



 **Harrington**
P E T R O L E U M



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▶ About

Seeking excellence in energy sector
Investment, Sustainable Development and
Management of Energy Related Businesses

History

Trading, logistics and distribution are at the core of our business. Founded in 1998, the Company today has several offices in Middle East, Far East and Turkey and enjoys turnover of hundreds of millions of USD.

- Founded in 1998
- Core Business: Trading, Logistics and Distribution
- Offices in Dubai, Hong Kong, Shanghai, Singapore, Muscat and Istanbul
- Turnover of Hundreds of Millions of USD
- Have invested in upstream and downstream assets to create sustainable platform for international expansion.



Our Activity

We assure worldwide reliable energy and commodities supplies between Middle East, CIS countries, North Africa, East, and South East Asia countries with the best competitive prices.



We can be relied on
to be competitive in
the region

Our diversified activities are supported by the network of our offices in different countries.





Corporate Responsibility

Our governing structures and controls help to ensure that we run our business in a justifiable and profitable manner to the benefit of our people and customers.

Good corporate governance is a must for a sound and sustainable company

- Responsibility is core to our culture. It defines how we work, how we behave and how we interact with our clients, our partners and our communities.
- We understand that our reputation depends on our honoring our commitments, doing what is right for the long-term and always treating others with respect.

Our Team

We know our ability to grow as a company depends on the way we treat our people, and how well we serve our personnel and hence our customers.

We ensure quality in the selection and development of our team to give us the expertise we need for delivering excellent results.



We believe global business requires individuals who have the professional and interpersonal skills to help drive our continuing success and growth. Our team provides a tremendous level of commercial and technical expertise across all global energy markets. They continue to build our reputation as a leading player through their creativity, commitment, professionalism and entrepreneurial spirit. Dynamic, engaging, and striving for the opportunities with the highest levels of integrity is our team competence.

▶ Trading

Physically trading is at the heart of Harrington's business, with trading offices in Muscat, Singapore, Hong Kong, Dubai, Shanghai and Istanbul



Fuel Oil

- Strong relationships to respond efficiently to the requests of our customers
- In-depth awareness of market developments through our activities in all the major oil trading forums
- Regional network of offices
- Harrington not only provides the reassurance of delivering on specification and on time, but we can also facilitate pre-financing while associating the necessary risk management packages.

Fuel oil represents significant part of Harrington energy portfolio



Middle Distillates

We source gas oil and kerosene primarily in regional market and use our operational and risk management skills to ensure that our customers get the product they want where and when they want it.

- Increasing demand for middle distillates
- With a regional view of the marketplace, and the ability to ship, store and blend, Harrington is ideally set-up to support customers with comprehensive services for the supply of middle distillates.

Naphtha & Gasoline

Our refining sources in the Middle East enable us to supply tailor-made grades of gasoline/naphtha to satisfy our customers' various specification requirements.



- Harrington competes efficiently in the gasoline and naphtha world markets.
- With business hubs in Muscat, Dubai, Singapore, Shanghai and Hong Kong we are intimately involved with and intuitively responsive to the supply and demand dynamics of our customers' needs.
- We utilize our logistic, storage and blending facilities to guarantee delivery of the right quality in the right volume at the right time.
- Precision in our blends and deliveries includes matching the best price. Whether supplying by tender or via the spot market, Harrington can be relied on to be competitive.

Harrington is focused on expanding LPG markets in the region with superior service and reliability.



LPG

- This inexpensive, clean fuel which produces 75% less carbon monoxide, serves in the fast-growing auto gas market. It is in demand as a petrochemical feedstock in non-industrialized economies and is a popular heating fuel used for off-grid refrigeration.
- Harrington is now a significant participant in LPG - Propane and Butane - wholesale market.
- Our main trading desks are in Dubai and Hong Kong. To support our trading activities we have access to storage and transportation facilities in place across the region.





Harrington is dedicated to sustainable growth by providing the most flexible, timely and responsive supply of polymers, olefins, and aromatic petrochemical products.





Petrochemicals

- We achieve this through a combination of physical offtake and marketing agreements, Methanol-to-Olefin tolling, and select investment in high-yield strategic assets throughout the petrochemical supply chain.
- Harrington's comprehensive understanding of evolving dynamics within the global petrochemicals market allows us to effectively manage risk and optimize value in the commercial transactions we undertake. Our competitive advantage is that our management processes are designed to bring value throughout the petrochemicals supply chain. We do this by working with our producer partner's to optimize their plant capabilities while offering our customers the opportunity to buy from a balanced raw materials product slate at competitive terms with optimum availability and efficiency.
- Our commercial hubs in Muscat, Dubai, Singapore, Shanghai, and Hong Kong ideally position us in each of the world's main petrochemical trading regions.

▶ Our Values

Our values embody the spirit of Harrington and are essential if we are to succeed in a competitive environment.

Upstream Oil & Gas

Harrington has consistently invested in upstream oil and gas assets in the region.

We are passionate about upstream oil & gas business

In the last few years Harrington concentrated in upstream oil & gas investment in the region. Our dedicated team of business negotiation and professionals secured us to extract maximum value of our investment.





Infrastructure & Logistics

Our access to logistics, storage and blending facilities enable us to deliver a wide range of products on time, and in accordance with our customers' requirements.

The quantity of infrastructure investment, the quality of infrastructure services, and logistics coordination, influence Harrington trade performance.



- Efficient infrastructure services add safety and efficiency to our physical transaction, lower transaction costs, raise value added, and increase potential profitability for our customer.
- Harrington has ready access to logistics assets in the region, including a large fleet of time-charter vessels, freight, transport, storage and blending facilities.

Risk Management

We identify, evaluate, and manage risk to support achievement of our objectives and to create a culture of responsibility and accountability.



Risk management became a necessity for business practices of Harrington

Our Energy Trading and Risk Management group is dedicated exclusively to serving our clients in the region and to support the group objectives. The team of expertise has a total knowledge of the regional risks and is ready to take appropriate action when required.

Technology

Information and Communications Technologies provide a secure, integrated global platform critical to Harrington's business and related operations.

Harrington maintains a number of advanced information systems serving our

core business and supporting functions, including Risk, Trading and Financial systems, which consolidate trading positions and financial exposures on a daily basis. These allow management to monitor Harrington's overall exposure and adopt appropriate measures on a timely basis



The need for a technology infrastructure to support trading or marketing – related activities was recognized by Harrington in early stage



Finance

The long-term relationships we have built within the finance sector in the region, is the key to success of our business.

Harrington access to full range of financial and advisory services empowers the presence in the region

- The Oil & Gas industry demands resourcefulness, technical expertise and strong capital support.
- From inception, Harrington has been successful in building long-term relationships in the financial sector and diversifying its banking partnerships. Today we work with several leading financial institutions in the region.





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