



PRESENTATION

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■ GENERAL MANAGER MESSAGE

With almost two decades of expertise, **Al Mashreq** has a stellar reputation in the **Kingdom of Morocco**, operating out of Casablanca, Tangier, and Agadir, with a diverse portfolio ranging from trading base oil and petroleum products, developing real estate, agricultural farming, to high seas fishing.

Among our projects, we plan to expand and build on our base oil sector of activities to strengthen our presence in the Moroccan economy. Aiming to provide a plan for continuous improvement and expansion by mainly trading, distributing, and transporting petroleum products.

Al Mashreq will soon launch its initiative to build a medium sized terminal containing storage facilities with a capacity of **15,000 MT** of different base oil grades in one of the major ports in Morocco to commercialize Aramco's base oil products in the local market and as well neighboring African and European countries.

With the plans and goals to enlarge our base oil storage to **30,000 MT** in the future, we'll be able to expand our reach to many more neighboring countries.

I look forward to creating value and cementing our relationship with our strategic partner, **Aramco**, providing a positive contribution to our future progress and securing competitive prices.

Fulfilling our mandate to secure base oils and energy is our future main target.



I. INTRODUCTION

WHO WE ARE

With over **16 years** of experience in base oil trading, having Aramco as its key supplier and advocate, Al Mashreq has developed today to be considered as a focal point of the industry and the region serving a multitude of countries.

Exporting nearly **40,000 MT** per year of base oil to **Africa**, Al Mashreq has dominated imports of this category in the region and has proven to be a major customer for Aramco. It is quickly gaining traction and plans to increase the volume of exports.

Al Mashreq has also recently established a **lube blending factory** in Umm Al Quwain in the United Arab Emirates with a capacity of **30,000 MT** per year. Recently taking on UK based brand **Cougar** as their **exclusive** manufacturer and distributor in the **MENA** region. Products include lubricants, greases, gear oils, compressor oils, hydraulic oils, and high performance lubricants. Al Mashreq stands ready to take on other brands with the goal to serve their needs and requirements.



Affirming its presence in Morocco, Al Mashreq had a fruitful relationship with **Samir** purchasing all their surplus production.

Samir was a Moroccan company operating out of Mohammedia and the **sole refinery** to ever exist in Morocco. It specialized in **SN150, SN300, SN500**, and **BSS** base oils, but everything came to a halt in **2015** when Samir ceased operations. With a production of over **110,000 MT** per year, the local market consumed between **70-80 thousand MT** per year and the remaining surplus of around **30,000 MT** was bought by Al Mashreq on a yearly basis.

They left a **huge demand** gap in the market that Al Mashreq hopes to fulfill along with its **strategic supplier**, Aramco, with **G1, GII**, and **GIII** base oil grades.

Key companies in the local market:

- **Afriquia** (12,000 T of GI & GII)
- **Petromin** (10,000 T of GI & GII)
- **Shell** (15,000 T of GI & GII)
- **Winxo** (8,000 T of GI)
- **Total** (12,000 T of GI & GII)
- **Petrom** (6,000 T of GI)
- **Ola (Mobil)** (6,000 T of GI)

Al Mashreq takes a **neutral** position in the local playground serving everyone's needs **without a threat** of competition to them.



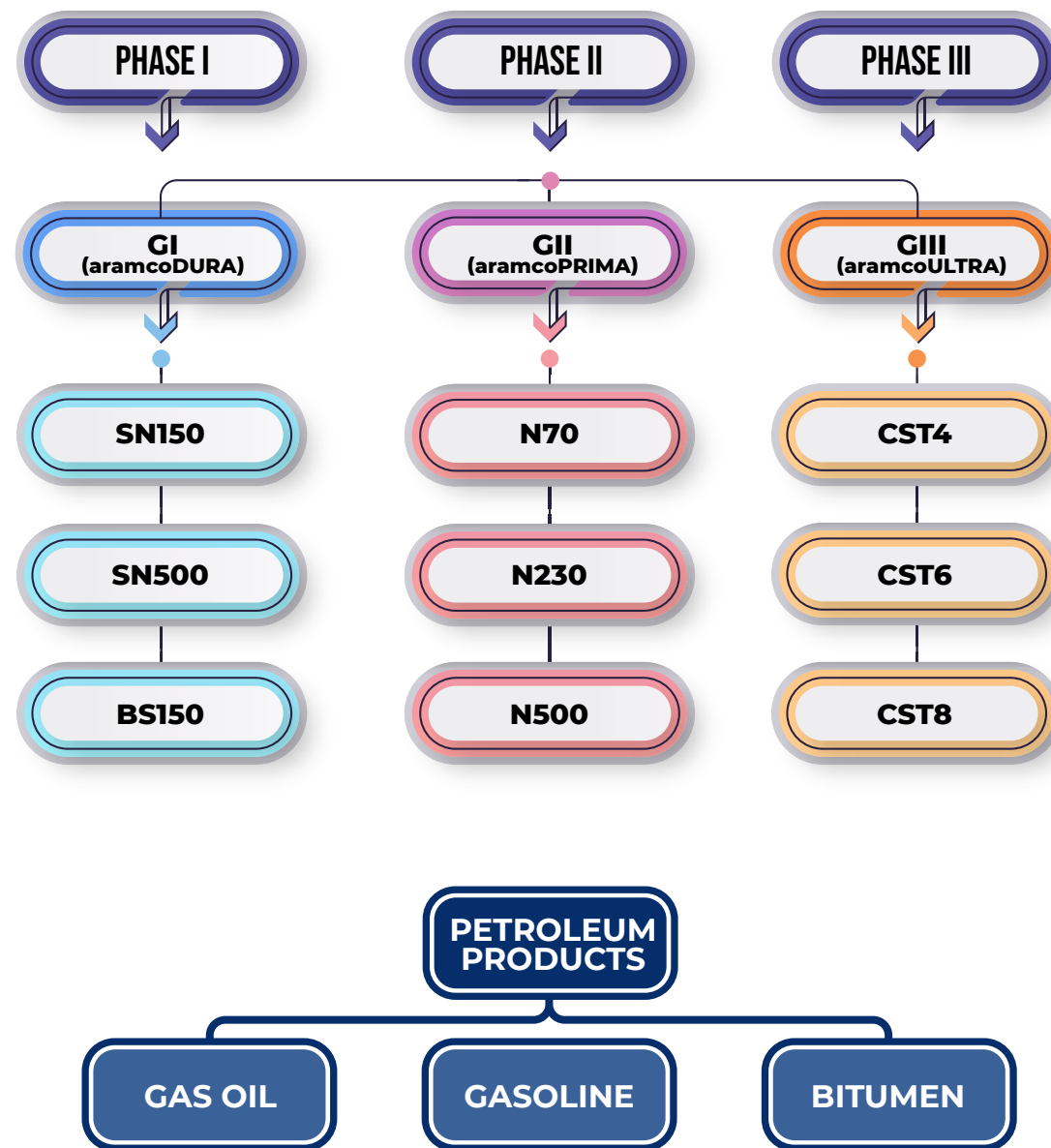
PETROM



TOTAL

TARGET PRODUCTS

Al Mashreq's line of products currently consists of various types of **base oils** with near future plans to add **petroleum products** to its catalog.





Al Mashreq wants to be a **leading** example and a **pioneer** in base oil distribution in the region.

With plans to supply the local market and fill the demand, Al Mashreq also sees its **strategic location** in Morocco can also serve the needs of its neighbors. Driving **shipping costs** down, Morocco can host large **storage facilities** and become a **distribution point** for both continents; **Europe** and **Africa**.

Morocco has already built cutting edge **industrial ports** with world class service and handling that can be used as **base oil terminals**. Al Mashreq has already initiated negotiations with Moroccan Port Authorities (Marsa Maroc) to acquire approximately **5,000** to **10,000 m²** of land in **Mohammedia Port** to establish the storage facilities.

Future opportunities were also negotiated for possible expansions in **TangerMed Port, Aljorf Port, and Nador Port**.

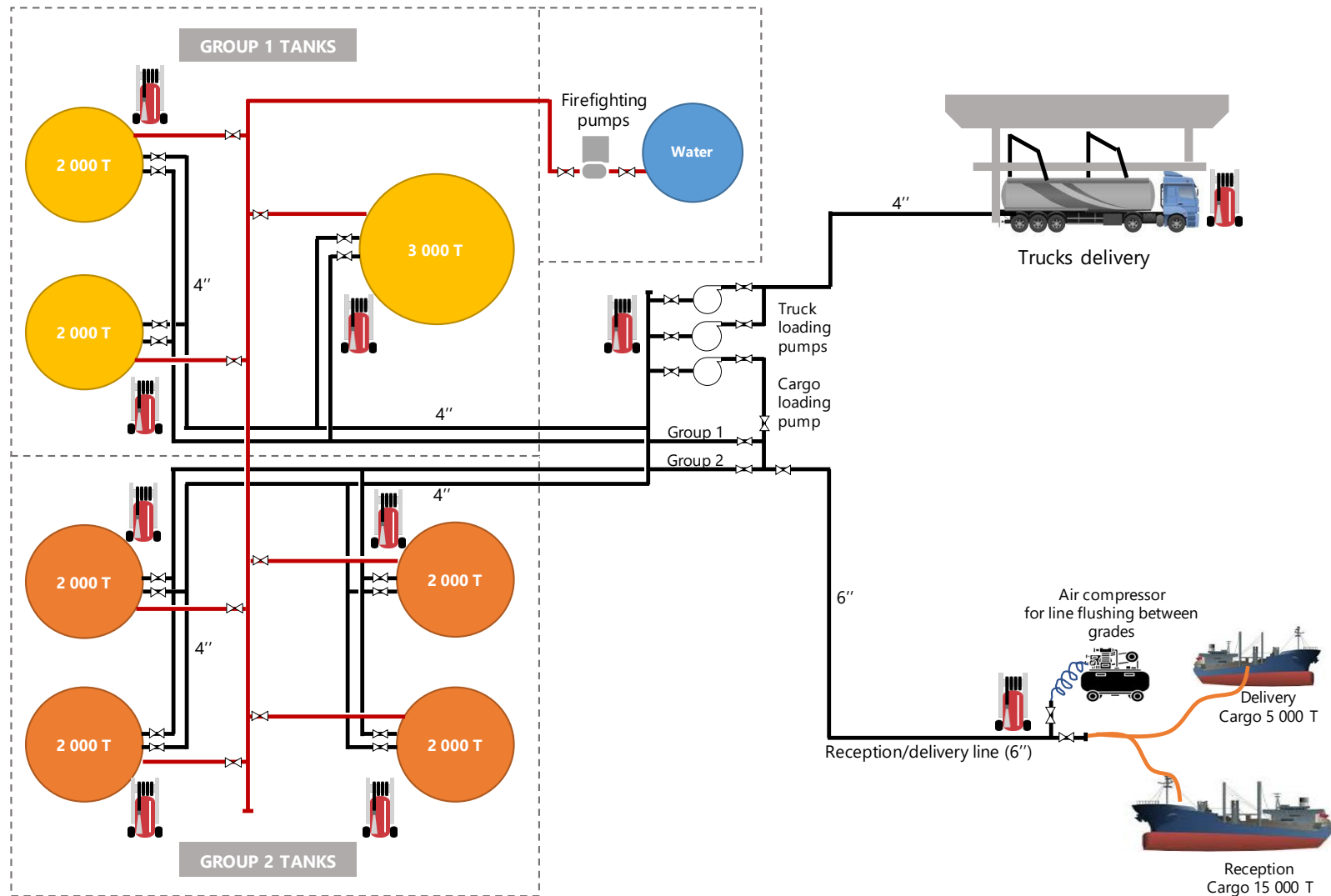
II. FUTURE VISIBILITY

■ OUR PRESPECTIVE



- Group 1 Tanks: $1 \times 3\,000\text{ T}$
 $2 \times 2\,000\text{ T}$
 - Group 2 Tanks: $4 \times 2\,000\text{ T}$
- } Global: 15 000 T (+ 1 000 T Tank of water)

A graphical diagram of the **workflow** process and tank **capacities**:





Terminals will follow all standard **safety** procedures and be fully equipped to mitigate any risk and accidents.

Industry grade tanks will be both manufactured locally and imported from Jordan and the UAE.

There is still a heavy reliance yet to come with an increased demand of base oil and petroleum products around the **globe**.

Al Mashreq's goal to meet these requirements is of utter **importance** and therefore has plans to greatly invest and develop its teams to maintain demand and quality of service to further establish reliable customer relationships.



Of course Morocco's **stability** provides a safe environment for many businesses to prosper, but also very important to note is its **strategic location** that plays a huge role in its economy and importance.

The proximity to both the **West** and the **East** and also being the **gateway** of Africa have a significant impact on its business decisions and dealings.

Morocco's **maritime** routes connect it to multiple countries with its center position in a global logistic web.

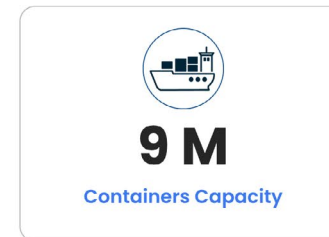
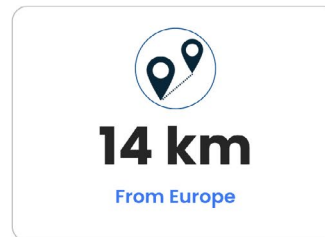
Only 14 kilometers from Europe, deliveries to Western Europe can be within a day. TangerMed, which oversees Spain, is a modern hub for industrial trading.

The port handles over **9 million containers, 7 million passengers,** and close to **1 million trucks**. TangerMed also exports over **1 million vehicles** per year.

OUR STRATEGIC LOCATION



As the closest African country to Europe and the United States, Morocco is at a crossroads of major international trade routes.



Morocco has industrial zones across the country part of which are **free zones** offering many economical advantages and local integration:

- **119 Industrial Zones**
- **7 Special Economic Zones**
- **10,000 Industrial Operators**



III. CONCLUSION

Al Mashreq is dedicated to further **strengthening** and **growing** its relationship with **Aramco**, along with also being **motivated** to represent this prosperous relationship by taking action in the region.

The storage facilities will promote **efficiency** and accelerate **logistics** which in turn boosts customer's **value** in products offered by Aramco.

Al Mashreq is ready to take it to the next step with its objectives and values aligned with the path to success.



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