

# COMPANY PROFILE



**September 24**

[www.mpmorganenergy.com](http://www.mpmorganenergy.com)

MP Morgan Energy Limited is the premier intermediary & energy advisory unit within the esteemed MP Morgan Capital Group of Companies ([www.mpmorgan.com](http://www.mpmorgan.com)), positioned at the forefront of the global energy sector. With a steadfast commitment to excellence, we specialize in delivering unparalleled solutions to our esteemed clientele. MP Morgan Energy has reach in Southeast Asia, Middle East & Africa (MENA), Europe, North & South America. MP Morgan Energy's client include non-sanctioned refineries, prominent large petroleum products resellers, large buyer corporations, Private Equity Funds, and Hedge Funds.

As trusted intermediaries and advisors, our paramount expertise is grounded in a profound understanding of the industry and an extensive network of influential contacts. We serve as dedicated guides for our clients, navigating them through the complexities of energy trading with unparalleled precision.

Backed by a team of seasoned professionals boasting a wealth of experience in oil, gas and energy sector, we collaborate closely with our clients to ascertain their unique needs and objectives. Our advisory services are tailored to suit individual requirements, ensuring that each client receives personalized attention and expert guidance.

At MP Morgan Energy Limited, we offer access to a diverse array of energy products and services, leveraging our comprehensive expertise to identify optimal opportunities in the market. Whether it's navigating fluctuations in commodity prices or exploring emerging trends in energy sector, we are committed to delivering exceptional results that exceed the expectations of our clients. With a steadfast commitment to excellence and a track record of success, MP Morgan Energy Limited stands as a beacon of reliability and innovation in the energy sector, driving forward progress and prosperity for our clients around the globe.

## VISION

To be the preferred intermediary and energy advisory company in the international oil and gas trading market in the Southeast Asia, Middle East and Europe by 2030. We aim to contribute within our field of expertise and position ourselves as regional leaders in the trading of commodities and oil and gas products.

## MISSION

To lead the quest to change the world as the trusted sustainability partner by creating valued, single-sourced, efficient energy solutions delivered with passion, expertise, teamwork, and a relentless focus on the satisfaction of our business partners.

## GOLDEN RULES

We prioritise confidentiality in all our partnerships, adhering to the same standards we expect from our clients and suppliers. We strictly abide by data confidentiality laws and maintain strong relationships with relevant government agencies globally to ensure secure and protected transactions. We take a cautious and diligent approach in onboarding new clients. Our due diligence and reporting process is thorough to minimise risk.

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## WHAT WE DO

We facilitate the trade of oil & gas products and other commodities from where they are plentiful to where they are most needed—reliably, efficiently, and responsibly. We connect producers and end-users of oil and gas products by leveraging our market knowledge, logistics, and infrastructure.

## BUSINESS PHILOSOPHY

- Client focus
- Global best practices
- Risk based approach
- Formation of alliances
- Value creation

## COMPANY'S STRENGTHS



## MANAGEMENT TEAM

MP Morgan Energy's senior management team brings together over 130 years of diverse experience across the financial, legal, management, and trading sectors. Their expertise spans leading global and regional investment and private banks, private and public companies, and international law firms, ensuring they consistently uphold the highest standards in meeting client expectations.

The core team consists of dynamic and passionate individuals dedicated to establishing MP Morgan Energy as a leading oil and gas trading, intermediary and energy advisory company by 2030.

Our ongoing success is attributed to every employee, from back-end operations to front office roles. Their relentless pursuit of excellence and commitment to high standards have been pivotal in translating the company's goals into significant achievements over the years. Each member of the MP Morgan Energy team is deeply committed to the company's vision and core values.

Since our inception, we have experienced significant team growth, and our ambition remains to differentiate our services further while expanding our geographic reach. Each employee is a

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specialist in their field, and their work ethic is a key reason clients consistently recommend MP Morgan Energy to others.

Our team members bring experience from top international law firms and financial institutions, including HSBC, Barclays, Morgan Stanley, Nomura, American Express, ENBD, and Merrill Lynch, among others. Collectively, they have raised and managed over USD 6 billion in debt, USD 5 billion in equity, and USD 2 billion in assets in their previous roles.

The key strength of our team lies in their combined depth of knowledge and business acumen, gained from extensive experience in multinational companies, law firms, and global banks.

**Dr. Manoj Prasad**  
**Chairman**



**Chairman's Message**

As the global economy emerged from COVID-19 and gained momentum, initial expectations were for 2022 to be a less volatile year. However, the crisis in Europe and its political ramifications resulted in severe disruptions in energy markets, ensuring that energy availability and affordability remained at the forefront of the socio-political agenda globally.

At MP Morgan Energy, we remain acutely aware of our role in meeting the needs of our customers. Our agility, adaptability, and reliability have proven more critical than ever in overcoming these challenges. We have responded swiftly to supply signals and facilitated the efficient delivery of energy products to our customers.

My gratitude goes to every team member, business partners, and clients for their resilience, unwavering commitment, and dedication to MP Morgan Energy. Together, we will continue to support our customers, trade responsibly, and move sustainable and cleaner energy to where it is needed most.

**Profile**

Dr. Manoj Prasad is a globally renowned investment banker with 27+ years of extensive expertise. With a bachelor's degree from a prestigious university, an MBA in Investment Banking, and a Doctorate in Strategic Management from IBSW, USA, he has an impressive

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academic background. Manoj has held leadership positions at HSBC, Morgan Stanley, and Barclays Capital, steering major deals and transactions. His strategic thinking, analytical skills, and industry knowledge have facilitated successful mergers, acquisitions, IPOs, and capital-raising activities for multinational corporations, financial institutions, and high-net-worth individuals.

Manoj's understanding of global financial markets and regulatory frameworks, coupled with his exceptional communication and negotiation skills, has made him a sought-after advisor. He is known for cultivating strong relationships with institutional investors, government entities, and industry leaders. Frequently invited to speak at industry conferences, he shares insights on emerging trends and best practices. Manoj's unwavering commitment to integrity, professionalism, and ethical conduct has earned him widespread recognition. He is deeply involved in philanthropic initiatives, supporting education, healthcare, and sustainable development. His leadership, financial expertise, and dedication to innovation continue to make a significant impact in the world of investment banking.

Beyond his professional endeavours, Manoj is deeply committed to giving back to society. He actively participates in philanthropic initiatives, supporting causes related to education, healthcare, and sustainable development in the United Kingdom, India and Middle East.

**Mr. Priyanshu Kumar (PK)**  
**Chief Executive Officer (CEO)**



Mr. Priyanshu Kumar (PK) is an internationally recognized corporate lawyer with 20+ years of working experience known for his exceptional legal expertise and strategic guidance. With a profound understanding of corporate law and extensive experience in complex business transactions, he has earned the trust and admiration of clients and peers worldwide.

Mr. Kumar holds a bachelor's degree in law from a prestigious Indian university and a master's degree in Corporate & Financial Services Law from the National University of Singapore (NUS,

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Singapore). His impressive educational background provided him with a comprehensive understanding of legal frameworks and business regulations.

Throughout his illustrious career, Mr. Kumar has held prominent positions in leading international law firms and multinational corporations, contributing significantly to high-value cross-border corporate transactions. He has a proven track record in advising on corporate governance, mergers and acquisitions, joint ventures, private equity, securities regulations, and commercial contracts.

Renowned for his strategic advisory skills, Mr. Kumar has worked with a diverse range of clients, including public and private companies, private equity firms, investment banks, and UHNIs, including members of the Royal families of Brunei and the UAE. His strong advocacy and strategic approach have led to favourable outcomes in both domestic and international arenas. Beyond his professional achievements, Mr. Kumar is involved in pro bono work and community initiatives, promoting access to justice and legal awareness. His exceptional legal acumen, strategic thinking, and unwavering commitment to client success have established him as a sought-after professional in the global Indian community. A resident of the UK for the last eight years, he serves on advisory boards in multiple countries and is highly connected within the Global Indian Business community.

### **Mr. Anil Kumar Jha** **Chief Marketing Officer (CMO)**

Mr. Anil, a graduate of Mithila University, Darbhanga, brings over 25+ years of extensive experience in International Transportation (air and sea), International Commodities Trading, and International Trade Finance. Throughout his career, he has significantly contributed to leading Marketing & Sales Teams across renowned Indian corporations. His expertise has been instrumental in managing major projects, including Ship Chartering and Airlift Chartering.

Mr. Anil began his professional journey in the Medical Imaging Engineering industry, focusing on Sales & Marketing. He later transitioned to the international shipping and logistics sector, joining the 90s and early 2000s giant, Air Link India Ltd (now SDV France - Bolloré Group). He subsequently held senior management positions in several major companies, including TKM Global Logistics Ltd (a Tata Steel subsidiary), Atlas Logistics (an SBS Japan Group company), and Cargo Planners Ltd.

Mr. Anil's leadership and strategic insights have been pivotal in driving success within these organizations, leveraging his vast knowledge to optimize operations and expand market reach. His diverse background and substantial experience in international logistics and trade finance have established him as a respected figure in the industry.

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**Mr. Owais Ahmad**  
**Chief Business Development Officer (CBDO)**

Owais is a seasoned private banker with more than 14+ years of working experience specializing in personalized financial services for high-net-worth individuals (HNWIs) and ultra-high-net-worth individuals (UHNWIs). With extensive experience at global banks like Barclays, Emirates NBD, and American Express, he excels in wealth management, investment strategies, and financial planning. Owais is adept at developing tailored solutions encompassing investment advisory, risk management, estate planning, and philanthropy. His deep market knowledge spans various asset classes, including equities, fixed income, alternative investments, and structured products.

Recognized for his exceptional client relationship skills, Owais is known for delivering strategic advice that aligns with clients' risk tolerance and financial goals. His dedication to client success has earned him high satisfaction scores and commendations for integrity and discretion. Owais actively engages with industry trends and regulatory changes, enhancing his expertise through conferences and workshops.

At MP Morgan, Owais heads the business development vertical, leveraging his connections with corporate houses, international banks, VCs, PE Funds, and Hedge Funds worldwide. His professionalism, attention to detail, and commitment to excellence make him a sought-after advisor in the private banking sector, consistently helping clients preserve and grow their wealth.

**Mrs. A Y Lakshami**  
**Director of Client Relations**

Mrs. Lakshami serves as the Director of Client Relations at MP Morgan Energy, bringing a wealth of experience garnered over 18 years in the industry. She has consistently demonstrated exceptional expertise in navigating the complex landscape of client management within both major corporations and prestigious law firms.

With a career characterized by strategic acumen and a deep understanding of client needs, Mrs. Lakshami has cultivated strong, lasting relationships that drive business growth and foster client loyalty. Her tenure in high-stakes environments has honed her ability to manage diverse portfolios, negotiate effectively, and deliver tailored solutions that align with client objectives.

Mrs. Lakshami's leadership style is both collaborative and proactive, encouraging a team-oriented approach that empowers her colleagues to excel. She is known for her impeccable communication skills, strategic thinking, and a keen eye for identifying and capitalizing on market opportunities.

At MP Morgan Energy, Mrs. Lakshami leverages her extensive background to spearhead client engagement initiatives, ensuring that the company remains at the forefront of client satisfaction and industry standards.

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**Ms. Kathy Lawanit**  
**VP – Southeast Asia & China Market**

Ms. Kathy Lawanit is highly experienced commodity trader with over 30 years of expertise in the dynamic markets of Southeast Asia & China, specializing in both private and publicly listed companies. With a solid academic foundation in finance and economics from the University of San Francisco, USA, Ms. Kathy combines advanced analytical skills with deep market knowledge to navigate complex trading environments. Her career spans a diverse range of commodities, including coal, metals, energy, and agricultural products, where she has consistently demonstrated the ability to anticipate market trends, manage risks, and execute profitable trading strategies.

Known for her strong decision-making abilities and strategic approach, she has successfully led high-performing trading teams, built robust client relationships, and driven significant growth in trading volumes and profitability. Her comprehensive understanding of global markets, regulatory frameworks, and financial instruments has enabled her to develop innovative solutions tailored to clients' needs. A respected leader and mentor, she has a proven track record of fostering talent and enhancing team capabilities to achieve organizational goals.

In addition to technical expertise, she possesses exceptional negotiation, communication, and risk management skills, making her a trusted trader in the commodities sector. Committed to ethical trading practices and continuous learning, she remains at the forefront of industry developments, ensuring sustained success in a highly competitive energy market.

**OUR SERVICES**

**Procurement**

We specialize in sourcing the highest quality energy products from around the world. Our team of experts carefully selects each product to ensure that we only offer the best to our clients.

**Transportation**

We relate to renowned shipping companies that possess a fleet of state-of-the-art tankers capable of safely and efficiently transporting oil and gas products. Our partners are trained to handle hazardous materials, ensuring that your products arrive at their destination in perfect condition.

**Storage**

Our Partners operate a network of secure storage facilities throughout the world. Their facilities are equipped with the latest technology to ensure that your products are stored safely and securely.

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## SUMMARY OF PRODUCTS

We facilitate the trade of oil products, gas, and other commodities to meet our clients' needs, such as:



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## **PRINCIPLES**

- Transparency in every transaction
- Long-term success is the goal
- Truth, always even it hurts
- Quality counts most

## **SOCIAL CORPORATE RESPONSIBILITY (CSR) POLICY**

Our Corporate Social Responsibility (CSR) company policy refers to our responsibility towards the environment. Our company's existence is not lonely. It's part of a bigger system of people, other organisation and nature. The social responsibility of a business is to give back to the world just as it gives to us.

Our company recognizes the need to protect the natural environment. Keeping our environment clean and unpolluted is a benefit to all. We'll always follow best practices when disposing garbage and using chemical substances. We always ensure that we:

- Don't risk the health and safety of our employees and community.
- Avoid harming the lives of local indigenous people.
- Support diversity and inclusion.

Our company may preserve a budget to make monetary donations. These donations will aim to:

- Advance the arts, education and community events.
- Alleviate those in need.

Please contact us at the email address below for any inquiries.

***Thank you!***

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