

# The Nirva Group

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 **NIRVA  
ENERGY**

# An introduction to Nirva

**Nirva is a UK-based, independent importer,** blender and physical wholesaler of marine, road and industrial heating fuels. We use our infrastructure and expertise to deliver reliable fuel supply while helping our clients control costs and manage emissions with confidence.

## Company Overview

Nirva was founded by Varun Shyam Chhabria, following 15+ years' experience in oil importing, trading, and wholesaling, including roles as Head of Risk & Marine at Certas Energy and Group Head of Marine at Greenergy. Varun partnered with former Greenergy colleague and UK Marine Manager, Dafydd Nicholas, to launch Nirva as a specialist UK marine fuel supplier.

The Nirva Group took on the full Birkenhead oil import terminal Nr Liverpool and now imports & wholesale both, heating and road fuels nationwide, while providing a comprehensive range of fuel-related services to help clients better manage costs and emissions. These include sustainable fuel advisory, fuel oil brokerage, fixed-rate fuel supply, and bulk cargo sourcing.

With Founders Varun Shyam Chhabria and Pooja Chhabria at the heart of our company, integrity guides everything we do. We work alongside our clients as long-term partners, helping them manage costs, secure supply, and reduce emissions with confidence.

# Governance

Over the years, the management team has grown and is made up of industry professionals with a broad range of expertise. They bring significant contributions in their respective areas, controlled high growth and an overarching commitment to long-term relationships with the company's stakeholders.

## Managing Director Varun Shyam Chhabria

**Experience:**

Varun has more than 15 years fuel company experience. He was most recently Group Head of Marine at Greenergy from 2018-2022 and previously Head of Risk & Marine at Certas Energy. Varun has significant experience in fuel wholesaling, distribution and risk management having spent over 15 years with some of the sectors leading fuel wholesaling and distribution companies. Varun's broad experience enables him to successfully lead a vertically integrated fuel importing and distribution company.

**BA Business Management & Economics, Cardiff University**

**Appointment Date:** 2022

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## Head of Commercial Dafydd Nicholas

**Experience:**

Since 2015, Dafydd has held senior commercial roles at leading fuel wholesaling companies, Inver Energy and Greenergy. Most recently, he was Greenergy UK Marine Manager from 2018-2022. Dafydd's broad commercial experience enables him to set the strategic direction, oversee day-to-day operations, and ensures that the company meets its financial, operational, and growth objectives.

**BA Business Management, Swansea University**

**Appointment Date:** 2022

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## Head of Transport Ryan Brookes

**Experience:**

Ryan has over 15 years of experience across a wide range of operations management roles. Most recently, he secured Fleet Operator Recognition Scheme (FORS) accreditation for establishing Nirva's in-house fuel delivery fleet and transport division. This accreditation reflects the highest operational standards and enables the business to serve our customers safely and reliably.

**Qualifications:** Fleet Operator License

**Appointment Date:** 2022

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## Finance Director

### Vibhanshu Dixit MBA

**Experience:**

Since earning an MBA in Finance in 2010, Vibhanshu has built extensive financial experience in wholesale and distribution businesses. Vibhanshu's strategic financial management underpins his role as Group Finance Director, where he leverages analytical skills and business acumen to steer business growth.

**MBA Finance, Birmingham University****Appointment Date:** January 2022

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## Business Development Manager

### Mark Drysdale

**Experience:**

With over 25 years in business development in the fuel industry, including roles at Q8, Total, Harvest and WFS, Mark Drysdale has a proven track record in developing wholesale fuel business. He was most recently Head of Wholesale Fuel at World Fuel Services, leading commercial operations, strategic planning, and market development. Mark's notable achievements includes managing over £1 billion of distillate products annually.

**Appointment Date:** November 2024

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## General Manager

### James Taylor

**Experience:**

James has 15 years' experience achieving fast growth in alternative and sustainable fuel importers, blenders and wholesalers. This has included start-up to high turnover in one organisation and doubling of business in another. In his general management rolls, he has a track record of establishing and implementing strategies that encompass sales, marketing and operations coupled with superb client support. All of which continue to lead to sustained high growth with exceptional customer retention.

**BA Business Management, Leeds University****Appointment Date:** October 2025

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# Our Timeline

2012

**Varun Chhabria**, MD, started in fuel industry at oil importer and wholesaler Inver Energy

**Varun Chhabria** is Head of Risk & Marine at Certas Energy

2014-2018

2015

Dafydd Nicholas, Head of Commercial, starts at Inver Energy

Greenenergy acquires Inver Energy

2017

2018-2022

Varun Chhabria & Dafydd Nicholas lead and manage Greenenergy Marine UK.

**Nirva Energy Ltd is incorporated – supplying marine fuels** to the UK shipping industry.

2022

2023

Vibhanshu Dixit MBA brings 15+ years industry experience, as Finance Director

Nirva begins operating the Birkenhead oil terminal Nr Liverpool – **begins importing and supplying marine, road and heating fuels ex Liverpool**

2024

2024

Ryan Brookes, Head of Transport, achieves **Fleet Operator Recognition Scheme (FORS) accreditation** – for **developing in-house fuel delivery fleet** and transport division to the highest standards

Mark Drysdale brings 25+ years fuel industry management experience, as Business Development Manager – **develops nationwide wholesale inland fuel supply business – supplying Diesel, Kerosene, Gasoil and HVO nationwide.**

2024

2025

James Taylor brings over 15 years of senior management experience from high-growth alternative and sustainable fuel wholesaling scale-ups. As General Manager, he leads the **development and expansion of Nirva's alternative and sustainable fuel supply.**

Nirva **develops fuel-related service offering** – with sustainable fuel advisory, fuel oil brokerage, fixed-rate fuel supply and bulk cargo sourcing.

2025

2025

Nirva becomes **ZEMO Renewable Fuels Assurance Scheme (RFAS) accredited** – **begins supplying sustainable fuels.**

# Company Ethos

At Nirva, we do business with integrity.

**Integrity is at the foundation of everything we do.** We're genuinely invested in your success. We take time to understand your unique needs and deliver transparent, reliable fuel oil solutions you can trust. We work as your long-term partner, helping you control costs, secure supply, and reduce emissions with confidence.





# What we Offer

## Fuel Products

Our fuel oils are tailored to the unique demands of the UK's road, heating, and marine markets. We deliver industry-standard, independently tested fuels for consistent, dependable performance you can rely on.

### Marine Fuels

Nirva supply DMA MGO 0.86max and Marine FAME free Diesel to meet the demands of the UK's marine market. We are also pioneering the next generation of sustainable marine fuel oil solutions—designed to meet your evolving needs and support a cleaner future.

#### Products

- Marine Gas Oil (ISO 8217:2017 DMA), max 860 Density
- Marine FAME Free Diesel (EN590)
- Biofuels (ISO 8217: 2017 DFB & EN15940)

### Industrial Heating Fuels

Our range of heating oils provide our clients with the peace-of-mind that comes with consistent and reliable heating performance, responsive supply with our dedicated fleet, regulation compliant emissions and controlled costs.

#### Products

- Nirva 35 (BS2869 Class D heating requirements)
- MFO (BS2869 Class F) / HFO (BS2869 Class G)
- Renewable Diesel / HVO (EN15940)
- Sustainable Fuels

## Road Fuels

Trusted wholesale road fuel supplier. Helping buyers control costs and reduce emissions with direct supply, transparent pricing, and fixed-price fuel options.

### Products

- Diesel (EN590)
- Renewable Diesel / HVO (EN15940)
- Biodiesel (EN14214)



# Solutions to Control Costs and Emissions

**Nirva delivers end-to-end fuel management solutions, helping you take control of fuel oil costs and reduce emissions with confidence.**

Take control of your fuel supply, costs and emissions with confidence.

We assess your usage, technical specs, and delivery needs to build a reliable, hassle-free supply solution that works in the background while you stay focused on operations.

To control costs, Nirva offers spot prices, fixed-rate pricing and transparent index-linked rates—backed by deep expertise in wholesale fuel sourcing and hedging.

When it comes to emissions and sustainability, we cut through the noise—offering practical advice, certified sustainable fuels, and offsetting options tailored to your goals.

Whether supplied direct from our imported stock or brokered through our independent network, every solution is engineered to meet your commercial, technical, and sustainability needs—without compromise.



## Sustainable Fuels Advisory

**Sustainable fuel oils. Made simple. Delivered without disruption**

**Shipping, road transport, and industrial sectors face growing pressure to cut emissions—fast. But with volatile costs, shifting regulations, and a maze of fuel options, the path forward isn't always clear. That's where we come in.**

**At Nirva, we simplify sustainable fuel oil. Our team helps you cut emissions, meet customer and regulatory demands, and protect margins—without operational disruption.**

We review your current fuel supply and deliver clear, pragmatic strategies to reduce emissions using drop-in alternatives like HVO, FAME, and other certified low-carbon fuels.

Need to understand the options from a technical, supply chain, emissions, or cost perspective?

Want to do the right thing but fear getting it wrong? You're not alone—and we've got you covered.

We secure reliable supply by leveraging our independent wholesale network, offering fixed-price or index-linked contracts to keep you in control.

Our solutions help you decarbonise operations without downtime, confusion, or unnecessary cost.

Whether you're starting your transition or scaling up, we help you move fast—with the confidence that you're doing it right.

From advisory to delivery, Nirva is your partner in sustainable fuel oil supply.



## Fuel oil brokerage

Take control of your fuel procurement with confidence. Nirva's independent brokerage service helps UK businesses optimise supply, manage costs, and improve performance.

**Even the best-run businesses struggle with fuel oil. Rising costs, supply issues, complex specs, and shifting emissions rules create risk and distraction. Nirva cuts through the noise. We review your existing supply, identify inefficiencies, and deliver clear, actionable strategies to take control.** From one-off tenders to fully managed procurement, we handle everything—from RFQs to supplier negotiations—ensuring reliable, compliant, and cost-efficient supply. We also track pricing against contracts and market benchmarks to keep you protected. Whether you need expert advice or an ongoing strategic partner, Nirva delivers fuel procurement solutions—without compromise. Speak to our team to get started.



## Fixed-price fuel supply

Shield your fuel budget from market swings—lock in stable, predictable pricing and protect profitability with Nirva's fixed-price fuel supply.

**Fuel price volatility kills budgets and squeezes margins. Nirva helps you take control. With our fixed-price fuel solutions, you can lock in costs for a month, a year, or to match a customer contract. We can hedge a percentage of your fuel volume, on terms that fit your operation.** No fees. Low minimum volumes. No surprises. We shield you from market swings so you can plan with confidence, protect profitability, and focus on running your business. Fuel hedging with Nirva isn't complicated. It's commercial advantage—delivered. Just tell us what you need to secure—Nirva will take it from there.



## UK wholesale fuel oil transport

We transport fuel oil nationwide using our own fleet of tankers and expert in-house logistics team—safe, reliable, and always on schedule.

**Nirva delivers nationwide using our own modern tanker fleet and a logistics team trained to meet the operational and compliance demands of commercial fuel users.** Whether supplying bulk volumes to depots, direct-to-tank onsite, or bunkering at berths, we ensure your fuel is delivered safely and on time. Our scheduling aligns with your operational windows to minimise downtime. Every delivery is backed by rigorous safety protocols, telemetry tracking, and integrated quality controls—ensuring safe delivery, compliance, and peace of mind. When reliability, precision, and safety matter, we're the partner you can depend on.




## Bulk Cargo Sourcing

Leverage our expert cargo team, extensive supply network, and deep UK market knowledge to optimise your cargo sourcing and logistics.

**Our expert cargo team leverages industry expertise and a broad supply network to source the right fuel specs at competitive prices and secure vessels that will fit the job.** We manage the entire process from start to finish, including financing and coordinating all necessary customs documentation. By partnering with Nirva, we help you minimise costs and optimise supply, ensuring reliable cargo deliveries. Trust us to simplify complex cargo logistics.

## More Information

Nirva's dedicated fuel experts strive to find the optimum fuel solution tailored to your needs. Send us a brief message, and we'll ensure an appropriate member of the team gets back to you promptly.

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