

# CITUS GROUP OF COMPANIES



Citus Trading Private Limited was incorporated in 1983 as a small one-man operation. Over the last three decades, the Citus portfolio has grown significantly.

Citus has grown and evolved from the early days of supplying building materials into a trusted and well established international trader of a diverse portfolio of commodities such as crude oil, petroleum distillates, renewables, petrochemical and LNG.

The annual turnover now is comparable to many medium sized companies listed on the Singapore stock exchange.

Such growth would not have been possible without the trust and support of our external business partners and the confidence of our bankers.



#### **Our Mission**

To structure each trade into a win-win situation for our clients and our stakeholders



## **Our Winning Team**

# MR JOHN CHENG - FOUNDER & EXECUTIVE CHAIRMAN

Citus started as a one-man operation, Over the years, John single-handedly built and grew the Citus brand from a supplier of building materials into a well respected name in the trading circles.

John worked with Phatra Thanakit Finance & Investment Co. Ltd in Bangkok and Bangkok Bank in Singapore where he gained in-depth knowledge and experience in trade financing.

Prior to establishing Citus, John joined Berli Jucker Singapore where he was responsible for handling renovation and construction materials from Siam Cement Group.

John earned his Bachelor of Science Degree in Management Science from the Illinois Institute of Technology, and his MBA from the Keller Graduate School of Management.

#### DR CECILIA HO – FOUNDER & EXECUTIVE DIRECTOR

Cecilia joined the Citus Group as an Executive Director and Chief Financial Officer in 1994. Prior to Citus, Cecilia spent 7 years as a Food Researcher at Nestle's regional research centre in Singapore.

While at Nestle, Cecilia worked extensively with Nestle's fermented liquid and powder seasoning products, with the goal of improving processing methods to reduce costs while keeping the original food products' taste, aesthetic profile, and shelf life. Cecilia was also part of the pioneering product development team for Maggi Seasoning, one of Nestle's most well-known products in Asia.

Cecilia earned her Bachelor of Science in Engineering from Illinois Institute of Technology, and subsequently her Masters in Chemical Engineering and PhD in Chemical Engineering from the National University of Singapore.

# **Our Winning Team**

#### MR NADAR AJLANI – MANAGING DIRECTOR

Nadar spent 5 years in New York City at both Citigroup and JPMorgan's private wealth divisions, advising a sophisticated clientele on complex financial structures.

Nadar also spent a year in Singapore at Standard Chartered Bank's global private wealth division with a portfolio of high net worth clients spanning the globe. Subsequently he worked as an investment banker for Barclays Capital in New York City.

Nadar brings to Citus a wealth of banking and finance experience in evaluating and structuring new business opportunities.

Nadar earned a Bachelor's Degree in Finance from Tulane University on a full US Government scholarship, and his MBA from Cornell University.

### MS JOANNA CHENG-AJLANI - EXECUTIVE DIRECTOR

Joanna spent 3 years in New York City working in sales & marketing and event management for luxury hotel brands and financial institutions. Joanna headed the restaurant sales and marketing team at the Waldorf-Astoria Hotel in New York City then moved on to run the in-house corporate dining and events program for the New York global headquarters of investment bank Morgan Stanley.

After her MBA, Joanna joined the Corporate Sales at Denihan Hospitality Group evaluating the effectiveness of sales strategy for the brands' hotels in New York and Washington D.C.

Joanna earned a Bachelor's Degree in Hotel and Restaurant Management, and an MBA, both from Cornell University.

#### MR LIAW WEI SHING - DIRECTOR

Wei Shing has more than 25 years experience in finance, corporate tax, business restructuring and fund management. Prior to joining Citus, he held senior positions in various industries, ranging from multi-national accounting and IT consultancy companies, to private equity company as well as a billion-dollar global building consultancy company under Temasek Holdings.

Wei Shing spent over 10 years actively engaging and providing business solutions to senior management of Chinese companies and high net worth investors in China. He was also the Chairman of Singapore's IRAS Taxpayer Feedback Panel from 2010-2014.

Wei Shing earned a Bachelor of Accountancy Degree from Nanyang Technological University and is a Chartered Accountant.

## Our Strengths

- Intimate knowledge of commercial banking and trade finance
- Deep experience in petroleum and petrochemical products
- Building trust and cooperation with numerous established counterparties
- Structuring trades that positively benefit our company's and various counterparties' growth
- Existing relationships as a registered trading partner with most oil majors and trading houses in the region

#### **Our Products**

- Crude Oil heavy and light
- Condensates
- Fuel Oil
- Gas Oil
- Liquefied Natural Gas
- Liquefied Petroleum Gas





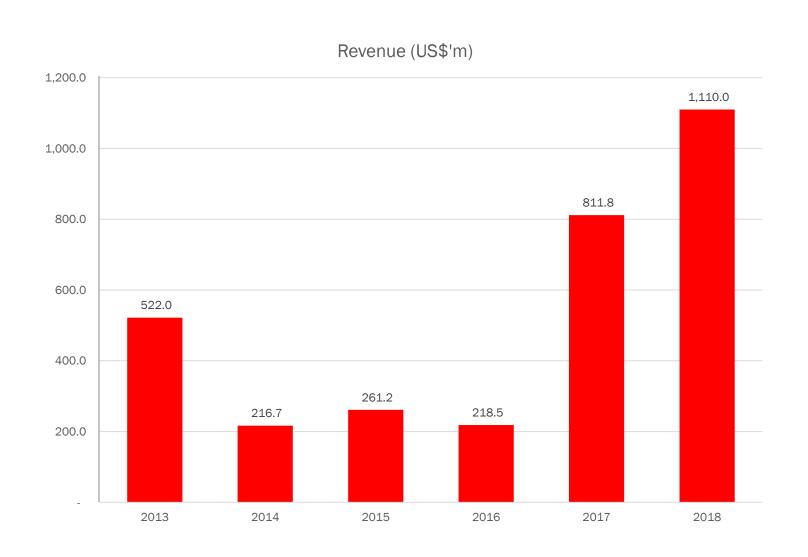




# **Our Footprint**

- China
- Hong Kong
- Indonesia
- Japan
- Korea
- Malaysia
- Netherlands
- Nigeria
- Oman
- Pakistan
- Taiwan
- Thailand
- UAE
- Vietnam

# Our Financial Performance in the last 6 years



#### **Our Achievements**

2001 - Awarded Singapore 1000 Company Status every year

2014 - Singapore "Fastest Growing 50" Award

2015 - Singapore "Fastest Growing 50" Award



2017 - Featured in The CEO Magazine

2019 – Awarded 13<sup>th</sup> place in "Enterprise 50 Award"

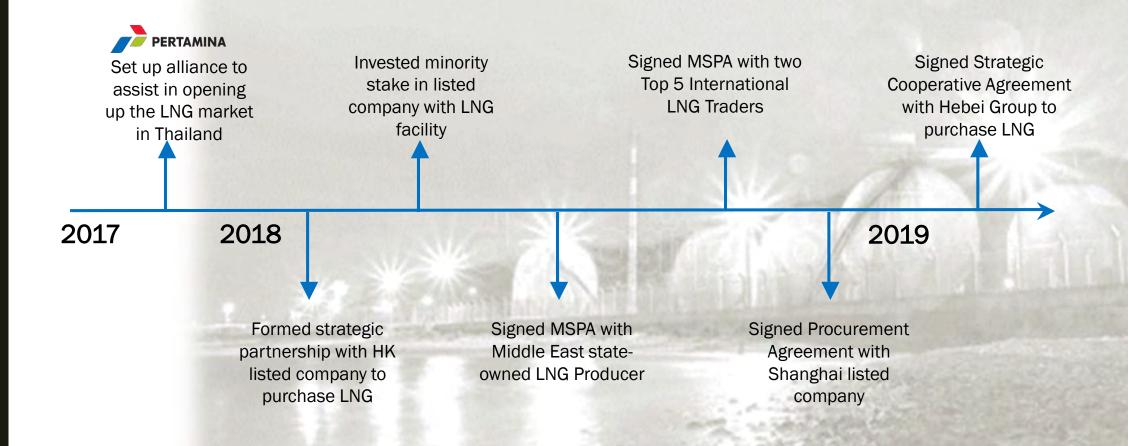








# **Our LNG Roadmap**



# Our Competitive Advantage - Financing

- Strong financial support from world-class banks in Singapore
- Ability to issue standby LCs to LNG suppliers
- Ability to provide extended credit terms for documentary LCs issued by buyers
- Established trade facilities of US\$340 million











#### **Our Contact**

If you would like to find out more about our company or to discuss how we can help you to get the most out of your trading needs, please feel free to contact us.

8 Shenton Way, AXA Tower

Unit #21-04, Singapore 068811

Tel: +65 6222 0050 Fax: +65 6222 0069

citus@citus.com.sg