



PHYSICAL TRADER OF CRUDE OIL AND PETROLEUM PRODUCTS

# — Energizing the world, empowering people.

Energy from fossil fuels still drives economies and sustains societies. Whether for transportation, production, healthcare, heating, or simply a reading lamp, energy is essential to people's lives.

As we power and empower the lives of millions of human beings, we are evolving toward the energy transition, intensifying our work every day to solve the trilemma of climate, affordability and security.



# WHO WE ARE

*LW partners is a worldwide financial and trading company involved in the trading of crude oil and petroleum products, either directly through commercial involvement or indirectly by financing the operations of prestigious companies in the oil industry.*

LW Partners trading was founded in 1974, one year after the 1973 oil crisis. We learned our lesson, that's why our trading process is driven by a tireless pursuit to understand how the world's markets and economies work — using cutting edge technology to validate and execute on timeless and universal trading principles.

## Close partnership

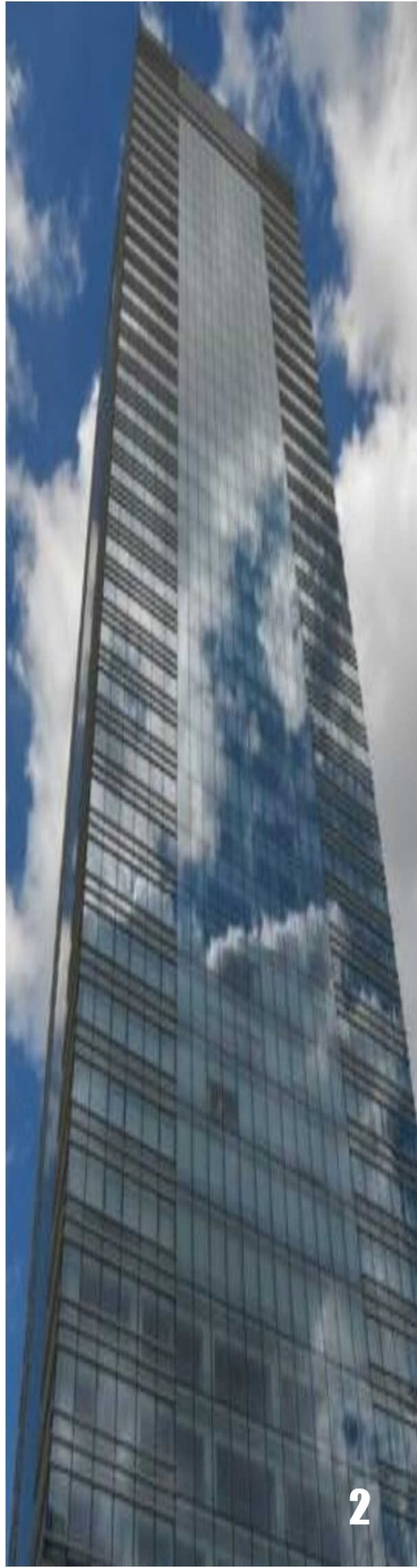
LW Partners trading commercial management teams are well known in the energy sectors for their on-the-ground research and analysis and for providing specialized services in the global oil market. Offering a wide range of logistics solutions. Whether it is a simple transaction or a complex trading strategy, we leverage our core strengths to provide the client with fast, transparent and cost-effective solutions.

LW Partners trading, is made up of highly experienced, motivated and specialized individuals in the global energy commodities markets. Our company has more than 30 years of experience in crude oil trading, including light, medium and heavy distillates. Our long-standing relationships with executives of producing companies and strategic market investors have been decisive in maintaining our focus on those companies with strong track records.

Here at LW Partners, 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.

LW Partners has a presence across the world in 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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## Code of ethics, compliance and best practices.

- A** Each Covered Officer owes a duty to the Company to act with integrity, respecting the different cultures and the dignity and rights of individuals in all the countries where the Company operates.
- B** Integrity requires, among other things, being honest and candid within the constraints of Company confidentiality (which is always subject to any legally mandated disclosure). Deceit and subordination of principle are inconsistent with integrity.
- C** Specifically, each Covered Officer will, promise only what the Company expects to deliver, make only commitments the Company intends to keep, not knowingly mislead others and not participate in or condone corrupt or unacceptable business practices.
- D** Fulfil the Company's obligations and commitments, treat people according to merit and contribution, refrain from coercion and never deliberately do harm to anyone.
- F** Act in good faith, use Company assets only for furthering Company business and not seek personal gain through abuse of position in the Company.
- G** To comply with all applicable laws, rules and regulations (including GAAP) in each jurisdiction in which the Company operates; the activities of the Company will be in accordance with the UN Principles on Security and Human Rights.
- H** Employees will be recruited, selected, developed and advanced on merit irrespective of race, gender, sexual orientation, physical challenge, religious belief or nationality.
- I** The Company will seek to contribute to human progress by applying its resources in such a way that the perceived trade-off between global access to heat, light and mobility and the protection and improvement of the natural environment may be overcome.
- J** The Company will seek to conduct its activities in such a manner that, consistent with its goals, there is no or minimum damage to the environment.



## — SETTING A NEW STANDARD

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.

### **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.

### **Protecting the environment**

Our environmental and energy transition efforts focus on lowering the carbon intensity of our operations, building lower carbon businesses, supporting well-designed climate policy, responsible water management, and biodiversity

### **Increased Value**

LW Partners 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 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

# 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

Reformates and Platformates

Octane Enhancers

### NAPHTHA

Natural Gas Condensates

Natural Gas Liquids

Paraffinic Naphtha

N+A Naphtha



# OUR BIOFUELS

*Biofuels blended with fossil fuels are currently the only alternative available in abundance and at reasonable costs to combat climate change, by significantly reducing CO2 emissions, offering additional virtues, such as the generation of zero-emission circular economies that promote job creation and agroindustry development.*



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## BIODIESEL

Biodiesel is produced by combining the triglycerides of the fatty matter with a light alcohol through a transesterification reaction. It can be mixed with gas oil (diesel) in different proportions, and can even be used exclusively in this type of engine.



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## BIOETHANOL

Bioethanol is an alcohol obtained by fermenting the sugars contained in certain vegetable products, such as cereals, sugar cane, sugar beet, sweet potato or biomass.

Bioethanol blended with naphtha has diverse applications in the chemical and pharmaceutical industry, in addition to its increasing use as a biofuel, due to its benefits from the environmental point of view. Bioethanol blended with gasoline produces a biofuel with high energetic power, which produces a significant reduction in the contaminating emissions of traditional engines.

# COMPANY HIGHLIGHTS

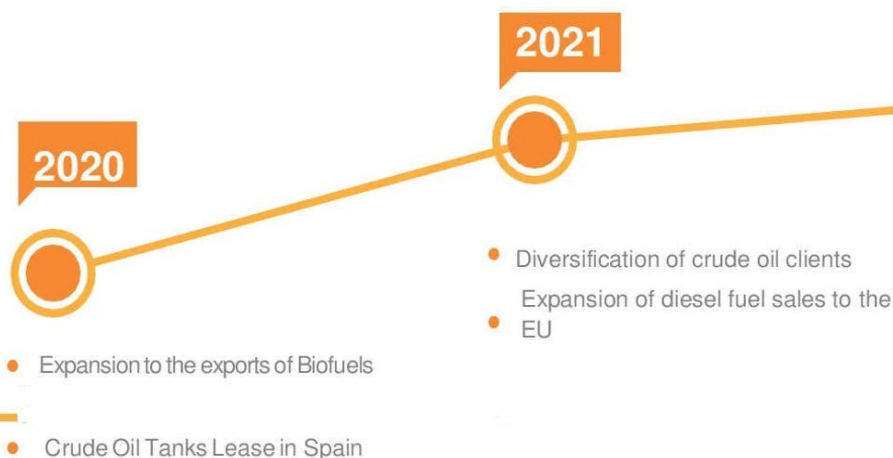
Since its founding in **1974** as a stockbroker, LW Partners has forged a solid business relationship with major companies in the energy and petrochemical markets, paving the way for mutually beneficial relationships that have added immense value in financial terms. We have constantly analyzed the markets and their geopolitical conjunctures, in order to provide excellent advice to our partners, which together with our ethics generated growth in the years that followed.

LW Partners was initially launched as a stockbroker in the oil market, however, since **1999** we have used our growth to become a financial holding company, with participation in other industries, such as logistics and real estate. Maintaining our main focus on the oil industry, now as a financier of the operations of prestigious companies in the sector.

Since **2003**, LW Partners has been a global financial and trading company engaged in the trading of crude oil and petroleum products, either directly through its commercial participation or indirectly by financing the operations of prestigious companies in the oil sector. Involved also in the transportation infrastructure of these critical supplies.

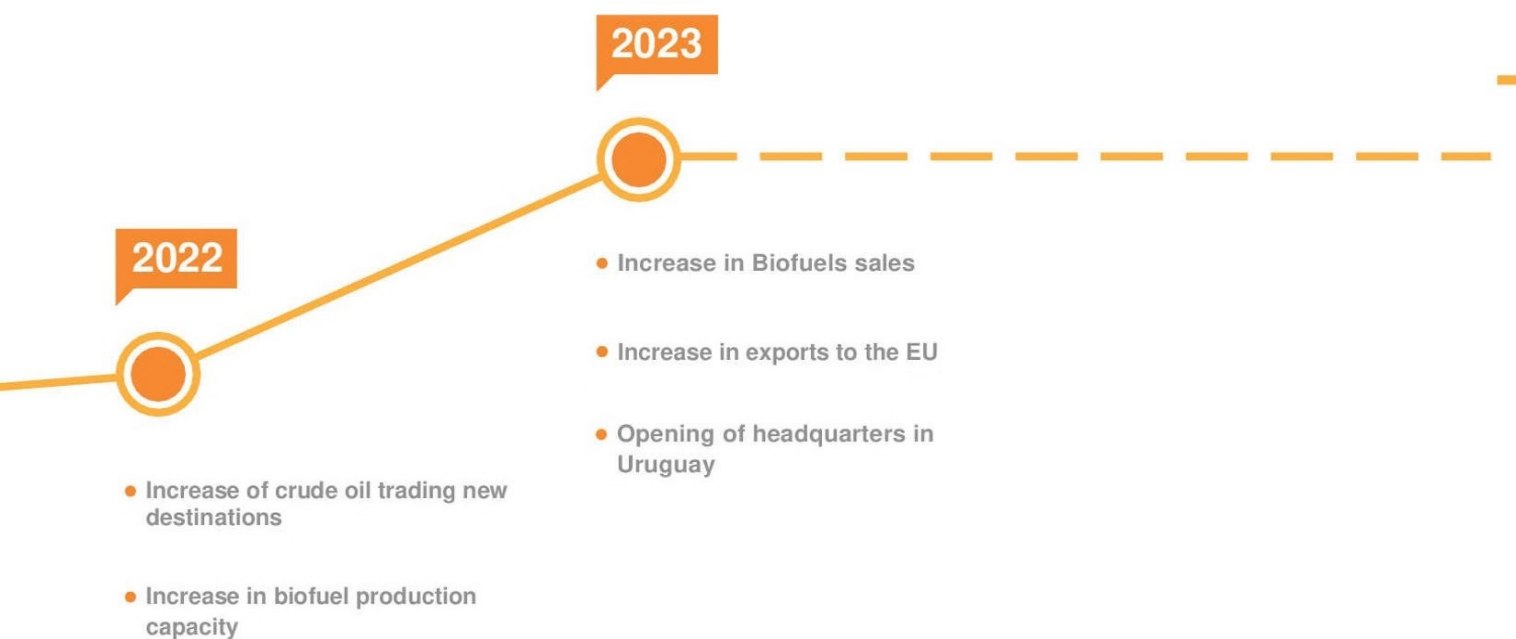
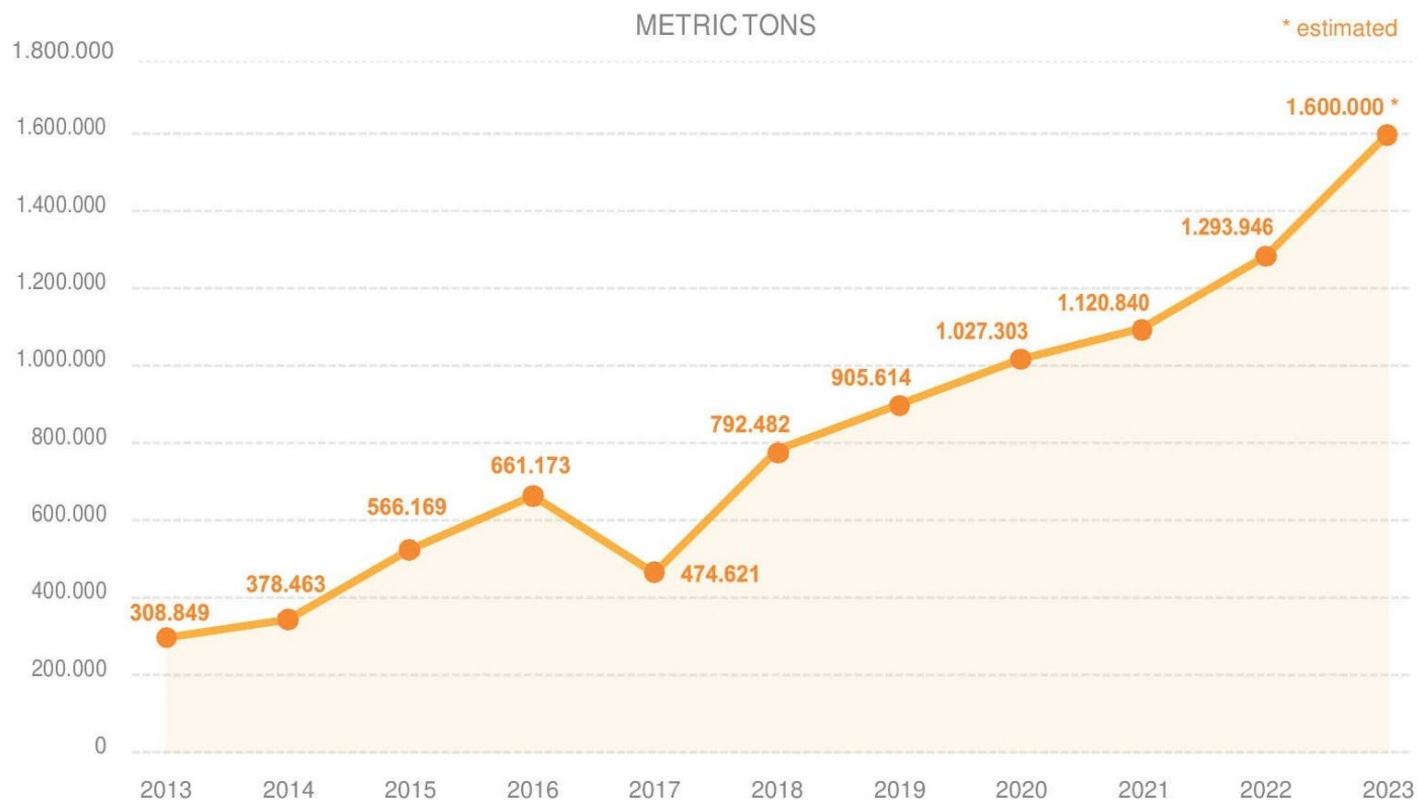
Since **2016** we have been commercializing biofuels for blending to reduce the carbon footprint, in turn reinvesting part of our results in driving agroindustry towards zero emissions. We are currently just a few months away from marking another goal, with the start of SAF (Sustainable Aviation Fuel) commercialization, while researching and generating knowledge on eFUELS or zero footprint fuels.

## LAST 4 YEARS RELEVANT EVENTS





## LAST 10 YEARS SALES EVOLUTION









*Complete the form on our website and you will be immediately referred to the counter in your region.*

*<https://www.lwpartners.ch>*

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*LW Partners (trading) is a company of the LW Partners group.*