



C O R P O R A T E P R O F I L E



Standard&PartnersLtd®
...Buying a result not just a service



“Transparency and integrity
in everything we do”



DIVISIONS

ENERGY & METALS

EXPORTS

- **OIL AND GAS**
- **COAL DESK**
- **METALS DESK**
- **IRON ORE DESK**

Malaysia, Russia

Australia, Indonesian, Coking Coal, South African.

All origins.

All origins.

AGRICULTURAL

EXPORTS

- **AUSTRALIAN BASED
PRODUCE FOR EXPORT**

Meat, Poultry, Grains, Dairy, Pulses, Sugar, Edible Oils,
Animal Feed, Beverages, Infant Formula, Snack Food

IMPORTS

- **FOOD STUFFS**

Meat, Poultry, Pasta, Tomato Paste, Flour, Edible Oils,
Animal Feeds

- **MANUFACTURING**

Manufacturing of selected products



“Reliability, quality control, quality assurance and risk management are the principles we exist by”

A HISTORY OF SUCCESS

Standard & Partners Ltd, a U.K. based company, was originally founded in the area of commodities trading, with worldwide activities in the areas of metals, minerals and energy products and a variety of “agricultural products”. The Group also offers services in mine investment, funding, shipping and consultancy and marine insurance.

The Group operates offices in strategic locations around the globe including, UNITED KINGDOM, AUSTRALIA, CHINA, TAIWAN, NORTH AMERICA, USA, SINGAPORE, GREECE, GABON, BANGLADESH AND DUBAI.

Each of the Group’s consultants are highly trained and experienced, specialising in a particular commodity.

Dedicated “commodities desks” are operated to ensure the most current market information, outlining available allocations and pricing information is supplied to the Group’s operating network and clients.

We have developed and built upon our expertise in commodities and our chosen markets and cultivated long-term relationships with a broad supplier base across diverse industries and geographic regions.

Standard & Partners’ marketing activities are supported by strategic investments in the Group’s core commodity activities.

Standard & Partners’ industrial, geographical, commodity supplier and client diversity, in conjunction with its long term relationships, have allowed it to continue to operate profitably, even during periods of market weakness. Our operations are closely managed to mitigate market risk and margin volatility.

Standard & Partners focuses on maximising returns from the entire supply chain, taking into account its extensive global third party supply base, its logistics expertise, risk management and working capital financing capabilities.

We also benefit from our extensive market insight, business flexibility, extensive client base, strengthening market position and economies of scale.



“Our clients buy a result
from us, not just a service”

STRATEGIC GLOBAL LOCATIONS



UK • Australia • Taiwan • China • North America • USA • Singapore • Greece • Gabon • Bangladesh • Dubai

OUR COMMITMENT & FUTURE



OPPORTUNITIES

Standard & Partners intends to build upon its position as a leading physical commodities supplier with a track record of extending product and geographical range, by continuing to target market share increases and expansion into emerging markets.

Over recent years the Group continues to thrust into the agricultural sectors identifying key market segments for trading opportunities. Focus remains key Asian markets and selected markets in the African continents.

TEAM POWER

With key representatives in strategic locations, Standard & Partners can avail itself of key market opportunities as they present themselves rapidly.

With local presence in many jurisdictions, Standard & Partners operates with local suppliers to ensure our clients' expectations are met in regards to quality, supply solutions and risk management.



CHARCOAL

Standard & Partners supplies a range of Hardwood Charcoal for the local and export markets.

These included both standard and premium ranges of **HARDWOOD LUMP CHARCOAL**, **BRIQUETTES** and **SISHA CHARCOALS**

Contact us for your requirements



TRADEMARKS

COST EFFECTIVE SOLUTIONS FOR THE CHINESE MARKET

We are directly linked to the China Trademark office and we can now register TRADEMARKS and COPYRIGHTS for companies worldwide whom want that type of protection in China.

ENQUIRIES: trademarks@standardandpartnersltd.com



SP

CORPORATE ADVISORY

OUR TEAM

- Internal strategy operational consulting team.
 - > Seasoned professionals.
 - > Partnership with leading global advisory firms.
- Supports current investments and new opportunities across all geographical regions.
- Work closely with clients to develop feasibilities and project manage commercial, industrial and agricultural assets.
- Fully manage pastoral leases.
- Maintain solid returns for our clients.



OIL & GAS

Standard & Partners (Malaysia) headquarters is located in Malaysia, with supporting offices and facilities throughout the region.

CORE ADVANTAGES WHEN DEALING WITH US

- Integrated full cycle delivery solutions including acquisition, transportation, storage and distribution.
- Strategically located fuel depots throughout the region.
- Diversified fuel and agricultural supply sources.
- Direct contracts with refineries and processing facilities.
- Processing facilities for blending and compounding.
- International management and quality standards.
- Strategic relationships with international energy companies and strong, reliable agricultural suppliers.

A SUSTAINABLE FUTURE

We work to deliver sustainable performances in projects for our investors, our communities and the environment. Standard & Partners pursues excellence in ensuring a sustainable future through feasible enterprise and taking on responsible business practices to ensure successful operations and resources.



Standard & Partners Ltd
Design Division

DESIGN & BRANDING

Standard & Partners Ltd is constantly expanding and has now formed a design division to offer clients branding and label design in conjunction with their product orders.

This is an invaluable opportunity, enabling clients to not only purchase our high quality products, but to ensure their branding reflects that quality in the marketplace.

We provide clients with a one-stop, one of a kind visual identity for any type of product.

Customized labels are a simple and effective way to establish a dynamic identity and build customer loyalty for your product - increasing sales and boosting your bottom line.

With the clutter that customers face on a daily basis across the modern marketing landscape, it is essential that products get noticed immediately ...and remembered. Even if your product is of the highest quality and the best value, its success or failure will largely depend on the first image that you create in a customer's mind.

Whether you need a single product label or a coordinated group of designs for an entire family of products, we have the skill and experience to make sure your product is labelled in a way that grabs attention, tells a story and makes the sale.

“Our consultants are the best in the business”

OUR TEAM

Lay Ann-Ong (Non Executive Chairman)

SINGAPORE

Based in Singapore, Lay Ann has been trading coal with his own company for in excess of ten years. Lay Ann also operates a highly successful trading company in Singapore. The company has its own interests in Indonesian mines and owns and operates its own stockpile, blending and crushing facilities. Lay Ann's experience is considered invaluable. Lay Ann sits on the board of various public companies in Singapore.

Silvio Molinara (Director)

AUSTRALIA

Having a degree in Economics, money and finance, and with specialist skills in the Finance and Investment area, Silvio has some 20 years experience in structured finance, 10 years as a business banker with a major Australian trading bank and two years with a prominent investment banking firm.

Silvio assisted in the founding of Standard & Partners Ltd, and with his extensive network of associated partners and clients, is well positioned to work within the commodities industry. Silvio advises to the board.

Michael Coombe (Head of Group Sales)

AUSTRALIA

Michael has 30 years experience in the Australian finance industry across a variety of roles. This has included business development, profit centre management and the successful establishment of a “greenfield” operation.

Michael joined Standard & Partners Ltd shortly after it commenced operating, and has developed an extensive network of clients on both the buy and sell sides of commodity transactions.

Rafael Vaca (Consultant)

AUSTRALIA

Rafael has over 20 years experience in the IT sector as a systems engineer with multinational companies. He is also has been a director of a successful marketing business for the past 10 years.

Rafael has been involved with international commodities since 2009 having developed connections in Asia, Europe and North America. Rafael speaks three languages including Spanish, Tagalog (Filipino), and English.

OUR TEAM

Linda Zhou (Consultant)

A U S T R A L I A Linda has over 25 years of marketing, negotiating and business development experience. Linda was a top achiever as Representative and District Manager for over 20 years in the financial services industry and she holds the Diploma of Financial Services (Financial Planning). Linda subsequently founded and established her own commodity trading group and has been a Managing Director since 2011. During a successful career in the financial services sector and as the Managing Director within the commodities industry, Linda has developed a well-established network of clients in both the mineral and agriculture sectors. Linda also has access to various mining and agri business industry professionals to undertake project reviews, organising and facilitating joint ventures and acquisitions in Australia. Linda joins SPL as a mineral industry and agriculture business consultant, and is based in our Melbourne office. She will continue to focus growing her relationships & trading with our ASIAN based clients.

Joanne Muscat (Director - Design Division)

A U S T R A L I A Joanne has vast experience in the design industry. She was initially employed as a full time designer at Amcor Fibre Packaging where she gained a thorough understanding and passion for branding and package design. She then started her own business designing corporate identities and branding for a myriad of companies along with advertising, wine labels and marketing material. Joanne was engaged to design the branding for Standard & Partners Ltd and has carried out the majority of our marketing design ever since. She has now joined the team at SPL as the director of our design division. Her creativity & experience will be invaluable for customers who want to maximise their products' appeal in the market place and increase sales.

Dr Hua (Fisher) YU (Consultant)

A U S T R A L I A Fisher holds various degrees in Environmental Engineering, both Masters and a PHD in in "Materials Chemistry and Engineering". Fisher has an extensive network in the Asia and Pacific region, representing various Chinese Government organisations to assist with the purchase of Australian, Indonesian Steam coals as well as Iron ore, copper and various other commodities. Not only providing the SPL group with trading transactions, Fisher also assists SPL with "testing and assessing" commodity opportunities as well as providing strategic advice with commodities analysis and mining methodology.

Niki Lubbe (Manager Shipping and Logistics)

A U S T R A L I A Based in Australia, but Originally from South Africa, Niki has been in the transport and Logistics Industry for 24 years and has developed a passion and understanding for Logistics, specialising in African trade and freight. She started out her career working over a decade for Blue chip logistics company that had a large network of offices throughout Africa. After 14 years of having an international portfolio overseeing the transport for them, she ventured out and ran a successful business of her own for 6 years, specializing in the transport & shipping of cotton, tobacco, grains, citrus, sugar, metals, and aid cargo. Her extensive experience in Africa coupled with her business and commercial acumen makes her well positioned for our African Trade aspirations. Working for our Adelaide office, Niki is responsible for all aspects of shipping, logistics, documentation and marine insurance.

OUR TEAM

AUSTRALIA

Rachael Wegener (Consultant)

Rachael's background includes a Bachelor of Commerce, Laws and Creative Arts degree studies with majors in Finance, Accounting, Economics, Laws, Drama and Film from The Flinders University of South Australia as well as additional post graduate coursework with an Honors degree in Film and Television from The Flinders University of South Australia and a Diploma from Vancouver Film School. Rachael has international experience in working together with Standard and Partners and WEGRA Investments in Australia and Canada on various commodities negotiations including gold AU (dire and bullion), wheat, Jet Fuel, petroleum and is expanding into agriculture. Rachael has a keen interest to help companies diversify their trade risk portfolio.

Rachael has extensive Producing experience working with companies such as Mercedes Benz, Samsung, Nestle, Tatts Lotto, Bushfire Defence, Fremantle Media, The Australian Broadcasting Corporation to name a few.

GABON

Patrick B. Pierre (Consultant)

As a Canadian citizen, Patrick started several companies in Montreal in diverse sectors including telecommunications, financial consulting, cosmetics and commodities trading.

Relocating in Gabon in 1997, basing himself in the IT industry, Patrick gained a significant amount of contacts and experience working with the US Embassy in Libreville as a Commercial and Economic councillor.

Patrick is now solely focussed on commodities trading, and is working closely with SPL to leverage against the network that he has developed over the years.

Patrick is fluent in French, English and Haitian Creole, and well as has a solid understanding of Portuguese and Spanish.

Ensar Perco (Consultant)

BOSNIA

Based in Bosnia & Herzegovina, Ensar has taken various roles in the area of agricultural products. With his help, SPL is able not only to trade, but also establish their own meat processing plant in the area.

With his experience, ambition and ability to deal with local conditions, Ensar is a valuable member assisting SPL in general matters all across Europe. He speaks two languages, Bosnian and English, and as such, makes a perfect addition to our team. His key responsibilities include outsourcing new suppliers of agricultural products, running the groups supply chain from the region, and ground management for all the tasks SPL eventually has.

Ahadiat (Operations Manager Indonesia)

INDONESIA

Based in Indonesia, Ahadiat has taken on various roles in the area of mining and trading in Coal.

Ahadiat has extensive experience in the area of coal sourcing and logistics management roles have included General Manager, Marketing Manager and Sales and Logistics management.

A Business and Marketing Graduate, Ahadiat speaks two languages including Indonesian and English.

With his extensive experience in mining, and logistics, and the ability to deal with local conditions and customs, Ahadiat, is a valuable member of our team, and has key responsibilities which include, sourcing new operating mines, running the groups stockpile purchases and ground management activities. Ahadiat works closely with the shipping and logistics personnel as well as assist in the supervision of all loading and transport activities.

OUR TEAM

Adrian Kimani (Consultant)

KENYA A graduate of the university of the Witwatersrand, Johannesburg, Adrian holds a bachelors degree In International Relations and Media studies as well as a diploma In logistics and supply chain management. Adrian Is best described as a thoroughbred entrepreneur with a passion for sales. His experience Includes working In Kenya's advertising and real estate markets which has earned him sharp consumer relationship skills. Research astute, Adrian identified an opportunity set up his own commodity trading business. Spurred on by economic globalization and the advent of the internet, he Is a firm proponent of digital/social selling to develop high quality leads. He believes this forms part of the blueprint for trade In the 21st century, a blueprint which he has tried, tested and successfully actualized In the trade of palm acid oil. Now working closely with SPL, he Is Intent on creating more growth opportunities In the global market.

Wes Chitwood (USA - National Operations)

USA Wes Chitwood has an extensive history and experience in the poultry business, learning the business from his father who worked as a senior executive of a well-known and respected poultry company located in the USA. Involving himself in the business for a number of years, and trading in the area of poultry, Wes has developed strong relationships with key US suppliers. Wes brings his extensive experience and relationships to Standard & Partners and has positioned himself to assist our clients export all types of poultry into the growing Asian markets. Wes is also assisting Standard & Partners with it importing into the US markets of its product range of such items as, charcoal, Australian olive oil, Australian beef and its latest creations of Australian made biscuits. Wes holds a Bachelor's degree in Business administration and marketing from the university of North Florida

Peter Barlow (Consultant - USA Coal Desk)

USA Additionally, Peter has experience brokering other commodities such as coal, iron ore, bauxite and gold (Dore and Bullion). Further, Peter has access to the worldwide shipping industry in the event that we have clients interested in buying new and/or used ships of all types and sizes. Peter's background also includes an international BA degree from Schiller International University in Paris as well as additional post graduate course work in accounting, finance and management from the University of Virginia and St. Joseph's University. Peter has performed extensive project/program management during his many years in management consulting and has a master certification in project management from Stanford University. Besides IBM, Peter, during his many years in consulting, is an alumnus of Cap Gemini, Accenture and PriceWaterhouseCoopers (PWC). Peter was one of a very few senior-level consultants at PWC who earned a Master's Certification in their Global Change Integration Methodology (comprising of Business Process Re-engineering, Organisational Change Management and Strategy).

Imran Rahman (Consultant - Head of Bangladesh)

BANGLADESH A Bangladesh Citizen and holds Bachelor Degree in Manufacturing Engineering from Sofia Technical University, Bulgaria. Imran has worked within both corporate and publicly listed companies in the Telecommunication sector for in excess of 10 years. Having been in a commodities trading business since 2003, he has developed significant skills in various commodities and in particular, Sugar, Coal & iron Ore. Imran is fluent in Begali, English, Bulgarian and Hindi languages. Imran currently runs the "Bangladesh Office" for SPL.

OUR TEAM

Antonella Martino (Consultant)

ITALY

Antonella Martino has over 25 years experience in wholesale/retailing in the EU. She holds a Bachelors degree in accounting. Antonella has developed a broad range of skills in business development, accounting, customers services, brand development and export and distribution.

Antonella brings her wealth of experience to Standard & Partners, assisting the EU team with both sourcing, and distribution within the local EU markets as well as creating export opportunities into the dynamic Asian markets.

Sami Hemmisi (Consultant)

SCANDINAVIA, SWEDEN

Sami has been trading agricultural commodities since 2010. Previously Sami was heavily involved in the food packaging industry.

A solid understanding of edible oils, grains, fruits, vegetables and meats, Sammi has developed a strong network in both the Mediterranean and Middle Eastern markets. Sammi's working closely with locations such as QATAR and various parts of EU.

Sami speaks Swedish, English, French, Spanish and Arabic and based in Scandinavia, Sweden

Ahmed Abdelmalek (Consultant)

SAUDI ARABIA

Ahmed is a creative professional, having worked within a diverse level of high ranking management roles. Ahmed has developed extensive experience in various industries, including commodities, oil, gas and large scale project based works. Having worked in the commodities industry in excess of 5 years, Ahmed has secured a solid foothold within the industry.

Through his years in Jordan, he previously worked as a consultant to the "Ministry of Energy and Mineral Resources" ("MEMR"), on various renewable and waste-to-energy projects.

Ahmed is a result-oriented individual with strong management competencies which allows him to integrate into the "core" values and competencies of the SPL group.

Shinki Thari (M.B.A.) (Consultant)

BOTSWANA/
SOUTH AFRICA

Shinki is an accomplished sales & marketing management professional with a 20 years career in the oil & petroleum industry, and an outstanding record in deal closure.

He is a good negotiator with extensive knowledge in trade and industry regulations in Southern Africa across various sectors and will contribute immensely to SPL through an existing network of relationships in the Gas & Oil, Energy, agriculture, and other commodity sectors in South Africa, Botswana and the region as a whole.

OUR TEAM

Tengku Kamal Asri (Chairman - S&P Malaysia)

MALAYSIA A member of the Royal Family state of Terengganu in East coast of Malaysia, Tengku is a successful person with extensive leadership qualities. Tengku has very extensive experience in the hospitality industry and has developed a strong network amongst the Malaysia business community.

Tengku is an energetic leader, with highly ethical skills and an absolute asset to our team. Tengku is involved in all aspects of building the Standard & Partners brand within the Malaysian landscape. As Chairman of our board, he is highly regarded and works with our team to grow our business in the area of Petroleum, Agriculture, Meat & Poultry products

Jocelyn Koh (Executive Assistant to CEO)

MALAYSIA Jocelyn graduated with an Advanced Diploma in Commerce (Financial Accounting) and successfully completed all 14 papers of ACCA with distinction.

Upon graduation, she ventured into the optical industry as an account executive with one of the most prominent optical companies in Malaysia. During her 4 years there, Jocelyn gained valuable experience and grown exponentially as an accountant. Her many winning traits include being a fast-learner, a people's person with great interpersonal skills, always eager and passionate to learn new skills as well as embrace challenges courageously.

She is multi lingual and speaks and writes in (English, Bahasa Malaysia, Mandarin and Cantonese).

Chong L Choe (CEO - S&P Malaysia)

MALAYSIA An engineer in the oil & gas mining by trade, Chong commenced his career in Perth Western Australia by gaining valuable knowledge in the industry for over 33 years in Australia and Asia. Chong also gained a great understanding of the daily management and operation of the industry in the capacity of General Manager. Chong's expertise stems from his work over the past years with a number oil and gas companies. He has worked in all areas of the business from hands on stages right to development proposals and stake holders.

Chong has experience in preparing budgets and cash-flows for special purpose projects, along with working closely together with the engineering teams in developing construction budgets and supplies for large-scale projects. His greatest passion in life is his family, and he enjoys spending quality time with them as well as his friends.

Victor Gamero Cabo (Consultant)

SPAIN Víctor is a Spanish attorney with large experience in international business across a variety of roles. Victor also holds a LL.M. in Transnational Business Law from the University of the Pacific: McGeorge School of Law. He has been involved in in the commodity trading industry for over 5 years, being able to assist efficiently providing a global understanding of the transitions. As a result of his international experience, he has developed an extensive network in North America, Latin America, Europe and Asia. Besides his international legal background, Víctor has a set of skills competencies including business development, import and export, price negotiation, shipping, market analysis and customs. Víctor speaks Spanish as his native tongue, English fluently and Portuguese on a conversational level.



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