

NETOIL TRADING SUISSE SA

We are an independent global physical commodity, trading and advisory house, based in Geneva, specialising in the brokering, marketing, sourcing, origination and financing of crude oil and petroleum products with a focus on Middle East and on CIS countries

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WWW.NETOILTRADING.COM

About us



- Netoil Trading Suisse SA (www.netoiltrading.com) was established in 2012 in Geneva by Laurent Godard, its Chairman & CEO, to fill a void and create value for crude oil stakeholders who are either new to the physical crude oil markets, having invested in upstream assets that are now in production, or simply new or existing contract holders who historically have not obtained the best market value for their cargoes or are simply lacking the experience and relationships to further advance their business.
- Laurent brings 30 years of business development experience and 10 years of energy-related operational, trading and financial experience, having held senior positions in international oil companies (IOCs) and advisory roles at global top-tier trading houses. Laurent has been directly involved in the supply and origination of strategic oil deals for the benefit of refineries in Europe and in the Middle East. He is the driving force behind Netoil Trading Suisse SA' success to date.
- Please be in touch with us to see how we can assist your business. Our mission is to add enhanced value and help you reach your highest potential.

Our Board of Directors

- Dominique Paret – Director: Dominique is a former key Executive of Elf Aquitaine and Total, and was the General Delegate of Union Française des Industries Pétrolières (UFIP), the French Union of Petroleum Industries. UFIP is the professional Trade Union Association which brings together all of the industrial groups operating in France in the fields of exploration, production of oil, and / or refining and distribution.
- Gulaev Zaourbek – Business Development Manager for the Russian Federation and the CIS (ex-USSR) countries: Gulaev was deputy CEO of the State-owned company of the Bashkortostan Republic (Russian Federation) from 1990 to 2002. He was responsible of the origination, the sourcing and the supply as well as of the refining of crude oil refineries to cities of West Siberia such as Oufa.

Our Team

- Our team has a combined professional experience of over 20 years in commodities and physical crude oil and petroleum products trading, shipping & logistics. In particular in Russia, the Baltic States, Central Asia and Caspian regions, including Kazakhstan, Uzbekistan, Kyrgyzstan, Afghanistan and Azerbaijan, as well as in the Middle East.

Physical Crude Oil Broker

- Every transaction has two sides, a buyer and a seller. Although we represent mainly the seller, in reality we have to ensure that we also provide a good service to the buyer, ensuring honesty and transparency, coupled with a seamless transaction. A lot of research and due diligence is undertaken to ensure that the product that we offer to the market exists, and is, from a genuine source.
- We endeavour to find the the best home for your cargo/es. Price is of course paramount, but the right partner who will be able to weather any potential commercial storm without fanfare is just as important.

Our clients

- We assist numerous energy companies in the Middle East, and the Russian Federation and new market participants already in the commodity space, looking to diversify into the physical energy commodity markets.
- We are actively assisting the following market participants:
- Trading companies, private and publicly traded in established and emerging markets
- Crude oil producers, both state and private
- Upstream E&P companies seeking project and pre-export finance
- Refineries seeking new sources of supply
- Mining & utility companies seeking secure and reliable energy supply

Our values

- We are results-driven and, if our clients are happy, then consequently we are doing our job. We pride ourselves on a no-nonsense approach to business. Our average trade, from start to finish, is executed within 30 minutes to 24 hours. We are straight-shooters and don't play games with your business. Confidentiality is a key component and is paramount at all times. Our reputation precedes us.

Services we provide

- Physical crude oil brokerage
- Tenders on behalf of the seller
- Crude oil trading advisory
- Upstream financing & advice, coupled with physical offtake
- Crude oil & petroleum products origination & development
- KYC assistance to register with a new offtaker

- **Latest news:**
- On August 3, 2017, Netoil Pacific Trading Limited signed a new Memorandum of Understanding with the Government of Vanuatu. It is extended for two years.
- **Gov't eyes Pacific Oil and Fuel Hub Terminal Project**
- Vanuatu Daily Post – Saturday, April 2, 2016 – By Jane Joshua
- The Council of Ministers (COM) in its 7th Ordinary Meeting on Wednesday, March 30, 2016 has made a decision on the Pacific Oil and Fuel Hub Terminal Project. Decision no.40 which was addressed to Minister of Climate Change, Ham Lini and Minister of Lands, Ralph Regenvanu on this subject conveyed the following: Firstly, it acknowledged that the Netoil company's investment in Vanuatu has the approval of the Vanuatu Investment Promotion Authority and the Vanuatu Financial Services Commission. The COM has requested for a proper and detailed feasibility study with financial projection and consultation with the Regional Council of Regional Organisations in the Pacific (CROP) agencies, in particular the Secretariat of the Pacific Community which monitors petroleum activities in the Pacific. Secondly, it requested that Netoil submit a final proper and detailed feasibility study to the Government so the government can make a decision. And finally, the COM instructed all six provinces through out the country to come up with their respective zoning plans, with the help of the Ministry of Internal Affairs. More details on this project will be published when available.
- Source: http://dailypost.vu/news/gov-t-eyes-pacific-oil-and-fuel-hub-terminal-project/article_443d3549-893b-59b5-8a1c-75514af38290.html.

Contact us

- ❑ Please be in touch with us directly.
- ❑ We will respond within the same working day.
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