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# SunCo Brokering & Services SA

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*Brokerage and consulting services in Biofuels, Oil Products and Carbon Credits*

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## About Us

An introduction and presentation of Sunco: the company, team, location.  
All you need to know

## Services

Presentation of our know-how and expertise, and how we work.  
A selection of our partners as well, to conduct our business.

## Products

Discover our world through products we inter-deal such as Biofuels and Biogas.

## Market forecast

Explanation of Credit Carbons and how it works  
Analyse of the market opportunity to be in UAE  
Our global approach to this emergent market

## Conclusion

Key figures and forecast to understand the opportunity of this market and why to invest.  
This presentation enable to have a visibility of the market potential.

## Clients

Our current clients will be the same for Carbon credits

# About Our Company

SunCo Brokering & Services SA

- ❖ SunCo is a Swiss limited company registered since March 4, 2016. It's the heiress of the Sun Commodities created in 2006 by the same founder.
- ❖ The share capital is held by three partners
- ❖ 50+ years combined experience in the field of sustainability in the oil and gas industry
- ❖ The head office is based in Geneva, Switzerland
- ❖ One of the leading brokerage company specialized in Biofuels
- ❖ One of the first brokerage company in the Voluntary Carbon Market

# Who We Are

SunCo Brokering & Services SA

Sunco Brokering and Services SA offers brokerage services in Biofuels and broader Energy markets. As an intermediary, we facilitate the trading activities of our customers with a wide range of tailored made services.

Our involvement in different cultures and businesses facilitates us to provide more accurate information through our extensive network. With professionalism and integrity, we look to assist each client: producers, oil refineries and traders based on their own specific needs and requirements.



# Why Geneva

Geneva, a global trading platform

Geneva has earned its leading position over the past thirty years, thanks to:

1. a stable political and monetary framework, its infrastructures and its communications network as well as a highly qualified workforce;
2. commodity traders who provide efficient solutions to the challenge of producing, transporting and getting products to consumers;
3. banks whose flexibility and innovation allow them to constantly push back the limits of financing; and
4. availability of services that support all of these actors in energy markets, with excellent quality and professionalism.

Today, several hundred trading companies have taken up residence in Geneva.

Most of our customers, the largest and most prestigious are represented including but not limited to - Cargill, Vitol, Gunvor, Louis Dreyfus, Total, Bunge, Trafigura – and many others whose role and scope are equally significant.



# The Team

Currently, the Sunco team is as follows

Laurent GONELLE

**Founder & Partner**

As Founder of SunCo, Laurent has over 20 years in oil market and is a leading figure in the Biofuels market. He is constantly investing in client relationships by supplying comprehensive analyses.

Igor STOEVSKI

**Head of Carbon Desk**

Proven background in oil trading and logistics, Igor is a proactive and reliable professional who develops strong customer relationships for carbon related projects.

Arun LOGAN

**Partner & Broker**

20 years in trading, brokerage, investment, logistics across the globe make Arun a major asset to provide and facilitate the trading activities of his clients.

David FECHOZ

**Oil Derivatives Broker**

As a derivatives market expert, he provides efficient liquidity to our clients thanks to his wide and deep experience. We offer European & US energy derivatives on ICE and CME.

Aston COHEN

**Partner & Broker**

With his decade long experience as a trader in Commodities and Equities Derivatives, Aston offers new competencies with a global approach to the commodity industry.

Cleidiane OLIVEIRA

**Oil Derivatives Broker**

Cleidiane monitors markets and flow through her analysis and research. She is providing reliable assistance and first class service to our clients.

Olivier LEIMGRUBER

**Ethanol Broker**

Assisting the development of the fuel ethanol markets for more than 10 years, Olivier has a strong focus on the European and American markets.

Méline KENMOE

**Back Office Manager**

Méline takes care of all Administration and Financial aspects of the company. She drives the Back Office to support clients and brokers on their transactions.

# Our Services



## Brokering

Our core activity is mainly based on our extensive network and knowledge in Biofuels. We significantly add value by providing expertise and saving our customer's time. Additionally, we help and assist on physical transactions in Biofuels and its feedstocks across all global markets. While ever expanding our expertise and customer base.



## Consulting

We offer a range of consulting services to optimise the development of our customers' business models in strategic markets.



## Analysing & Searching

Day to day we offer price transparency of the market. We closely work with financial media companies, suppliers and trading houses to give a full market coverage and a fresh approach.



## Assets

Informative and Communication Tools to go with our daily business: ICE, CME, Reuters, FIATECH, Argus, Platts, CBL...

# Our Partners

Collaborating with global partners to provide the best services

✓ Exchange Platforms: ICE, CME (for Physical & Derivatives)  
CBL, ACX (for Carbon)  
Platts – S&P Global (for Ethanol)  
European Biodiesel Board (EBB)

✓ Information Platforms: ICE, Argus, Platts, Refinitiv Reuters

✓ Others:  
Carbon Offset Certification  
Nabisy – Sustainable Biomass System  
FIATECH  
ISCC for certification  
RSPO Certification

S&P Global  
Platts

 CME Group

cbl

Ice

REUTERS REFINITIV

argus®

FIATECH

AirCarbon  
Exchange

CARBON  
OFFSET  
CERTIFICATION



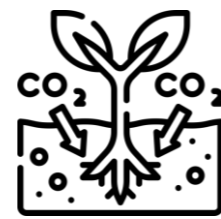
# Products

We act as an inter-dealer broker (IDB) for Physical and Derivatives products such as fuel oil, diesel and gasoil, as well as for components to blend these products:



## BIOFUELS

- ✓ Rapeseed Oil Methyl Ester (RME)
- ✓ Fatty Acid Methyl Ester (FAME)
- ✓ Soy Methyl Ester (SME)
- ✓ Palm Oil Methyl Ester (POME)
- ✓ Used Cooking Oil Methyl Ester (UCOME)
- ✓ Tallow Methyl Ester (TME)
- ✓ Hydrotreated Vegetable Oil (HVO)
- ✓ Fuel Ethanol,
- ✓ Feedstocks (UCO, methanol, animal fat, vegetable oils...)



## CARBON VOLUNTARY

- ✓ Carbon offset services
- ✓ Carbon credits



## DERIVATIVES

Different products such as gasoil, gasoline, heating oil and biofuels :

- ✓ SWAPS
- ✓ Futures
- ✓ EFP



## BIOGAS

- ✓ Biomethane
- ✓ Liquid Biomethane
- ✓ Certificates of Origin
- ✓ Feedstocks





## BIODIESEL

Biodiesel is a renewable, biodegradable fuel manufactured domestically from vegetable oils, animal fats, or recycled restaurant grease. The process used to convert these oils to Biodiesel is called transesterification.

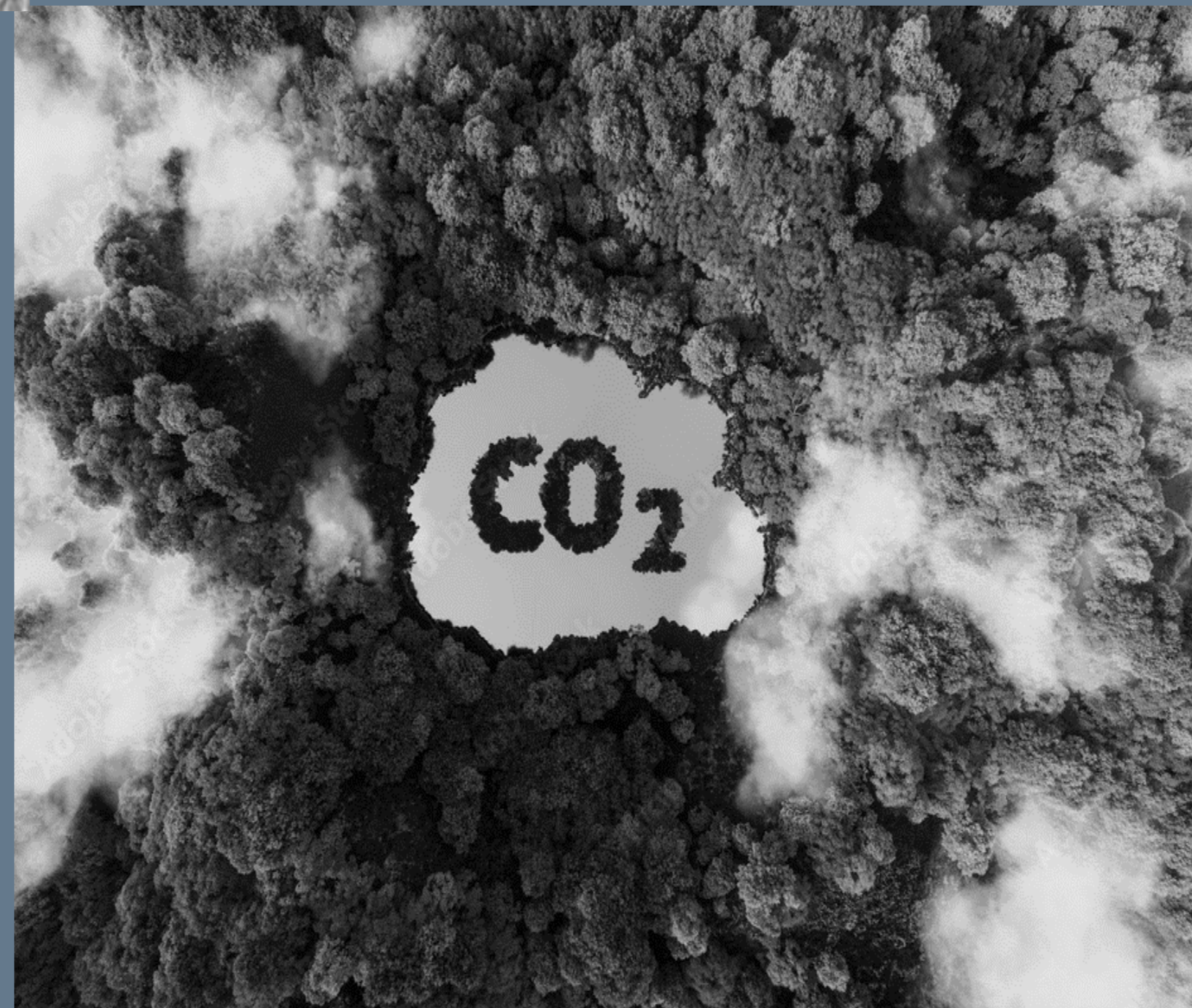
Unlike the vegetable and waste oils used to fuel converted diesel engines, biodiesel is a drop-in biofuel, meaning it is compatible with existing diesel engines and distribution infrastructure.



## BIOGAS

Biogas is methane produced by the anaerobic decomposition of organic matter by anaerobes. It can be made from biodegradable waste or using energy crops fed into an anaerobic digester to supplement gas production. The solid by-product digestate can be used as biofuel or fertilizer. When CO<sub>2</sub> and other pollutants are removed from biogas, it is called biomethane.

Biogas can be obtained from mechanical biological waste treatment systems.



## CARBON CREDITS

Carbon credits, also called carbon certificates, are used to offset greenhouse gas emissions. The voluntary carbon market has opened doors for individuals and companies to voluntarily offset their emissions on a regular basis. With the increase in awareness of corporate responsibility and customer interest in carbon neutral-goods, carbon credits are expected to reach \$50bn by 2030.





# Market Opportunity

## Why The United Arab Emirates ?

The UAE's rapid growth, strategic location and supportive business culture have earned it a reputation as an easy place to do business. This is one of the reasons why it is a very popular destination for company formation and entrepreneurship.

We aim to open a branch or new company with the same shareholder structure to develop our activities in the Voluntary Carbon Market (VCM).

With regards to the last development, we believe that the best place is Abu Dhabi.

We would like to develop amplified out brokering and information business over there and install our office.

Currently, we are registered as Floor Broker for ACX Singapore and our aim is to collaborate with ACX Abu Dhabi and Abu Dhabi Market (ADGM) to be part of the hub for sustainable finance.



# Market Opportunity

## Starting Carbon-Offset Trading Exchange

In the lead up of COP 28 and to support global change mitigation, the UAE introduced a carbon exchange to facilitate the green energy transition.

Several high-profile financial institutions, commodities firms have already committed to the Paris Agreement goal of achieving a carbon net-zero world by 2050. The global voluntary carbon market has substantially grown in recent years.

The demand for carbon credits has been steadily increasing over the years due to increased awareness of corporate responsibility and the consumer interest trending towards sustainable goods.

In 2018, the voluntary carbon market was worth \$300 million. Today it's worth \$2 billion. Many experts believe the value of the voluntary carbon market could reach \$500 billion by 2030.

Being in Abu Dhabi, we hope to expand our business and reinforce our commitment.

○ The UAE was the first Mideast country to ratify the Paris accord and has committed to reaching net-zero emissions by 2050.

○ Abu Dhabi Global Market (ADGM), with ACX, creates the world's first fully regulated carbon trading exchange and carbon clearing house.

○ The Carbon market is one of the world's most powerful tools against climate change.

# Our Goals

Solutions





# Sunco Global Approach

We are committing to supporting the energy transition and the decarbonization ambitions of our business partners

Helping decarbonisation of operations by investing in VCM

Collaborate with businesses and financial institutions

Expertise and know-how to provide information through newsletters

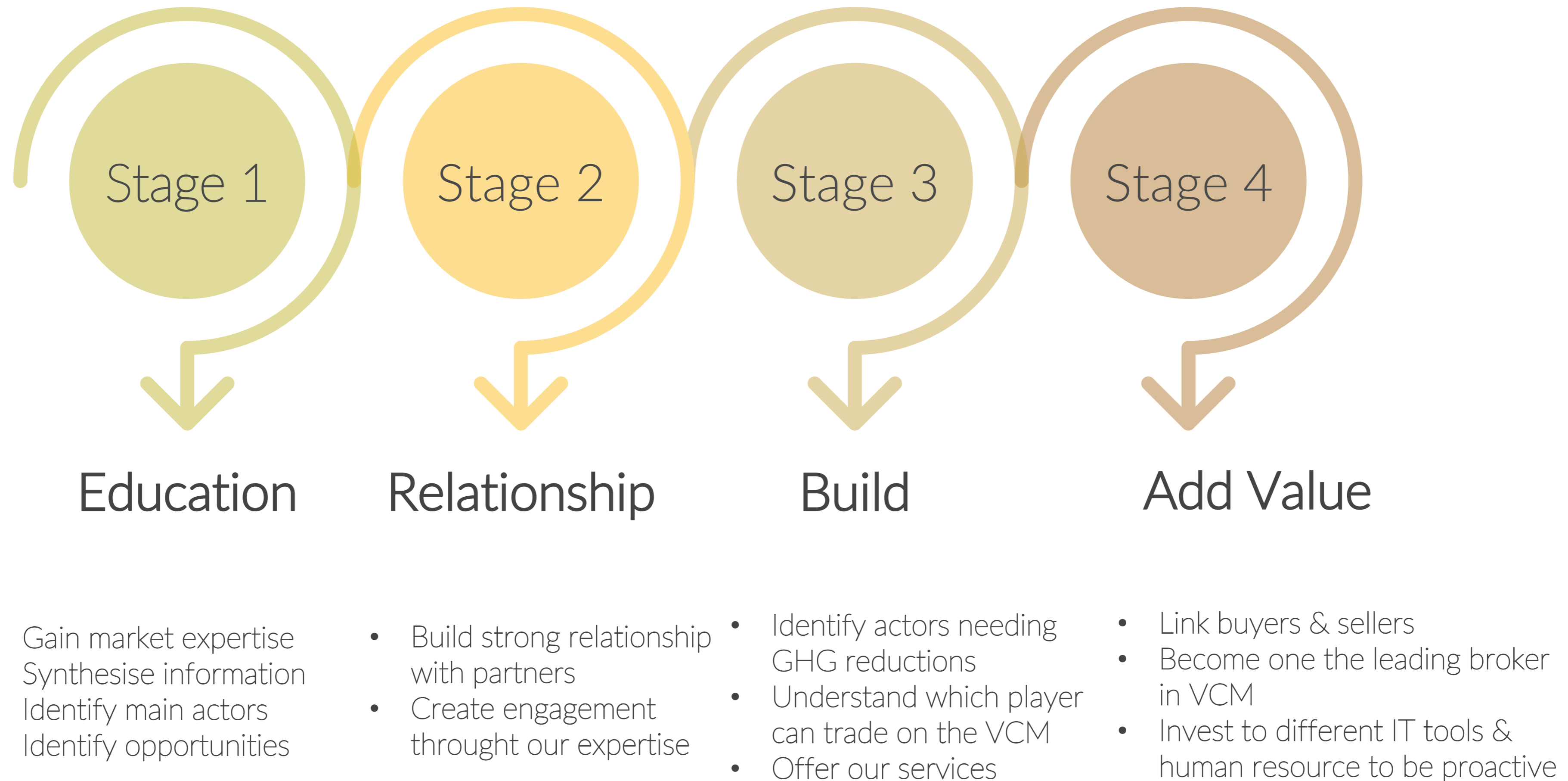
Supporting the Taskforce on Scaling Voluntary Carbon initiative

Becoming a carbon-neutral company



# The Way we act

Development & Growth



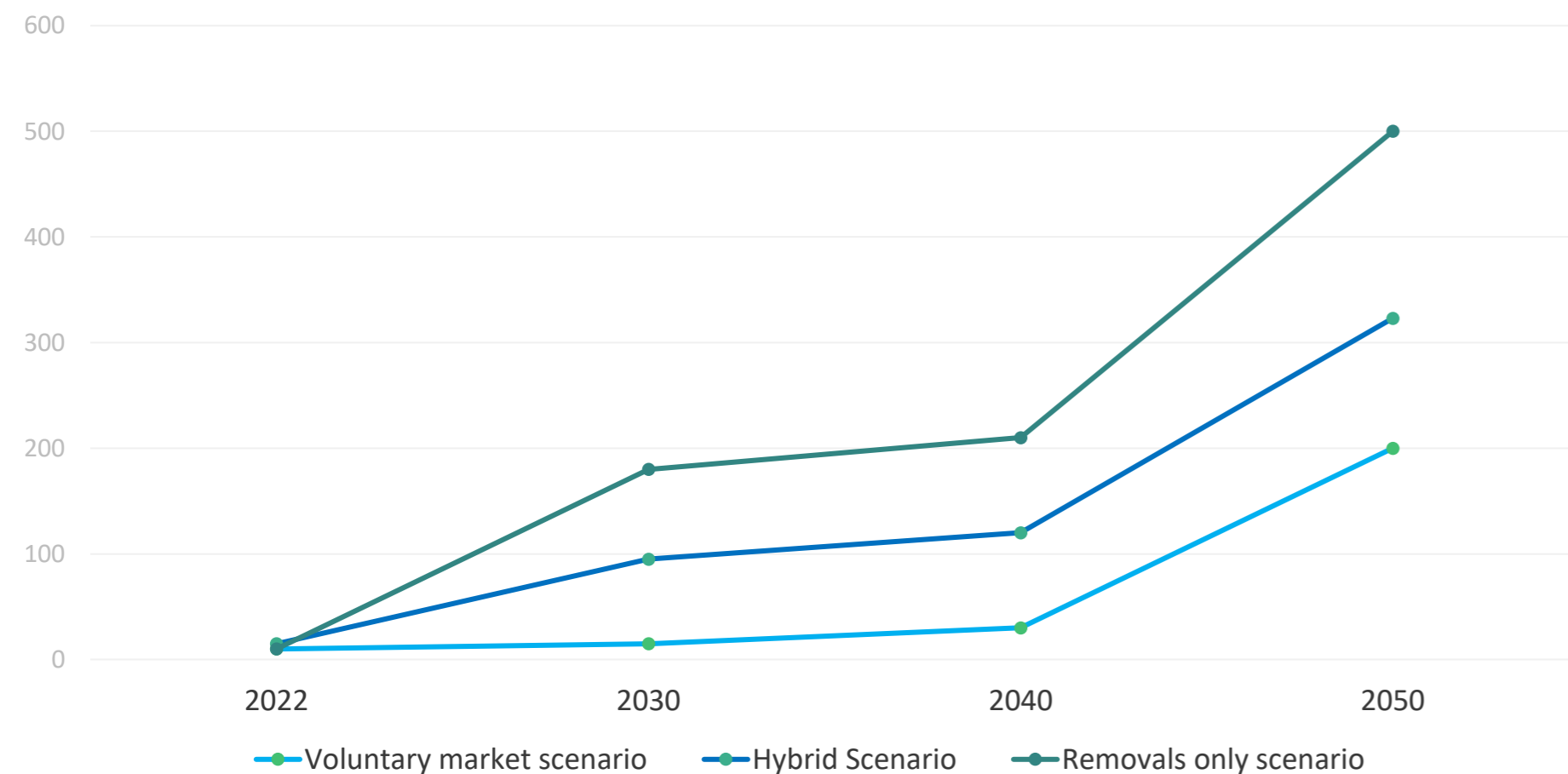
# Key Figures - Forecasts

At Sunco, we believe the Voluntary Carbon Market will continually rise due to growing demand and needs

The potential of voluntary market is huge, particularly as an increasing number of companies look to offset residual emissions in the coming decades after all other abatement options are exhausted.

In a scenario where only removal offsets are permitted, BNEF estimates demand for offsets could grow 40-fold between now and 2050, to 5.2 billion tons of CO2 equivalent, which is equal to 10% of global emissions today. Prices could reach \$120 per ton in 2050.

Value of the Carbon Offset Market  
Per \$ billion

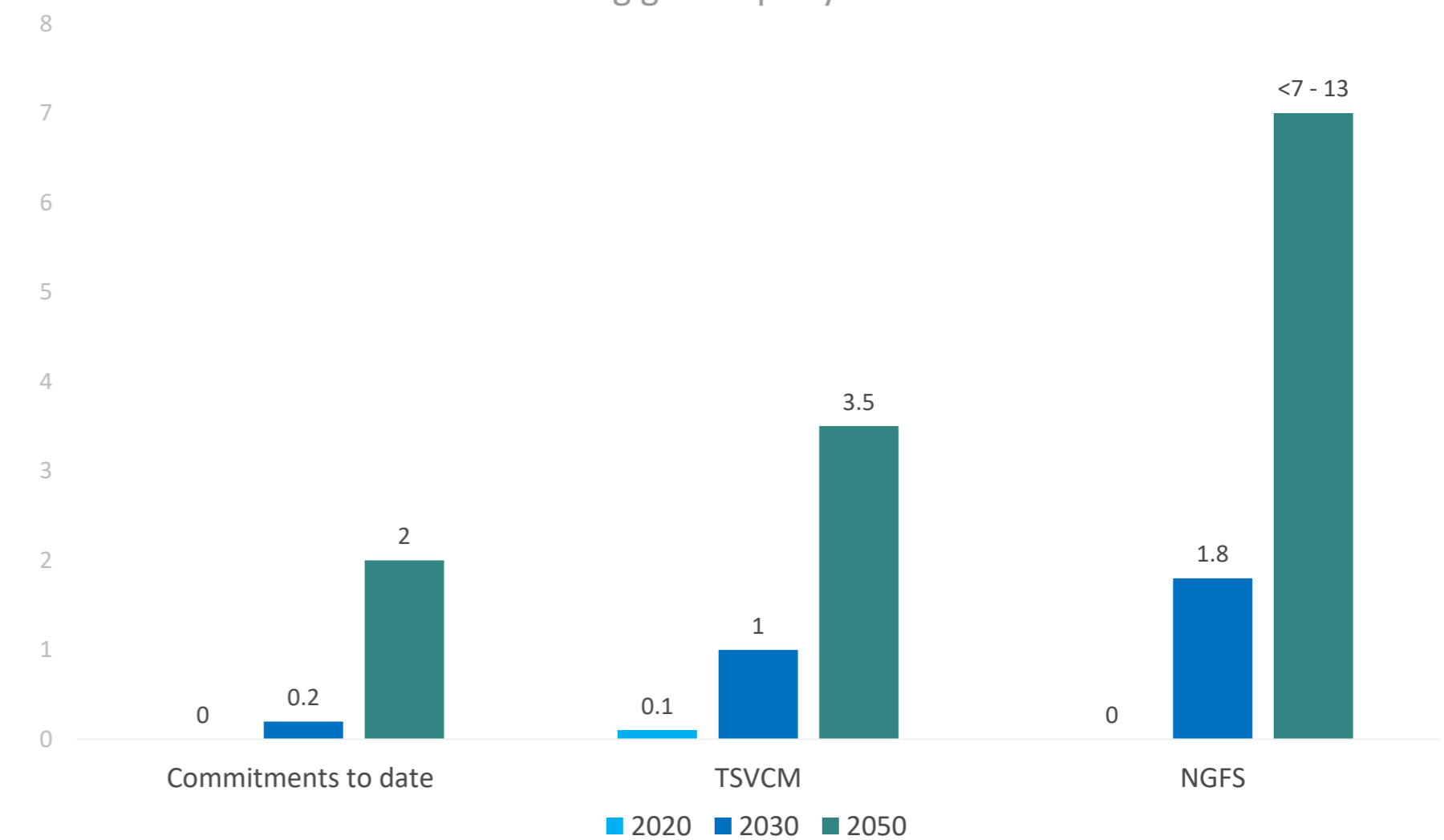


\*source: BloombergNEF

Note: Scenarios are based on intersection of price, supply and demand, and are not necessarily representative of how the market will evolve. The voluntary market scenario assumes the current voluntary market design remains out to 2050. The removals only scenario assumes only removal offsets are allowed. The hybrid scenario looks at a gradual evolution of the market.

Demand for voluntary carbon credits is expected to rise. Based on stated demand for carbon credits, demand projections from experts surveyed by the TSVCM, and the volume of negative emissions needed to reduce emissions in line with the 1.5-degree warming goal, McKinsey estimates that annual global demand for carbon credits could reach up to 1.5 to 2.0 gigatons of carbon dioxide (GtCO<sub>2</sub>) by 2030 and up to 7 to 13 GtCO<sub>2</sub> by 2050.

Voluntary demand scenarios for Carbon Credits  
gigatons per year



\*source: McKinsey & Company

TSVCM= Taskforce on Scaling Voluntary Carbon Markets

NGFS= Network for Greening the Financial System

Commitments to date= the figures represent the climate commitments of more than 700 large companies, they don't represent all companies worldwide.

# Our Clients

List of our best clients, but not exhaustive

✓ Major Oil companies: TotalEnergies, Shell, BP  
Neste, ENI

✓ Trading Houses: Gunvor  
Mercuria  
Trafigura  
Vitol

✓ Refineries, Producers: Viterra  
Cargill  
Bunge  
Louis Dreyfus  
ADM





# Conclusion

## Implications for investors

### Emergence of big carbon markets

The growth of major carbon markets is still in its infancy, and we see carbon markets as an emerging asset class that could potentially compete with the global oil market.

As global climate action gains unprecedented momentum in 2021, the value of carbon markets approaches record highs. The EU ETS carbon allowance hit a record high of EUR 89 per tonne in December 2021, tripling year-on-year and significantly outperforming stock indices. In March 2023 it reached a new record of EUR 105 per ton.

### Carbon as a new investment asset class

Clear progress in global climate action, coupled with improvements in market size, accessibility and liquidity, have created an environment that we believe is ripe for the emergence of large-scale carbon markets. It is This is consistent with the investment community's growing interest in not only appropriately pricing carbon risk in investment portfolios, but also improving risk-adjusted returns.





# Get in Touch with Us



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We Thank You for  
Your Attention

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