



## soest. introduction & trading opportunities



Advising on sustainable business- and trading concepts and implementation



## brief **soest.** introduction

**soest.** business consulting GmbH is a German-based company principally involved in the merger and acquisition (M&A) business. In addition, we advise and support companies in the global exchange of goods and services. We are an independent company that was founded by a German manager who has been living and working in China and Russia.

Through our large partner and information network we support companies that are looking for cooperation but also offer it.

Each transaction is accompanied by local industry experts from both sides who moderate possible cultural and linguistic differences during the whole process, starting with the first contact until closing.



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## brief **soest.** introduction



Since 2015 with own company **soest.** independently with the focus on:

1. mergers & acquisitions management China and Europe  
Automotive; Infrastructure; Energy; Health care; Special projects
2. advisory and consulting services  
Senior Advisor at Roland Berger
3. sustainable management of major transactions and  
creation of stable and trustworthy cooperations

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## Brief oil trading approach

Special requirements of our business friends and clients have led soest. to get involved in supporting the sustainable oil trading business.

### Baseline situation

Due to international business relationships - my former stay in CN, as a member of the board of a Russian company and my current position as Senior Advisor at Roland Berger - we have been asked to help in the search for strong and, above all, successful and credible suppliers from the oil and gas industry.

### Approach

soest. business consulting GmbH works in a very close cooperation with industry professionals as a platform for the selection, DD of business partners and the establishment of a sustainable business relationship.

Our approach is effective and profitable.

### Why are we doing this?

- Search for sellers and buyers and their qualification
- Covering all communication, process and negotiation needs
- Reduction of complexity
- Support during contract negotiations including pricing
- Coordination of third parties (tank farms, logistic companies, SGS, etc.)
- Paymaster function

### Premises

- Sustainable partnerships are always sought.
- Transparency is the key to success.
- Process and audit security is the foundation.
- Sustainable partnership with the right banks.



## Oil trading opportunities

The credibility and sustainability of our business partners is the basis of our cooperation. This is one of our premises.



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# Overview of current opportunities

Existing cooperations with producers, refineries and excellent traders allow us to have oil and gas resources at our disposal.

## Products available

- Light / Heavy Crude oil
- EN590
- EN228
- D2
- D6
- LPG
- LNG
- 

## Cooperation partners & Client groups

We have stable cooperations with sellers and buyers in some countries, which could be beneficial for both sides.

These are companies that have government and/or private backgrounds.

- Oil producers from various countries
- Refineries
- Large trading groups
- Fronting and window companies
- Refineries
- Buyers from Asia and Europe

