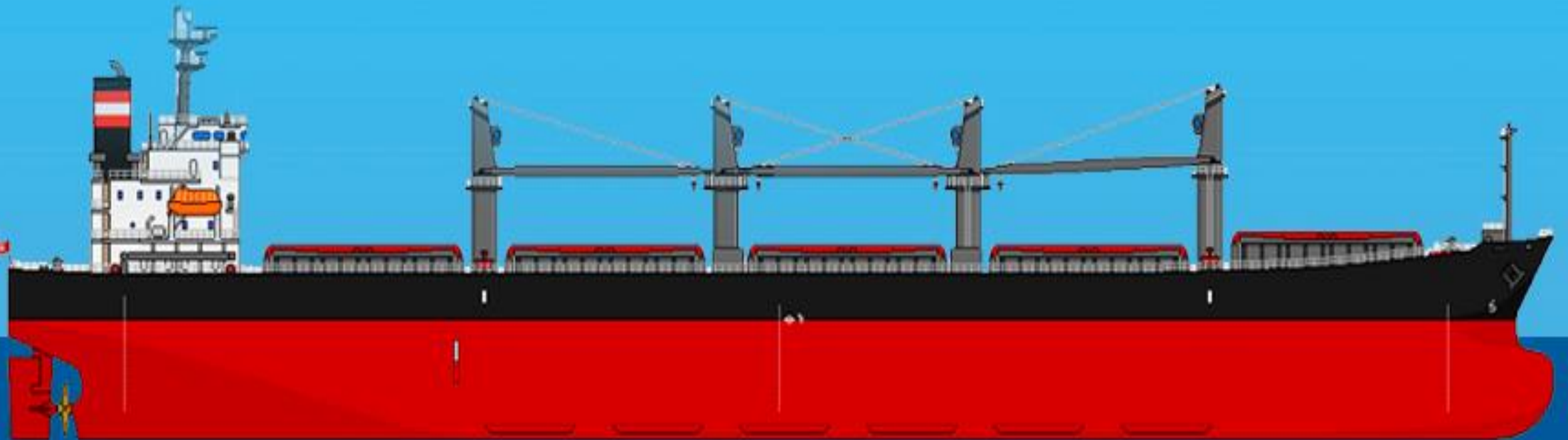




ALFA MARITIMA
RELIABILITY & SECURITY



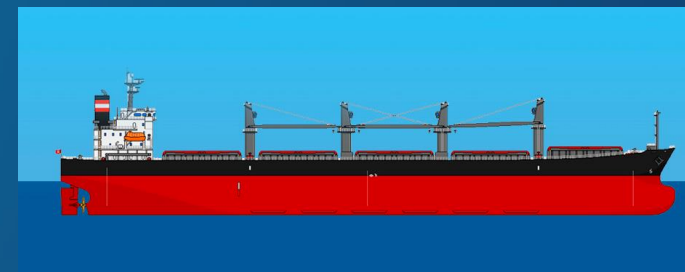
Your Business Partner



ALFA MARITIMA
RELIABILITY & SECURITY

Corporate Presentation

Your Business Partner



Alfa Maritima International “AMI”

Since 1990

Corporate Presentation





- ✓ **Corporate Structure & Background**
- ✓ **Main Businesses**
- ✓ **Full Customer Satisfaction**
- ✓ **Main Achievements**
- ✓ **Logistics Challenge, that AMI can meet**
- ✓ **Value Added for Customers**
- ✓ **Services We Provide**
- ✓ **Our Team**



Our Business



Our Business



Corporate Structure & Background

Company Name:

Originally incorporated as

- **Servicios Técnicos Alfa Maritima C.A.**

Founded & Incorporated November 27, 1990

- Caracas, Venezuela.

Today:

- **Alfa Maritima International LLC**
- Incorporated Cleveland, Ohio January 17, 2022



Corporate Structure & Background

Headquarter:

- Cleveland, Ohio; North America
- Tel: +1-786-208.27.17 & +1-440-462.22.11

Offices:

- North America, Europe and South America
- Associate Members & Employees: 8

Representative:

- Luis Urdaneta Eraso, Partner, Chartering Director & CEO.



Main Business

- **ALFA MARITIMA INTERNATIONAL (AMI)** AS Shipbrokers or Chartering Agents, we are Experts in Bulk Carriers Vessels Chartering and Logistics for reliable maritime transportation of Dry Bulk Commodities, with proven experience, which ensures our customer's Supply Chain reliability with Global Scope.
- We build our relationships and operations based on Human Values and Professional Principles.
- In over 30 years AMI has executed Long Lasting Charter Parties (Maritime Transportation Contracts) for Dry Bulk Commodities.
- AMI is headquartered in Cleveland, Ohio, USA.
- **Website <https://www.alfamaritima.com/>**



We have always provided full customer satisfaction, as per customer reviews & evaluations from several industrial sectors:

- Cement, Clinker and Construction Aggregates
- Food, Beer and Agroindustry
- Bauxite and Iron Ore
- Fertilizers and Chemicals



Main Achievements

Empresas Polar, Mayor Grain Player in Venezuela, AMI helped to change malt barley shipments from 6,000 MT shipments to 9.000 MT, 12.000 MT, 15.000-18.000 MT UP TO 22.000TM. Gain efficiency and achieve scales economies, saving huge money amounts,

Ferroaluminio mayor Venezuelan Alum Sulphate manufacturer. AMI helped to change bauxite shipments from 3,000 MT bulk Bauxite shipments to 6.000 MT gaining efficiency and achieve scales economies, saving huge money amounts, financing the freight & coordinating the supply chain to assure max efficiency in supply chains linked to dry bulk Bauxite maritime transportation.

Cemex joint efforts to change cement cargo loading/discharge operations, changing from wood pallets to Sling Bags....Gained efficiency and flexibility...

Pequiven, Venezuelan fertilizer manufacturer AMI promoted the change to FOB and not CIF terms on imports and in exports CIF and not FOB, saving large amount of money gaining in the logistics operations efficiency, flexibility and a lot of money.



Logistics Challenge, that AML can meet:

- Research of maritime transportation projects scope to ensure efficiency.
- Ensure lifting of each cargo program shipment within the agreed laycan.
- Self-Loading & Self-Discharge Operations.
- Identifying the right ship owner to lift on time each shipment of customers cargo program.
- Chartering via Voyage Charter, Contract of Affreightment (COA), Time Charter, and Bareboat.
- Provide reliable Bulk Carriers to supply chain of dry bulk commodities.
- Coordination & assurance max efficiency in supply chains linked to dry bulk maritime transportation.



Value Added for Customers

- More than 30 years in International Maritime Transportation of Dry Bulk Commodities.
- AMI Human Team has extensive experience in international maritime transportation of Grains & Cereals, Bauxite, Iron Ore, Clinker, Cement, Fertilizers, etc.
- Know-how of Supply Chain Operations for Food/Grains, Cement, Aluminum, and Fertilizer Industries.
- AMI strategic vision becomes an added value for our Allies and Industrial Customers.
- Direct relationship with the main worldwide Bulk Carrier Shipowners.
- Direct relationship with Pneumatic Cement Shipowners.
- Freight rates indications/estimates according to markets, ship operating costs & bunkers.
- Chartering Negotiations



Services we provide:



TRANSPORTATION FOR

Grain Cargoes

Mineral Cargoes

Dry Bulk Cargoes

Part Cargoes

Bagged Cargoes

Timber Cargoes

BULK CARRIERS

Handysize
20/35,000 dwt

Handymax
36/49,000 dwt

Supramax/Ultramax
50/66,000 dwt

Panamax/Kamsarmax
65/82,500 dwt

Post Panamax/Mini Cape
87/120,000 dwt

Capesize
120/200,000 dwt

Very Large Ore Carrier
(Valemax or Chinamax)
220/400,000 dwt

CHARTER PARTY FORM

Voyage Charter

Contract of
Affreightment

Time Charter

Bareboat

We base on all
BIMCO & ASBA
charter parties
forms



BIMCO



Services we provide:



CHARTERING

Solutions to hire reliable & secure Bulk Carrier Vessels

Ensure cargo lifting within the laycan/dates agreed

Procure reliable vessel fleet availability for multiple & complex dry bulk maritime transportation requirements

Charter Party (C/P) types and strategy

Charter Party (C/P) negotiations, preparation & administration

Amicable & effective dispute resolutions

SUPPLY CHAIN

As a Shipbroker and Vessel Operator with more than 150 voyages with zero "0" arbitrations, provide plan operations details without demurrages & cargo differences

Real-time actions to fix any deviation in the load/disch operations that can generate demurrages or conflicts

Assistance in Troubleshooting of dry bulk commodities supply chain

Provide on-time, Safe & Reliable Bulk Carriers, as per the loading program to ensure efficient maritime transportation for the transportation of dry bulk commodities program

CONSULTING & OUTSOURCING

International Sales and Procurement Services

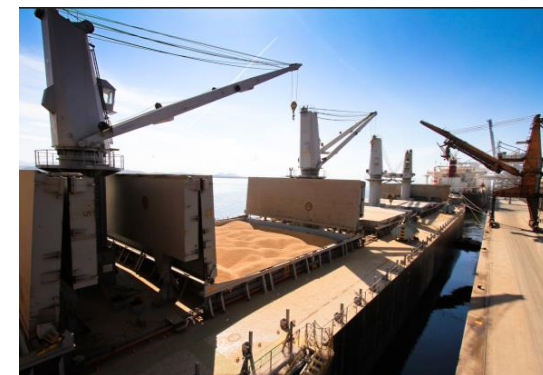
Feasibility for Major Maritime Transportation Projects

International Market Research

Efficiency in Maritime Transportation & Supply Chain

Demurrage Settlement, payment, and Collection

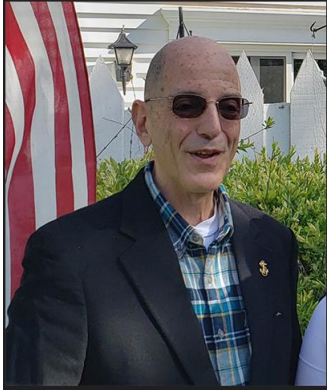
Negotiation & Administration Charter Parties



BIMCO



Our Team



Luis A. Urdaneta E. - CEO & Partner. Chartering & Logistic Director.

BS in Business Administration, Questrom School of Business - 1981, Boston University; International Maritime Trade Specialist, School of Higher Studies of the Merchant Navy, Caracas – 1992; Executive Master in Logistics Management, School of Industrial Organization, EOI Madrid - 2006; Certificate in Shipbroker and Chartered Vessel Operations, by New York Shipbrokers Association (ASBA) - 2020.

Expert in Bulk Carriers Chartering Vessels. Maritime Transportation & Logistics of Dry Bulk Commodities. Broad experience in International Commerce. 38 years of Professional Experience.



Reinaldo Gabaldon B. – Partner. Business Development Director.

BSc in Chemical Engineering (*Summa Cum-Laude*), Universidad Simón Bolívar - 1979, MSc in Engineering Management - 1984, MSc in Engineering Economic-Systems - 1985, Stanford University.

Extensive knowledge in Import/Export and Maritime & Air Transport Logistics and International Trade; in Business Development and Project Financing of Petrochemicals Joint Ventures. Broad experience in General Management and Member of the Board of Directors of several petrochemical companies. 44 years of Professional Experience, 12 years in Maritime & Air Transport Logistics (Corporate Manager for Logistics & International Trade Services, Empresas Polar - 2010/2022).



Our Team



German A. Romero A. – Commodity Trader & Shipping Advisor.

BSc - 1987/1991 and BS - 1997/2002 in Computer Sciences, Nueva Esparta University; Specialization in the Shipping Business - 1991, certified by Mar Training C.A., Venezuela; Training in Shipbroker and Chartered Vessel Operations - 1995, certified by Alfa Maritima C.A.

Extensive knowledge and expertise in the shipping business (chartering and operations) of oil tankers, dry bulk and offshore vessels. Experience in Business Management and International Trade. Extensive knowledge in Business Development. 32 years of Professional Experience.



Leonel Aquino - Commodity Trader Advisor

Commodities merchandising, financial risk management, and business development experience. Agricultural Futures and options trading. Have worked for the three largest trading companies worldwide. 30+ trading a wide range of products (agricultural, fertilizers, among others). Developed successful agribusiness projects with ample expertise in forecasting, assessment analysis, strategy development, and implementations. Procurement, export and import programs expertise. Several business-to-business exposure (Kraft, Frito-Lay, Mavesa) with excellent revenue results and capitalizing on customer relationships. Commercial entrepreneur and business developer.



Our Team



Francisco J. Schutte G. - Agri & Forest. Advisor.

(BSc in Agronomical Engineering, Universidad Centro Occidental Lisandro Alvarado - 1979/85; Courses in International Agriculture, Cornell University – 1994/96; Courses in International Forest Genetics and Tree Improvement, North Carolina State University -1998). Expert in the Renewables and Environmental Protection Industry; Sustainable Agriculture Development, and in several types of Agriculture, with a proven history in these fields. More than 30 years of Professional Experience.



General Counsel & Advisors



Tomas I. Polanco F. (BA degree in Law, Universidad Central de Venezuela – 1975/80; Master of Laws, LL.M. Columbia Law School – 1981/82; PhD Candidate in Law, Universidad Central de Venezuela – 1986/90). Lawyer with solid knowledge of public and private law in Latin America. Extensive knowledge of government regulations in the region, and expert legal advisor on corporate and compliance matters, which can translate into the success of a company or business. 42 Years of Professional Experience.



Jesús A. Perez Lavaud. (BSc. In Civil Engineering, Major in Construction Management, Universidad Católica Andres Bello, UCAB - 1980). Expert in Project Engineering & Construction Management. Broad experience in Construction Project Management & International Trading. More than 40 years of professional experience in the Construction Industry as an Engineer and Entrepreneur/Investor





ALFA MARITIMA
RELIABILITY & SECURITY

Thank You

We Appreciate Your Business