



PETROLEUM

THE GATE TO COMMODITIES

2021

A global company that has never  
been afraid to face the challenges  
of the future





## WHERE WE COME FROM HAS MADE US WHO WE ARE

We sit at the heart of global commodities flows, moving products from sources to customers as quickly, responsibly and cost-effectively as possible.

Our vision is to be the leader and the company of choice in the field of international trade marketing and Export and Import management.

# 2021



## RAK AT GLANCE

We are a global merchant, trading, procurement and supply company with world class credit and financing capabilities, We trade a broadSpectrum of commodities across Energy and agricultural markets. We have a strong partnership with the world's leading suppliers.

We are based in Arabic Republic of EGYPT and United Arab Emirates. We are a pioneering company of international flows of commodities

2021



**60 COUNTRY**  
World Wide



**50,000 TONS**  
OIL AND GAS



**14 LOCATION**  
GLOBALLY



**100 OFF / ON SHORE**  
CERTIFIED EQUIPMENTS

2021



H.H Sheikh Ali Bin Taleb Bin Saqr Al Qassimi  
CHAIRMAN  
U.A.E

## THE BOARD

Continuing the journey of successful and fulfillment, through hard work, perseverance and vision, H.H Sheikh Ali Bin Taleb Bin Saqr Al Qassimi achieved another milestone being the co-founders of Rak Petroleum Materials in Ras Al Khaima, H.H Sheikh Ali is a visionary man with a clear crystal image was able to implement his dreams of establishing a reputable yet leading companies The Chairman of Rak Petroleum Materials is today one of the most reputable people in the industry when it comes to outstanding delivery, accuracy of execution

2021



DR. AHMED GAMAL  
CHAIRMAN

## THE BOARD

Ahmed takes a vision and makes it reality. He intuitively sees the threads of opportunity that wind through an organization, brings them together into a coherent whole, helps others extend their thinking, and drives material business advantage. He is an inspirational leader who tells stories that inspire action while at the same time is grounded with financial information that levers the business. respected as a credible voice in decision making, finding strategic financing partners and establishing governance boundaries, AHMED earns a seat at the table wherever he serves.

2021



**MR. ISLAM SHABAN**  
CEO RAK

## THE BOARD

CEO of Rak, responsible for running all facets of the business. ISLAM has a proven executive management track record and over 15 years of experience driving sales growth in the different industries. Prior to joining Rak, ISLAM was chief development officer and executive vice president of Development for REC responsible for all global development and marketing activities. At Rec he led the transformation into an enterprise focused organization while growing performance year over year. he earned a MSc degree in supply chain optimization.

2021



CHAIRMAN

EXECUTIVE

BACK

MID

FRONT

SETTLEMENTS

- Cash Management
- Invoices Management
- Cost Control
- Collateral Management
- G/L Postings
- Hedge Accounting
- Fair Value Disclosure

RISK CONTROL

- Governance Policy
- Risk Analysis
- Credit Analysis
- PL Attribution
- Credit Scoring
- Contract Management
- Deal Validation
- Product Control

TRADING

- Pre deal analysis
- Planning and procurement
- Deal Capture
- Position Management

LOGISTICS

- Capacity management
- Scheduling
- Chartering

CONFIRMATIONS

- Deal Validation
- Counterparty Confirmation

2021



# AREA OF EXPERTISE

Our experience in energy trading and investment geared towards structuring deals in merging markets and optimizing new ventures by applying financial, technical, and legal expertise. With our partners networks we are ideally positioned to provide unique trading and market access solutions

# 2021



## AREA OF EXPERTISE


We operate a factory which is the first of its kind in the Middle East and Africa, as it consists of a fully automated lubricants blending and filling machinery Using the German technology LUBRICANT standards products are formulated to meet the latest requirements of API, ACEA, CCMC and US-MIL

2021



ΡΡΕΠΤΗΡΟΛΛΕΒΛΛΜ  
ΤΗ ΕΣΑΓΓΕΛΟ ΕΜΜΟΡΓΗΤΕΣ

## AREA OF EXPERTISE



our shipping team has a full-fledge access to the chartering business across all ocean going tanker sizes on an international basis from a VLCC tankers to a small charters at the right pricing value as we understand providing the commodity matter as well as of understanding the complete value chain

2021



Signing With PGNIG  
Place: ABU DHABI  
Event: ADIPEC

2021



Signing With PGNIG  
Place: ABU DHABI  
Event: ADIPEC

2021



PARTNERS OF  
SUCCESS



المشروع السعودي  
Saudi Aramco



Alexandria  
Mineral  
Oils Co.



2021



PETROLEUM

THE GATE TO COMMODITIES

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