

M&B



Mayfair and Bond
Corporate Profile
v.2023

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01 Introduction

Based within the grounds of London Southend Airport, Mayfair & Bond are perfectly situated to service the requirements of clients, suppliers and financial partners alike. It is understood that when dealing in high-value transactions a more personal approach to business is required and that is why Mayfair and Bond try to facilitate a 'face to face' approach to business whenever and wherever possible.

Mayfair & Bond is the culmination of decades of experience within the financial and commodities markets and has formed strong relationships within the Petroleum Sector. These relationships are the cornerstone of the Company's transactional abilities and because it is clearly understood that professionalism, transparency and discretion are the key factors within a business transaction, the Company is focused on going from strength to strength.

With compliance-driven objectives, it is the responsibility of all businesses to adhere to an ethical and legal framework under which to transact on an international basis. Mayfair & Bond has implemented a methodology that ensures seamless transactional capabilities whilst ensuring Regulatory Governance is upheld.

02 The Commodities Market

The commodities market has seen a boom over the last two decades due to the increase in basic fundamentals such as a wave of new technological advancements, a rise of personal wealth in third-world emerging markets and a global increase in manufacturing. These three individual statistics alone have increased the demand for commodities such as refined petroleum products and various base metals tremendously. We have seen the Brent Crude market reach a high of USD139.00bbl in 2008 only to plummet to USD35.00bbl five months later. We then saw the same thing happen again after three years of stable markets from 2011 – 2014 when the market dropped from USD112.00bbl down to USD32.00bbl. Whilst volatile markets such as these are attractive to derivatives traders, price swings can have dramatic detrimental impacts on both refineries and end users of petroleum products alike.

With current markets trading at historical 'mid-range' levels through the governance of OPEC, a reasonable level of stability within the market appears to have been reached. This provides trading entities with opportunity, the opportunity to increase activity and with robust supply channels and a wide geographical spread of purchasing clients, Mayfair and Bond are well-positioned to maximise this current climate.

03 Mission & Values

Mayfair & Bond's 'Mission Statement' is one built upon a simple understanding and concept. This is to ensure that all counterparties involved in a commodity transaction achieve what they initially set out to achieve.

Mission Statement:

- To become a key Trade Desk
- Ensure that all business is carried out professionally and courteously whilst maintaining excellent Client relationships.

Values:

- Our business model is built upon the perception of values both internally and externally as this provides the backbone to a good and successful working relationship.
- We are dedicated to providing the best that we can.
- We hold the discretion and privacy of all counterparties as a priority.
- We are consistently seeking to approach the best practices in our daily and ongoing operations

04 Activities

The Company structure has evolved and has grown from a UK-based LLP to a UK-based LTD to then becoming a UK Holding Company with 'Mayfair and Bond Oil Limited' as a wholly owned subsidiary. However, it has proven itself to be a substantial player within the commodities markets and is strengthening this position year after year.

The core business is;

- Petroleum products (Gas Oil, Fuel Oil and Aviation Kerosene) and Crude Oil.

To ensure longevity within the market a proactive approach is taken to secure new clients and to source additional supply channels. The trading desk is increasing in numbers showing us that our perception towards professional and seamless transactions is fast becoming a proven method. The Company implements a very thorough Due Diligence and KYC/CIS vetting process with the assistance of the Company Bankers. Any new client must pass through this process before any formal or legal agreements are implemented.

05 Trading & Exchanges

The physical transacting of commodities has been taking place within Coffee Houses, Trading Rooms, and more recently Trading Exchanges for hundreds of years. As shipping insurance came into effect the commodity markets boomed as the potential losses of the few were being covered by the wealth of the many. Trading Exchanges were the next step in the evolution of the commodity markets and ‘open outcry’ became the norm for global trading houses and financial institutions.

The next stage of the trading cycle was the introduction of Futures and Options Contracts that allowed producers of commodities to fix their sale prices in advance, therefore, enabling them to gain a reliable forecast of the business expenditure. This model has somewhat evolved into a new entity with independent strategies for trading entities. In principle though, the basics have always remained the same. In addition to our involvement within the physical commodity markets, we have experience within the futures and options aspect of the business also.

06 Due Diligence

Due Diligence and Compliance is one of, if not the most important aspect of our business. It is a subject that we take extremely seriously as not only does a weakness within this department have a detrimental impact on our business model but it is what ensures the credibility of our company within the commodities marketplace.

We review and continually verify several main areas concerning the qualification of any transaction. These include; identification, supply capability, financial capability, management experience, incorporation jurisdiction, trading history and legal status to name just a few.

We ensure that all counterparties adhere to either the United Nations Commission on International Trade Law (UNCITRAL) policies or the International Chamber of Commerce (ICC).

07 Our Approach

Our approach to business is structured around risk mitigation and profit maximisation. These two aspects remain parallel throughout all of the company's engagements.

In a market fraught with danger and false promises at every turn, we pride ourselves on the management of exposure to the market. We are realistic enough to know that even with our due diligence procedures in place there is always the opportunity for error and how the risk of this exposure and error is managed and controlled is an art form within itself.

Our internal Compliance Manager provides a fully structured pathway process for all company activities and ensures that all parties are following this guideline throughout the lifespan of any agreements.

This feature plus our solid working relationships with clients and counterparties ensures our approach to business remains a robust and attractive working model.

08 Business Ethics

Mayfair & Bond has built the company name on its business ethics. In a market such as commodities the main aspect is the credibility of the company, its people and the offering into the market. This credibility is formed by good and trustworthy relationships, professional conduct and good ethics.

Mayfair & Bond are proud to say that we have never had any issues with any of these topics and a clear, honest and transparent viewpoint is taken on every transaction.

09 Bribery & Corruption

Mayfair & Bond is fully committed to the Company's Anti-Bribery & Corruption Policy and Code of Conduct. This policy has been presented to every employee and consultant of the Company by Human Resources.

Anti-Bribery and Corruption Policy

It is company policy to conduct business decently and honestly and without the use of corrupt practices or acts of bribery to obtain an edge in line with the UK Bribery Act 2010. A zero-tolerance approach to bribery and corruption has been implemented and the company is committed to acting professionally, fairly and with integrity in all business dealings and relationships.

Bribery is defined as the offering, promising or giving a bribe or financial or another advantage; requesting, agreeing to receive or accepting a bribe or financial or another advantage; or soliciting of an advantage as an inducement for an action which is illegal or a breach of trust. It is also an offence to bribe a foreign public official to obtain or retain business or an advantage in the conduct of business.

Bribery and corruption are punishable for individuals by up to ten years imprisonment and if the Company is found to have taken part in corruption it and the Board of Directors could face an unlimited fine, be excluded from tendering for public contracts and face damage to their reputation. We, therefore, take our legal responsibilities very seriously.

This policy applies to all individuals working at all levels and grades, including directors, officers, senior managers, employees (whether permanent, fixed-term or temporary), consultants, contractors, trainees, seconded staff, home workers, casual workers and agency staff, volunteers, interns, agents, sponsors, or any other person associated with us, or any of our subsidiaries or their employees, wherever located.

This policy extends to all of the Company's business dealings and transactions in all countries in which it operates.

10 Data Security

Mayfair and Bond Limited and subsidiary Companies within the Group are registered businesses within the United Kingdom 'Information Commissioners Office' and understand that any information/data received will be deemed strictly private and confidential.

Appendix

Company Information

Name:	Mayfair and Bond Limited Mayfair and Bond Oil Limited
Address:	Finance House 21/21 Aviation way Southend-on-Sea Essex, SS2 6UN England
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Co. Reg No:	11959504
Bankers:	National Westminster Bank Plc 1 Princes Street EC2R 8BP England Barclays Bank Plc 127 High Street SS1 1LH England
Company Accountants:	Azets 1 Nelson Street Southend-on-Sea Essex SS1 1EG