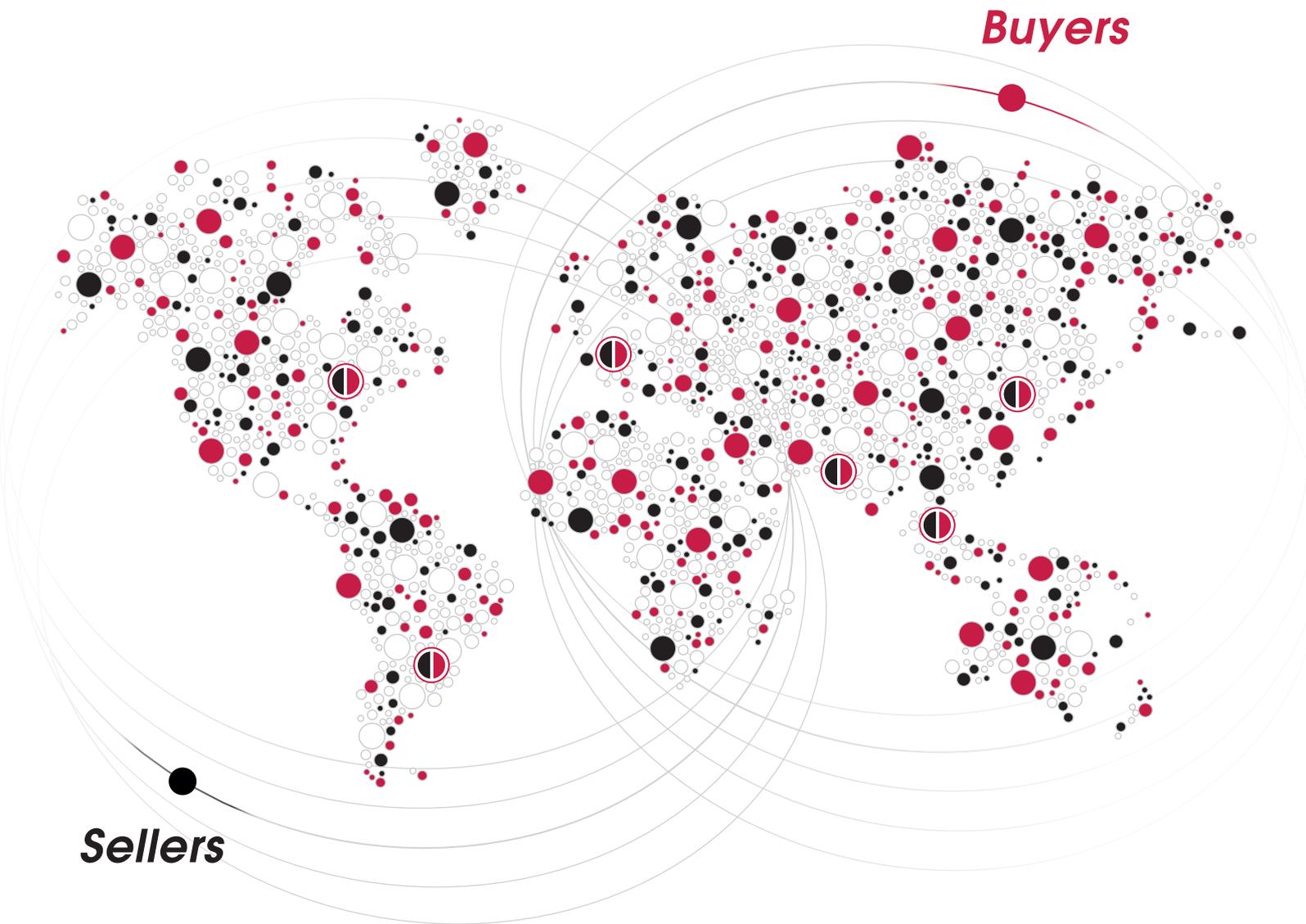


COMMISSIONED TO CREATE VALUE



Professionals in Oleochemicals  
since 1986

EXPERT, DILIGENT AND INDEPENDENT

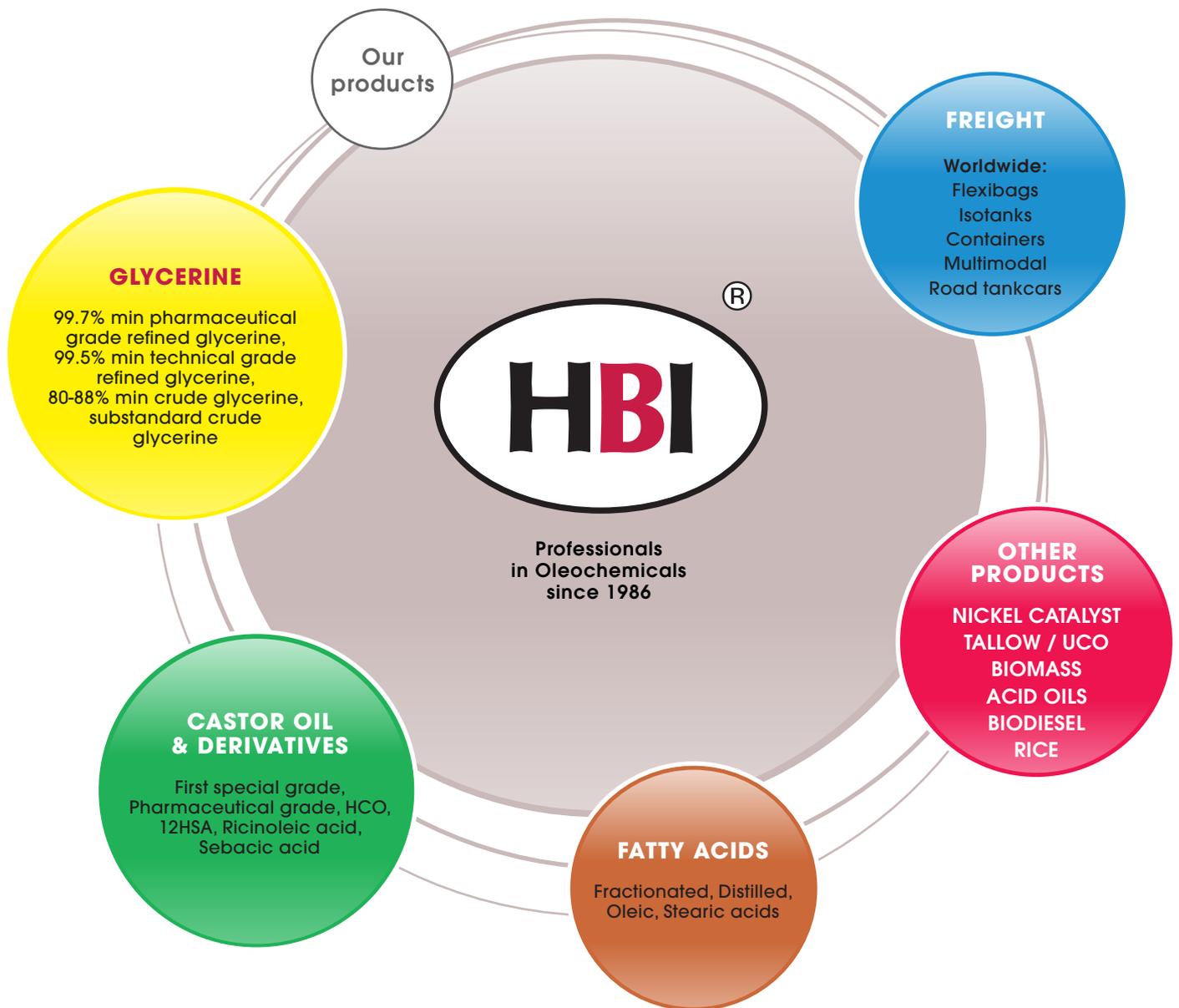
## Brokers and Agents

**HBI** negotiates and books contracts on behalf of buyers and sellers.

As brokers, **HBI** has built up an expertise which aims to optimize transactions to the satisfaction of both parties.

We do not take ownership of the material and are remunerated on a commission basis.

As agents, **HBI** acts exclusively in the interest of a principal.



### We offer sellers



### We offer buyers

- Quick access to market price
- An entry into every application and geography
- A procedure which eliminates non-performing counterparts
- Advice on opportunities to sell short or long

- The adequate quality at the right price
- Strategic and tactical advice
- Possibility of long term supply
- Reverse auction strategy

## Our service is your strength

- Wholly owned subsidiary offices active in all the main markets to **anticipate global trends** and add international options and local expertise
- A **network** of over 2000 customers and suppliers in all applications and in all geographies
  - **Agents** of global market leaders including Unilever and Adani-Wilmar
- HBI provides **administrative backup** to execute the contracts we book on your behalf
- Market analysis from experts based on constantly updated **databases and statistics**
- In the market every day and available to advise you on spot and **future contract possibilities**

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At heart a family-owned company, **HBI** strives to build direct and personal contact with our clients and establish and entertain long term relationships.

The key is market intelligence

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Full information on our activities and products

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

 **HBI France - Headquarters**

26 bis, rue de l'Ermitage • 95160 Montmorency • France  
Phone : (33) 1.39.34.66.00 • Fax : (33) 1.34.12.49.60 • E-mail : hbi@hbint.com

 **HBI China** : (86) 25 5230 7986

 **HBI India** : (91) 22 2624 2442

 **HBI South America** : (54) 11 4621 1024

 **HBI Singapore** : (60) 3 2201 7558

 **HBI USA** : (1) 513 885 5324

**HBI's service and procedures are ISO 9001 certified and consistently upgraded since 1995**