

2018

COMPANY PROFILE



ABOUT US



TRADING



MINING



LOGISTIC

Far East Commodities PTE Ltd is a company incorporated from the joint experience of traders, entrepreneurs active in mining and trading and financial managers with over 10 years experience in commodities trading field.



MISSION

To develop multi commodities trading business integrated from the producers to the delivery to the end user securing off-takes, guaranteeing profit sharing to suppliers through a constant and careful scrutiny of each factor involved.



STRATEGY

Based on the development of long term relationships with suppliers and strategic business partners investing or providing the financial support at any level of the supply chain, from the working capital for mines, to barging, inland transportation managing stockpiles, cargo handling and shipping.

BUSINESS MODEL AND RISK CONTROL

- Direct involvement in mining and production.
- Quality control across the whole process.
- Direct management of inland logistic, stockpiling and barging.

OUR
FIELD OF
EXPERTISE

OFFICES AND BRANCHES



 **SINGAPORE**
HEADQUARTER

FAR EAST COMMODITIES
Headquarter

 **LONDON - UK**
ASSOCIATE

Chartering
[STEP ATLANTIC LTD]

 **JAKARTA - INDONESIA**
BRANCH

Representative Office

 **MONTECARLO - MONACO**
BRANCH

Trade Finance

PROJECTS

2012



The company has been incorporated in 2012 and during the first year and part of the 2013 the management has been focused in building the financial means and negotiating off take agreements and marketing rights agreements with mines in Indonesia which supply has sustained the start up of the Company.

2013



In 2013 the company funded the constructions of a loading facility in East Kalimantan from which have been handled **150,000 mts** per month of coal which have been sold under an offtake agreement, an important step of cooperation with RUB mine.

2014



In 2014 the company expanded its activity in **Europe, CIS, Black Sea and South America** by setting up a dedicated team of Senior Traders in **Switzerland**. Important results were reached in 2014 on these markets but due to the crummy markets conditions in 2015 the management decided to provisionally end to work on these markets and reallocated its manpower in the Company's main market, the Far East.

2015



In 2015 coal industry was at lowest level ever all over the world but among all the markets, the Far East market was the one which performed better. The company strategically decided to consolidate its position and reached good results further confirmed its 2% share of the Indonesian coal market. At the end of 2015 the company had traded more than 10 million tonnes of coal since its incorporation.

2016



In 2016 we have been developing, together with our long term suppliers new mines and improved the existing sources in order to increase the monthly capacity and to better satisfy the mix of products demanded by destination markets. Far East Commodities nowadays represents a reliable supplier and counterpart for the top players operating in our industry (including big trading house). **In 2016 Total Quantity > 4.0M.**

2017



The 2017 was a year of significant consolidation in the coal market with prices considerably higher than previous years and the whole industry notably uplifted. The Company strengthened its position in the market and confirmed to be a key partner to source stable quantity and quality coal, of the major trading house in world. **Total tonnage traded in the year reached 5.00M tons.**

2018



In 2018 the Company targets to make an important step forward and further widely increase its volumes; this is going to be achieved mainly thanks to the start of a new off-take from **BME in Sumatra** and a further increase on tonnage from historical off-takes of **RUB and ALAM JAYA**.



INDONESIA

With a strong presence in Indonesia, Far East Commodities has initially concentrated its effort, finance and knowledge in this country investing and developing the export of steam coal.

Steam Coal out of Indonesia is the most competitive and demanded product to Asian markets such as China, India, Taiwan and S. Korea.

The company can count on the commercial partnership with a medium sized Indonesian producer and trader Messrs PT Tanjung Bersinar Cemerlang with whom it has secured not only marketing rights but also strategic positions in logistic and handling of the coal.

As of today Far East Commodities has secured the off-take of 4 mines thus to manage averagely between 600,000 / 700,000 mts per month.

PROJECTS

Investments in logistic such as participation in a floating crane or floating terminal and barges.

RUB MINE

EAST KALIMANTAN

PARAMETER	BASIS	TYPICAL
Total Moisture	ARB	35 pct
Inherent Moisture	ADB	15 pct
Volatile Matter	ADB	40 pct
Fixed Carbon	ADB	By difference
Ash	ADB	6 pct
Total Sulphur	ARB	0.3 pct
Grindability (HGI)		40
Gross Calorific Value	ARB	4,200 Kcal/Kg
Size 0-50mm		95 pct

**RUB Mine 4,200 Gar - Min 4,000 Gar
> 200,000 mts per month.
Loading Muara Pantai Anchorage.**

In order to secure the flow Far East Commodities has financed the construction of a second jetty guaranteeing a combined loading capacity of 18,000 mts per day.

Initially with a capacity of 50,000 mts per month the mine is exporting now 150,000 mts per month but has reached a capacity of 200,000 mts per month thanks to a structured loan provided by Far East Commodities in 2014.

The coal produced is suitable for distribution market due to its chemical composition.

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Far East Commodities has secured a mine life off take agreement with **PT. RANTAUPANJANG UTAMA BHAKTI** mine in Berau Area, East Kalimantan.



CV MAS MINE SOUTH KALIMANTAN

PARAMETER	BASIS	TYPICAL
Total Moisture	ARB	35 pct
Inherent Moisture	ADB	15 pct
Volatile Matter	ADB	40 pct
Fixed Carbon	ADB	By difference
Ash	ADB	8 pct
Total Sulphur	ARB	0.2 pct
Grindability (HGI)		60
Gross Calorific Value	ARB	4,100 Kcal/Kg
Size 0-50mm		95 pct

**CV MAS Mine 4,100 Gar - 3,900 Gar
60,000 mts per month.
Loading BUNATI Anchorage.**

Starting from April 2014, Far East Commodities secured mine entire production and has also invested into a minority stake in the Mine itself.

Monthly production can reach 60,000 mts.

Logistics (only 12km hauling road) and infrastructure (Crusher 600mt/h and Conveyor 800mt/h at BBC jetty) guarantees good supply performance.

Coal Calorific Value is very stable and, combined with very low Sulphur (typical 0.2 pct), CV MAS coal is suitable for Indian, Chinese and Thailand's market.

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Far East Commodities has secured a mine life off take agreement with **CV. Mas** mine in Sungai Danau, South Kalimantan.

ALAM JAYA MINE

EAST KALIMANTAN



Far East Commodities started off-taking it in May 2016.

Alam Jaya coal has been being a very valuable coal appreciated by the big player of the coal industry.

PARAMETER	BASIS	TYPICAL
Total Moisture	ARB	28 pct
Inherent Moisture	ADB	15 pct
Volatile Matter	ADB	38 - 42 pct
Fixed Carbon	ADB	By difference
Ash	ADB	6 pct
Total Sulphur	ARB	0.8 pct
Grindability (HGI)		45
Gross Calorific Value	ARB	4,900 Kcal/Kg
Size 0 - 75 mm		90 pct
AFT (IDT)	Deg C	1150

**ALAM JAYA Mine 4,900 Gar – Min 4,700 Gar
250,000 / 300,000 mts per month. Loading Samarinda Anchorage.**

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Far East Commodities has secured the exclusive off take since May 2016 and at the end of the same year traded 1.6M tons.

BME MINE

SOUTH SUMATRA



PARAMETER	BASIS	TYPICAL
Total Moisture	ARB	25 pct
Inherent Moisture	ADB	11 pct
Volatile Matter	ADB	43 pct
Ash	ADB	8 pct
Total Sulphur	ADB	0.6 pct
Grindability (HGI)		50 – 60
Gross Calorific Value	ARB	5,500 Kcal/Kg
Size 0-50mm		90 pct

BME is a coal mine located in Lahat, South Sumatra Region in Indonesia and connected to Indonesian East coasts through railways.

Far East Commodities Pte Ltd has secured supply of BME coal thanks to its partnership and consolidated relation with RUB shareholders who are among the investors securing the supply from BME.

BME is delivered by railways to the stockpiles in Palembang, secured facilities equipped with crushers and automated conveyors belt. The loading of vessels is at Banyuasin Anchorage.

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BBP Mine **5,500** Gar

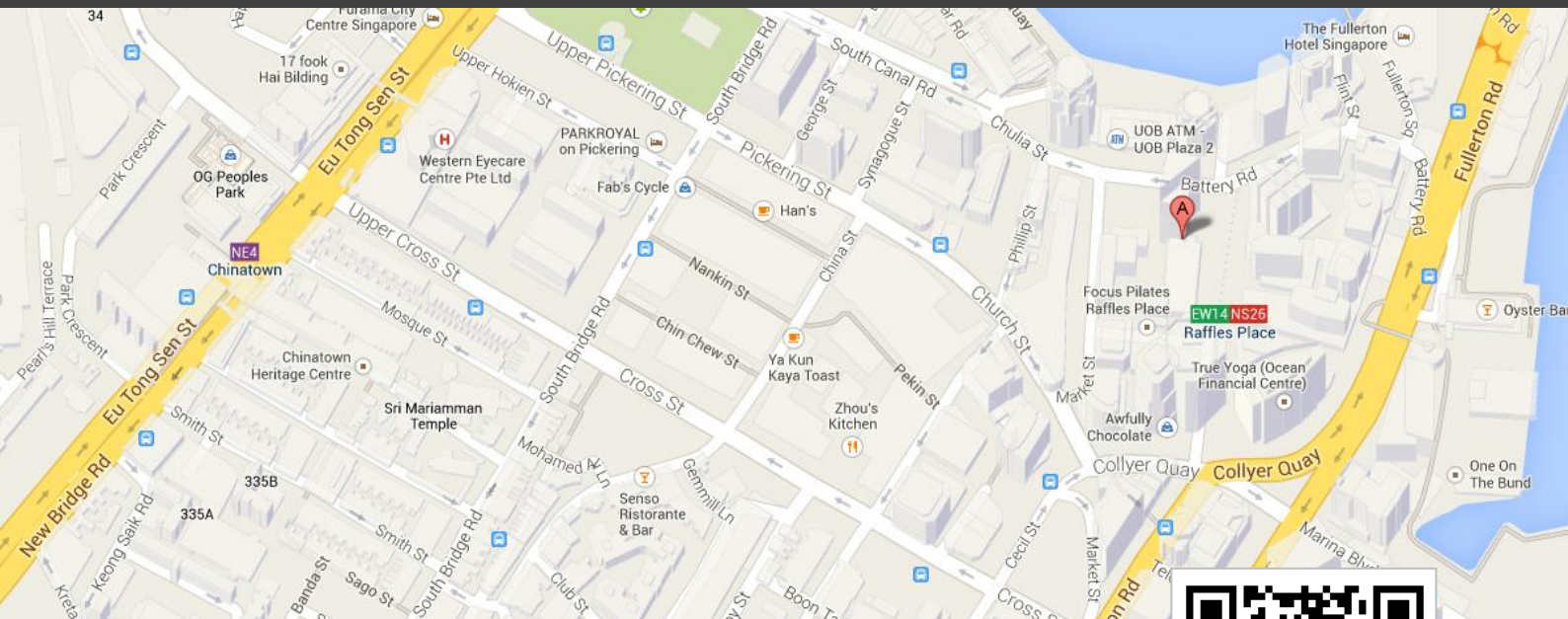
Up to **350'000** mts per month to be increased . Loading at **Muara Banyuasin Anchorage**.



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