

# Future Fuels: Americas Supply Chain

By: Camilo Angulo Ferrand





# Takeaways

- Key considerations and macroeconomic factors
- Offer and Demand
- Q&A



## General Considerations & Influencing Factors

- Shipping vs. Other Industries
  - Voluntary approach vs regulation
  - Client feedstock war vs Petroleum Barrel
- Geopolitical influence
- Certification schemes to follow
- Port regulations, restrictions & safety
- Financial institutions role
- New technology, products & regulations education





## Clients / Demand

- Multifuel platforms to be available?
  - Biofuel / Renewable
  - Methanol
  - LNG
  - Ammonia
  - Hydrogen
- Dual engines and new builds
- New product testing protocols in client fleets
- In which part of the "client" supply chain will the premium be paid for the future fuels
- When will this shift into alternative energies start?  
Waiting for regulations?



# Suppliers / Offer

- When and which infrastructure will be developed for the demand? Regulation.
- Commitment is key: Chicken and the egg dilemma
- **The Monjasa Approach:**
  - Creating supply platforms for our clients
  - Developing our organization
  - Front runners with future fuels in LATAM
  - HSEQ optimal standards
  - Connecting the supply chain (producers and clients)
  - Infrastructure for multifuel client portfolios
  - Importance of a robust financial arm
  - Global presence, local expertise
  - Observe and navigate
- Alternative fuel focus vs current supply chain
- Panama – the maritime hub of Latin America





We are Monjasa in every port

[monjasa.com](https://monjasa.com)