



# PENINSULA

## STRUCTURED PRODUCTS

**From Total Procurement To Global and Regional Contracts**

Physical Operations in: • Algeciras • ARA • Barcelona • Cadiz • Copenhagen  
• Egypt • ECNS • Gibraltar • Gothenburg • Houston • Las Palmas • Malaga  
• Malta • Panama • Port Louis • Skaw • Tarragona • UAE

# STRUCTURED PRODUCTS

## Physical Structured Products

### FFP | Fixed Forward Price

Lock in a specific quantity to be lifted during an agreed period at a fixed price level.

### MPFFP | Multiple Port Fixed Forward Price

Lock in a specific quantity to be lifted during an agreed period in a base port at a fixed price level, with the option to lift in multiple ports with a fixed or floating differential to base port.

### FPF | Floating Price Formula

Lock a differential to the port's main underlying index with flexible pricing during an agreed period.

### APF | Alternative Price Formula

Price a product using an uncommon underlying index to the port/region.

### OB | Open Book

For certain customers, Peninsula manages bunker requirements for an agreed period at an agreed price/rate.

## Financially Settled Derivatives

### Derivatives | Swaps

Transact fuel oil and gasoil swaps with Peninsula with no restrictions on quantity and tenor within the pre-set limits.

### S-to-P | Swaps to Physical

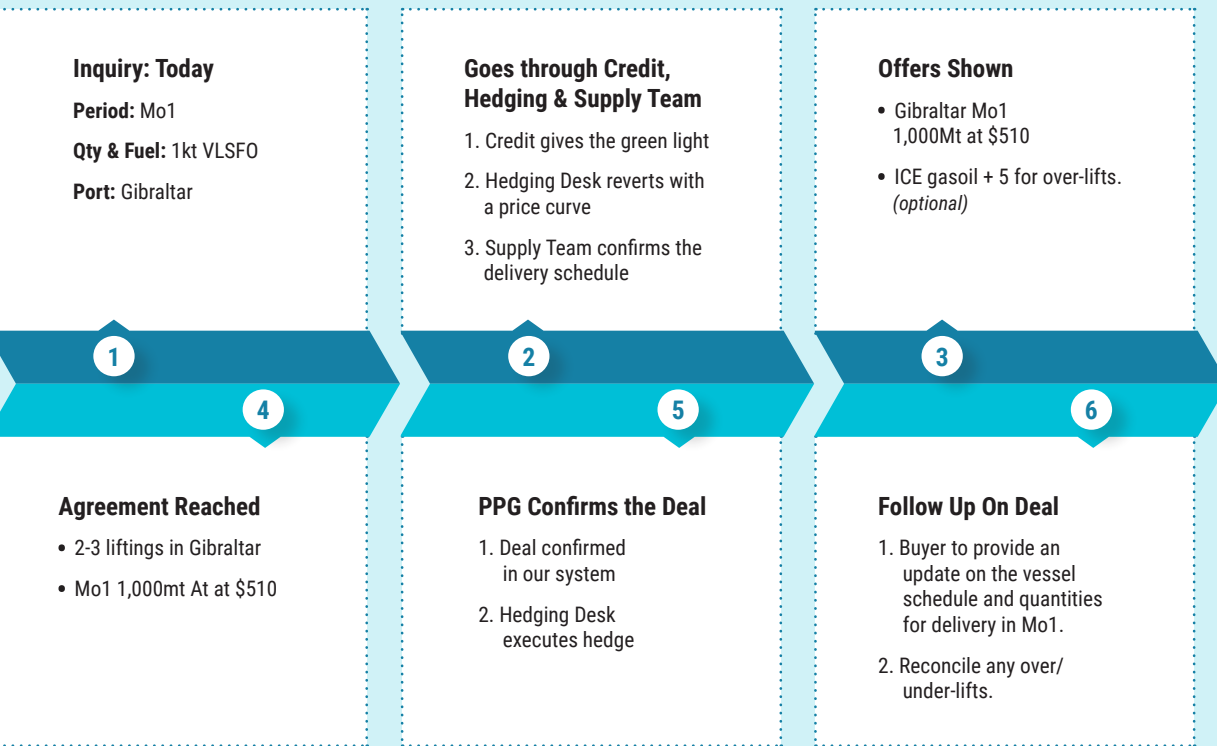
Transact fuel oil and gasoil swaps with Peninsula and agree a premium/discount to convert a paper transaction into a physical delivery.

## FFP

An option for known voyage and commitment.

### How It Works

- Buy fuel at a pre-agreed price for a specific volume within a time-period, removing uncertainty in fuel prices
- Requires a predetermined monthly volume commitment
- Requires a rateable lifting schedule
- Any over-lifts or under-lifts are reconciled after each calendar month
- Over-lifts are priced at the agreed floating price formula
- Under-lifts are invoiced at the price difference to the market multiplied by underlifted volume



### Conclusion

- No basis risk
- Invoice is issued with the original agreed price
- Utilises existing credit line
- No regulatory reporting requirements
- Flexibility to cash settle the existing FFP
- Margining can be applied depending on tenor and quantity

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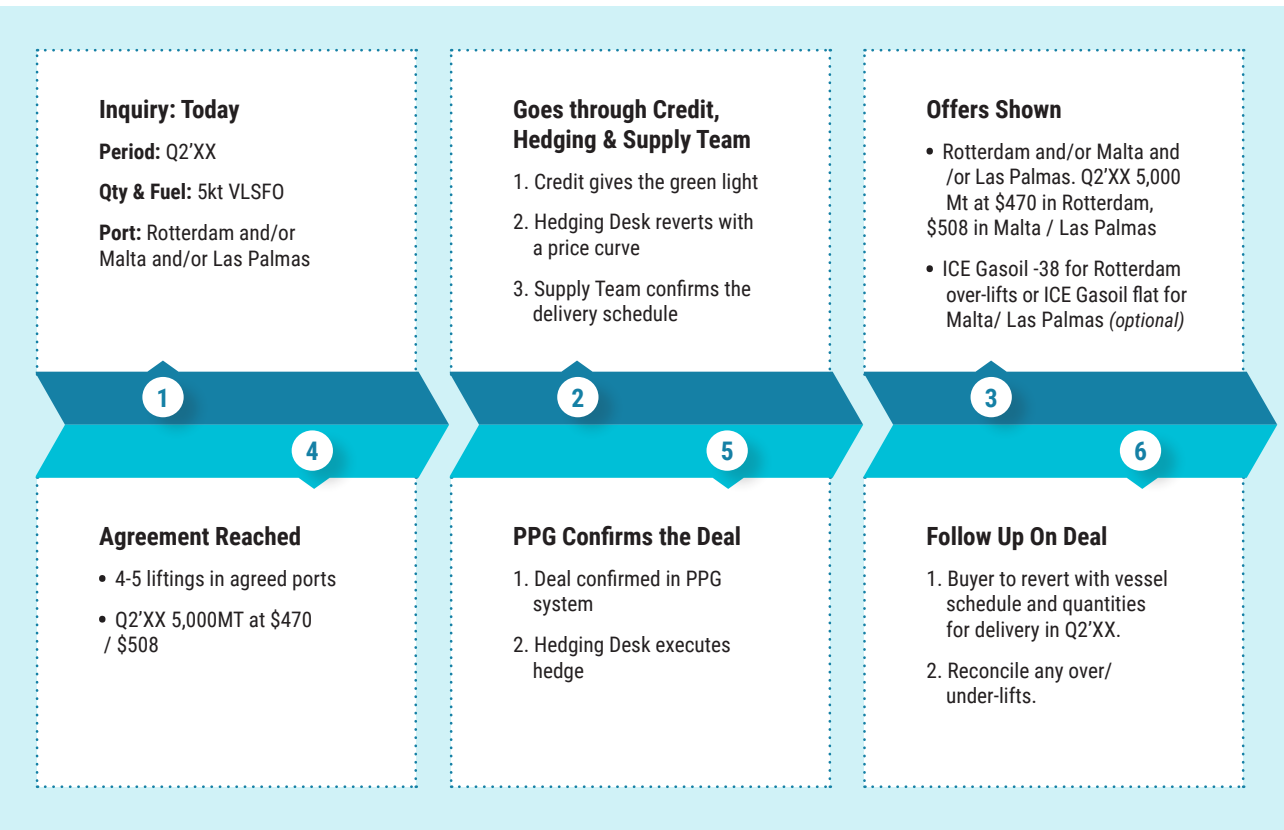
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MPFFP

Works like an FFP but offers the ability to lift at different ports. Lock in a price with port flexibility.

How It Works

- Buy fuel at a pre-agreed price for a specific volume. Buy fuel at a pre-agreed price for a specific volume within a time-period, removing uncertainty in fuel prices, with the option to lift in multiple ports
- Requires a minimum monthly volume commitment
- Requires a lifting and port schedule
- Any over-lifts or under-lifts are reconciled after each calendar month
- Over-lifts are priced at the agreed floating price formula
- Under-lifts are invoiced at the price difference to the market multiplied by underlifted volume



Conclusion

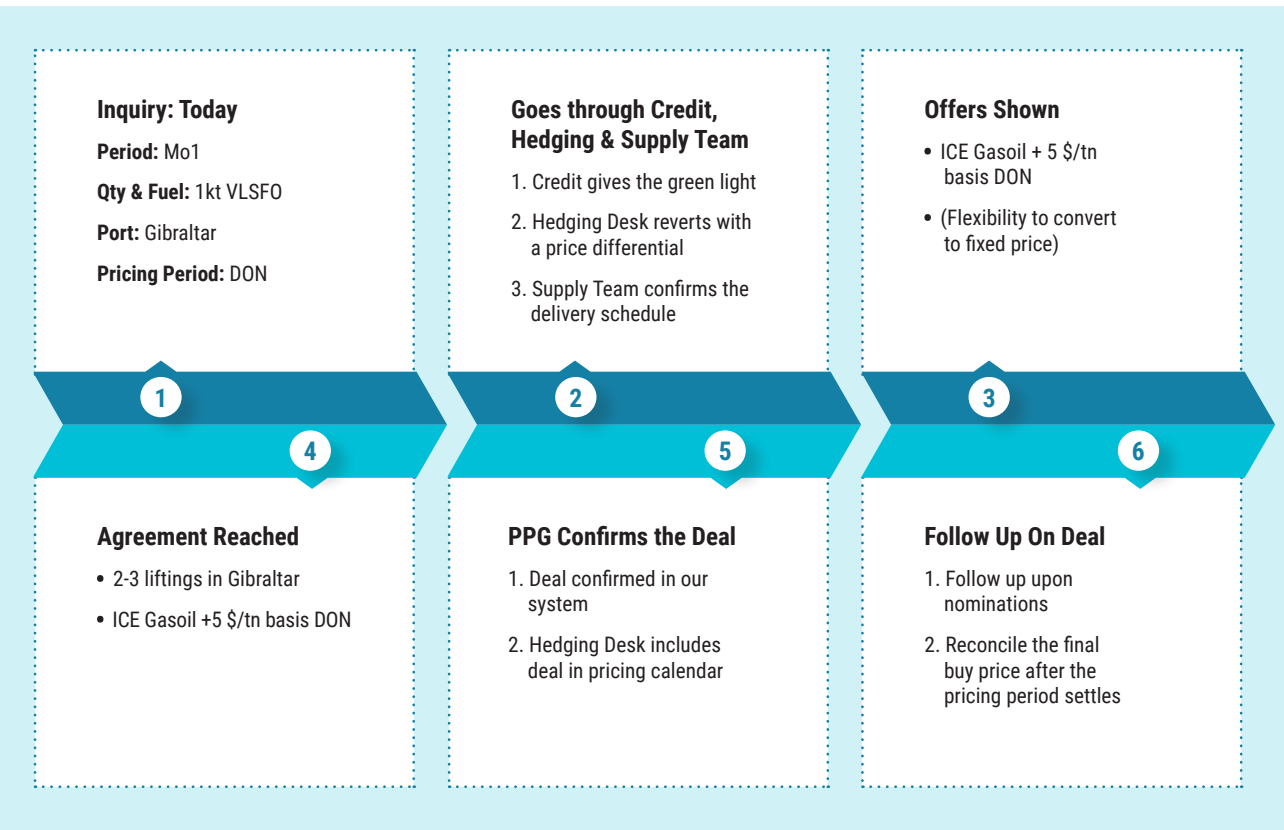
- An MPFFP offers more flexibility than FFP
- No basis risk
- Invoice is issued with the original agreed price
- Utilises existing credit line
- No regulatory reporting requirements
- Flexibility to cash settle the existing FFP
- Margining can be applied depending on tenor and quantity

FPF

Guarantee bunker supply volume in a port while following market fluctuations.  
Flexible as it doesn't necessarily require a fixed volume.

How It Works

- Price a product against an underlying index at a fixed differential for a specific time period
- Does not require a minimum monthly volume commitment
- The pricing period is flexible
- Pricing basis date of nomination
- Pricing basis date of delivery
- Pricing whole month average
- Trigger pricing



Conclusion

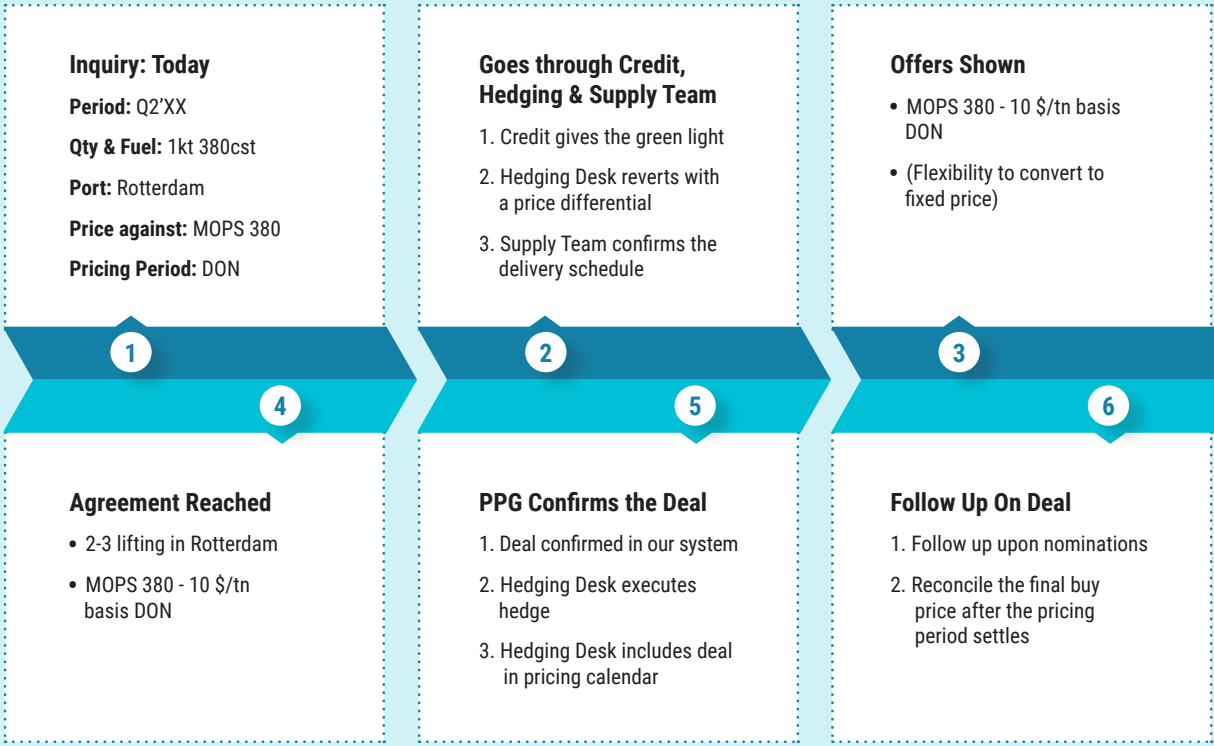
- Buy price will follow market fluctuations
- Invoice is issued with the calculated price after the pricing period has expired
- No Regulatory reporting requirements
- Flexibility to convert the Floating Price Formula into an FFP
- No margining requirement
- Credit line may be affected by market volatility

APF

Price a product against a preferred underlying.  
Guarantee bunker supply volume in a port while following market fluctuations.

How It Works

- Guarantee a differential against a preferred underlying index for a specific time period
- Does require a minimum monthly volume commitment
- The pricing period of the price formula is flexible
  - Pricing basis date of nomination
  - Pricing basis date of delivery
  - Pricing whole month average
  - Trigger pricing



Conclusion

- An Alternate Price Formula allows a shift in baseline price formula from one index to another preferred index
- Increase pricing optionality and reduce volatility
- Can capture favourable price spreads between markets/indices
- May improve correlation between budget and derivative hedges
- Consolidate purchases onto preferred indices and eliminate regional basis risk
- Identify opportunities even if flat price is not compelling
- Requires minimum monthly volume
- Month-end reconciliatio

Open Book | Floating Physical Procurement

Peninsula can manage the Physical procurement of Fuel or Gasoil. We have the ability to monitor risk and market developments and act quickly where necessary.

How It Works

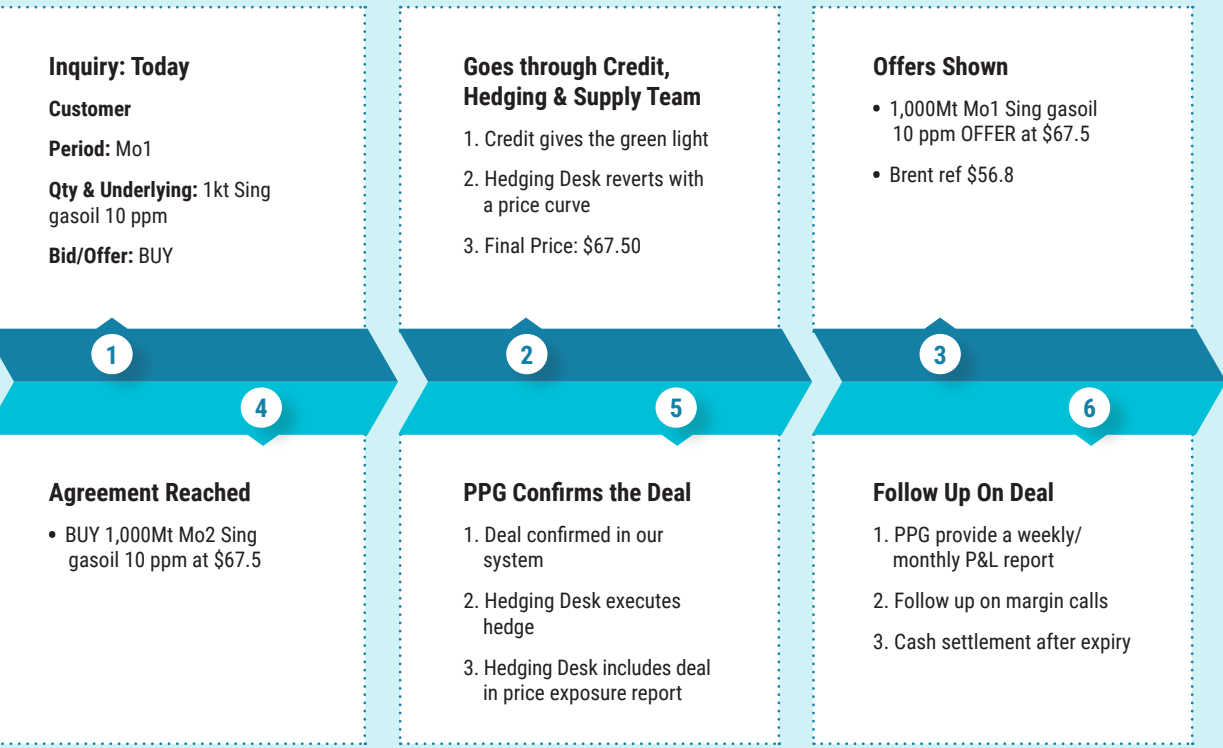
- During periods of extreme downside/upside risk through fundamental or technical reasons, Peninsula can provide the 3 best quotes from local vendors or our own barrels
- Peninsula will increase the offer price by an agreed fee (as a management fee or a minimum lump-sum), consequently determining the Open Book price
- This agreed Open Book Price will be sent on all confirmations and/or invoices
- Procurement invoices available upon written request
- The Open Book Price can be a floating differential with a trigger date to be agreed

## Derivatives | Swaps

Can hedge against market fluctuations by buying the underlying paper direct from Peninsula.  
Flexibility to float the inquiry in the market at any point in time.

### How It Works

- A swaps agreement with Peninsula allows for utilisation of the credit line
- Buy or sell any quantity with flexible tenors
- Post trade admin is done by Peninsula (including weekly/monthly report)



## Conclusion

### Benefits

- Fast onboarding process (long form)
- No need to setup clearing account
- Already existing relationship for credit line
- Easy trade process
- Tailored reports
- Daily/weekly/monthly P&L
- Minimal setup cost
- Range of tenors available (bullet, weekly)

### Drawbacks

- Basis risk for physical delivery
- Margin call management
- More administrative work required

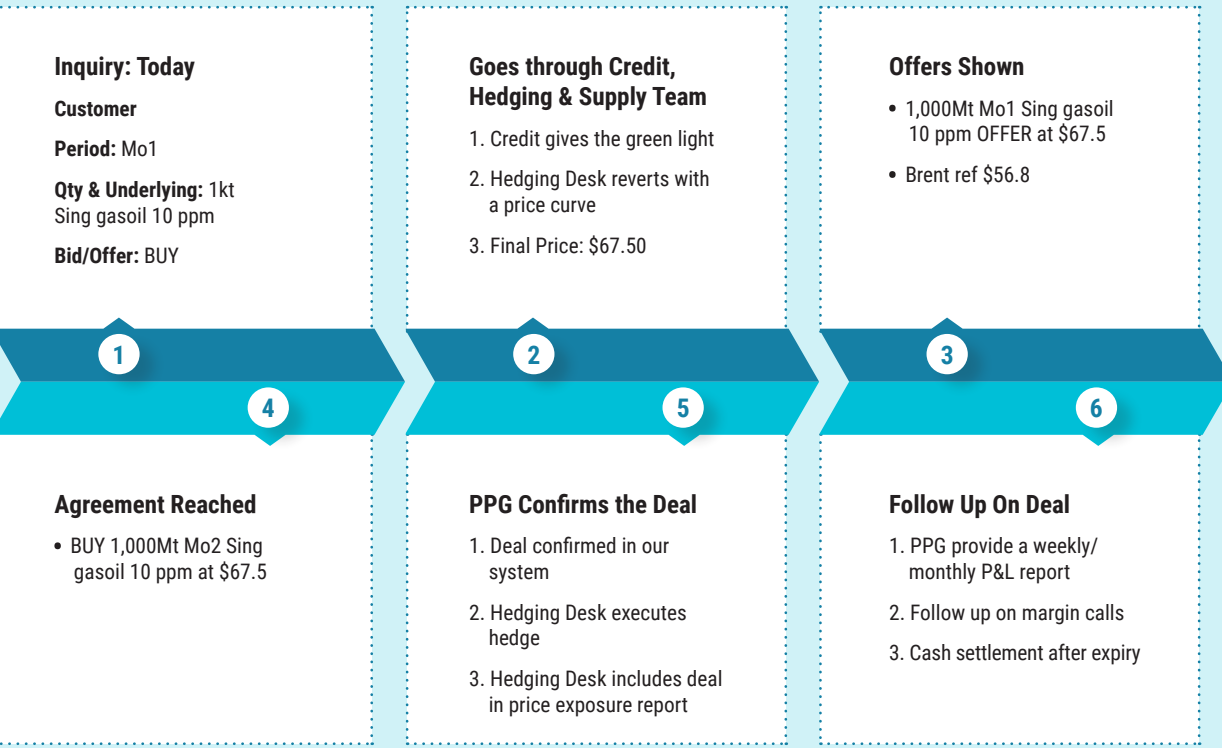
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## S-to-P | Swaps to Physical

Can hedge against market fluctuations by buying the underlying paper direct from Peninsula.  
Flexibility to float the inquiry in the market at any point in time.  
Flexibility to convert the swap into a physical delivery.

### How It Works

- A swaps agreement with Peninsula allows utilisation of the existing credit line
- Buy or sell any quantity with flexible tenors
- Physical delivery premiums/discounts on top of a transacted swaps are agreed for specific delivery periods
- Request a differential premium/discount to any port basis any underlying swap



## Conclusion

### Benefits

- Fast onboarding process (long form)
- Already existing relationship (credit)
- Tailored reports
- Daily/weekly/monthly P&L
- Range of tenors available (bullet, weekly)
- Flexibility to choose the delivery month before the swap starts to price
- Flexibility to roll the swaps forward to accommodate physical delivery

### Drawbacks

- More administrative work required
- Margin call management

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## Available Trading Products

This is a representative selection of the derivative products we currently trade. Please note that our offering is continuously evolving. If you're looking for a product not listed here, we'd be happy to discuss it with you.

### Product Specifications

#### GLOBAL FUTURES

- ICE Brent Crude Future
- ICE Low Sulfur Gasoil Future

#### Europe

- 0.5% FOB Rotterdam Barge
- 3.5PCT Fuel FOB Rdam Barges
- Gasoil 0.1% Brg FOB ARA
- Gasoil 0.1% Cargoes CIF NWE
- Gasoil 0.1% CIF Med
- ULSD 10ppm CIF NWE
- 3.5PCT Fuel CIF Med Cargoes
- 3.5PCT Fuel FOB Med Cargoes

#### Asia

- Gasoil 10PPM FOB Spore \$/Bbl
- 180 CST 3.5% FOB Spore Cargo
- 380 CST 3.5% FOB Spore Cargo
- 0.5% FOB Singapore cargo

#### Americas

- ULSD FOB USGC Pipe
- ULSD FOB USGC Waterborne
- NY Harbor ULSD Futures
- NYMEX NY Harbor ULSD
- USGC HSFO
- 0.5% FOB US Gulf Coast Barge

#### LNG

- Dutch TTF Natural Gas

#### Carbon

- EUA Futures
- EUA spot certificates

#### Biofuels

- Ucome
- Fame
- RME

#### LPG

- Propane Opis Mt.Belvieu TET
- Propane, Argus CIF ARA

#### NAPTHA

- Naptha CIF NWE Cargoes
- Naptha Outright, C + F Japan Cargo



# PENINSULA

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