



GROUP REPORT

Lars H. Nielsen

DEAR FRIENDS,

SINCE 1990 I AM PROUD TO BE AT THE HELM OF BMS UNITED AND WORK JOINTLY WITH ANTONIS XIROS FOR THE SOLE PURPOSE OF BECOMING YOUR PREFERRED BUNKER-TRADING COMPANY.

If I had to single out a success factor of our business model, it would definitely be our people and their continuous effort to provide you with superior, reliable, tailor-made bunker and lubricant related solutions worldwide. Without any doubt, it is our team of maritime professionals, which has allowed for our remarkable growth during the last three decades.

2016 has been a remarkable milestone for BMS United. This was the year when IBS (International Bunkering Services) became a member of our Group.

By expanding our global coverage and combining the financial strengths, extensive experience and regional expertise of IBS, we have secured our position as one of the largest bunker and lubricant trading companies globally.

Today, as our industry is going through continuous challenges, our mission remains the same as at the grassroots of our establishment – to continue developing by solidifying our market position and the reputation of the group.

Wherever the future may take us, the strength of our global network and the commitment of our people guarantee the uninterrupted delivery of value to our customers for many years to come.

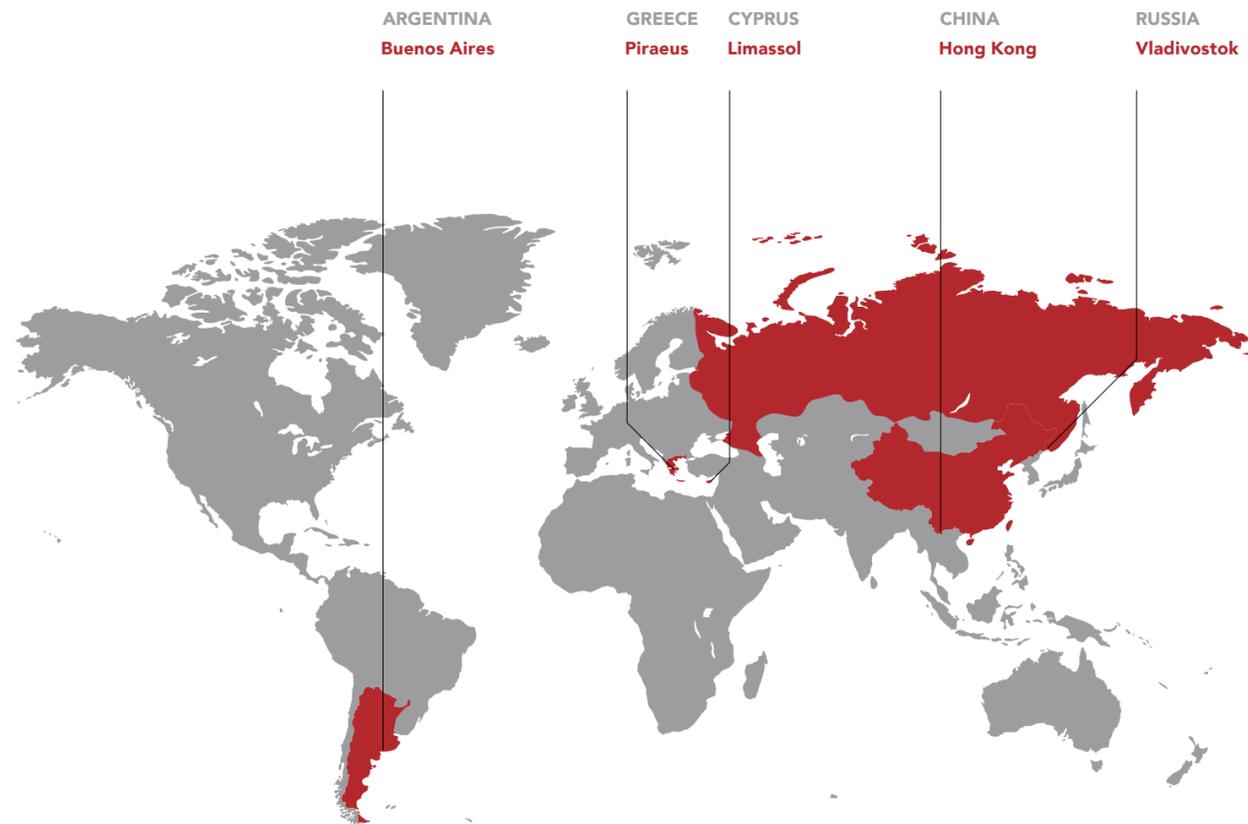
Thank you for your trust in the BMS United Group and our services.



Sincerely,
Lars H. Nielsen
Executive Group Director



Since 1990, our people proudly provide our partners with exclusive global maritime oil solutions.



DURING THIS PERIOD WE HAVE GROWN TO BECOME ONE OF THE WORLD'S LARGEST BUNKER & LUBRICANT TRADING GROUPS.

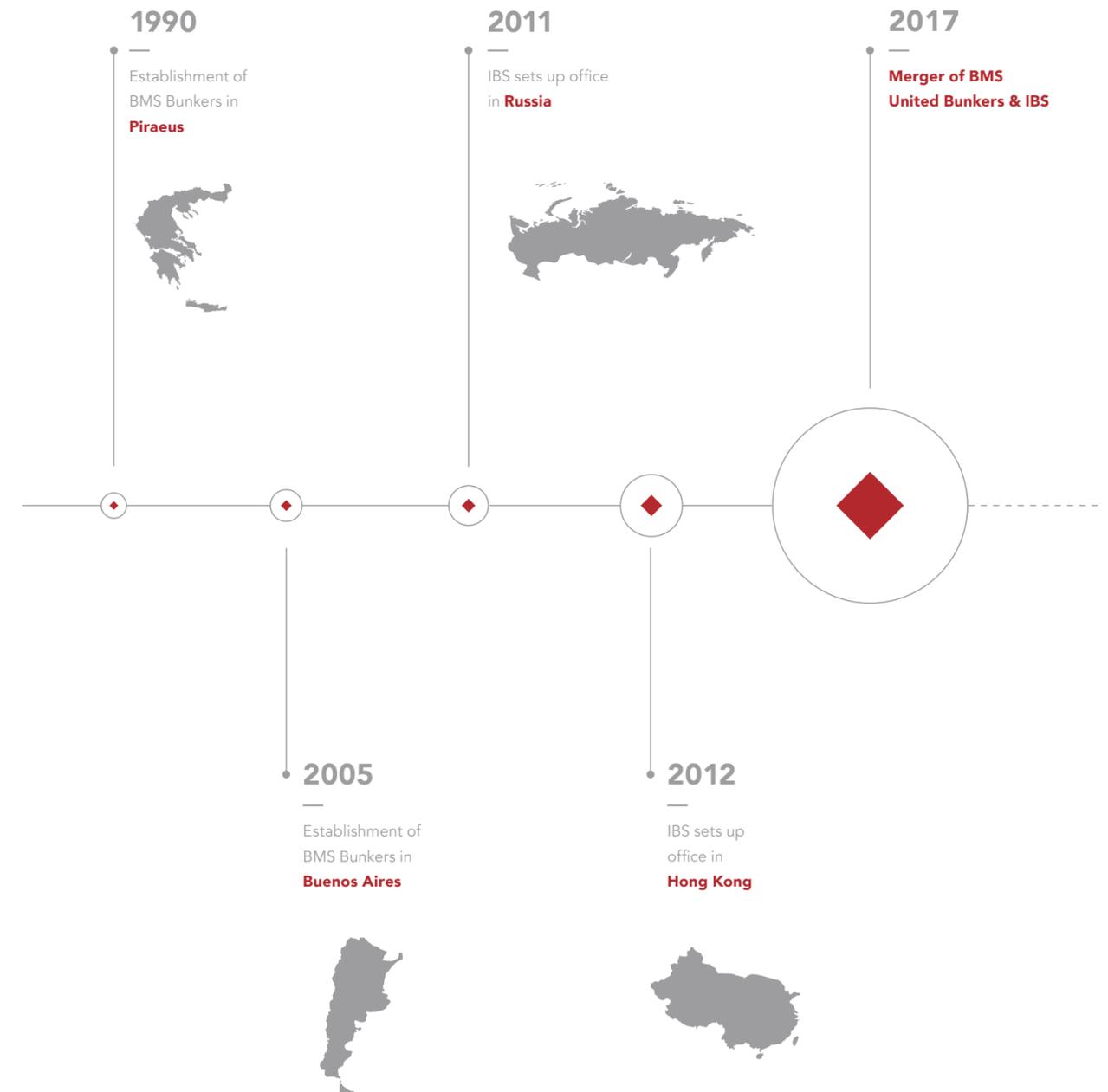
Our highly skilled team of more than 60 traders is located among our offices at Piraeus, Buenos Aires, Limassol, Hong-Kong and Vladivostok.

Our aim is to be one of the top 5 bunker & lubricant companies in the world by 2020.

To carry on our steady and controlled growth we intend to add significantly more focus on two critical areas: talent development and geographical expansion.

It goes without saying that success in the latter depends on success in the former.

Our story in time.



Our Services

24/7 we cover the world

You can rely on BMS United 24 hours a day 7 days a week, from the busiest Asian container hubs to the most remote bunker destinations in the South Atlantic.

Together with our global network of vetted partners we offer bunker fuel oil and all related services here, there and everywhere.



0.1 / BUNKERS

We offer quality fuel and gas oil products, at competitive price levels. Bunkers is our core business since 1990, and today we are one of the largest bunker trading groups globally.

BMS United offers our partners attractive quotes, while our supplies and services are carried out at the agreed time and place.

Ensuring timely and accurate supplies is vital to us, and we take great pride in being one of the most reliable partners in the marine fuel oil market.

The superior service of BMS United is focusing on more than just sales itself. We follow up until the actual supply has been effectuated, ensuring optimal efficiency and quality.

No limits No boundaries

OUR WIDESPREAD NET OF LOCAL AGENTS AND MAJOR SUPPLIERS ENABLES US TO OFFER THE BENEFITS OF AN IN-DEPTH LOCAL KNOWLEDGE COMBINED WITH THE BUYING POWER OF GLOBAL COVERAGE.

OUR SERVICES RANGE FROM ALL THE STANDARD DELIVERIES IN PORT TO THE MOST COMPLEX DELIVERIES OFFSHORE. UPON REQUEST WE OFFER:

- Chartering of vessels
- Specialized barges
- Arranging professional bunkering equipment
- Crews of specialists

Handling more than...

5,8

million tons annually

We keep engines running

HAVING ESTABLISHED A SPECIALIZED MARINE LUBRICANT BUSINESS, WE CAN PROVIDE OUR CUSTOMERS WITH INTEGRATED AND INNOVATIVE SOLUTIONS FOR THE GLOBAL SHIPPING INDUSTRY.

THROUGH OUR EXTENDED PORT COVERAGE, EVEN IN NICHE PORTS, WE ARE ABLE TO DELIVER SIGNIFICANT RESULTS BY ADDING VALUE AND BENEFITS TO YOUR SHIPPING BUSINESS.

Strong volume growth reaching...

5,5

million litres annually

0.2 / LUBRICANTS

In BMS United we offer our clients optimized marine lubricants solutions, no matter if they require large quantities in bulk or smaller quantities in drums, always taking quality, pricing and logistics in account.

By constantly offering products and services of the highest standards, we help keep our clients' vessels engines running smoothly and efficiently, saving significant operating costs and minimizing downtime.

Last but not least, being pioneers in our industry, we introduce biodegradable lubricants, covering a wide range of environmentally responsible oils designed to minimize the lubricants' impact not only in the marine environment, but also in the ecosystem as a whole.

0.3 / PHYSICAL SUPPLY

BMS United expands its presence as a physical supplier in the Mediterranean, with its newest physical set-up at the Dardanelles Straits in Turkey.

Enabling a new supply option at the Turkish Straits offering Fuel Oil and LSMGO 0.1%, supplying by barge or trucks, at multiple locations, we answer our clients' needs, ensuring timely, flexible and high-quality refueling solutions in the area.

By supplying your vessel at the Dardanelles Strait, you have a chance to pass the Bosphorus Strait fast and efficiently by lifting bunkers prior to your entry into the strait, thus taking advantage of the two-way traffic of the Dardanelles instead of the one-way traffic of the Bosphorus Strait.

2 BARGES

IFO CAPACITY: **3800 MT**
 LSMGO 0.1% CAPACITY: **750 MT**
 ISO 8217: **2010 SPECS**



BMS can guide you through the maze of the upcoming IMO sulphur cap

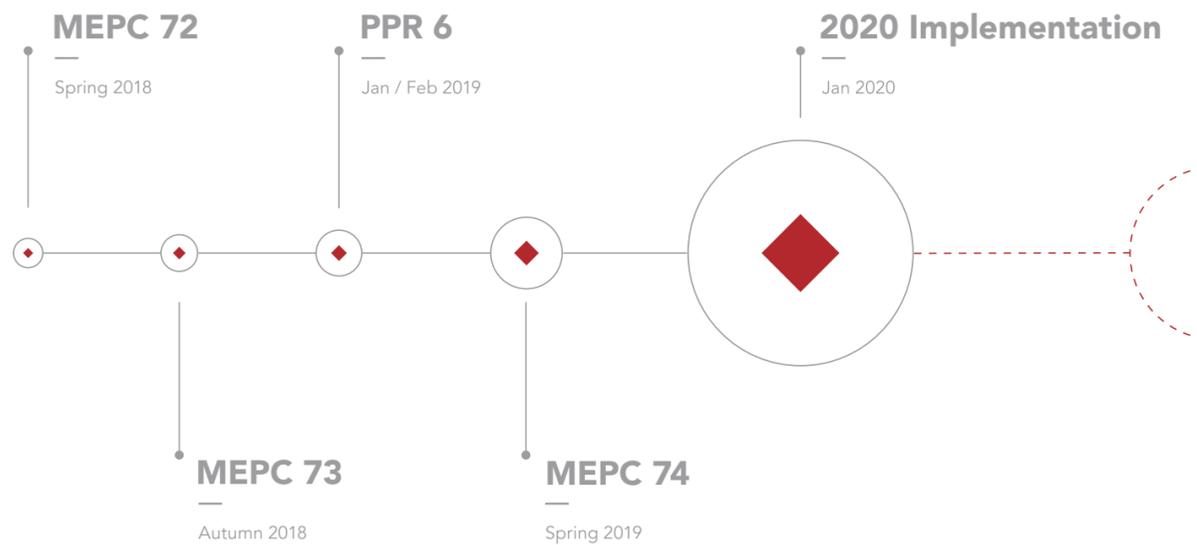
BY 2020, ALL SHIPS WILL HAVE TO COMPLY WITH THE NEW LOW SULPHUR MARINE FUEL REGULATIONS.

In detail, instead of the present 3,5% limit, as of 01.01.2020 marine fuels must contain no more than 0,5% sulphur, with the exception of the ECA areas where sulphur limits will remain at 0,1%.

BMS United is constantly engaged in a rigorous dialogue with all the key stakeholders in the shipping industry, actively shaping the future of marine fuel oil procurement.

As we are thinking ahead of the 2020 deadline, we have already started providing valid information regarding the latest developments, through various online platforms, conferences or even private seminars upon request.

ASK YOUR BMS UNITED TRADER FOR ADDITIONAL INFORMATION ABOUT WHAT THE IMO REGULATIONS MEAN FOR YOU.



* MARINE ENVIRONMENTAL PROTECTION COMMITTEES
* POLLUTION PREVENTION & RESPONSE

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