

Every Cargo Has a Destination: Getting It There is the Business

Connecting markets by making the entire logistics chain work as one

Global Energy Trading. Delivered.

Connecting reliable supply with real demand
across global energy markets

We trade crude oil, LPG, refined products
and other energy commodities across
international markets, combining commercial
insight with hands-on execution.

From sourcing and freight to quality,
documentation and final delivery, every
transaction is managed as one integrated
process — with one objective: to deliver

the **right product**,

at the **right place**,

at the **right time**,

with the **right economics**.

Trade intelligently. Move reliably. Deliver precisely.



The Right Cargo Starts With the Right Source

Product knowledge connects supply decisions to customer needs

Understand the process

Start with the customer's technical requirements

Assess the alternatives

Compare properties & process compatibility

Build the supply solution

Effective sourcing requires more than access to suppliers.

Not every available cargo is the right cargo.
The objective is not simply to buy competitively.
It is to source the right cargo.

The Right Product For Your Process

Explore our product portfolio

Crude Oil >

Liquefied Petroleum Gas >

Gasoline & Naphtha >

Middle Distillates >

Liquefied Natural Gas >

Fuel Oil >



Liquefied Petroleum Gas

- Propane & Butane
- Flexible C3/C4 mix
- Supply origins: Middle East & US Gulf Coast
- Full VLGC or partial parcels

Our trading focus spans crude oil, LPG, refined products and LNG. Product selection starts with the customer's specifications, delivery requirements and intended use.

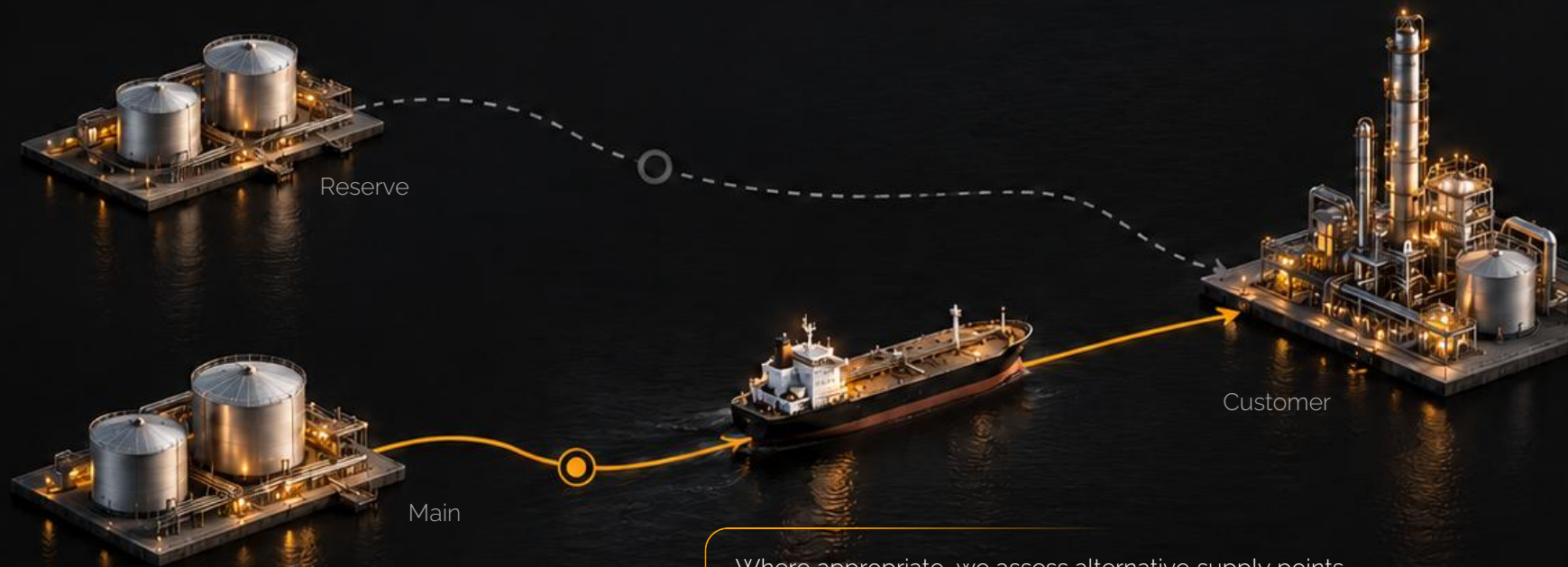
Supply Resilience Is Built In

Reliable delivery requires alternatives before they are needed.

Primary

Alternative

A physical supply chain can be affected by vessel availability, terminal congestion, weather, route disruption or changes in product availability



- ✓ **Alternative supply**
Equivalent product options
- ✓ **Alternative routing**
More than one viable path
- ✓ **Delivery continuity**
Customer schedule remains the priority

Where appropriate, we assess alternative supply points, routes and shipment structures in advance — while maintaining the required product quality, delivery window and commercial parameters

Marine Logistics Is Part Of The Trade

Shipping is not what happens after the trade. It is part of the trade.

We evaluate freight together with the cargo — comparing vessel positions, routes, loading windows and discharge requirements before commercial commitments are made

Successful physical trading requires commodity economics and shipping economics to work together.

Vessel availability, cargo size, terminal restrictions, laycan, routing, bunker exposure and demurrage can materially change the economics of a transaction.

Vessel	Laycan	Route	Freight
	Terminal	Demurrage	Transit

US\$1/MT = US\$45,000 on a 45,000 MT cargo



We Calculate The Whole Cargo

Margin is built through many small decisions made well

The true economics of a physical cargo are determined by the complete landed-cost structure:

Landed Cost =

Commodity

- + Premium / Differential
- + Freight
- + Terminal & Port Costs
- + Inspection
- + Insurance
- + Financing
- + Hedging Cost
- + Losses & Tolerances
- + Demurrage Exposure

Margin is created through many small decisions made correctly



From Requirements To Delivery

A disciplined workflow for every physical cargo

Define

Product & process requirements



Source

Suitable grades & supply options



Structure

Commercial terms & financing



Execute

Shipment & documentation



Verify

Quality & delivery acceptance



Our integrated workflow connects customer requirements with sourcing, commercial structuring and shipment execution

Cargo Integrity From Loadport To Discharge

Quality is not checked once. It is protected throughout the voyage

PRE-LOADING

Specification review · Tank compatibility

LOADING

Independent inspection · Sampling · Quantity determination

IN TRANSIT

Cargo integrity · Documentation · Insurance

DISCHARGE

Quality verification · Quantity reconciliation · Acceptance

The objective is simple: the cargo delivered
is the cargo contracted

Risk Discipline

Controls applied before capital is committed

Our control framework brings counterparty, product, commercial and shipping risks into a single transaction review. Issues requiring additional checks or approval are addressed before capital is committed



- ✓ **Counterparty & Compliance**
Identity · Ownership · Credit · Sanctions
- ✓ **Product & Quality**
Specifications · Sampling · Inspection
- ✓ **Commercial & Price Risk**
Payment · Exposure · Pricing · Hedging
- ✓ **Shipping & Documentation**
Vessel · Insurance · Route · Documentation

A Global Network Behind Every Transaction

Physical trading depends on access, relationships and information

Strong relationships across this ecosystem allow us to identify opportunities faster, understand real market availability and solve operational issues before they become commercial problems.

Key elements of our ecosystem are:

- Producers & Refiners
- Trading Houses
- Shipowners & Brokers
- Storage & Terminals
- Inspectors & Surveyors
- Banks & Insurers

An effective network makes execution faster, more flexible and more resilient

Reliability Creates Repeat Business

Energy trading is ultimately a business of trust

Markets change. Prices change. Freight changes. Routes change. What should not change is the quality of execution.

We believe long-term trading relationships are built by combining:

Commercial discipline

Market intelligence

Operational expertise

Financial responsibility

Transparent communication

Reliable delivery

That is how we trade

ENR Horizon General Trading - FZCO

United Arab Emirates

Because in physical energy trading, the strongest reputation is built one successfully delivered cargo at a time.



Energy Never Stops

Making That Movement Possible

Michael Kuchinskii
Executive Partner
mk@enr-horizon.com
+971 50 564 67 15

