Fujairah **New Silk Road** WEEKLY NEWSLETTER



SEPTEMBER 21st 2023

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Supported By





EXCLUSIVE INSIGHTS /// ACTIONABLE INTELLIGENCE /// DATA TRENDS /// LATEST NEWS

"Voluntary OPEC+ Supply Cuts **Burning 2.5 mbpd of Oil Inventory!"**

Dave Ernsberger Head of Market Reporting & Trading Solutions S&P Global Commodity Insights

The number one focus on people's minds at the recent APPEC conference was how the oil markets, and to some degree the gas markets, have rebalanced themselves over the course of 2023. How did we get to a position so quickly where there's so much supply in the market, that producers need to withhold production again? Looking back to a year ago, oil markets were in turmoil because of the war in Ukraine and gas markets were beyond turmoil because of disruptions to gas supplies into Europe. And yet here we are just a year later, and the markets are, more or less, fully rebalanced. The question now is how long OPEC+ output, and Saudi Arabia voluntary cuts, will be kept off the market. Certainly, the trading community is assessing what the right strategy is to have through that lens. Currently, with these voluntary production cuts in place, the oil market is burning around 2.5 million barrels a day of inventory. That erosion of stockpile is what's really driving market structure from contango to backwardation, and the trading community wants to know what's coming at the turn of the year.

CONTINUED ON P 3

Fujairah Weekly Oil Inventory Data

6,183,000 bbl Light Distillates



1,966,000 bbl Middle **Distillates**



10,191,000 bbl **Heavy Distillates** & Residues



Fujairah Average Oil Tank Storage Leasing Rates*

BLACK OIL PRODUCTS

Average Range \$3.52 - 4.40/m³



↑ Highest: \$4.60/m³ **■** Lowest: \$3.38/m³





Weekly Average Oil Prices

Brent Crude: \$92.87/bl

WTI Crude: \$89.83/bl DME Oman: \$94.69/bl

Murban: \$96.04/bl

*Time Period: Week 3, September 2023 Source: IEA, OilPrice.com, GI Research

Fujairah Weekly Bunker Prices

VLSFO

High = \$69.00/mt

Low = \$650.00/mt

Average = \$661.00/mt

Spread = \$19.00/mt

MGO

High = \$986.00/mt

Low = \$971.00/mt

Average = \$979.00/mt

Spread = \$15.00/mt

IFO380

High = \$546.00/mt

Low = \$522.50/mt

Average = \$536.00/mt

Spread = \$23.50/mt

Source: Ship and Bunker, *Time Period: Sept. 13 - Sept. 20, 2023

Fujairah Bunker Sales Volume (m³)

(

180cst Low Sulfur Fuel Oil

450,420

380cst Low Sulfur Fuel Oil

196,343

380cst Marine Fuel Oil

459

Marine Gasoil

30,281

Low Sulfur Marine Gasoil

4,587

Lubricanto

Source: FEDCom & S&P Global Platts



CONTINUED FROM PAGE 1

Dave Ernsberger Head of Market Reporting & Trading Solutions S&P Global Commodity Insights

What do you make of the gap between agencies on peak demand forecasts?

I think the IEA statement on oil demand peaking by the end of the decade is more a marker than anything else. It means that if the right measures are taken, here is where we will be. I don't think demand is trending that way right now, so when you read the IEA comments, they're more nuanced than the headlines suggest. OPEC's counterpoint was saying that, without a transformation, the world still needs energy, and that these supplies need to be provided in a secure and affordable way. The debate between the IEA and OPEC in the public domain is healthy. It also points to this challenge for our generation of a secure, affordable, and sustainable energy supply.

What about the divergence in forecasts for the shortfall in Q4 supply?

Agencies have always measured balances differently. A little bit of it also comes down to what you count as oil – and whether the numbers include LPG and condensates. But what all these agencies do agree is that there will be a supply deficit in Q4.

Saudi Arabia's supply decisions seem to defy what OPEC data suggests?

The measurements of supply and demand and observations on the market that come from OPEC and the Secretariat are an input into every nation's decision making. Individual countries will always fall back on their own assessment. Saudi Arabia will have its own unique perspective on what's going on in the market because they also have commercial relationships with their buyers. Its' direct experience may tell it something different to what the OPEC secretariat is saying.

How big is the gap between industry, government and NGOs on the Energy Trilemma?

It's narrowing. I remember at COP 26 in Glasgow, we were just coming out of the pandemic and government and policy on the one hand, and industry on the other, could not have been further apart on the question of sustainability and the Energy Transition. There's been a coming together since. On the policy side, there's a recognition that fossil fuels will supply significant amounts of our global core energy for at least 40 to 50 more years and so that needs to be managed, de-carbonized and dealt with, not simply ignored. The price shocks of 2022 brought a bit of reality around that. On the industry side, there's a recognition that without investment in decarbonization and new fuel supplies, those companies are missing out on new opportunities. This year's COP 28 in the UAE is going to be an important watershed moment for proving that industry and policymakers can come together to have a real discussion around this.

WATCH FULL INTERVIEW HERE



MARK YOUR CALENDAR October 10th & 11th, 2023

#EMFWEEK23 ITINE



ENERGY MARKETS FORUM

October 10th - 11th, 2023 | Novotel, Fujairah









S&P Global Commodity Insights



"Navigating the Age of Energy Security: Opportunities & Challenges?

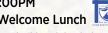
OCT. 10th

Time: 11:00AM

What: Open Registration

Time: 1:00PM

What: Welcome Lunch



Host: H.H. Sheikh Saleh Al Sharqi, Chairman of Port of Fujairah

Special Guest Lunch Lecture: H.E. Haitham Al Ghais, Secretary General, OPEC

Time: 2:30PM - 4:30PM

What: ENOC Oil Markets Workshop enoc

"How could Fujairah leverage the fact that it will soon host over 100 million barrels of oil storage capacity to maximize impact on the physical energy markets East-of-Suez and drive commercial trading opportunities across the New Silk Road?"

Time: 2:30PM - 4:30PM

What: "Oil & Geopolitics" - 4 x Seminar Briefings

"Russia - Turkey - US - Pakistan"

Time: 2:30PM - 4:30PM

What: Bus Tour of FOIZ Oil Storage Terminals



Time: 7:00PM - 9:00PM

What: Aramco Trading Gala Awards Dinner aramco

Host: H.H. Sheikh Saleh Al Sharqi, Chairman of Port of Fujairah



Special Feature Interview: H.E. Haitham Al Ghais, Secretary General, OPEC

Time: 9:30PM - 10:30PM

What: The IFAD Social Network Hour Lice



OCT. 11th

Time: 8:00AM - 9:00AM What: 5 x Breakfast Briefings

Vitol

"COP28: Port of Fujairah's Contributions?"

"Top 3 Biggest Long-term Trends to Face the Energy Markets?"

- "Outlook for Middle Eastern Terminals in 2024 & ENOC presence in oil storage terminals business?"
- "ICE Murban Futures Contract: the first 30 Months?"
- "Saudi Arabia Macro-Economic Outlook in 2024?"

Leadership Roundtable Breakfast







Time: 9:00AM - 11:00AM What: Plenary Session

Hosts: H.H. Sheikh Mohammed Al Sharqi, Crown Prince of Fujairah & H.H. Sheikh Saleh Al Sharqi, Chairman of Port of Fujairah

Feature Interview: H.E. Suhail Al Mazrouei, UAE Minister of Energy & Infrastructure

Industry Leadership Panels:

• UAE National Energy Infrastructure Panel

Gulf Oil Markets - CEO Panel

International Oil Markets Panel

Time: 11:30AM - 1:00PM





What: 6 x Industry Roundtables





Time: 1:00PM What: Gala Lunch



INTERNATIONAL **ENERGY JOURNALISM AWARDS 2023**

Time: 2:30PM - 4:30PM

What: Boat Tour of Port of Fujairah



5:00PM - END OF #EMFWEEK23

















Fujairah Spotlight



National Bank of Fujairah participates in Ru'ya Careers UAE Redefined, underscoring its commitment to Emiratisation

National Bank of Fujairah (NBF) is participating this week in Ru'ya Careers UAE Redefined, taking place between September 19-21 at Dubai World Trade Centre. Participation in this leading recruitment, skills development and networking forum, again reinforces NBF's position as a key proponent of Emiratisation within the banking sector, as well as a leading employer for Emirati talents.

Source: Zawya by Refinitiv

UAE'S Fujairah Aug marine fuel sales hit eight-month highs

Marine fuel sales at the UAE's Fujairah, the world's third-largest bunker hub, scaled eight-month highs in August, although volumes remained lower from a year-ago period, data showed. Bunker sales at Fujairah provide a gauge of shipping market sentiment in the Middle East. August bunker sales, excluding lubricants, were at 677,503 cubic metres, or about 671,000 metric tons, up 2.7% month-on-month but down 6.3% from the same month last year, according to the Fujairah Oil Industry Zone (FOIZ) data, which is published by S&P Global Commodity Insights.

Source: Reuters



Hamad Al Sharqi: A 49-year legacy of giving

Tomorrow, the UAE celebrates the 49th anniversary of the day on which H.H. Sheikh Hamad bin Mohammed AI Sharqi, Supreme Council Member and Ruler of Fujairah, assumed the rule of the Emirate of Fujairah. The transformation that Fujairah has undergone since then is evident to all those who live in an Emirate that has become a destination for visitors and seekers of beauty, and a significant, modern economic hub within the United Arab Emirates.

Source: Emirates News Agency

FUJAIRAH DATA: Oil product stockpiles jump 9.7% on week

Stockpiles of oil products at the UAE's Port of Fujairah increased 9.7% in the week ended Sept. 18, a second consecutive weekly gain, according to data from the Fujairah Oil Industry Zone. Total inventories rose to 18.340 million barrels as of Sept. 18, the highest in five weeks, the FOIZ data released on Sept. 20 showed. The total stockpile is still down 11% since the end of 2022.

Source: S&P Global Commodity Insights



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Vitol is a leader in the energy sector with a presence across the spectrum: from oil through to power, renewables and carbon. Chartering circa 6,000 sea voyages every year, it trades 7.4 million barrels per day of crude oil and products, 13.7 million mt LNG per annum and has contracted sales of 1,500 TWh of natural gas each year.

Vitol's clients include national oil companies, multinationals, leading industrial companies and utilities. Founded in Rotterdam in 1966, today Vitol serves clients from some 40 offices worldwide and is invested in energy assets globally including: gas to power production, thermal and renewable power plants with circa 1.2 GW of capacity, more than 17 million m³ of storage globally, 500,000 barrels per day of refining capacity, over 7,000 service stations and a growing portfolio of transitional and renewable energy assets. Revenues in 2022 were \$505 billion.

vitol.com

Weekly Surveys



Fujairah Weekly Oil Inventory Data

FOIZ منطقة الفجيرة للصناعة البترولية Fujairah Oil Industry Zone

TOP TAKEAWAYS

- Total oil product stocks in Fujairah were reported at 18.340 million barrels with a rise of 1.623 barrels or 9.7% week-onweek staying below the 20-million-barrel level. The stocks movement saw a rise for light distillates, middle distillates and heavy residues.
- Stocks of light distillates, including gasoline and naphtha, increased by 357,000 barrels or 6.1% on the week to 6.183 million barrels. The East of Suez gasoline complex was heard stable Sept. 18, on the back of expectations of a possible drop in Taiwan gasoline exports amid a planned refinery turnaround in Taiwan, sources said. Meanwhile, Australia's automotive gasoline imports rose 4.07% month on month and were up 32.85% on the year to 5.19 million barrels in July, data from the Department of the Environment and Energy showed, following lower production at the Geelong refinery due to an extended maintenance period, sources said. Australia's Viva Energy said refining production in the first half of 2023 was impacted by an "extended major maintenance during Q2, with lower crude intake and higher intermediate
- product production." Australia's gasoline demand could moderate amid winters in August, sources said.
- · Stocks of middle distillates, including diesel and jet fuel, rose by 165,000 barrels or 9.2% on the week to 1.966 million barrels. Backwardation in the East of Suez gasoil market eased Sept. 19 on talks of a transfer of China's fuel oil export quotas to clean oil products, industry sources said. China will transfer 800,000 mt of low sulfur fuel oil exports to clean oil products - gasoline, diesel and jet fuel, for 2023, industry sources said. "More fuel oil quota could be transferred to clean oil products since gasoil export margins are good," said a regional oil trader. Gasoil export margins are currently at \$18-20/b, S&P Global Commodity Insights reported earlier. The recent transfer of allocation will not deter China from releasing a fourth batch of oil product export quotas, industry sources highlighted. "There could be a fourth batch of around 5 million mt of clean oil product quota," another regional gasoil trader said.
- Stocks of heavy residues increased by 1.101 million barrels, up 12.1% on the week as

they stood at 10.191 million barrels. Spot trading activity at the key bunkering hubs of Singapore and Fujairah were marginally weaker Sept. 19, partly weighed down by lackluster demand as surging crude oil prices prompted some shipowners to stay on the sidelines. "Some suppliers have earliest delivery dates in the last week of September. It's a bit strange because demand is only average at best I would say," a Singapore-based bunker trader said, adding that suppliers could likely get further aggressive if demand does not improve in the near term. Upstream valuations of high sulfur fuel oil at the world's largest bunkering hub of Singapore are expected to come under pressure as steady inflows are likely to keep inventories well-stocked and sufficiently meet buyers' requirements in the downstream markets, traders said Sept. 19. In the Middle Eastern port of Fujairah, offers for delivered marine fuel 0.5%S bunker were heard in the \$660-\$670/mt range during the MOC with some reported lead times as early as three days ahead.

Source: S&P Global Commodity Insights



Energy Markets Views You can Use



Kate Dourian, FEI

MEES Contributing Editor & Non-Resident Fellow, The Arab Gulf States Institute in Washington

Unusual to have such discrepancies for demand and supply forecasts?

It is – and we don't' usually see much more than a difference of 100,000 barrels or so. But the fact remains that both the IEA and OPEC, expected the market to tighten in the second half of the year. And yet we saw these voluntary production cuts again by Saudi Arabia. I think that's what's driving this price spike, as the fundamentals show a need for more supply. But OPEC has said it's going to maintain these cuts until the end of the year, so prices are not going to come off. And a quarter percentage increase in interest rates in the US isn't really going to push the needle very much. OPEC seem to be looking ahead to the first quarter of 2024, when they and the IEA expect that demand will drop and we will have a supply surplus. OPEC also don't want inventories to build because that puts pressure on prices.

Will the surge in diesel prices continue and what will be the main impact?

It's not necessarily just the sanctions on Russian diesel that are impacting those prices. It's also the fact that we've shut down about four million barrels a day of refining capacity in 2022. Even Qatar, which is not known as a big exporter of refined product, is exporting a lot of diesel distillate. So, the market is shifting and demand for gasoline, jet fuel, and diesel, is all going up.

ENERGY MARKET NEWS

- 1. OIL FALLS AS RATE HIKE EXPECTATIONS OFFSET US STOCK DRAW
- 2. FED SIGNALS FRESH RATE RISE THIS YEAR AND FEWER CUTS IN 2024
- 3. SHELL SUFFERS UNPLANNED OUTAGE AT EUROPE'S BIGGEST REFINERY
- 4. RUSSIAN OIL PRODUCERS SEND CPC BLEND TO UAE, OPEN NEW EXPORT ROUTE
- 5. UAE'S FUJAIRAH AUG MARINE FUEL SALES HIT EIGHT-MONTH HIGHS
- **6. RISHI SUNAK ANNOUNCES U-TURN ON GREEN POLICIES**
- 7. EXXONMOBIL LOBBIES FOR BLUE HYDROGEN TO QUALIFY FOR TAX CREDITS UNDER IRA
- 8. SWEDISH PROSECUTOR HOPES TO CONCLUDE NORD STREAM ENQUIRY BY YEAR-END
- 9. SAUDI OIL DRILLER ADES GETS \$76.5 BILLION OF ORDERS FOR \$1.2 BILLION IPO
- 10. EXXON SEES \$16 BILLION IN EARNINGS FOR FUELS, CHEMICALS BY 2027



RECOMMENDED READING

SAUDI CROWN PRINCE MBS SAYS ISRAEL NORMALIZATION GETTING "CLOSER"

AZERBAIJAN AND ETHNIC ARMENIAN FORCES REACH NAGORNO-KARABAKH CEASEFIRE DEAL

INDONESIA TO ALLOW EQUITY OVER 50% FOR CONTRACTORS IN NEW OIL, GAS BLOCKS

GOLDMAN SACHS SAYS OPEC CAN SUSTAIN BRENT IN \$80-\$105 RANGE IN 2024

OIL COMPANIES CAUTIOUS ABOUT DRILLING AS ENERGY TRANSITION LOOMS

ENERGY COMMITMENTS BY 2030 REACH USD 1.3 TRILLION: UN-ENERGY REPORT

DESANTIS UNVEILS ENERGY PLAN IN TEXAS, AIMS TO LOWER PRICE OF GAS TO \$2 PER GALLON

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Energy Markets Views You can Use



The market commentary coming out is a bit conflicting.

OPEC may talk about price stability and lack of volatility, but we know they're very quick to cut on the downside and very slow to bring back production on the upside. Prices have risen north of \$20 a barrel since the June lows, so there's no need to cut the extra million barrels. At some point they will get a backlash because demand in China is uncertain, and markets are tight. If we do get a rebound, there'll be a massive supply shortfall. I think we will see a slow return of barrels to the market from Russia and Saudi towards the end of the year.

Where do central banks go next year as we move into another cycle of inflated energy prices?

The markets think that the Fed is done and dusted with raising rates, which is preemptive. We saw the August CPI data tick up 0.1%. They're nowhere close to the 2% target. The big question is whether the Fed raises the inflation target from 2% to 3% or does it raise rates? The employment market and equity markets are holding up, so they could raise rates higher but at some point, something will snap.

China demand impact on oil markets?

China has been extremely smart, importing a lot of crude in the last few months but the market is displacing their demand as real demand. China has been selling that crude back as products, so this is not really a tight market. And with such high prices now and high inventories, China may not come back. If that happens, coupled with low demand in the US and Europe, what happens to the marginal demand buyer? We don't see that returning in the next few months with recession expected.

Macro outlook for Q4?

We need to keep an eye on the dollar and US bond yields - that's going to dictate where equity risk premiums, equity markets and asset classes go. There's a lot of Treasury supply coming to the market at the end of this year. Real yields on five-year and ten-year bonds are now close to 2%; we've never seen these yields ever. How a market that is so in debt has such high yields is going to be important. Also, banks are not lending as much, so the economy is getting tighter.



Forecasting in 2024 is going to be more difficult for OPEC.

Given the degree of inventory drawdowns and OPEC+ supply cuts, the direction of travel for prices is towards \$100. But we will still be watching what the Fed does next and the strength of demand, particularly out of China. There's also the question of how much oil comes offline out of Russia; they have not committed to their cuts as the Gulf countries have so far. People are also starting to recognize that new oil volumes from some of the other sanctioned countries, such as Iran and Venezuela, are not going to pick up as much as expected. We will also start to worry about how demand is impacted by countries facing higher prices that have had their currencies weakened against the dollar.

Outlook for further rate rises by the Fed?

The Fed is conscious not to overshoot and hike rates so much that they have to reverse. They're not necessarily going to pull back, but the big hikes are now behind us, and oil prices being where they are will only reinforce that. The question mark is on the employment side, and policymakers recognize there's more tightening ahead of balancing all these issues. They're also concerned about the financial stability of the banking sector. And it's not just in the US. Around the world, there are question marks about financial institutions holding securities on their balance sheet that they might not have hedged fully. So, this will be a difficult tapering process for the Fed.

Are concerns surfacing again on elevated gasoline prices in the US?

The political sensitivity around that is perhaps greater than the direct impact of rising costs. Gasoline prices will follow crude higher, and we could see levels where the administration uses the SPR. It's unfortunate they didn't get their act together to figure out how to refill that earlier in the year. We're also still in an environment where we have shipping costs and other such frictions in the market. Fuel is going further distances in general and that only adds to end user prices.



Energy Markets

COMMENTARY WEEK IN REVIEW









Listen on







Soundings Week in Review

"Market Players in Agreement that Q4 Supply Will Be Tight!"

Over the last week, Gulf Intelligence has held high-level interviews with energy experts in the MiddleEast, Asia, Europe, and the US. This intel is harvested from the exclusive briefings.

- Omar Najia, Global Head, Derivatives, BB Energy
- Richard Redoglia, CEO, Matrix Global Holdings
- Liz Bossley, CEO, Consilience Energy Advisory Group
- Jose Chalhoub, Political Risk & Oil Analyst; Consultant, Venergy Global
- Dr. Iman Nasseri, MD Middle East, FGE Dubai
- Henning Gloystein, Director Energy, Climate & Resources, Eurasia Group
- Danial Rahmat, Senior Energy Security Consultant
- Gulmira Rzayeva, Founder & MD, Eurasia Analytics
- Marc Ostwald, Chief Economist & Global Strategist, ADM Investor Services International

Omar Najia, Global Head, Derivatives, BB Energy OIL PRICE "The conclusion that I have come to is that China's economic health has nothing to do with the oil price, surprise, right! I think this market will move ahead considerably higher, but nothing goes up in a straight line. So don't be surprised if we pull back. You have the fact OPEC+ is holding together, and they're looking after their own interests, which again, surprises a lot of people. So, I think oil prices will move robustly higher."

Richard Redoglia, CEO, Matrix Global Holdings HIGHER PRICES "I think we're in for a very rough ride. I agree that we're going to have ups and downs. We could have a \$7 downdraft at any point in time. But I think this market is on a road to much higher prices. I think inflation is going to come back with a vengeance. Interest rates are going to have to stay high."

Liz Bossley, CEO, Consilience Energy Advisory Group HEDGE, HEDGE! "Access to capital for the oil industry has always been a problem. But when all international effort is focused on trying to reduce the use of oil, you must think very seriously about why you would invest in oil production? My advice would be – Don't worry about it! Oil is here to stay. But there is going to be huge volatility. So, hedge, hedge, hedge, hedge, which is always my message. If you have the price you need, grab it, and hold onto it because it is a maelstrom there and you don't know what tomorrow's going to bring."

Jose Chalhoub, Political Risk & Oil Analyst; Consultant, Venergy Global CHINA – VENEZUELA "We have seen President Maduro traveling to China these days trying to seek fresh funds, which according to different sources, Beijing is not going to be able to give away more funds unless Caracas pays its current debts that it owes to Beijing."

Soundings Week in Review

Continued

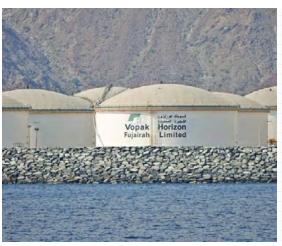
Dr. Iman Nasseri, MD - Middle East, FGE Dubai RUSSIAN DIESEL "This will be the first year that Europe is going to experience a lack of Russian barrels. Russia's maintenance season and internal fuel shortages have driven them towards regulating their diesel exports, but we also can't exclude the possibility that it will test Europe by cutting that external supply on purpose, to respond to the pressures from the West."

Henning Gloystein, Director - Energy, Climate & Resources, Eurasia Group RUSSIA SANCTIONS "As we head into winter, Russia still has a few cards to play - on diesel supply and LNG. On the other hand, if Europe can get through another winter with the loss of most of its Russian gas supply, they might actually target Russian LNG imports as well. So, we haven't seen all the impact that could emerge from the sanctions and price cap game yet."

Danial Rahmat, Senior Energy Security Consultant IRAN OIL SUPPLY "Iranian oil production is about 3.2mn b/d and oil exports about 2mn b/d, most of which go to China. About 100,000 b/d goes to Venezuela, and some barrels to Syria. The country is now looking at some new markets. There have been some talks about exports to Indonesia and investing in the Ugandan refining sector."

Gulmira Rzayeva, Founder & MD, Eurasia Analytics EUROPE GAS "Russia is planning to stop its export of gas to Europe via Ukraine, but is increasing its exports through countries like Hungary, Bulgaria, and some Balkan states including Serbia. They are still receiving Russian gas because they don't have any alternatives."

Marc Ostwald, Chief Economist & Global Strategist, ADM Investor Services International US DEMAND "US economic growth is turning out to be better than expected. And you're seeing it in the EIA data yesterday that things are picking up, particularly for diesel in the trucking sector. And that's an encouraging sign because that's been one of the areas where people have been concerned that the economy is actually slowing a lot more quickly that the Fed has been suggesting."



Independent Oil Storage Services

Vopak Horizon Fujairah Ltd. offers high quality logistic services to the oil industry



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