



A modern **Energy**  
merchant company







“Create, through key partnerships  
and dedicated resources, a leading  
energy trading and brokerage firm”

NEKTON MISSION STATEMENT





## THE NEKTON WAY



Nekton is a privately owned merchant company focused on the entire energy continuum. We continuously monitor the changing flows and dynamics of the macro energy space and seek to gain exposure to it on a timely and risk adjusted basis.

Nekton's business arises from the relationships and vast deal-making experience of its team. We broker off-market opportunities, investing our capital in a merchant capacity alongside our partners, whilst seeking trading opportunities around those deals.

Nekton's core tenet across all of its activities is the value of longstanding relationships and partnerships.



"The ability to bridge geopolitical differences is one of the most precious commodities in today's complex world. The combination of the strength of our global relationships and the diverse skill set of our team sets us apart from our peers, and is key to our ultimate objective of resolving deadlocks that should not be there in the first place."

*Gerard Lopez Fojaca – Founder & Chairman*

## NEKTON BROKERAGE



The activity of Nekton Brokerage is focused on four core regions: Latin America, Africa, CIS and the Middle East. We have the ability to also activate relationships in other areas around the globe as required, for example South East Asia and China.

We look for opportunities where Nekton can position itself as a value-enhancing intermediary and where our unique trust-based relationships with governments and business leaders allow us to provide a cross-border solution to complex situations.

Transaction types Nekton has been involved in include:

- ◆ Structured deal brokerage
- ◆ Accounts receivable recovery
- ◆ Strategic buy-side
- ◆ Joint ventures
- ◆ Asset sales
- ◆ Capital raising

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“Managing our resources efficiently requires discipline and perspective. In a business based on long term relationships and future upside, the desire to look solely through the windshield is sometimes very tempting. It is the practice of looking at the dashboard as well that produces the best long-term results”.



## NEKTON TRADING



Nekton Trading's activity is focused on the supply and trade of a wide range of physical commodities. The team's experience is geared towards structuring deals between established suppliers and new outlets through existing and new ventures. By applying our market knowledge, financial, technical and legal skills, we are able to optimise value for our counterparties.

Our products range from crude oil, refined products, gas and condensates, to petroleum products and specialties. Whilst our primary focus is on physical trading, we also trade in derivatives, in particular for the hedging of cargoes.

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"Nothing is constant. Change happens. It is part of the evolutionary process. Change stimulates trade but creates risk. Risk is the recognition that change is inevitable. Success is achieved by planning for and adapting to change, by accepting and minimising risks. We should plan for what will be, and not for what was".



## NEKTON INVESTMENTS

Our objective is to invest our capital into projects that provide capital preservation, stable cash flow and growth. Strategically, we look at infrastructure, midstream and producing assets that benefit our current and future trading flows.

Nekton has entered into a joint venture with international investment group Rise Capital, with a focus on complex infrastructure projects in the Russian Federation





## ASSET TRACING AND RECOVERY

Nekton leads corporations and governments efforts to trace and recover international cross-border assets.

International asset recovery includes numerous processes such as the tracing, freezing, confiscation, and repatriation of proceeds stored in foreign jurisdiction.





## NEKTON VISION



## NEKTON VALUES



### Value relationships

We believe in relationships and partnerships built on trust and mutual success. Without them there is no business.



### Think outside the box

We strive to always take perspective and look at the same issue from different angles.



### Operate as a true meritocracy

We do not judge people on paper. We believe that empowering individuals with high goals brings out the best in them.



### Generate synergies

We utilise the wide network of our affiliated and sister companies to provide a unique multiplier to our approach and ability to add value.



### Take care of the environment

We engage in projects which apply the highest standards to environmental issues. Affiliated companies of ours are engaged in numerous clean technologies.



## OFFICES AND REPRESENTATION



LONDON

GENEVA

CARACAS

BUENOS AIRES









Offices: Dubai Hong Kong London  
Representation: Buenos Aires Caracas Geneva Moscow  
Contact: [info@nektion-group.com](mailto:info@nektion-group.com)  
Website: [www.nektion-group.com](http://www.nektion-group.com)