



Global Leaders in **Marine Energy Solutions**

Peninsula **across the world**

Commercial Network

ARA
Athens
Copenhagen
Dubai
Geneva
Gibraltar
Houston
Panama
Las Palmas
London
Madrid
Montevideo
Monaco
Singapore
Shanghai
Tokyo

Physical Supply Areas

Algeciras
ARA
Barcelona
Cadiz
Egypt
Fujairah
Gibraltar
Gothenburg
Las Palmas
Malaga
Malta
Panama
Port Louis
Skaw
Suez
Tarragona
Tenerife



Who **we** are

Peninsula is a leading marine energy supplier and reseller.

We supply marine fuels to over 2,000 global customers, wherever and whenever they need them. Peninsula fuels the global fleet and keeps energy flowing.

Today, we are a global leader in bunkering solutions with major presence in the world's top-tier marine fuel supply hubs and we are a market-leading reselling business.

Physical Strength

Peninsula is the largest independent physical supplier in the world. We support this scale with broad experience and full control of our supply chain, guaranteeing both reliability and quality.

Peninsula uses its physical supply network to create tailored solutions for customers. We optimise bunker procurement, thus allowing customers to focus on their fleet.

Global Reach

Peninsula spans the globe with 18 offices located in the world's major shipping and bunkering hubs. Populated with dedicated professionals who know their business and local market, Peninsula is truly able to offer global knowledge with local insight.



Global Offices

19



People

450



Physical Ports

20+



Total Tank Storage (CBM)

1m



No. Of Vessels in our Fleet

40+



MT sold

14.0 m



Annual Deliveries

20,000



Liquidity

1b\$



How we do it: **Physical supply chain**



Cargo

Peninsula's global supply platform ensures optimum sourcing options, from a full range of market participants, and also facilitates cargo sales and trading to fully leverage this sourcing expertise and logistics scale.

Shipping

Peninsula's fleet consists of both owned and chartered tankers. Controlling our own tonnage means we can source cargo direct from refineries anywhere in the world and transport them to our storage facilities safely and efficiently. This flexibility ensures consistent supply of high quality product to our customers.

Storage

Peninsula features strategic storage positions in support of its physical supply business. Storage ensures consistency of supply and guarantees quality, combining with our logistics strength to deliver operational excellence as standard.

Sales

Peninsula's sales professionals provide bespoke marine energy solutions. Our supply-focused experts provide market intelligence, logistics and pricing expertise from their respective regional supply zones.

Logistics

Peninsula has deep experience in guaranteeing operational excellence. Our fleet is tailored to specific supply operations, ensuring that our logistics footprint delivers the optimum balance of speed, quality, safety and reliability.

Operations

Peninsula's operations teams ensure seamless supply and service delivery. Working 24/7 with ship agents, port authorities, barges, terminals and other intermediaries delivers incident-free supply to our customers.

Reselling / Additional Services



Peninsula's global reselling business is equally as important to us as physical supply. It enables us to offer a combination of options to meet customer needs. We deploy our physical knowledge across our reselling business to ensure that customers get optimal local supply solutions.

Peninsula's reselling hubs span the globe and our teams provide local expertise and advice built on long-standing relationships with carefully vetted supply partners. Peninsula goes beyond price alone, ensuring that our customers get the best service and operational excellence as standard. Wherever you need us, Peninsula will be there to keep energy flowing.



Contracts

Whatever your contract needs, Peninsula can deliver. Peninsula has specialised hedging teams based in London, Gibraltar, Houston and Singapore allowing us to offer a wide range of products to our global customer base in all time zones. Whether you need a fixed price on a future delivery, a multiple port optionality or a floating price contract on your preferred price index, Peninsula will be able to structure a solution which matches your exact needs.

LNG Supply

In line with Peninsula's Global Sustainability Initiative, we are able to arrange the supply of LNG globally and have a dedicated team on-hand to manage both the commercial and operational complexities of LNG supply.

Yacht Supply

Our dedicated yacht team features industry professionals based across key superyacht regions. We are available to provide unique support for yacht owners and captains and understand the complexity and demands of operating these high-performance vessels.

Adding **value**



Flexibility

Peninsula has been dedicated to bunkering for over 25 years. Calling on this experience enables us to offer bespoke customer solutions. Whether it's physical supply of precisely specified product, operational response times or comprehensive contract offerings across our reselling network, Peninsula delivers comprehensive, dynamic and flexible options. We create solutions and remove problems.



Credit risk

Peninsula's credit underwriting is comprehensive and conservative. We feature credit risk teams in London and Singapore from a range of shipping and credit risk backgrounds, ensuring that we understand our customers and their businesses. We fully insure our debtor book and provide full transparency to all professional stakeholders partnering with our business.



Quality

Peninsula has made a substantial investment in a dedicated in-house fuel quality division. We did this with our customers in mind. Our in-house expertise allows us to maintain rigorous controls over our own product, as well as being in a position to help our customers get the advice they need when it comes to procurement.



Risk management

Peninsula takes zero price risk on purchases and sales of oil. A globally represented hedging team absorb price risk from our daily activities and a risk management, middle office team ensures accuracy of hedges and plots underlying profit and loss on a real time basis.



Post-fixture services

Peninsula's post fixture teams are populated with industry experts whose obsession is customer experience. We combine expert advice with fast and efficient problem-solving to ensure that we are providing the best operational follow-up in bunkers, including fuel quality input, next port bunkering advice or even de-bunkering services.



Governance and compliance

Peninsula has a professional reputation for transparency and reliability. We observe the highest standards of legal and regulatory compliance, working with technical, legal and IT experts to guarantee the most optimal risk and compliance framework

Where are we going?

Peninsula has updated its strategic vision, developing three core 'pillars' that form key focus areas for our business, both today and in the future. **Customer centricity, Sustainability and Technology** will drive the future of the bunker industry over the medium term and Peninsula will focus on harnessing these pillars to continue delivering innovative marine energy solutions.

Peninsula believes there is no single correct choice of future fuel. A combination of options will converge in delivering zero emissions by 2050. LNG is Peninsula's chosen transition fuel. LNG offers customers significantly lower CO2 emissions now as we plan our journey towards 'net zero'. We will partner with customers, helping them to navigate existing and future available choices, creating solutions together in order to keep energy flowing.





 **PENINSULA**
ENERGY FLOWING

www.peninsula360.com