



# COMPANY PROFILE



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# WHO WE ARE

## ABOUT US

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Founded in 2018 in Malta, today Alkagesta has grown into an avant-garde commodity trading house operating globally. Alkagesta specializes in trading full range of Petroleum Products and Fertilizers. Additionally, we handle Petrochemicals and Agricultural Commodities, often on a spot basis by leveraging market opportunities. Our expertise in physical and paper markets, accompanied by well-managed logistics enables Alkagesta to meet the world's growing demand for commodities safely and responsively and serve our counterparties around the globe.

Alkagesta is a high-performing commodity trading house with a CAGR of over 50.00% per annum on equity basis since establishment. We have built competitive muscle over the years of experience having a united strong team, a cost-efficient corporate and business structure, and well-established corporate governance and business ethics across the company. We grow fit.



# ALKAGESTA AT A GLANCE



## Subsidiary Offices

- Sliema, Malta
- Geneva, Switzerland
- London, United Kingdom
- Istanbul, Turkiye
- Bucharest, Romania
- Dubai, UAE

## Representatives Offices

- Zug, Switzerland
- Ashgabat, Turkmenistan
- Turkmenbashi, Turkmenistan
- Baku, Azerbaijan
- Tbilisi, Georgia
- Kyiv, Ukraine
- Sao Paulo, Brazil
- Mumbai, India
- Tirana, Albania

 serves as the headquarters

## TOTAL HEADCOUNT

>120

## NUMBER OF COUNTRIES WE TRADE IN

42

## GLOBAL BANKING PARTNERS

28

# OUR HISTORY



# COMMODITIES COVERAGE



## Petroleum Products

**Light Ends (LPG, Naphtha, Gasoline), Middle Distillates (Jet/Kerosene, Marine Gasoil, Diesel), Heavy Ends (Fuel Oil, VGO, Bitumen), Feedstocks**

Alkagesta has long-standing expertise in trading petroleum products and feedstocks. Our well-diversified refinery sources from Central Asian, European, and North African countries enable us to supply tailored grades to end user markets, refineries, and chemical plants.

## Fertilizers

**Urea, Sulphur, DAP, CAN, Ammonium Sulfate, UAN**

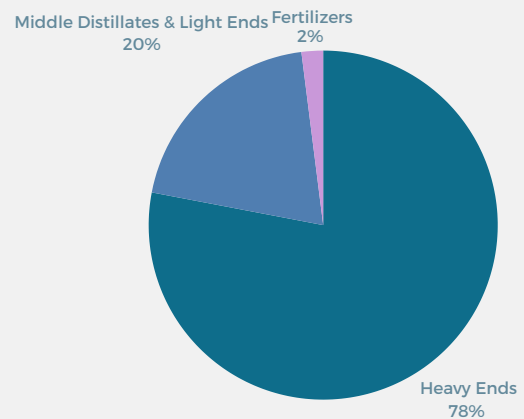
We source fertilizers from Central Asia, North Africa and Middle East and have established the access to the end-user markets in Eastern and Southern Europe, UK, Turkiye, India, Brazil and North America.

## Petrochemical and Agricultural Products

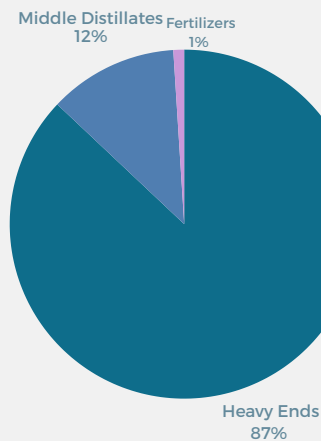
**Cumene and its derivatives, Styrene, Benzene, Xylenes, Phthalic Anhydride, Polypropylene (PP), Polyethylene (PE), Polyvinyl Chloride (PVC) Acrylonitrile (ACN), Butyl Acrylate, Methanol, and Cotton**

Currently, our petrochemical and agricultural products trading activities are conducted exclusively on a spot and opportunistic basis. Recently, we have initiated the development of a dedicated petrochemicals trading desk and are actively working on its expansion.

Sales by Product type 2023



Sales by Product type 2024



# WHY WORK WITH US



*Your trusted partner in evolving  
commodity business*

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A trustful and transparent relationship with our counterparties is at the core of the Alkagesta business. We create value for our partners through the commodity supply chain. We share our expertise with you in commodities, logistics, risk management, and trade finance. We lead the business and our relationships with well-established corporate governance and ethical framework.

# OUR STRENGTH

## Financial Strength

Our Trade Finance team closely collaborates with reputable trade finance banks and other financial institutions. We proactively leverage a wide array of financial tools, encompassing both traditional and innovative instruments, to address complex financial requirements. As a fully insured organization, we employ cargo, credit, and contract frustration insurance instruments as integral components in structuring of trade transactions and agreements.

## Logistical Expertise

We are well-connected with the regions by having an in-house operational team working in the field and an extensive list of partners with whom we collaborate to solve complex operational questions.

Furthermore, we maintain a fleet of tanker vessels under long-term time charters, effectively meeting the requirements of our strategic partners for daily deliveries while addressing intricate operational and technical challenges.

Our storage capacities, which include facilities in Malta, Turkiye, Romania, and extending down the chain from Georgia to Central Asia enable us to proactively manage market risks. These capacities allow us to seize favorable buying opportunities, ensure supply chain stability, and cost-efficient inventory management, ultimately enhancing our flexibility, resilience, and competitiveness.

## Prudent Risk Management

Our Risk Management team is genuine in managing portfolios of commodities. Given the potential for significant price fluctuations in volatile markets, we maintain a strict policy of zero tolerance towards flat price risks in petroleum products. Additionally, we actively mitigate basis risks through our proactive risk management practices. Our team trades futures and options directly on international exchange platforms ICE and NYMEX, as well as over-the-counter derivative products. The sophisticated use of advanced derivative tools allows us to offer pricing flexibility and favorable terms to our counterparties.

## Solutions in Commodities

We offer flexibility in delivery timing, size of volume, and compliance with different quality restrictions.

We are constantly diversifying our business portfolio by expanding the variety of commodities we trade.

Today, Alkagesta covers the trading of Petroleum Products and Fertilizers, while Petrochemicals and Agricultural commodities are traded exclusively on a spot and opportunistic basis.



# END-TO -END SERVICE



## SOURCE

- Strong sourcing capabilities across the European, North African and Central Asian refineries.
- Strong relationship and hands-on approach result in a first look at opportunities.
- Sourced ca. 7mln ton of commodities in 2024 with ca. 51% from European and North African, 40% Central Asian refineries and 9% Arab Gulf and LATAM.
- Diversified pool of sourcing of cargoes from large traders and refineries.



## STORE

- We store commodities to eliminate imbalances in supply and demand in a global market, and this also creates a competitive edge in trading and flexibility for our customers.
- Presence in key regional hubs across the Mediterranean (MED) and Black Sea with an access to more than 500k m3 of storage capacities.
- Establishing strategic and bonded relationship with terminal owners/operators.
- Hands-on local Operations team for handling of daily logistics and terminal operations in each of trading and storage hubs.



## DELIVER

- Logistics is at the core of our trading operations.
- The long-standing experience of Alkagesta team in railway, truck, and marine operations allows us to deliver commodities in the most efficient and safe way to end users' doors.
- Presence of strong chartering and operations team for voyage chartering of vessels, coupled with a fleet of time-chartered vessels, provides flexibility in meeting customer demands.
- Consistency in term deliveries to our customers across the utilities and bunkering.

Risk Management and Quality Assurance  
Across the Value Chain

# GOVERNANCE

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At Alkagesta, we acknowledge the crucial role that robust corporate governance plays in creating long-term value for our stakeholders. We continually strive to uphold high governance standards and practices. In 2023, we significantly enhanced our corporate governance by restructuring our management committees and establishing a board of directors to facilitate more efficient and effective decision-making processes.



# GOVERNANCE STRUCTURE

## Board of Directors

Our Board of Directors, appointed by shareholders, is responsible for devising and executing the company's strategy.

## Audit Committee

The Audit Committee reports directly to the Board of Directors and supervises the integrity of the company's financial reporting, internal controls, and risk management systems. The committee also monitors the performance and independence of external auditors, ensuring adherence to established guidelines and regulations.

## The Executive Board

The Executive Board oversees day-to-day business operations, policies, procedures, and budgets, ensuring proper oversight of key business areas. The Executive Board has established the following committees: Risk Committee; Finance and Investment Committee; Trading and Business Development Committee; and ESG and Compliance Committee.

## Risk Committee

The Risk Committee identifies, evaluates, and manages risks impacting the company's financial performance, operations, and reputation, ensuring appropriate risk management processes are in place and effectively communicated to stakeholders.

## The Finance and Investment Committee

The Finance and Investment Committee oversees capital management, financial planning, and investment activities, ensuring alignment with the company's strategic objectives and risk appetite.

## Trading and Business Development Committee

The Trading and Business Development Committee guides the company's trading activities and business development initiatives, ensuring compliance with relevant regulations and ethical standards while supporting growth and diversification objectives.

## ESG and Compliance Committee

The ESG and Compliance Committee is vital for overseeing the company's activities in compliance and Environmental, Social, and Governance matters. The committee assesses the company's ESG performance, identifying and addressing key ESG risks and opportunities. This includes reviewing ESG-related policies, procedures, and initiatives, and monitoring progress towards ESG goals and targets. The committee plays a critical role in integrating ESG considerations into the company's business strategies, operations, and risk management processes.



# OUR VALUES



## Ownership

Ownership value: We are fueled by deep dedication to sustainable growth of our company! We take heartfelt ownership of our roles and have a mindset of do or do! Each team member is a locomotive of the business that must drive performance to achieve results. We appreciate relentless effort, accountability, and decision-making of each employee! Proper risk management is ingrained in our ownership ethos, as we meticulously consider every risk in decision-making. We actively mitigate and eliminate risks, taking decisive action to accelerate our decision-making processes. We firmly believe that follow-up is an indissoluble part of ownership. We understand that our relationship with customers, partners, and stakeholders extends far beyond the initial interaction, and we are committed to providing exceptional follow-up to ensure their satisfaction and success.



## Unity

Our unity is built on mutual respect, empathy, active listening, and open-mindedness. With open communication and a belief in constructive dialogue, even amid disagreement, we strengthen our unity and stand as a united team, ready to embrace growth and spread our culture together.

Our unity extends to respect—we stand together through challenges, celebrating successes as one family.

Our respect isn't just about tolerance; it's about empathy, active listening, and open-mindedness. We foster open and honest communication, inviting ideas for respectful debate because we believe it leads to better outcomes.

We believe that the whole is greater than the sum of its parts! We stand together at any circumstances, solving challenges and enjoying the success together. We are one family and eager to spread the culture and further grow!



## Continuous Learning and Development

We are committed to continuous learning and development. This mindset encourages us to strive for excellence, even as we recognize that perfection is unattainable.

Continuous learning and development mean applying knowledge with passion, persistence, and attention to detail, creating lasting value for our organization. It urges us to approach every task with full focus and dedication, ensuring high-quality outcomes. By taking responsibility and striving for the best, we contribute to our collective success.

Let's embrace continuous learning and development as our guiding principle, fostering excellence and driving meaningful growth for our business. Together, we can unlock our full potential and achieve lasting success.



## Entrepreneurial Zeal

We are innovative in business. We are keen to bring new ideas and challenge the accepted norms. We constantly search for and identify business opportunities, explore new regions to expand, bring solutions to the market, strive for excellence governance, and promote an excellent company culture to the employees. Through our commitment to Entrepreneurial Zeal, we aim to create a dynamic, innovative, and inclusive workplace culture that fosters creativity, inspires growth, and drives positive change.

We are highly rigorous regarding the service we perform. It is our top priority to anticipate, recognize and meet the needs of our clients, as well as provide them with the experience of our service. We recognize that providing high-quality service is key to building trust, and establishing long-term relationships. We prioritize the needs and preferences of our customers or users in all our interactions and decisions and we strive to provide timely and effective responses to customer inquiries, requests. We continuously strive to gain insights into their challenges, desires, and aspirations, allowing us to tailor our products, services, and solutions to meet and exceed their expectations.

# BUSINESS ETHICS

A hand is shown holding a globe. The globe is overlaid with a white network of lines and dots, representing a digital or global network. In the background, there is a lush green tree and a dark blue sky with some light effects. The overall theme is business ethics and global connectivity.

## ANTI-BRIBERY

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Alkagesta has zero tolerance for any bribery. Offering, giving, requesting, or receiving bribes in any form by the employees within the Alkagesta management. All employees of Alkagesta are committed to complying with the Anti-bribery Policy, and local anti-bribery legal framework, including, but not limited to, statutory legal acts, in the markets we operate wherein the key requirements impose strict prohibitions as to giving and receiving bribes, taking part in commercial bribery and mediating a bribe.

## CHOICE

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Alkagesta believes in the power of Choice. We choose trustworthy relationships between our counterparties and employees. We choose to act responsibly. We choose fairness in the treatment of conflicting situations. We choose honesty in any environment and keep our promises in ever-changing conditions. We choose to care and respect. We choose to create Alkagesta Legacy for future generations.

# COMPLIANCE

Compliance Is a key pillar underpinning Alkagesta's commitment to the highest standards of corporate social responsibility and to doing business with integrity.



Alkagesta's Legal and Compliance Committee is bound by strong corporate governance, which provides a robust process for identifying risks and sound oversight to ensure effective risk mitigation. ESG and Compliance Committee serves as the main point of accountability for Alkagesta's Compliance activities.

Currently, all aspects of compliance and risk mitigation are reviewed by the Legal and Compliance Department. The compliance team oversees operations, ensuring that all activities are conducted within the requirements of applicable laws, regulations, and Alkagesta's principles of Ethics and Integrity as stipulated in the Code of Conduct & Ethics.

## Know Your Customer (KYC) Policy

Alkagesta Ltd's collaborator due diligence policy adheres to the highest industry standards. We designed our KYC questionnaire and list of documents that we usually require during the process based on both applicable jurisdiction and our internal rules and regulations.

## Customer Clearance

As a corporation that promotes transparency and integrity, clearance and compliance procedures are among our most crucial company functions. Due to the nature of our business, Alkagesta works with third-party operators regularly. Collaboration with World-Check is a new checkpoint in our customs clearance system, in addition to previously designed KYC techniques such as KYC form and document screening.

With World-Check's features such as risk intelligence, sophisticated software, greater customization, control at the name-matching level, and UBO Check database World-Check will enable Alkagesta to take a targeted approach to Know Your Customer (KYC) verification and third-party screening. This cooperation will provide access to detailed screening and monitoring of politically exposed persons (PEPs) and heightened-risk individuals.

## WORLD - CHECK

In our quest to uphold the highest levels of integrity and compliance, Alkagesta employs World-Check, a preeminent risk intelligence database. World-Check equips us with extensive information on individuals and organizations that may pose potential risks to our business, such as involvement in financial crimes, sanctions, corruption, and other unethical activities.

Integrating World-Check into our due diligence processes enables us to identify and mitigate potential risks associated with our clients, suppliers, and partners. This vigilant approach helps us maintain a robust reputation and ensures compliance with international regulations and industry best practices.

## Vessel Vetting

Alkagesta is dedicated to carrying out shipping operations with responsibility and sustainability at the forefront. We have established a comprehensive vessel vetting policy that assesses the safety, environmental, and operational performance of every vessel we charter. Our vetting policy takes into account numerous factors, including the vessel's age, flag, classification, management history, and environmental performance. Additionally, we scrutinize the ship owner's and operator's track records to ensure their commitment to high safety and environmental standards. By adhering to our stringent vessel vetting policy, we can mitigate the risk of accidents, spills, and other incidents that could potentially harm the environment, local communities, or Alkagesta's reputation

## Anti-Money Laundering and Countering Financing of Terrorism Policy

The purpose of this policy is to prevent, detect, and not knowingly facilitate money laundering and terrorism financing activities. Alkagesta, together with its affiliates and subsidiaries, does this to protect its reputation, comply with relevant laws and requirements, as well as to be a good corporate citizen. The company also aims to comply with anti-money laundering ("AML") and counter-terrorism financing ("CTF") recommendations in a way that complements business priorities.

## Anti-Bribery and Corruption (ABC) Policy

We are committed to conducting business following the highest ethical standards and, the Anti-Bribery and Anti-Corruption Policy prohibits bribery and corruption including offering, promising, authorizing, or providing anything of value to any customer, business partner, vendor, or another third party to induce or reward the improper performance of an activity connected with our business.

## Sanctions policy

Sanctions Policy is developed by Alkagesta to help employees and contractors understand where issues related to sanctions regulations may arise and to support them in making the right decisions in line with Alkagesta's corporate position.



## SeaSearcher

Recognizing the significance of responsible shipping within commodity trading, Alkagesta utilizes SeaSearcher, a maritime intelligence platform provided by the Lloyd's List Intelligence. SeaSearcher, delivers the expertise necessary for the safe and efficient movement of global trade. It supplies professionals in the maritime, insurance, and legal sectors with timely, relevant information. SeaSearcher allows Alkagesta to tackle challenges in global trade movement, expedite maritime compliance risk validation, and diminish AIS gap investigations through expert analytics grounded in industry approved models. This platform empowers us to monitor our supply chain, minimizes operational risks, and reduces the potential environmental impact of our shipping activities.

# OUR ESG STRATEGY

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Our commitment to ESG entails operating with due regard for our surroundings, proactively preventing and managing pollution, and fostering economic prosperity for local communities, customers, and suppliers alike.

***We admit, believe, and commit to the best service across the value chain.***



# ESG FRAMEWORK

Since its incorporation, Alkagesta has been focused on Strong Governance to manage the efficiency of the organization and to discipline risk management throughout the whole company. The company recognizes that its actions can have a significant impact on the environment and the communities it operates in. Therefore, Alkagesta strives to be a responsible and sustainable corporate citizen.

In 2021, we frameworked the ESG at Alkagesta and started the internal training for the team to increase the ESG awareness. As a part of that framework, we wrote our first Sustainability Report in 2021 which mapped out the future on the ESG.

In 2022, our Sustainability Report included concrete actions that we took during the year 2022 and the strategy for the 2023.

In 2023 with the enhancement of our ESG framework through targeted goal-setting and innovative sustainability practices, we made significant strides in driving positive change.

As we transition into 2024, Alkagesta remains steadfast in its dedication to sustainable practices. Building upon the achievements of the previous years, we have set ambitious targets in this report to further reduce our environmental footprint and enhance our social impact. Our focus extends across all dimensions of ESG – environmental, social, and governance – as we strive for comprehensive sustainability.



# OUR RESPONSE TO CLIMATE CHANGE

Our objective is to minimize our environmental footprint in the regions where we operate. We implement various measures to address environmental concerns, covering aspects such as preserving biodiversity, conserving water, managing waste, preventing spills, and maintaining air quality. Efficiently managing our environmental impacts is essential for the overall performance of our business. We acknowledge the substantial risks associated with environmental incidents like oil spills, improper waste management, and emissions, which could harm the natural environment and communities in our operational areas. Consequently, we have established and enacted environmental risk management processes throughout our business to identify and mitigate any adverse effects on the environment. This includes setting improvement targets and regularly evaluating our performance.

## KPI for FY2023

Train 100% of management team in Alkagesta on environmental awareness and best practices.

Results Achieved 

100%

## Raising Awareness

We believe that raising environmental awareness within our company and the communities on which we have an impact is just as important as our actions toward a more sustainable future, such as responsible consumption, recycling, and so on.

Alkagesta is committed to conducting internal trainings not only on workplace recycling, reducing paper use, and electronic waste management, but also on domestic waste management, waste sorting, plastic product production, underwater pollution, deforestation, and the carbon footprint of shipping and oil drilling, and etc. We conduct community training sessions and projects such as beach and forest cleaning, revegetation, training sessions in high schools and universities.

## Managing Waste

We prioritize responsible practices for managing waste, aiming to minimize our environmental footprint. Our approach involves proactive management of waste in all offices adhering to applicable regulations, and systematically tracking data on waste generation and transfers.



# INVESTMENT IN UCO

In our Sustainability Report for 2021, we outlined our commitment to pursuing sustainable business practices and identified green investments as a key area of focus. We recognize that as a responsible corporate citizen, we have a responsibility to minimize our environmental impact and contribute to a sustainable future. One of the ways in which we aim to achieve this, is by investing in projects that promote environmental sustainability, such as the Used Cooking Oil (UCO) recycling plant.

We are proud to report that in 2022, we were able to follow through on our commitment to green investments by investing in a UCO recycling plant. This investment aligns with our sustainability objectives and allows us to contribute to the circular and sustainable economy.



## VISION OF UCO

Our investment in this plant is just one of the many steps we are taking to reduce our carbon footprint and promote sustainability. We believe that by investing in sustainable projects, we can not only help protect the planet but also benefit our customers and the wider community. We are proud to be taking this important step towards becoming a more environmentally responsible company. By reducing our environmental impact, we are contributing to a cleaner and healthier planet for future generations.

We target to increase the volumes we make at the UCO recycling plant by increasing the number of collection points and efficiency management. We are closely monitoring opportunities in the regions where we operate where we can replicate the UCO recycling projects. On top of that, the UCO recycling team constantly invests in research and development, to identify new feedstock projects such as animal fat and brown grease.

- 01** Don't spill cooked oil to sewage. This is a huge contribution to the environmental problems
- 02** Avoid feeding animals with used cooked oil as it can potentially lead to a range of serious illnesses.
- 03** Don't use cooked oil in human consumption. It is common cause of different forms of cancer.
- 04** It makes no cost for you. we come and take from your place.



# UCO RESULTS FOR FY 2023



The Used Cooked Oil Plant (UCO) has demonstrated commendable progress in its operations, particularly in the area of UCO collection and treatment. The substantial increase in volumes of used cooking oil collected and feedstock produced in FY2023 underscores the plant's commitment to environmental stewardship and sustainability. Moving forward, continued investment in technological advancements and sustainable practices will further enhance the UCO section's contribution to Alkagesta's ESG objectives and broader environmental goals.

## 25%

### Increase in Collection Points

We're thrilled to announce a significant expansion in our collection network. The number of UCO collection points has surged by an impressive 25%. This milestone represents a concerted effort to increase accessibility and convenience for those looking to dispose of their used cooking oil responsibly. Our enhanced network of collection points now extends to more local restaurants and individual households, ensuring that no source of used cooking oil goes untapped.

## 47%

### Increase in UCO Collection and Treatment

The data indicates a substantial improvement in the collection and treatment of used cooking oil, with the amount collected in FY2023 surpassing that of FY2022 by approximately 47%. Moreover, the production of feedstock in FY2023 saw a remarkable increase compared to the previous fiscal year, reflecting the effectiveness of operational enhancements and strategic initiatives implemented at the UCO plant.

## KPI for FY2023

Increase by 10% the volumes of UCO collected and treated at UCO recycling plant.

### Results Achieved

#### FY2023

**1,079,452 kg**

The volume of Used cooked oil collected in 2023

**1,065,580 kg**

The volume of produced feedstock in 2023

#### FY2022

**733,813 kg**

The volume of Used cooked oil collected in 2022

**652,990 kg**

The volume of produced feedstock in 2022

# OUR ESG REPORT 2023

## Environment

### Targets for FY2023

Increase by 10% the volumes of UCO collected and treated at UCO recycling plant.

Set up the trading desk of sustainable feedstock and biofuels at Alkagesta.

Train 100% of management team in Alkagesta on environmental awareness and best practices.

Identify the new opportunity for investment in the sustainability area.

### Results for FY2023

**Achieved** ✓  
Volumes increased by 47 %

**In Progress** ⚙️

**Achieved** ✓

**Achieved** ✓  
Investment in UCO plant in Georgia

## Social

### Targets for FY2023

To progressively improve the number of women recruited

> 40% of candidates hired for junior positions, directly from Universities

Establish framework for supporting people with severe Autoimmune disease (Sclerosis)

Zero human rights infringements

### Results for FY2023

**Achieved** ✓  
27% the percentage of females among total hires

**Achieved** ✓  
90% of hired candidates for junior position

**Achieved** ✓

**Achieved** ✓



ESG REPORT 2023

Building a legacy for generations to come.



# ESG KPI'S FOR FY2024

## Environment

### Targets for FY2024

- Increase by 10% the volumes of feedstock collected and treated at our UCO recycling plants.
- Set up the trading desk of sustainable feedstock and biofuels at Alkagesta.
- Train 90%> of team in Alkagesta on environmental awareness and best practices.
- Facilitate support for conferences dedicated to Green Projects.
- Identify the new opportunity for investment in the sustainability area
- Calculate Scope 1 greenhouse gas emissions annually to track and reduce the carbon footprint .

## Social

### Targets for FY2024

- Enhance social capital and community cohesion by supporting local arts and cultural initiatives
- To invest in initiatives that promote education and extracurricular activities among young people, fostering holistic development and well-being
- Zero human rights infringements
- To enhance awareness, understanding, and engagement with Environmental, Social, and Governance (ESG) topics among students through targeted training programs.

## Governance

### Targets for FY2024

- Implement an anonymous reporting system for ethics violations and conduct regular ethics training for employees and board members.
- Ensure that discussions related to ESG are included to board meetings agenda throughout FY2024.
- Commence regular compliance audits within a year and address any identified issues promptly.
- Provide ongoing training and education programs for employees to increase awareness and understanding of ESG issues, fostering a culture of accountability and responsibility.



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