

# **BKM MANAGEMENT LIMITED**

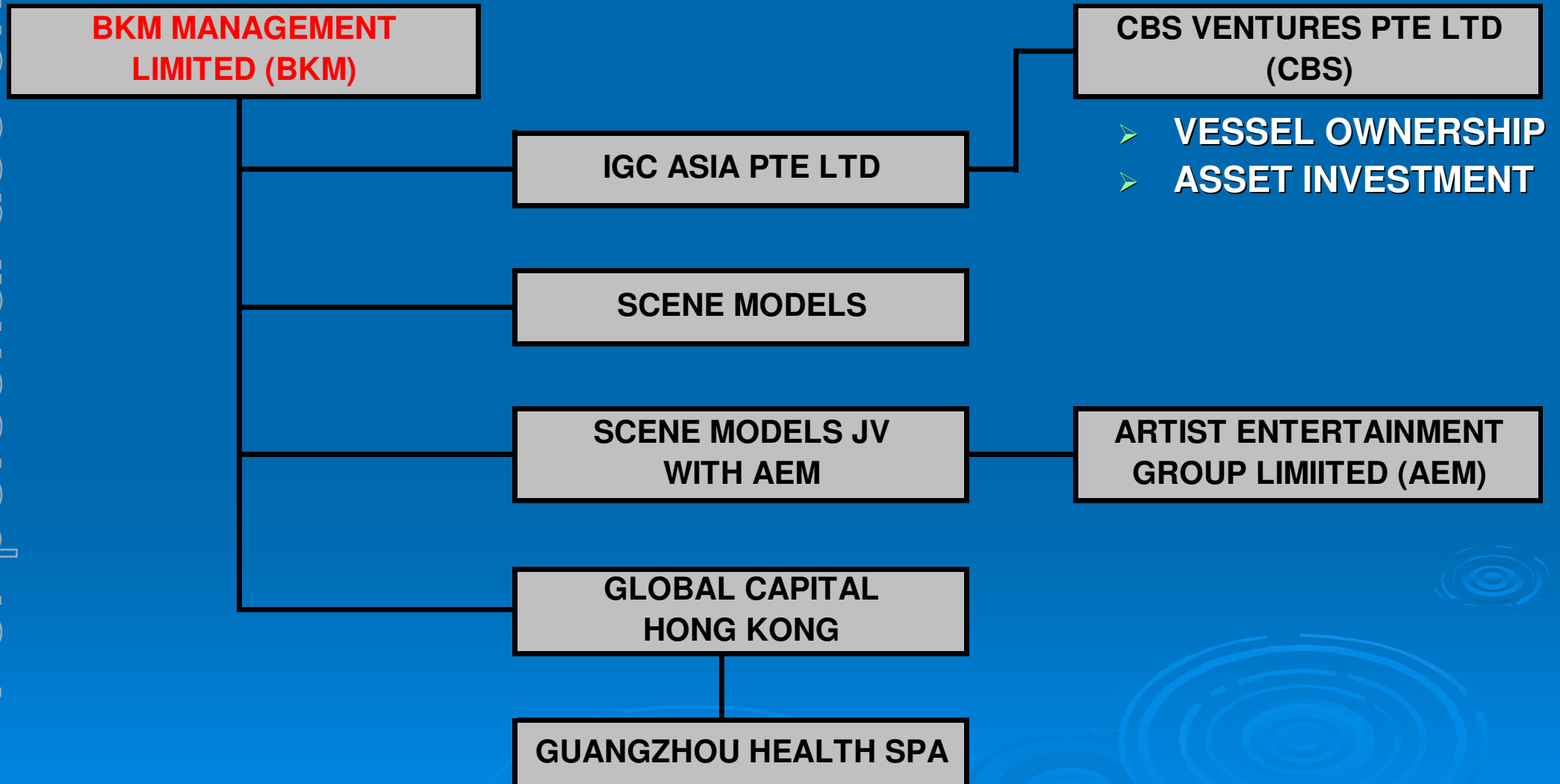
## ***GENERAL MEETING PRESENTATION***

***Wednesday 6<sup>th</sup> August 2008***

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# BKM MANAGEMENT LIMITED

## INVESTMENTS



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# IGC ASIA PTE LTD

## BRIEF INTRODUCTION

OPERATES IN THE OIL INDUSTRY

### PHYSICAL OIL

FEEDSTOCK, TRANSPORTATION, POWER GENERATION, HEATING

### DERIVATIVES

HEDGING, SPECULATION, INVESTMENT

FINANCIAL FLOWS MORE INFLUENTIAL THAN DAY-TO-DAY DEMAND/SUPPLY

# IGC ASIA PTE LTD

## THE OIL BUSINESS – EXCITING TIMES AHEAD

### WHY OIL BUSINESS?

- RECESSION PROOF – BASIC NEED
- INCREASING SCARCE COMMODITY
- PROFITS CAN BE MADE BOTH UP AND DOWN
- UPSIDE POTENTIAL TREMENDOUS

# IGC ASIA PTE LTD

## THE OIL BUSINESS – EXCITING TIMES AHEAD

### OIL TRADING – KEY ISSUES/MEASURES TAKEN

- CREDIT/SECURITY UP FRONT
- VOLATILITY/RISK MANAGEMENT; RISK/REWARD
- DEMAND/BUILDING CUSTOMER RELATIONSHIP
- FINANCING COST

# IGC ASIA PTE LTD

## GOING FORWARD - PROMISING

### BUSINESS PLAN

#### *OIL TRADING:*

- SINGAPORE BUNKER MARKET
- INDONESIAN MARKET THROUGH JV WITH IMPORT/DISTRIBUTION LICENCE

#### *LOGISTICS MANAGEMENT:*

- PROVIDES UNDERLYING BASE INCOME
- OPTIMISING OIL TRADING ACTIVITIES

*ASSET INVESTMENT – TANKAGE/TERMINALLING*

*UPSTREAM PROJECTS*

# IGC ASIA PTE LTD

## GOING FORWARD - PROMISING

### OUTLOOK

- **BASE BUSINESS 10-20% ANNUAL GROWTH**
- **BOTTOM LINE DRIVEN**
- **PROJECTS – BIG UPSIDE, TIMING CRITICAL**

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