



Company profile

Physical trading is a long-term business. Access to key physical assets is central to our business model. Management of ships, warehouses and other logistical assets gives us a business advantage while demonstrating our commitment to the territories in which we operate. Our people are encouraged to take the initiative in spotting opportunities and opening up new areas of supply and demand. We believe in the importance of responding to market needs rather than trying to shape them. The ability to do so rests on the strength of the partnerships that we build and the passionate interest that each trader takes in his or her area of expertise. Our cultural diversity, and the many connections between our local trading hubs and the markets they serve, provides a vast resource of detailed information, which we integrate into a global picture of shifting trends. AVALON's approach is to respond quickly and precisely to the opportunities that arise through shortage or surplus, often by releasing the reserves of a commodity that we have in storage.



Corporate principles

Mission

Intelligently meeting Global energy challenges

Vision

Providing effective solutions for coal supply:

- increasing self-sufficiency
- ensuring security
- maintaining price stability

Core Values

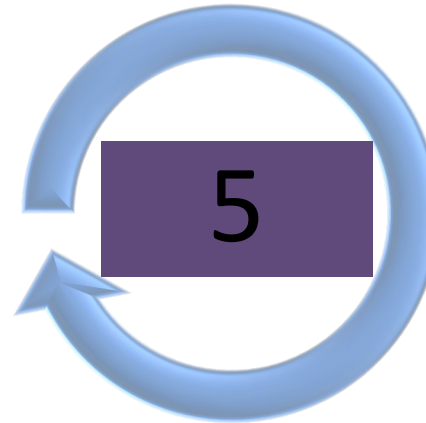
- Flexibility
- Direct contact with business partners
- Loyalty & Teamwork

AVALON provides its clients with customized solutions to their needs, using a creative, flexible approach to pricing and logistics, while maintaining strict risk management controls. Our team draws on an in-depth understanding of the energy sector, gained through years of trading experience, and a worldwide network of strategic connections.

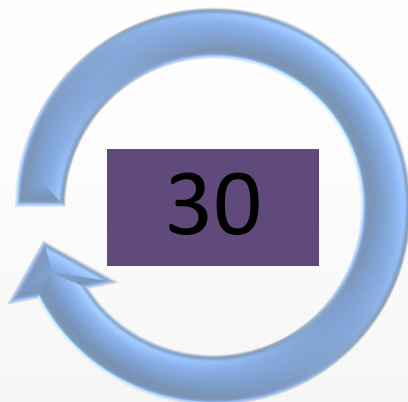
AVALON in figures



Years experience,
operate since
2010



Representative
offices in
Poland,
Switzerland,
Singapore,
Scotland and
UAE

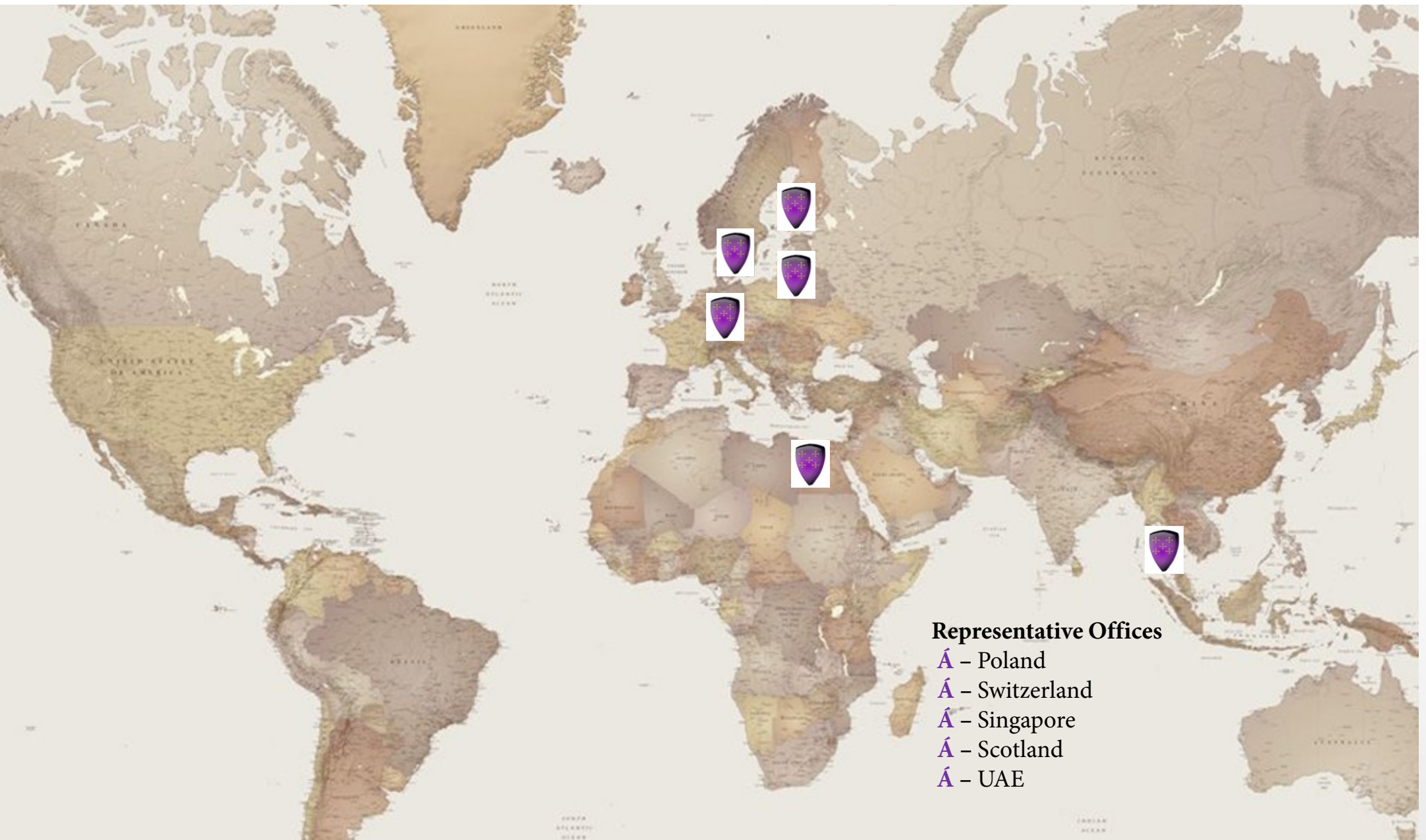


Servicing clients in
more than 30
countries around
the Globe



Managing
about 2mln.
ton per year

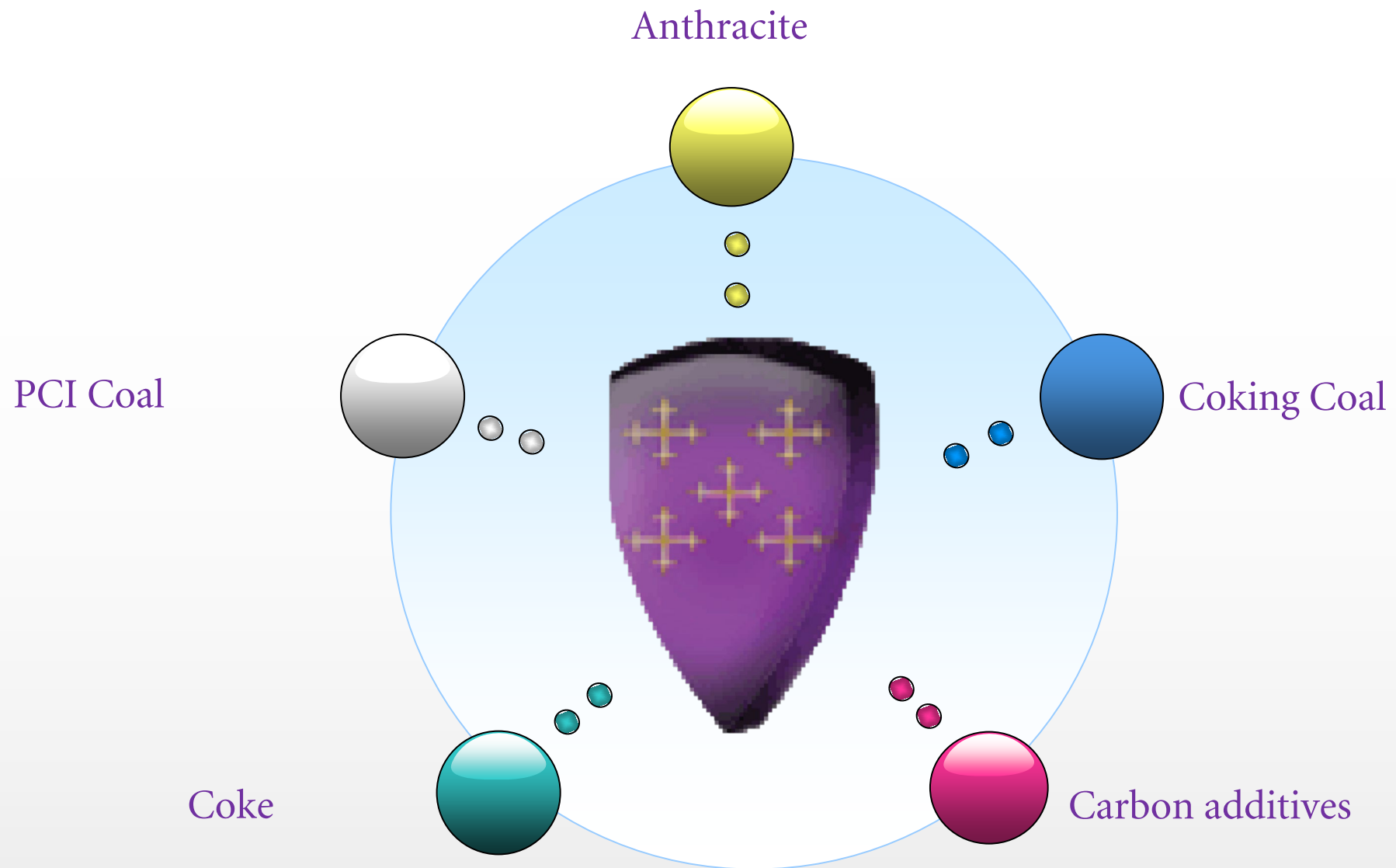
MAP of PRESENCE



Representative Offices

- Á – Poland
- Á – Switzerland
- Á – Singapore
- Á – Scotland
- Á – UAE

KEY PRODUCTS



Product and logistics overview

Avalon is a reputable and trustworthy supplier for metallurgical, cement, lime soda, glass plants. The product portfolio includes PCI, Anthracite, Metallurgical coke, Steam Coal and Colombian Low Ash coal. Among long term clients of Avalon Trading group of companies there are such well-known end-users as: SSAB, Thyssenkrupp, Saint-Gobain, CRH Group of companies, AG der Dillinger Hüttenwerke, CIECH Soda, Salzgitter AG, Lafarge Holcim, Tizir, OFZ .

Avalon has a wide presence on Asian market: supplies sized material for Korean market since 2010, steam and metallurgical coal to Chinese and Japanese end users such as: Bao Steel, Rizhao Steel, JFE Shoji, Sumimoto Corp.

Avalon has regular shipments to Turkish market since 2012. Avalon delivers CIF Turkish ports by 3,000 mt dwt – 160000 mt dwt vessel size, having possibility of regular stable loading in winter period; supplying both on long term basis as well as on spot basis. Avalon uses highly equipped coal loading terminals offering secure material storage, handling and if necessary blending.

Finnish ports (Loviisa, Valko, Pori)

Baltic Ports (Riga, Ventspils)

Black Sea ports

Port of Batumi

Port Poti, Constanta Port, Istanbul

Operating on long-term contracts with rail way transport companies, truck forwarders and ship owners



Screening at loading ports



HANDLING
CRUSHING
SCREENING

Avalon's own facility
for screening and
crushing in
accordance with
customers need

Doing business with AVALON

Avalon's main approach to business is a culture that values each individual contact as a respected source of insight and information, that empowers each trader to respond to the needs of their customers. This not only promotes an energetic approach to meeting every customer's requirement but also benefits Avalon's own business through the initiative that our traders show in responding to market opportunities. Our long-term commitment to the commodities we trade in is demonstrated through our operating of the key components: mines, and storage facilities as well as other logistical operations. This commitment provides real benefits to our clients through the competitive advantage it brings: our ability to deliver at the right specification, at the right time and at the right price.



Avalon's financial strength aligned with operations, quality global supplier base and experienced management team will ensure we continue to deliver sustainable long-term value

Resulting all Avalon's initiatives we are competitive and all operations are cash flow positive

Avalon's managers are passionate about working with customers to find appropriate solutions to create win-win scenarios and long-term relationships. We can achieve this only through genuine partnerships with employees, customers, local communities, which are based on integrity, transparency and mutual value-creation.





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