



MERCURIA


摩科瑞中国

能源·大宗商品

Trading of Energy And Commodities

摩科瑞(中国)投资有限公司

Mercuria (China) Investment Co.,Ltd



Mercuria Energy Trading S.A.
摩科瑞能源集团
Geneva, Switzerland



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摩科瑞能源集团是全球最大的独立能源及大宗商品贸易公司之一，主要交易中心位于日内瓦、北京、上海、新加坡、伦敦和休斯敦，主要从事包括原油、成品油、石油化工品、天然气、液化石油气、电力、煤炭、基本金属、铁矿石、金属精矿、二氧化碳减排指标和生物柴油等大宗商品在内的实货和衍生产品的交易。摩科瑞全球雇员超过 1000 人，在 27 个国家设有 38 个分支机构，以自己的专长和经验为来自超过 50 个国家和地区的合作伙伴提供服务。2015 年，集团各商品综合交易量为 3.34 亿吨油当量，营业额达到 560 亿美元。



Mercuria Energy Group is one of the world's leading independent energy and commodities trading groups. We have principal commercial hubs in Geneva, Beijing, Shanghai, Singapore, London and Houston and a global network of regional offices and facilities. The heart of our business is the supply and trading of energy and other commodities. Our portfolio encompasses crude oil, refined products and petrochemicals, natural gas and LPG, power, coal, base metal, iron ore, metal concentrates, carbon emissions and biofuels. More than 1,000 people operate from 38 offices in 27 countries with their market knowledge, diversity and experience to sustain Mercuria's extensive business reach in more than 50 countries. In 2015, trading volumes amounted to 334 million tons of oil equivalent and the revenue reached US\$56bn.



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摩科瑞向客户供应多种类大宗商品，并提供与之配套的包括采购、运输在内的综合服务，力图在各个环节为客户创造附加价值。严格的风险管控和合规管理以及审慎的财务举措使摩科瑞得以稳步发展。

摩科瑞在全球范围内拥有包括油田、原油码头和储油罐、煤矿等上游生产、物流基础设施等多项资产配置。2014年末，摩科瑞完成了对摩根大通大宗商品交易部门的收购；2015年，摩科瑞将有着二百多年历史的金属及大宗商品仓储和物流企业——亨睿保集团（Henry Bath）51%的股份出售给中储股份。

2016年1月，中国最大的化工企业中国化工集团完成对瑞士摩科瑞能源集团的战略投资，成为摩科瑞的重要少数股东之一，持股比例达12%。

The Group offers a vast range of products and services from sourcing to delivery. Each element contributes to add value for our customers. We are entrepreneurial by nature and have a rigorous approach to risk, compliance and financial prudence.

The Group also invests in upstream oil, gas and coal mining assets, oil petroleum products storage terminals and transportation assets around the world. These investments underpin the company's growing presence in the global market. In 2014, Mercuria completed the acquisition of the J.P. Morgan Chase & Co. Physical Commodities Unit; In 2015, in a move to bring Henry Bath warehouse facilities, the world leading logistics company with a history more than 200 years, to an expanded global customer base, China Materials Storage and Transportation Development Company ("CMSTD") announced its partnership with Mercuria and completed the investment in Henry Bath with a 51% share of the company; In 2016, China National Chemical Corporation ("ChemChina"), China's largest chemical company closed a strategic investment in Mercuria. ChemChina became a minority investor with a 12% stake in the shareholding structure of Mercuria after this transaction.

交易商品 Our products



原油 Crude oil :
Buying, selling, blending
and delivering worldwide.



燃料油 Fuel oil :
Meeting needs for quality,
price and delivery.



中间组分油
Middle distillates :
Delivering specification,
on time, every time.



生物柴油 Biofuels :
Quality, consistency
and complete traceability.



汽油和石脑油
Gasoline and naphtha :
Optimized products,
competitively priced,
reliably delivered.



液化石油气 / 天然气凝液
LPG/NGL :
Developing new markets.



石油化工品
Petrochemicals :
Partner of choice to producers
and consumers worldwide.



天然气 Natural gas :
Supplying throughout
Europe and North America.



液化天然气 LNG :
Sourcing and delivering
all around the world.



电力 Power :
Optimizing power assets in
Europe and North America.



煤炭 Coal :
Expertly managing the
supply, quality and price risk.



碳排放额度
Environmental markets :
Global expertise across
emissions markets.



铁矿石 / 精矿
Iron Ore/Concentrates :
Comprehensive services
throughout the value chain.



基本金属 Base metals :
An active player in
global markets.



含氧有机物
Oxygenates products :
Building blocks of
competitive products.



农产品
Agricultural products :
Balancing world supply
and demand.



船加油业务
Bunkering Activity



在超过 50 个国家开展业务
10 余年的历史
1000 多名雇员

Operation in more than
50 countries
10+ Years
1000+ people

摩科瑞中国公司的发展始于2004年，与在同年设立的摩科瑞日内瓦、新加坡办公室一起构建了摩科瑞能源集团日后发展成为世界领先大宗商品交易公司的基石。摩科瑞中国公司先后与中石化、中石油、中海油、中国化工、中化集团、国家开发投资公司、北方工业公司、青岛益佳、大唐、华能、华电、河北建投、神华、粤电、中储、河北钢铁、山东钢铁等公司开展合作。

摩科瑞在北京的交易团队主要从事原油、燃料油、煤炭、铁矿石、化工品和碳排放额度的实货及衍生品交易；在上海的金属交易团队主要从事基本金属和精矿的实货和衍生品交易，在伦敦金属交易所、纽约商品交易所和上海期货交易所开展交易活动。

摩科瑞在中国拥有多项资产投资，包括山东青岛黄岛25万吨级原油码头及104万立方米原油储罐；山东青岛董家口20万吨级矿石码头及堆场和246万立方米原油储罐；山东烟台150万立方米原油储罐。摩科瑞作为创始股东之一参与了由中国进出口银行主导的在全世界投资矿产及能源资源的中加基金。

作为控股公司的摩科瑞（中国）投资有限公司对摩科瑞在华的贸易和投资进行统一管理。我们正在与中国的业务伙伴紧密合作，向中国供应能源、金属等大宗商品，从而为促进这一伟大国家的繁荣发展贡献力量。

Mercuria China was founded in 2004. At that time, three offices were set up: one in Geneva, one in Singapore and the third in Beijing. These three offices formed one of the core pillars of the Mercuria Group. Since then, Mercuria China has set up partnerships with major Chinese companies, including Sinopec, CNPC, CNOOC, ChemChina, Sinochem, SDIC, Norinco, Qingdao Yijia, Datang, Huaneng, Huadian, HECIC, Shenhua, Guangdong Yudean, CMST, HBIS and Shan Steel.

Mercuria's trading team in Beijing engages in trading of physical cargo and derivatives of crude oil, fuel oil, coal, iron ore, chemicals and carbon emission quota. The trading team based in Shanghai focuses on trading base metals and concentrates. The teams actively manage their market risk and are very active on the LME, NYMEX and SHFE.

Mercuria has multiple investments in China, including one 250,000 dwt crude oil VLCC jetty and shore tanks of 1.04million cbm at Huangdao, Qingdao; one 200,000 dwt ore jetty and stock yard at Dongjiakou, Qingdao; one 2.46million cbm oil shore tanks at Dongjiakou, Qingdao and one 1.5million cbm oil shore tanks at Yantai. As one of its founding members, Mercuria joins Canadian China Global Resources Fund to invest in ore and energy resources worldwide, which is led by the Export-Import Bank of China.

As the holding company, Mercuria (China) Investment Co., Ltd. manages trading and investment activities of the Group in China. We are working with our Chinese counterparts to bring energy products, metals and other commodities to China and help this great nation grow and prosper.



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摩科瑞中国

摩科瑞中国公司 核心业务

Core Business of Mercuria China



原油 / 燃料油

以强大的资源获取和销售为依托，配合公司专业、高效的套期保值平台，全方位为客户服务。

在中国加工料市场以及船加油市场拥有广泛及稳固的客户网络，销售额为每年500万吨。

为客户提供大宗商品的风险管理、库存管理、结构性融资等一揽子解决方案。

CRUDE OIL FUEL OIL

Mercuria China can provide complete services ranging from sourcing to distribution while managing the associated risks.

In China, Mercuria has developed a wide and stable customer network in the feedstock and bunker markets with sales amounting to 5 million tons per year.

Providing our customers with a comprehensive scope of expertise on physical commodities, including risk management, inventory management, and structured finance solutions.





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基本金属

摩科瑞（中国）金属资源有限公司于2012年7月在上海成立，是集团全球有色金属的交易中心之一，主要经营铜、铝、铅、锌、镍、锡以及贵金属的精炼金属及精矿等大宗商品的国际和国内贸易，并涵盖结构性贸易融资、物流和上游投资业务。

BASE METALS

Mercuria (China) Metal Resources Co., Ltd started operation in July 2012 in Shanghai as one of the group's trading centers for its global trading of nonferrous metals. The company's mission is to develop domestic and international trading of copper, aluminum, lead, zinc, nickel, tin, refined precious metals and concentrates. Our metals teams are also organizing structured trade finance, logistics and upstream investment business.





煤炭和矿石

铁矿石、动力煤、冶金煤

摩科瑞煤炭和矿石的贸易团队使集团的优势得以充分发挥，在全供应链通过为运输、风险管控、库存管理、结构性融资、销售及采购等途径为客户提供附加价值。相关的矿产资源投资和基建投资巩固了摩科瑞在全球范围内的市场地位。

COAL AND ORES

Iron Ore, Thermal Coal,
Metallurgical Coal

Mercuria's Coal and Ores trading team provides opportunities for our Group to apply its full range of capabilities in realizing value throughout the supply chain, allowing us to provide comprehensive services to our partners from logistics to risk management, inventory management and structured finance. Strategic investments in mineral resources and infrastructure underpin our growing presence in the world market.





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资产投资

摩科瑞在中国参与投资了 500 万立方米的原油仓储能力

摩科瑞全球的物流仓储网络不仅使商品质量得以保障，也使得货物得以按时交割。

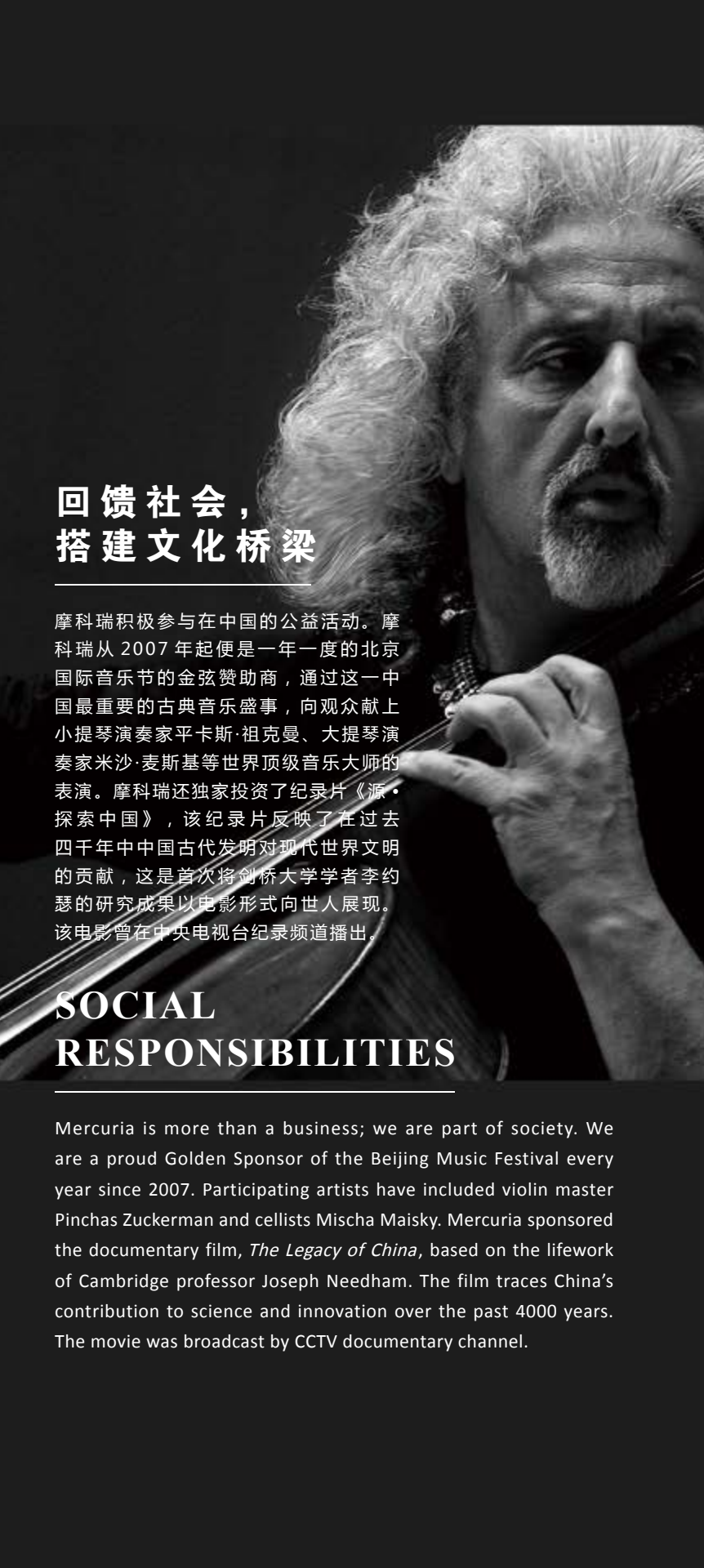
- 山东青岛黄岛 25 万吨级原油码头和 104 万立方米原油储罐
- 山东青岛董家口 246 万立方米原油储罐
- 山东青岛董家口 20 万吨级矿石码头及堆场
- 山东烟台 150 万立方米原油储罐

INFRASTRUCTURE INVESTMENT

Access to 5 million tons of storage capacity through local partnerships and investments

Timely delivery and product quality is assured by our global logistic capabilities and network of storage and blending facilities.

- Oil jetty of 250,000 dwt and crude oil shore tanks of 1.04million cbm at Huangdao, Qingdao, Shandong province
- Oil shore tanks of 2.46million cbm at Dongjiakou port area, Qingdao, Shandong province
- Ore jetty of 200,000 dwt and stock yard at Dongjiakou port area, Qingdao, Shandong province
- Oil shore tanks of 1.5million cbm at Yantai, Shandong Province



回馈社会， 搭建文化桥梁

摩科瑞积极参与在中国的公益活动。摩科瑞从2007年起便是一年一度的北京国际音乐节的金弦赞助商，通过这一中国最重要的古典音乐盛事，向观众献上小提琴演奏家平卡斯·祖克曼、大提琴演奏家米沙·麦斯基等世界顶级音乐大师的表演。摩科瑞还独家投资了纪录片《源·探索中国》，该纪录片反映了在过去四千年中中国古代发明对现代世界文明的贡献，这是首次将剑桥大学学者李约瑟的研究成果以电影形式向世人展现。该电影曾在中央电视台纪录频道播出。

SOCIAL RESPONSIBILITIES

Mercuria is more than a business; we are part of society. We are a proud Golden Sponsor of the Beijing Music Festival every year since 2007. Participating artists have included violin master Pinchas Zuckerman and cellists Mischa Maisky. Mercuria sponsored the documentary film, *The Legacy of China*, based on the lifework of Cambridge professor Joseph Needham. The film traces China's contribution to science and innovation over the past 4000 years. The movie was broadcast by CCTV documentary channel.



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