



# Pioneering the next wave of fuel solutions

### to the benefit of people, business and the environment

A ship needs to go places. Leave one port, arrive at another. As fast, secure and efficient as possible.

Today, the waters of shipping are in extraordinary motion. Demand for more sustainable fuel alternatives is steadily rising – and so is the need to comply with new and ongoing legislation and regulations.

Meanwhile, a strong push for agile pricing solutions and smarter operations has led to substantial progress in our industry's ways of working and will continue to challenge how we work in the future.

#### As the shipping industry is shifting, so are we.

To seize the opportunities in front of you, you need to be both in motion and in control. Above, not below the waves. We aim to become your proactive and capable fuel solutions partner, a pioneer of the fuel solutions of tomorrow – and a dependable ally that helps you navigate the uncertain waters of tomorrow.

**Ride the Next Wave** 

Latitude N 55°30′23.8458″ Longitude E 9°43′44.7468″

### WHO WE ARE

### A global and trusted fuel solutions partner

Dan-Bunkering was founded in 1981 with the mission to pioneer the bunker trading business and fuel solutions for the maritime industry. We have specialised in providing our customers with high-quality bunker fuel, lubricants, and other vessel services ever since.

With more than 90 fuel experts and local offices in several countries, we are committed to offering our comprehensive support and service – in all markets, ports and time zones.



Years of experience

**Fuel experts** 



Offices

# We support you 360°

Get to know our holistic approach

### Benefit from extensive experience across industries

As a leading fuel supplier, we generate value by moving beyond bunker trading. Spanning all areas of the shipping and maritime industry, we share our expertise and specialised know-how to help our customers mitigate risks and identify new opportunities for their business.

Our dedicated experts advise you on securing optimal operations, refuelling, and on-time delivery – rooted in a deep understanding of optimal shipping flows across multiple industries.



Container



**Bulk** 



MPP

 $\square$ 

Tank



Yacht

Cruise



Fishing



Offshore

# The future of fuel solutions starts here

Agile pricing and financing

Safe trading Alternative fuels and CO2 reduction

Smarter operations

### Navigating price volatility in changing market conditions

We enable our customers to take advantage of price volatility by offering our expertise, guidance, and advanced finance opportunities.

Volatility in prices, changes in regulations, supply chain shocks and geopolitical tensions have turned the bunker fuel market into the structure of a highly dynamic and rapidly changing industry.

By combining our deep knowledge of forward pricing with specialised insights into bunker prices and current market situations, we are equipped to make the best recommendations to our customers. To support them in all endeavours, we offer financial solutions and credit. And as we continuously strive to understand our clients better and offer valueadding pricing opportunities, we work towards providing segment-specific value propositions, ensuring that our customers benefit from the best possible service and solutions to meet their individual needs.



# Stepping into a new era of safe trading

We strive to help our customers and suppliers manage compliance regulations and establish safer industry standards – inspiring other players to follow.

Ongoing sanctions and geo-political conflicts increase the complexity of dealing with risks and compliance in the maritime industry.

We perform compliance checks for our customers and suppliers, including extra checks for suspicious vessels or AIS downtime. We hold a strict list and country-based sanctions control. Further, we maintain effective policies against corruption and we screen and evaluate all 3rd party payments to prevent money laundering. We also focus on mandatory compliance training and the promotion of our whistle-blower policy along with strict GDPR policies. As part of our ambition, we plan to achieve fully automated compliance to alleviate our customers' workload.



# Supporting the decarbonisation of the maritime industry

We put our focus on education and knowledge-sharing, to help our customers chart the unknown waters of CO2 regulations and carbon credits.

As our industry is faced with new legislative mandates to reduce CO2 emissions, we experience an increasing demand for new alternative fuels.

Fully decarbonising our industry is a long-term endeavour that requires collaboration across all stakeholders. We are committed to reducing our own impact. At the same time, we focus on ensuring that our customers and suppliers receive the guidance they need to test and validate the latest alternative fuel solutions. That's also why we work towards providing a comprehensive regulatory overview to our counterparts and service our customers' needs for carbon trading under EU ETS. We aim to sponsor green initiatives with partners and suppliers following our overall ambition to help our customers account for the environmental impact of fuel solutions.



#### **SMARTER OPERATIONS**

# Paving the way for more efficient operations

By leveraging our knowledge and expertise, we can reduce supply risk and ensure seamless refuelling, making us an ideal business partner for companies in the industry.

As the shipping industry continues to advance, new technological developments are emerging at an unprecedented pace. However, despite these advancements, traditional operational issues still persist.

We understand the importance of a holistic understanding and our role in our clients' overall operations. By continually challenging and improving industry processes and procedures we enable our customers to achieve operational excellence. And with our vision to streamline these processes digitally in the future, we are set to deliver highquality services that enable our customers to ride the next wave of smarter operations.



## We combine 40 years of experience

### Moving beyond bunker trading

We believe in the power of our fuel solutions to transform your business – and our industry. Our approach combines decades of experience and expertise with a collaborative mindset, ensuring that we work with our customers every step of the way to deliver tailored, effective solutions that keep you ahead of the curve.



# Committed to responsible business

### Environmental

## Accelerating the decarbonisation of the maritime industry

Shipping is the most efficient way of moving goods around the world. But it is also a significant contributor to climate change. And despite widespread support for decarbonising the sector, infrastructures and the markets are not quite there yet to facilitate widespread adoption. Our industry requires strong commitments and leadership, to reach its decarbonisation target. That's why we are dedicated to taking the first steps and facilitating change by sharing vital data and our specialised expert knowledge.

### Societal

### Shaping a more diverse and inclusive industry

The maritime sector is truly global and has been instrumental in creating economic development and providing access to employment. Yet, it remains a heavily male-dominated sector. As we continue innovating and tackling the modern challenges of doing business, we are committed to shaping a more diverse and inclusive industry together with our stakeholders.

### Governmental

### Taking the complexity off our stakeholders' shoulders

Most of our stakeholders act on a global scale. At the same time, they are immersed within local rules, requirements, and expectations. Every single day, a multitude of ship owners, operators, sub-contractors, cargo owners, and intermediaries operate across multiple constantly evolving jurisdictions. And the pace of trade is surging every minute, forcing industry players to operate in an increasingly complex market. To play our part, we are constantly reviewing our internal and external setups to ensure best practices and identify critical areas that need improvement.

## Let's ride the next wave together

We are more than 90 fuel solutions experts ready to help

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