



Company Profile for International Trans Oil Energy, LLP

I. Overview: Business & Partners.

International Trans Oil Energy, LLP (“ITOE”) is a Florida Limited Liability Partnership is a bulk wholesaler of petroleum products, including Jet A1, Diesel, Gasoline, Marine/Bunker Fuel and Crude Oil. ITOE’s original focus was on the domestic market. This led to contracting opportunities with several domestic companies and governmental entities. However, as the margins for the sale of US based products decreased and regulatory governance increased, ITOE shifted its focus from domestic to both domestic and international operations.

Richard Juandoo founded ITOE in 2018. He has been involved in the petroleum industry for the last 9 years. Since 2014, he has been a 50/50 shareholder in several companies including Texas based American Exploration Co. Inc. During his active tenure he was responsible for the refined fuels division.

Alan Pellingra Alan Pellingra became a partner in ITOE in late 2019. He also serves as ITOE’s in-house counsel. In addition to coordinating with outside counsel, Mr. Pellingra has handled a variety of legal matters, including the formation of ITOE’s operating entity, handling regulatory matters, and drafting Joint Venture Agreements. Prior to joining ITOE, he was an attorney with several major law firms including New York based Proskauer Rose.

Nancy Pellingra became a partner in ITOE in early 2021. Her background is in sales and marketing as well as having been an air traffic controller with the FAA. She is responsible for sales, marketing, and client communications.

II. ITOE’S Strategy: Maximize Profits; Secure Reliable Suppliers and Exit Buyers.

ITOE’s business strategy is to maximize profits by minimizing risks. This is accomplished by purchasing petroleum products directly from refineries and selling to reliable, major exit buyers.

ITOE currently has secured an Allocation Agreement with one refinery based in Mexico and Texas and is in preliminary discussions with several other refineries based in Greece, Norway, and India.

ITOE has relationships with several major exit buyers including commodity trading platforms, major private petroleum buyers, airlines, and governmental entities.

ITOE will typically work directly with a refinery. However, if required by the refinery, ITOE will form joint ventures with other companies who have downstream experience in other locations and who trade a variety of petroleum products.

To navigate the diverse cultural, business, and political landscapes across different countries, ITOE has established consulting relationships with petroleum sector experts based in India, the Middle East, Europe, and North America. These consultants possess specialized knowledge of regional petroleum markets and leverage their strong business and political connections to assist ITOE in achieving its short-term and long-term business goals. This strategic approach allows ITOE to adapt its operations to local contexts, effectively addressing unique challenges and opportunities in each region.

Late 2018 Through 2019-- Contracts Signed and Expansion.

ITOE'S original focus was on the United States domestic market. This led to *multi-year* contracts for diesel, biodiesel, marine fuel and gasoline with several municipalities and private companies, including the City of Baltimore, Maryland; Veiola Transportation-Baltimore; the Maryland Environmental Services Easton Landfill; Maryland Environmental Services Poppin Island/Other Sites; Rineco Recycling Benton, Arkansas; Continental Airlines Newark, New Jersey and Jacobs Tech- NASA Base, Stennis, Mississippi.

During this time ITOE expanded its focus to include international opportunities. During this time, ITOE closed 2 spot transactions for diesel and marine fuel with Zantramarine, Singapore. Additionally, Mr. Jaundoo and Alan Pellingra travelled to **India** and met with executives at **Indian Oil Corporation Limited** and **Reliance Industries Ltd.** These meetings led to ITOE's decision to access these markets.

III. 2020 Through 2022- Global Business Disruptions: Covid and Russia/Ukraine.

As we all know, starting in *early 2020* and running through *late 2021*, many businesses, both large and small, located throughout the world were significantly negatively impacted by the COVID-19 pandemic. The oil industry was particularly hit hard

because of petroleum's pre-eminence as a land, air, and marine transport fuel coupled with the unprecedented collapse in worldwide mobility resulting from lockdowns, quarantines, and travel restrictions.

ITOE's business was no exception. Both demand for petroleum products and supply side disruptions affected every aspect of ITOE's business. Although we had contracts to provide several petroleum products, buyers exercised the force majeure provision to end contracts, and even when they did not, the effect of lockdowns and quarantines at the refineries caused major supply issues. Our business quickly went from thriving to survival mode.

During this period, a significant number of businesses were forced to close for a variety of reasons. However, ITOE was able to stay in business by implementing a series of strategies to ensure its survival and adapt to the rapidly changing circumstances during these unprecedented times, including (a) reducing unnecessary expenses; (b) exploring new way to add revenues; (c) expanding our geographic base of operation; and (d) looking for opportunities in other sectors of the petroleum market.

Then, in early 2022 as the impact of the COVID 19 pandemic was winding down, the petroleum industry was hit hard a second time with the start of the Russia-Ukraine war in early 2022. Disruption to the flow of oil and a shift in energy suppliers led to a profound and likely permanent change to the world's oil markets.

In sum, by implementing new strategies and staying adaptable, our business managed to navigate the challenges posed by the pandemic and the Russia/Ukraine conflict that not only ensured our survival but put us in position to significantly expand and grow our business beyond the levels we reached in 2018-2019.

IV. 2023 and Beyond- Market Expansion, Strategic Innovation and New Partnerships.

To implement new strategies for future business growth, we followed a comprehensive approach that incorporated various proven methods. These strategies were tailored to align with our business goals, market dynamics, and available resources. Here is a breakdown of some of the things ITOE has accomplished as the petroleum business returned to a more normal and predictable environment:

1. **EXPANSION and DIVERSIFICATION.** ITOE has added several key players to the ITOE Team, including consultants, business/operational joint venture partners, and financial joint venture partners.

In 2022, ITOE made the decision to begin diversifying and expanding its operations in several ways. First, ITOE expanded its geographic focus to Africa and other Asian countries. ITOE has established a network of contacts and consultants with local expertise and petroleum related connections in several African countries as well as the Philippines, the Middle East, Europe, and South Korea.

Additionally, ITOE began exploring the addition of upstream and midstream operations to its business model. This vertical integration is expected to allow ITOE to operate more effectively and efficiently in the ever-changing petroleum sector.

Finally, through its new contacts and consultants, ITOE has further expanded its downstream operations as it looks at opportunities to buy and sell additional products, including crude oil, marine fuel, and gasoline and to work with refineries on crude oil swaps/Direct Buy, Direct Sell Agreements.

2. **FINANCING.** ITOE has secured financing in the amount of **\$600,000,000 USD** that will allow ITOE to buy and sell exportable quantities of petroleum products.
3. **REFINERIES.** ITOE has secured an Allocation Agreement with Petroleos Mexicanos (**PEMEX**) for the purchase of *Jet A1, Diesel, Gasoline and Crude Oil*. Pemex operates eight refineries in Mexico and one in Deer Park Texas. ITOE is currently negotiating two deals with PEMEX: each for 2,000,000 Barrels of Jet A1.

ITOE is also having preliminary discussions with several other refineries, including Hellenic Petroleum (based in Greece), Equinor (based in Norway), and Reliance Industries Limited and Mangalore Refinery and Petrochemicals Limited (both based in India).

4. **GLOBAL PROCUREMENT REGISTRATION.** ITOE has expanded its BUYER NETWORK by securing opportunities to sell to several major global organizations. These registrations demonstrate ITOE'S compliance with international standards, regulations, and quality assurance processes, ensuring that the company operates at the highest level of professionalism and integrity. By obtaining these registrations and certifications, ITOE showcases its commitment to excellence, compliance, and international cooperation. These accolades further enhance ITOE'S reputation as a trusted wholesaler of petroleum products, positioning the company as a preferred partner for customers seeking reliable and responsible energy solutions.

A. US Federal Government/Defense Logistics Agency (DLA). Registration Identification Code- Z4MZBVYVGM53/9LD08.

- ITOE is registered with the US Government, underscoring its commitment to working closely with government agencies and meeting the stringent requirements set forth by regulatory bodies. This registration allows ITOE to engage in government contracts, supplying petroleum products and related services to various federal entities.
- The operations of the company fall under various North American Industry Classification System (NAICS) codes, which include 211120, 213112, 221112, 221210, 221310, 238990, 336310, 424710, 424720, 457210, 488510, 488190, and 561990.

B. United Nations Global Marketplace (UNGM). Registration Number- 942640.

- ITOE'S certification with the United Nations signifies its dedication to promoting sustainable development, environmental responsibility, and ethical business practices. This certification enables ITOE to actively participate in UN procurement processes, contributing to the organization's efforts in achieving its global goals and objectives.
- ITOE is now registered 19 specialized agencies of the United Nations. They are independent international organizations affiliated with the UN and work with it to achieve its goals. The specialized agencies are funded by both voluntary and assessed contributions and include:
 - Food and Agriculture Organization of the United Nations (FAO)
 - International Atomic Energy Agency (IAEA)
 - International Bank for Reconstruction and Development (IBRD)
 - International Civil Aviation Organization (ICAO)
 - International Development Association (IDA)
 - International Finance Corporation (IFC)
 - International Labour Organization (ILO)
 - International Maritime Organization (IMO)
 - International Monetary Fund (IMF)
 - International Organization for Migration (IOM)
 - United Nations Educational, Scientific and Cultural Organization (UNESCO)
 - United Nations Environment Programme (UNEP)
 - United Nations Industrial Development Organization (UNIDO)
 - Universal Postal Union (UPU)

- World Health Organization (WHO)
 - World Meteorological Organization (WMO)
 - World Tourism Organization (UNWTO)
 - World Trade Organization (WTO)
- The specialized agencies play a vital role in promoting peace, development, and human rights around the world. They work on a wide range of issues, including food security, poverty eradication, climate change, and health. The specialized agencies are essential partners for the United Nations in its efforts to build a better world for all.

C. North Atlantic Treaty Organization (NATO). Registration Number- 4000073475.

- As a registered supplier with NATO, ITOE has established itself as a trusted partner in meeting the energy needs of NATO member countries and allied forces. This registration demonstrates ITOE'S ability to provide reliable and secure supplies of petroleum products, essential for supporting military operations and defense infrastructure.

5. **DUN & BRADSTREET (D&B).** ITOE has been assigned the distinguished D&B Number (081151245). This recognition not only underscores our credibility but also serves as a testament to our unwavering dedication to delivering exceptional products and services.

6. **OTHER BUYER/PROCUREMENT OPPORTUNITIES.** ITOE has increased the number of organizations that it can sell to by registering with several major buyers and buyer networks. This means that ITOE can now sell its products to a wider range of customers.

A. SAP Business Network (formerly Ariba Network). Business Network ID- AN11183410848

The SAP Business Network is a comprehensive B2B collaboration platform that enables buyers and suppliers to collaborate on transactions, strengthen their relationships, and discover new business opportunities.

B. My Florida Market Place.

MyFloridaMarketPlace is the State of Florida's eProcurement system. It is the source for centralized procurement activities, streamlining interactions between vendors and state government entities.

C. Trafigura. KYC Approval Number- 000000078245

Trafigura is a multinational commodity trading company. It operates through a complex network of over 100 subsidiaries across the world, with main operating offices in Geneva and Singapore.

D. Grandeur Trading & Services Pte Ltd.- Approved Vendor.

Grandeur Trading is a Singapore-based company involved in the sourcing, distribution, and provision of petroleum-related products for various industries, including the marine and offshore sectors.

E. Thomasnet.com Trading Platform- Registered User

Thomas.net, an Xometry Company, operates a platform that has over 500,000 detailed North American supplier profiles, covering over 70,000 industrial categories.

F. State of West Virginia, USA Vendor Platform- Vendor Code- VS0000043668

West Virginia Vendor Service (VSS) is an online portal that allows businesses to register with the West Virginia Purchasing Division and to respond to solicitations for state contracts.

G. State of Maryland, USA- eMaryland Marketplace Advantage (eMMA)- Approved Vendor

eMMA is Maryland's new online procurement platform used to connect the vendor community with contracting opportunities from state, county, and local government entities.

H. State of Arizona, USA- Supplier ID: IV0000070843

The Arizona Procurement Portal is designed to make it easier for suppliers to offer their goods and services, and to make it easier for the State of Arizona to promptly buy and pay for the goods and services it needs.

I. United Airlines- Approved Vendor Profile

Our Vendor Profile has been successfully submitted to the United Airlines Supplier Diversity Team.

J. American Airlines- Approved Vendor Profile

Our Vendor Profile has been successfully added American Airlines database and is now accessible by American Airlines buyers.

K. British Airways & Iberia- Approved Vendor Profile

This approval gives ITOE access to the British Airways and Iberia trade support portal.

L. Other Buyer Opportunities- Trading Platforms, Marketplaces & States

ITOE is in the process of registering with several other petroleum buyers, including the State of Delaware, Chevron, Cargill, Bank of America, Conoco Phillips, and Barclays.

7. **STRATEGIC POLICY INITIATIVES.** ITOE has adopted several company policies for the purpose of strengthening its business, supporting its clients, and making a positive impact on society, the economy, and the environment.

A. Corporate Social Responsibility.

ITOE, a leading corporation in the oil and energy sector operating on a multinational platform, has demonstrated an admirable commitment to Corporate Social Responsibility (CSR). Recognizing the significant impact of the oil and energy industry on the environment and local communities, the company has taken proactive measures to promote sustainable practices, and support social initiatives. By engaging in community development programs, ITOE exemplifies the importance of aligning business objectives with social and environmental responsibility. Such conscientiousness by ITOE sets a positive precedent for others to follow and contributes to a more sustainable future for all.

B. Diversity Inclusion.

International Trans Oil Energy's *Diversity Inclusion Program* encompasses the crucial need to promote diversity and inclusion in the global oil and energy sector. As we address the pressing challenges faced by the industry, it is imperative that we acknowledge the diverse perspectives, talents, and ideas that exist across borders. By embracing diversity, we can ensure a wide range of innovative solutions are explored, leading to a more sustainable and inclusive future. Only by embracing diversity and inclusion can we unlock the full potential of the global energy landscape and navigate the path toward a more sustainable future.

C. Charitable Endeavors.

The goal of this policy is to establish a framework for how ITOE will make charitable donations and actively support charitable causes. The policy is intended to ensure that our charitable giving and support is aligned with our corporate values and mission, and that it makes a positive impact on the communities where we live and work. ITOE believes that charitable giving is an important part of our corporate responsibility. We are committed to supporting organizations that are working to make a difference in the world, and that are aligned with our core values of sustainability, social justice, and environmental protection.

D. Sustainability Involvement.

ITOE's Sustainability Involvement encompasses the global efforts made by various nations and organizations to ensure the long-term viability and sustainability of the oil and energy sectors. With the increasing demand for energy worldwide, it has become imperative to explore and implement alternative sources that are environmentally friendly and economically viable.

E. Ethical Policy.

ITOE is committed to operating in an ethical and responsible manner. We believe that doing the right thing is good for our employees, our customers, and the world around us. This policy sets forth the Company's expectations for ethical behavior in all aspects of its business. It applies to all employees, regardless of their position or level of responsibility. Our guiding principles include: (i) always be honest and truthful in our dealings with others; (ii) do not engage in any form of deception or fraud; (iii) treat others with fairness

and respect, regardless of their race, religion, gender, sexual orientation, or other personal characteristics; (iv) be accountable for our actions and decisions; (v) take responsibility for our mistakes and learn from them; (vi) comply with all applicable laws and regulations; and (vii) do not engage in any illegal or unethical behavior.

F. Policy on Bribery and Corruption.

As International Trans Oil Energy expands its operations globally, it becomes crucial to establish a robust anti-bribery policy to ensure ethical practices and maintain a positive reputation. This policy aims to prevent any form of bribery or corruption in all business dealings, adhering to applicable laws and regulations. By strictly prohibiting any direct or indirect solicitation or acceptance of bribes, the company aims to secure fair competition, maintain transparency, and foster trust among its stakeholders.

International Trans Oil Energy is committed to fostering a culture that upholds the highest standards of accountability and integrity in its global business operations through consistent employee training programs and thorough monitoring systems.

G. Risk Management Program.

The International Trans-Oil Energy Risk Management Program is an essential initiative in today's global energy market. With energy prices constantly fluctuating and geopolitical tensions influencing supply and demand, it becomes imperative for companies in this sector to effectively manage their risks. This program aims to equip participants with the necessary knowledge and skills to identify, assess, and mitigate risks associated with oil and gas exploration, production, transportation, and marketing. By understanding the intricacies of global energy markets, participants will be better prepared to make informed decisions and contribute to the sustainable development of the petroleum industry.

H. Product Range.

Our comprehensive product range covers a wide spectrum of petroleum products, including gasoline, diesel, jet fuel, marine fuel, and light and heavy crude oil. We source our products from reputable refineries and suppliers, ensuring top-notch quality and compliance with industry standards.

I. Quality Assurance.

We prioritize the quality and reliability of our petroleum products. ITOE adheres to rigorous quality control measures at every stage of the supply chain. We conduct regular testing and analysis to maintain strict compliance with industry standards and regulatory requirements, guaranteeing that our customers receive fuel of the highest quality.

J. Customer Focus.

Our customers are at the heart of everything we do. We work closely with businesses of all sizes and industries, understanding their unique requirements and tailoring our solutions to meet their specific needs. Our dedicated account managers provide personalized service, ensuring smooth communication and prompt resolution of any queries or concerns.

K. Partnerships and Associations.

We actively collaborate with industry partners, including refineries, suppliers, and regulatory bodies, to stay updated on market trends, emerging technologies, and regulatory changes. ITOE is also a proud member of national and international petroleum associations, actively participating in discussions and initiatives that shape the industry.

L. Other Capabilities.

International Trans-Oil Energy Other Capabilities refers to the diverse range of skills, resources, and technologies that enable efficient and effective global transportation and distribution of oil and other energy resources. This encompasses the strategies, infrastructure, and expertise necessary to manage logistical challenges, optimize supply chains, and ensure reliable and timely delivery of energy products worldwide. As the demand for energy continues to rise, this domain plays a crucial role in meeting global energy

needs and driving economic growth. By leveraging innovations and collaborations, governments, organizations, and stakeholders can harness the full potential of international trans-oil energy capabilities to sustainably meet the world's energy demands while addressing environmental concerns and promoting energy security.

V. Summary.

Despite the major global events that began in the first quarter of 2020 and have continued to impact the worldwide petroleum market, ITOE has not only survived, but has incorporated key strategies into our business operations that have helped us establish a robust framework for future growth. These strategies have included adding several key players to the ITOE Team, including consultants, business joint venture partners, operational joint venture partners, financial joint venture partners and companies who have the technical expertise to handle both local and global operations.

We acknowledge that successful growth requires a combination of approaches tailored to our unique strengths, customer insights, and industry landscape. By executing these strategies effectively, we have positioned ourselves for sustained business expansion and success in the evolving market and are confident that these changes will help ITOE, and its partners thrive in the ever-changing petroleum sector.

“People, Products, Pricing and Performance- Discover the ITOE Difference.”

International Trans Oil Energy, LLP

Richard Jaundoo- 516-808-0407 | Richard@InternationalTransOilEnergyLLP.com

Alan Pellingra- 954-818-0813 | Alan@InternationalTransOilEnergyLLP.com

Nancy Pellingra- 954-815-1958 | Nancy@InternationalTransOilEnergyLLP.com

www.InternationalTransOilEnergyLLP.com

Corporate Headquarters: Ft Lauderdale, FL, USA

Satellite Operations: India | Dubai | Singapore | Belgium