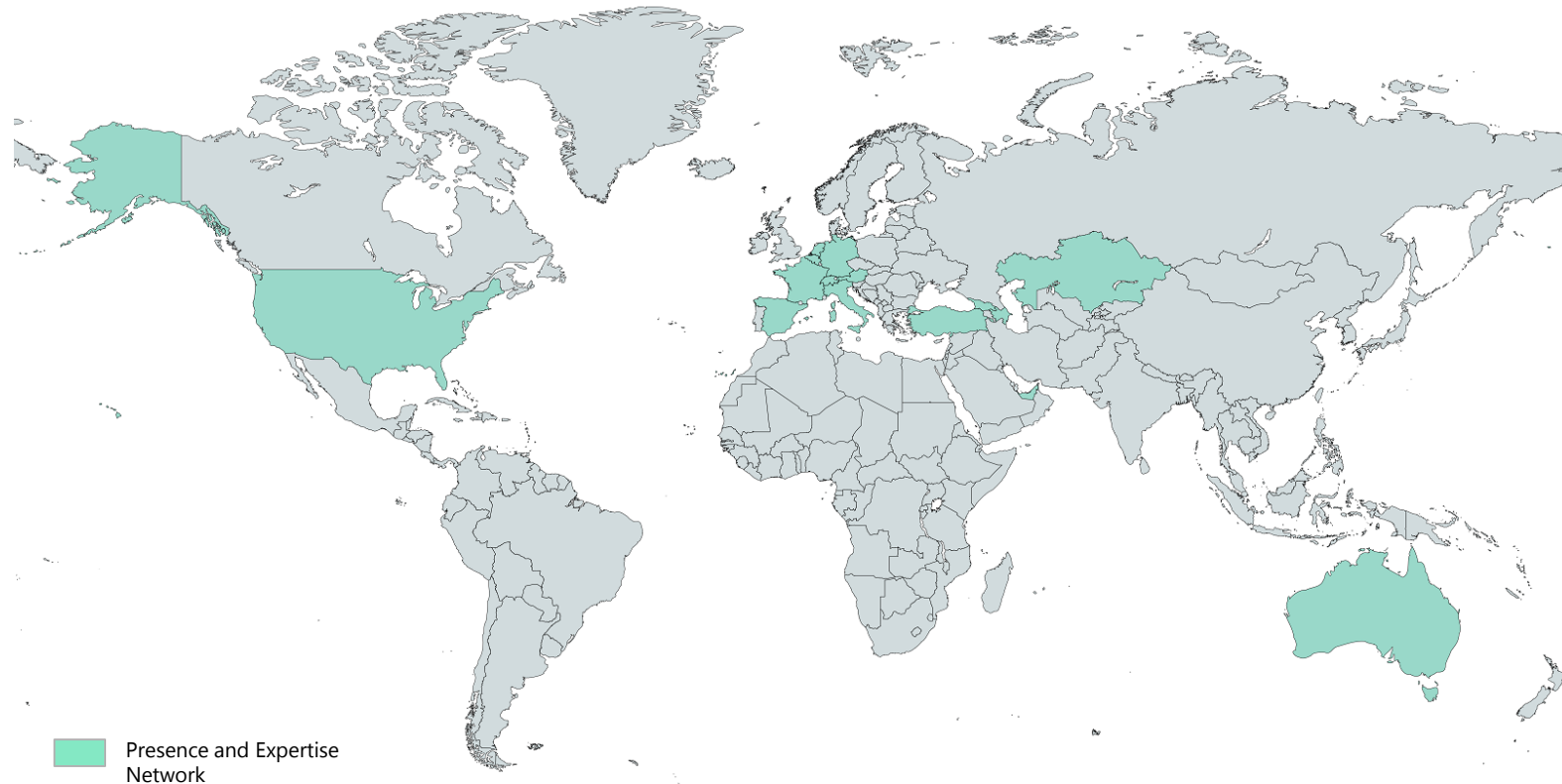


# Financial Upsides & Operational Expertise: The JV Advantage



Deliverable
  Stable stage
 → Sequencing relationship
 \* Operational Unit

# Global Presence – Footprint and Expertise Network



- Collaborating with a network of experts **across multiple continents**, ensuring a cohesive and strategic global presence
- Renowned for adeptly **managing the intricacies of international oil trade**, from regulatory compliance to financial transactions



# Contact Information

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