

CORPORATE BROCHURE
2023

novumenergy.com

A Letter from our President: “Powering the Future with Purpose and Innovation”

Dear Valued Partner,

Since 2011, Novum Energy has powered its way as a global supply and logistics leader steadfast in its commitment to environmental stewardship, employee well-being and community upliftment.

Amidst dynamic energy markets, Novum consistently excels in providing not just solutions but a compendium of responsible commodities sourcing, logistics, customized credit solutions and unwavering reliability. Our rapid growth is bolstered by robust financial underpinnings and enduring partnerships.

Novum is fostering a culture of excellence driven by seasoned professionals in major global hubs propelling us into new and exciting markets.

Our growth does not compromise safety. Our rigorous safety policies, extensive training and meticulous inspections have ensured zero environmental harm underpinned by our commitment to ethical partnerships.

In 2023, in harmony with our community-focused values we proudly launched the Novum Foundation. This institution, fueled annually by a share of Novum's profits, actively disburses transformative grants. During its inaugural grant-giving season the Novum Foundation supported six emerging organizations across the United States, Mexico and Argentina.

Last year showcased our dedication to innovation and resolute expansion into new markets. As we march toward becoming a world-class global supplier, our commitment to stakeholders and communities deepens.

Exciting times lie ahead for Novum Energy.

Alfredo Vilas
President and Chief Executive Officer



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Vision

To be recognized as a leading innovative, reliable and profitable global commodities supply and logistics company by employing the finest talent, investing in the most advanced technologies, conducting our business to the highest ethical standards and operating with world-class safety practices that protect people and the natural environment.

Mission

To provide our global commodity customers with tailored commercial solutions, using proprietary logistics, risk management and financing packages.



Leadership

Alfredo Vilas

President and Chief Executive Officer

Alfredo founded Novum Energy Trading Corp. in 2011 and quickly established the company as a reliable supplier of oil and oil products to Caribbean and Latin American markets. Alfredo has 25+ years of experience as an originator and trader of refined oil products. Prior to starting Novum, Alfredo held senior positions in global refining and trading companies.



Maximiliano Poveda

Director and Co-Owner

Maximiliano commenced his tenure at Novum in 2011 as director and co-owner, boasting over 25 years of extensive experience in the oil trading industry. He began his career at Interpetrol SA in Buenos Aires, where he managed vessel logistics before he transitioned to Trafigura in London in 1995. During his time at Trafigura he ascended to the role of Head Trader for the company's global LPG business in 2007.



Christopher Scott

Chief Financial Officer

Chris joined Novum in 2012 as Chief Financial Officer with 10+ years of banking experience and over 20 years in the oil trading business. Prior to joining Novum, Chris worked at Trafigura and Mabanaft. His extensive relationships in the banking and insurance industries have played a crucial role in Novum's growth, ensuring risk mitigation across the supply chain and enabling tailored financing structures to enhance customer business.



Ismael Hernandez

Chief Operating Officer

Ismael joined Novum in 2022 as Chief Operating Officer with 25+ years of experience in the energy industry. Ismael's expertise ranges from trading and refining to midstream and M&A. Ismael has previously served as president of PMI and Sierra Pipeline, as well as held global executive roles at Buckeye Partners.



Mike Winstone

Director of Crude and Fuel Oil

Mike joined Novum in 2020, bringing over 30 years of trading experience. His detail-focused and analytical approach, coupled with broad physical knowledge in crude and products, benefits both us and our customers. Specializing in fuel oil and feedstocks, Mike actively participated in Asian, European and American markets during his time at Cargill, Koch, Vitol, Macquarie, and Freepoint.



Lina Chambers

General Counsel

Lina has more than 30 years of experience in the oil and gas industry and serves as General Counsel. Lina began her career on the energy derivatives trading desks of Phibro and J. Aron, and held commercial leadership roles in commodities structuring, finance and risk management. In addition, she has been a law firm partner and headed up regional legal and compliance functions for two global oil and gas companies.



Fernando Vulcano

Director of Origination, Latin America

Fernando is a seasoned energy industry professional with over 25 years of experience in origination, business development and trading of crude oil, oil products and derivatives in Latin America. He joined Novum in 2015 and previously worked at Sempra Energy Trading, JP Morgan and Freepoint Commodities. Fernando's extensive expertise in Latin America has allowed him to navigate the complexities of these markets and build strong relationships with clients and partners alike.

History

Founded with a mission


2011 - 2014

Inception and Industry Pioneers

- Novum Energy takes its inaugural steps as a global energy trading and logistics group, strategically headquartered in vibrant Houston, USA.
- Secures its first transactionally secured credit line.
- Signs a pivotal term supply agreement in the Dominican Republic.

2015 - 2018

Scaling Operations and Expanding Presence

- Signs a strategic, long-term storage agreement in Yabucoa, Puerto Rico.
 - Enters into a crucial 3-year supply agreement for fuel oil in Barbados.
 - Embarks on operations within the U.S. Pipeline system, efficiently moving the first B30 trucks across the Mexican Border from Texas.
 - Marks a historic moment, becoming the first non-Mexican company to import refined oil products into Mexico and scaling to an impressive movement of over 1,500 trucks monthly across the border.
 - Strategic expansion continues with the inauguration of an office in Mexico City.
 - Extending its Caribbean footprint, Novum commences fuel oil supply to Aruba on a long-term basis and establishes an office in Buenos Aires, Argentina.
- 



2019 - 2023

A Period of Transformation

- Welcomes the MPYA Energy brand into the Novum family in Africa, widening horizons in markets like Kenya, Zambia, Tanzania, and Uganda.
- Novum Energy Trading Pte. Ltd is incorporated in Singapore and offices are established in London
- Successfully concludes the first truck sale across East Africa, along with notable distillate cargo sales from Europe to the U.S. and WAF.
- Novum welcomes a Chief Operating Officer (COO) and General Counsel in Houston and a Regional Head of Finance in Asia, further bolstering its management team, financial expertise, and regional capabilities.
- Acknowledging the paramount importance of sustainability, Novum publishes its inaugural ESG report, showcasing its dedication to responsible practices.
- The Novum Foundation is established with a strong commitment to investing in their communities, reflecting Novum Energy's dedication to social responsibility and sustainable business practices.



Products & Services

At Novum Energy, our commitment to excellence, focus and adaptability sets us apart in the industry. We specialize in offering a comprehensive range of products and services and empowering your operations with customized solutions and driving your performance to new heights.

Our Products

- Middle Distillates
- Crude Oil
- Fuel Oil
- Gasoline



Customer Orders

At Novum Energy, our unwavering commitment is to fulfill your supply needs with reliability and efficiency. We provide a wide array of products and services tailored to your unique requirements. We prioritize compliance with all applicable international laws, regulations and standards to deliver quality products and services at all times.

Consistent Quality Control

Our dedication to consistency and quality control underpins everything we do at Novum Energy. We invest in robust processes and technologies to ensure that each product and service we provide meets the exacting standards our customers expect.

Experience the Novum Energy difference in every transaction. We are your trusted partner for energy solutions, delivering reliability and professionalism at every turn.



Where we operate

NORTH AMERICA

Brownsville, Texas

Houston, Texas

Pasadena, Texas

Buckeye Bayonne, New Jersey

SOUTH AMERICA

Mexico City, Mexico

Buenos Aires, Argentina

Manaus, Brazil

EUROPE

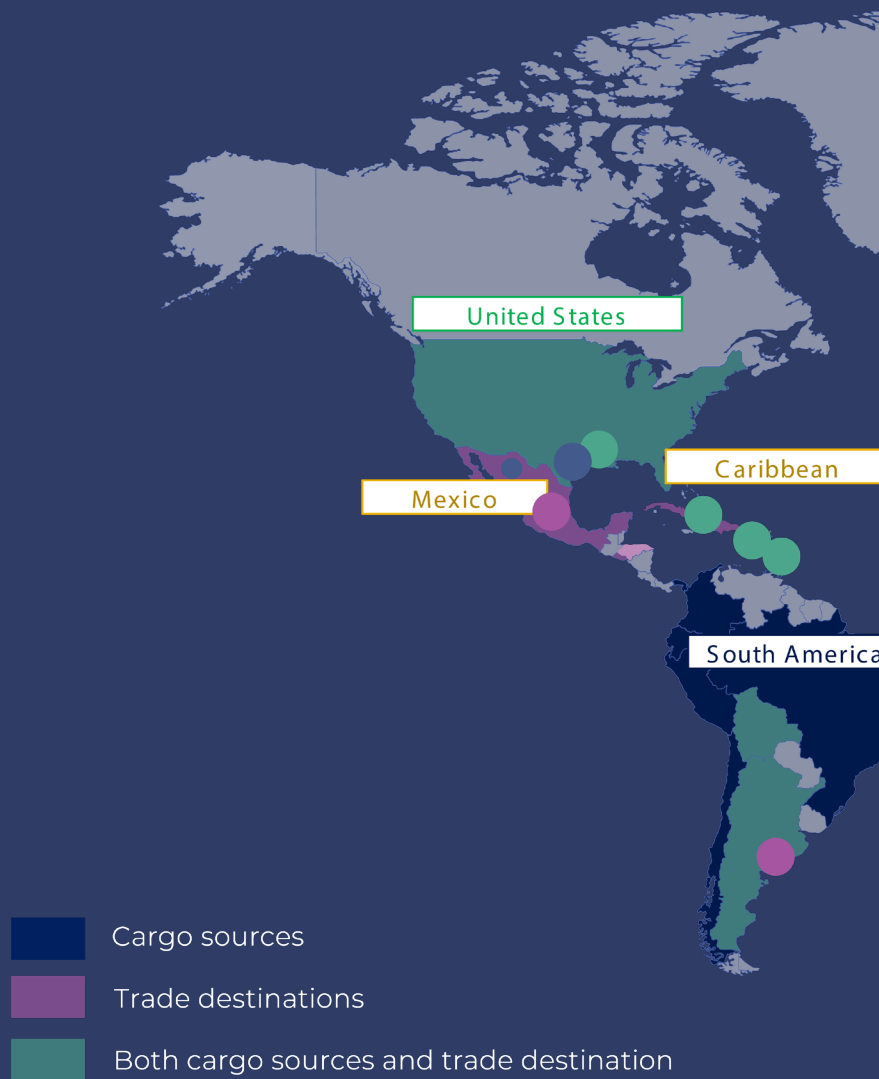
London, United Kingdom

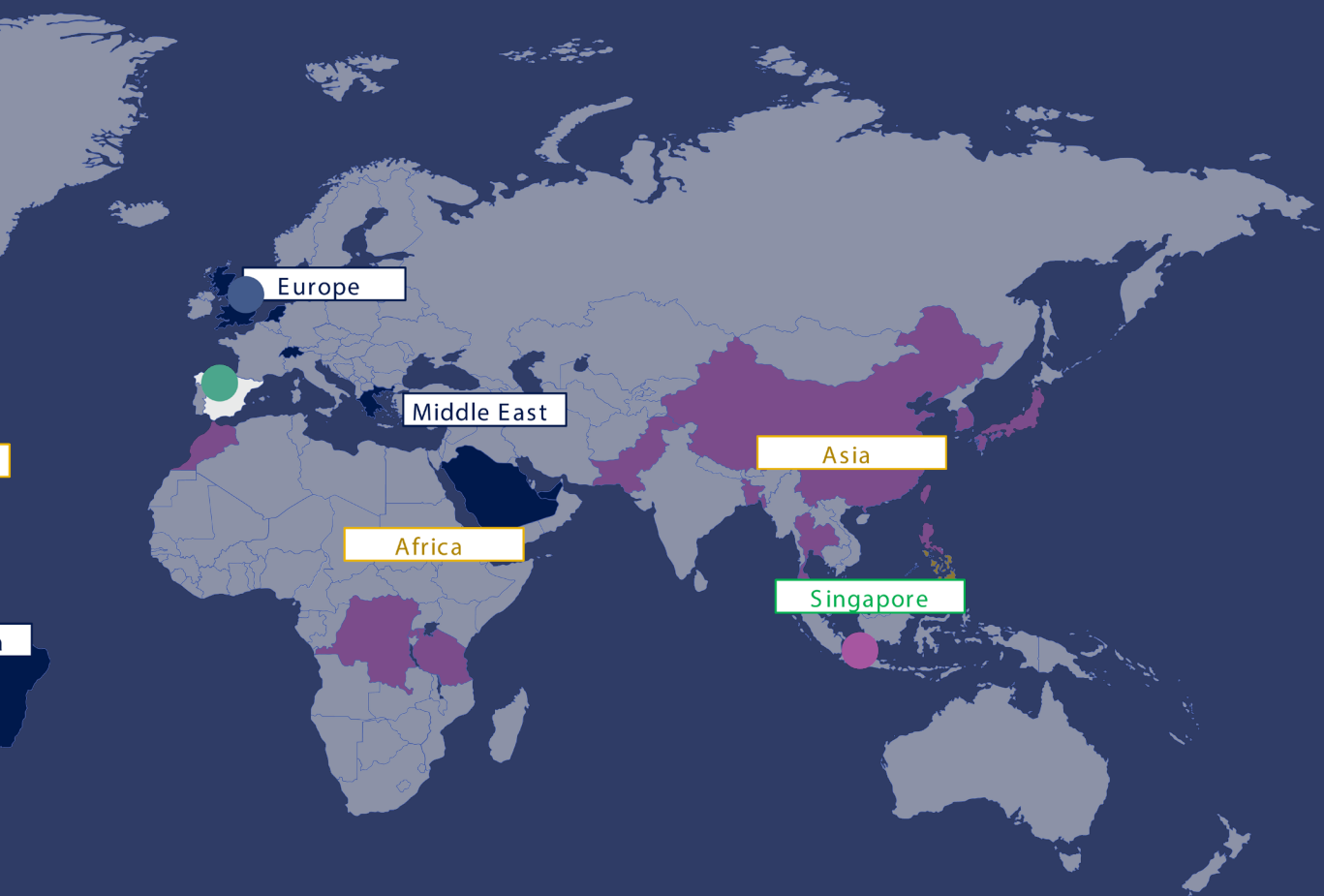
Geneva, Switzerland

Cadiz, Spain

CARRIBEAN

Tumbledown Dick Bay, Netherlands





Office

Trading Office

Storage location

AFRICA

Port of Dar es Salaam, Tanzania

ASIA

CapitaSpring, Singapore



The Novum Way

Building on Our Legacy of Superior Customer Care

Fostering Strong Partnerships

At Novum, relationships are central to our success. Our experienced teams in each global region ensure smooth transactions while our exceptional client care sets us apart. We provide reliable, organized and risk-managed experiences. We focus on consistency driving seamless processes for every client relationship. Beyond mere intention, we have translated our vision into tangible success, solidifying a formidable presence in the Asian market and unlocking unprecedented growth prospects. Our reach extends to the vast Chinese market where we proudly deliver high-quality, niche-grade products, amplifying our global footprint.





Expertise in Logistics

Novum's commitment to strong relationships extends to on-site visits, close communication and consistent quality control. Our specialization in a comprehensive oil and gas products offering and logistics, backed by hands-on leadership, drives our growth. We collaborate closely with refiners, state-owned oil companies, marketers and distributors to adapt to market needs. Our broad logistics capabilities enable seamless access to fuels in different markets by ensuring timely, economical execution according to customer, market and regional specifications.

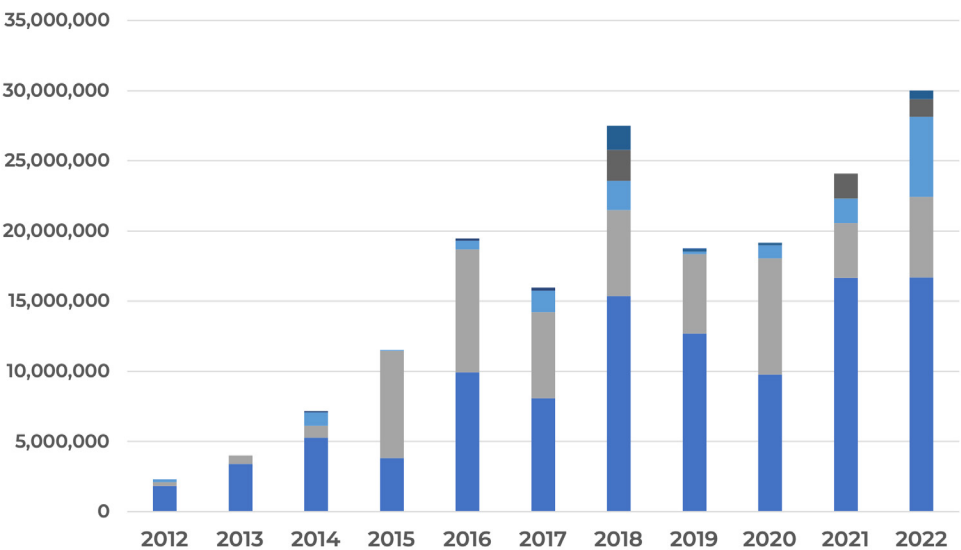
Innovative Financing for Success

Novum's commitment to excellence extends to financing solutions. At the time of writing, Novum has access to in excess of US \$1 billion in committed and uncommitted credit lines showcasing our robust financial foundation. We understand that financing is a crucial enabler for our clients' success and our platform empowers prospective clients to access the capital they need to meet their specific requirements, creating a profitable cycle deeply rooted in Novum's unparalleled customer service. Our tailored hedging solutions provide unmatched financing options in our space, strengthening our belief that strong relationships are built not only on trust but also on financial stability. Additionally, we have successfully implemented committed financing that also allows Novum to deploy non-traditional product flows further solidifying our commercial strength.

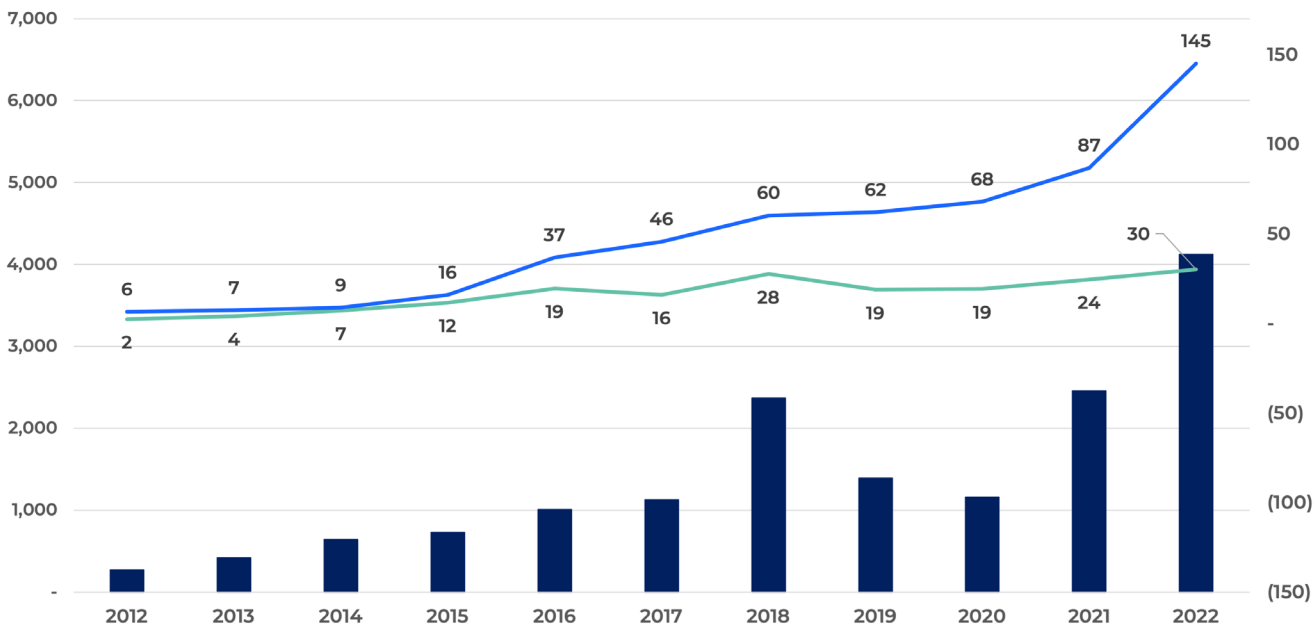
Growth

Exceeding Needs and Innovating into the Next Era

NOVUM VOLUME BY PRODUCT

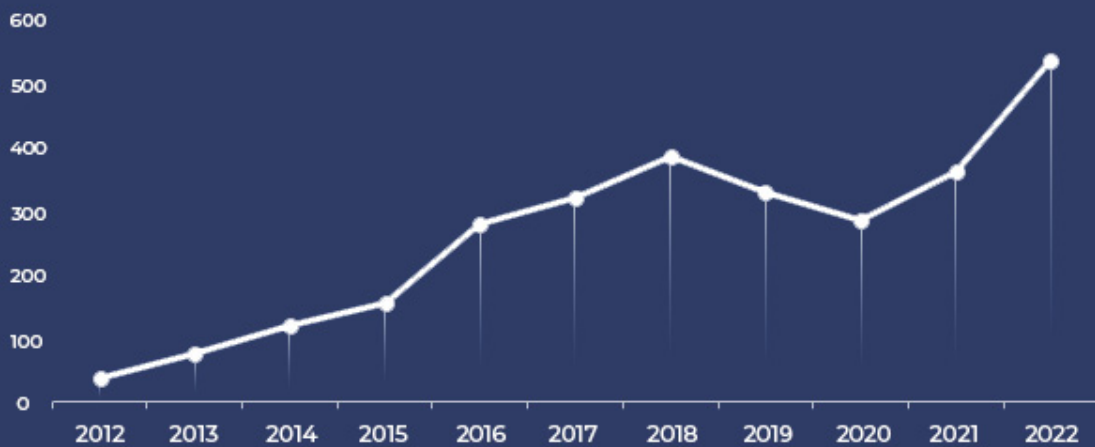


NOVUM OPERATING GROWTH





NOVUM VOYAGES BY YEAR



Environmental Stewardship & Sustainability

At Novum, sustainability is not just a buzzword; it is the cornerstone of our growth strategy. We are deeply committed to engaging with society while safeguarding the well-being of the communities impacted by our operations. Our unwavering dedication extends to the health, safety and security of our employees who continuously enhance their skills through lifelong learning opportunities. We operate with the utmost caution and are backed by robust safety policies and procedures.

As a global supply and logistics leader involved in the transportation of crude oil, fuel and distillates worldwide, we recognize the inherent risks. However, our track record speaks volumes. Novum's sound safety measures, comprehensive training and stringent inspections have kept us incident-free.

Committed to a Cleaner Future

Novum is deeply committed to environmental stewardship, ensuring our marine operations stand as exemplars of eco-responsibility. Throughout our journey, our ships and barges have maintained an impeccable record, free from spills or environmental damage attributable to our fleet. To uphold the highest standards of environmental integrity, our fleet undergoes stringent vetting, with the majority of our vessels being under 15 years old and older ones adhering to top-tier standards.

Regulatory compliance is a fundamental tenet at Novum, underscoring our unwavering commitment to environmental responsibility. In addition to this, we invest in sustainable energy projects, aligning our efforts with the ambitious goals of nations like Morocco. Our investments include participation in a 150 MW solar PV project, slated to commence operations by 2024.



Furthermore, we are exploring innovative solutions to convert waste into a valuable source of low-cost energy, particularly for communities in high need. At Novum, we are dedicated to pioneering eco-friendly initiatives that foster a cleaner and more sustainable future.

Reducing Our Carbon Footprint

Novum acknowledges its environmental impact and is resolute in protecting our planet. We are active participants in the energy transition, collaborating with like-minded partners and pioneering technologies. To understand our emissions better, we have engaged external consultants to measure our carbon footprint. This data will guide us in formulating strategies to reduce emissions, propelling us toward a net-zero future.



Empowering Environmental Change through Community Collaboration

The Novum Foundation's commitment extends beyond borders. In collaboration with Sumando Manos, we are driving transformative change in four local South American communities through an innovative apicultural initiative. This project equips communities with essential knowledge and equipment, fostering self-reliance and revitalizing local ecosystems. Additionally, the Novum Net-Zero Cabin at Elijah's Retreat not only offers families solace, but represents our commitment to sustainability. Together, we are redefining corporate responsibility and environmental stewardship.



Social

Commitment to Diversity, Equity and Inclusion

Novum Energy believes it is important to promote:

- Recruiting, hiring, developing, retaining and promoting a diverse group of highly-qualified traders, originators, operators, professionals and other employees across our global team to provide the best quality products and services to our international customer base.
- Advancing diversity, equity and inclusion (DEI) within the trading and logistics business both locally and around the world.
- Supporting a diverse range of charitable endeavors worldwide directly or through our support of the Novum Foundation.



Our Demographics

The success of our DEI vision is reflected in Novum Energy's current demographics. We are proud to disclose that:

- 38% of our worldwide management and 45% of our employees are women.
- 66% of our worldwide management and employees are racial or ethnic minorities, with 55% of our global workforce identifying as Hispanic/Latino.



The Novum Foundation: Igniting Positive Change Worldwide

Novum Energy's commitment transcends powering the world—it is about enriching lives and leaving a positive imprint in the communities where we operate. Our belief in measuring success through impactful initiatives spanning culture, recreation, and philanthropy births a culture of giving ingrained in the essence of the Novum Foundation. At its core, the Foundation aims to nurture enduring relationships and construct empowering connections within communities, focusing on education, health, and holistic well-being. We strive for a brighter, resilient, and deeply interconnected future, leaving sustainable legacies in our wake.



Elevating Lives, Enriching Communities: Meet the Changemakers

United States

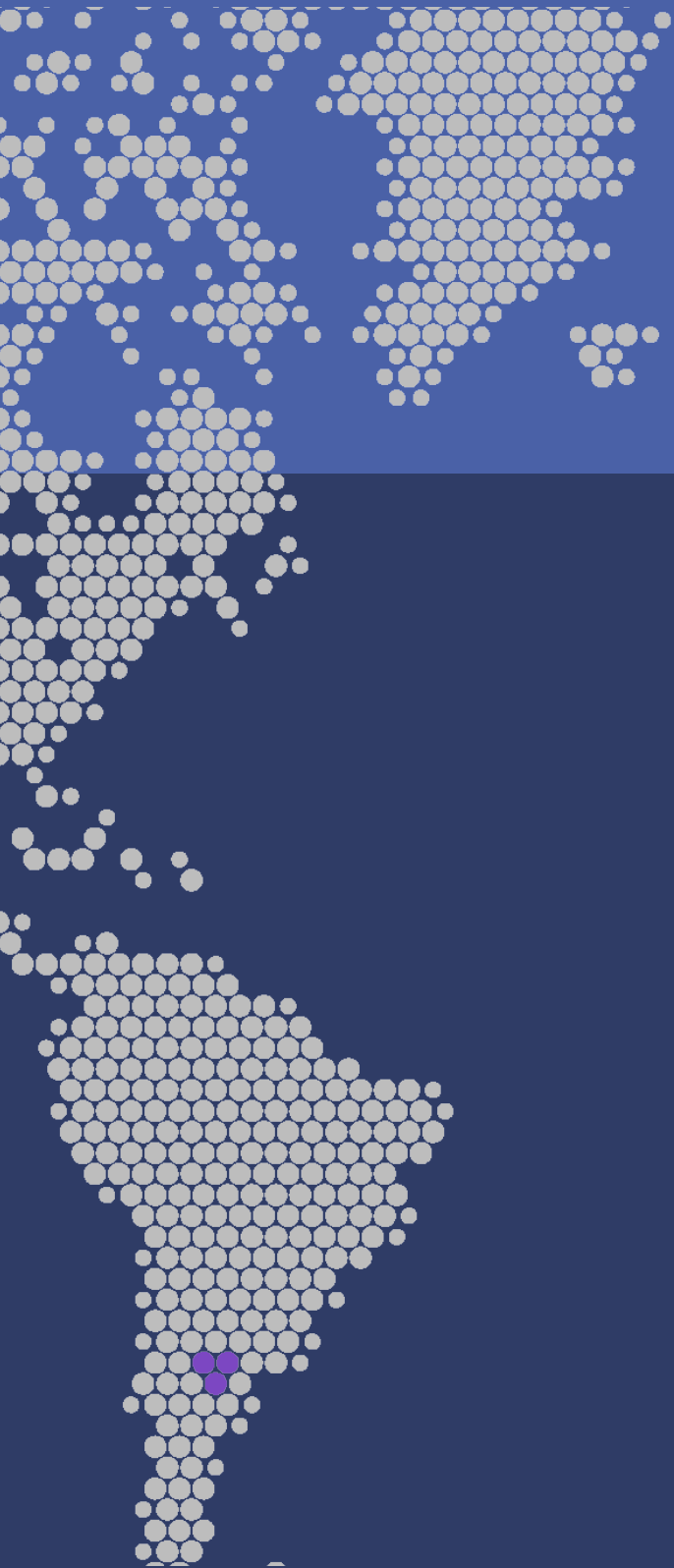
Elijah's Retreat: Tailored for families navigating autism, Elijah's Retreat offers a nurturing space, with the Novum Foundation's grant fueling the construction of the final cabin to achieve net-zero carbon emissions, expand capacity and promote environmental responsibility—a transformative stride toward a more sustainable future and outreach.



Mexico

Fundación John Langdon Down: The Novum Foundation's partnership with Fundación John Langdon Down focuses on comprehensive care for 65 economically disadvantaged children and youth with Down syndrome, aiming to nurture their physical, intellectual and social development.

Ojos Que Sienten: The Foundation's grant empowers 44 individuals with visual impairments in Mexico through sensory photography instruction, job training and personal growth sessions, fostering artistic expression, inclusion and equal opportunities.



Argentina

Fundación Multipolar: Novum, in collaboration with Fundación Multipolar, is bolstering the „Centro de Formación para el Empleo” program in Buenos Aires City, aiding 100 homeless individuals and establishing a replicable model for broader impact.

Mensajeros de la Paz: Through Novum Foundation’s support, Mensajeros de la Paz is enhancing the Colibríes group home, focusing on the well-being of 25 foster youth in Buenos Aires City and Province, striving to improve infrastructure, introduce therapy, education and healthcare services.

Sumando Manos: Partnering with Sumando Manos, the Novum Foundation is driving transformative change in four communities through an apiculture initiative, providing beehives, training in honey production and fostering economic progress and environmental sustainability.

Governance

Responsible Corporate Citizenship

At Novum, we take immense pride in our role as responsible corporate citizens on a global scale. Our commitment extends across all facets of our operations, reflecting our dedication to ethical conduct, environmental responsibility and sustainability.

Commensurate with our growth as a global trading house, Novum continuously finetunes its global corporate governance structure, our “chassis.”



Integrity and Ethical Standards

The cornerstone of Novum’s governance is our commitment to conduct our business with the utmost integrity and high ethical standards. Our corporate culture is founded on principles of honesty, transparency and accountability by fostering an environment of mutual respect for all stakeholders, business partners and employees.

Compliance Culture

We have built a culture that prioritizes compliance, teamwork and integration. Novum's leadership team is entrusted with the responsibility of not only nurturing but also continually reinforcing this culture throughout the organization. Effective risk management plays a crucial part in helping the Company achieve its objectives of preserving its overall financial strength for the benefit of all stakeholders and safeguarding its ability to continue generating sustainable, long-term returns. We continuously seek to identify and manage the market, financial and operational risks associated with global supply and logistics.

We have also enhanced our ETRM system to be a robust and comprehensive tool whereby Novum can effectively identify and prevent various risks related to commodity price volatility and market risk.

Code of Conduct and Risk Management

Novum's Code of Conduct serves as our guiding document. The code outlines the fundamental principles and core values that are obligatory for every member of our organization and encapsulates our commitment to responsible corporate citizenship. Our approach is anchored in stringent compliance with applicable global anti-corruption, sanctions, and KYC/AML laws, standards and regulations.



Transparent Framework

Our corporate framework is characterized by clarity and transparency. Whether it is conflicts of interest, corporate opportunities, confidentiality, fair dealing, proper use and protection of company assets and reporting of any illegal or unethical behaviors, our policies and our approach aspire to emulate public company mandates while remaining a nimble privately-owned company.

Corporate Organization

The Novum Management Team plays a pivotal role in steering our organization in the right direction. We acknowledge the critical importance of setting the right tone and defining appropriate objectives for our organization. Our management system replicates the Continental European model of a dual board structure consisting of a management board and a supervisory board.





Novum's Dedication to Principles

At Novum, governance is more than just a set of rules and regulations; it is a reflection of our commitment to the planet and ethical conduct. Our dedication to transparency, compliance and ethical behavior aligns seamlessly with our vision for a sustainable and responsible future.

This is the Novum Way





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