

Global Markets

Physical Commodity Structuring & Trading





Baron Point principals have been involved in multiple mega-projects and principal investments, many valued at well over US\$1 billion, each. Several of these projects are considered landmark achievements.

Landmark EPC, Financing and Legal on 14 Country Landings

CAT
Fiber Optic Link Around the Globe (FLAG)
US\$1,500,000,000
Led EPC, structuring, legal, and finance on 14 jurisdictional landings, considered an alpha tech-achievement of Thailand
1993 – 1996

Mega-Project Risk Management & Insurance

MITI
EXPORT-IMPORT BANK of the UNITED STATES
Ex-Im Bank and MITI
US\$1,500,000,000
Equity Financing and Political / Default Risk Insurance for FLAG transaction
1993 – 1996

Merger Integration with Multiple Large Businesses

verizon
Verizon Communications
US\$52,000,000,000
Headed merger integration of GTE and Bell Atlantic, led to formation of Verizon
2000

6 Million + Man-hours, 4,000 km of Pipeline Services Achieved

ptt
Fortune 100 Thai State-Owned Enterprise
Led EPC effort for three landmark pipeline networks in parallel, in excess of 600 km
2003 – 2006

Risk Management, Trading, and Structuring with Wall Street Legends

MARKET WIZARDS
NATIONAL BESTSELLER
INTERVIEWS WITH TOP TRADERS
Extensive structuring and risk management on assignment with Victor Sperandeo and extended trading mentorship with Ed Seykota
1994 – 2014

Debt Capital Markets Lead for Government Policy Bank in Asia

SME Bank
Small and Medium Enterprise Bank
฿40,000,000,000
Capital Markets Team including first-time Baa2 Moody's and BBB+ Fitch issuer rating
2014

Food & Beverage Deal with Top Global Restaurant Company

Yum!
ASEAN Industrial Growth Fund master franchisee acquisition of 132 stores and 3,000 KFC staff. Fund sponsored by Mitsubishi, Dev. Bank of Japan, CIMB
2016

Infrastructure Advisory with a National Oil Company

PERTAMINA
Ministry of Energy, Indonesia & Pertamina
Awarded Business Partner Registered as Buyer and Supplier of Products as well as Infrastructure Development and Advisory
2016

Supply Channel Development with a National Oil Company

PV OIL
PetroVietnam Oil Undisclosed
Established Supply Channel Joint-Venture to Finance, Build, Operate and Supply in a turnkey structure for the Vietnamese Government
2019

Pre-qualified for EPC with a National Oil Company in the UAE

ADNOC
Abu Dhabi National Oil Company
Licensed Oil & Gas Company Pre-qualified for On/Offshore Oil Gas Fields and Pipelines, as well as licensed for Tankage and Land Reclamation EPC
Ongoing

Other Notable Achievements

PETRONAS
Fortune 100 Malaysian National Oil Company
Multiple EPC contracts for energy pipelines
1999 – 2003

UOB
United Overseas Bank (Thai) PCL
฿3,000,000,000
Foreign Finder on global bank assignment
2011

Federation of Thai Cooperatives
฿300,000,000
Private Placement and Capital Markets Team, first-time Baa1 Moody's Secured Debenture Rating
2012

JW MARRIOTT
Grosvenor House Hotel (London, England)
£650,000,000
Acted for Kane Capital arranging unencumbered funds
2016

Supreme Petroleum Council
Granted petroleum licenses to operate Oil & Gas Company in the Emirate of Abu Dhabi
Ongoing



Commemorating a 120-Year Tradition of Vision, Innovation, and Excellence with an Official Red Cross and Baron Point stamp series





NOTE FROM THE MANAGING PARTNER

BARON POINT GROUP is a unique blend of *creative companies* and *leaders* with *deep business relationships* joined together with *fine members of peerage*.

Our team has formidable access to, and skill in the markets and industries we operate. We are a privately held enterprise that has the ability to be *discreet* and *opportunistic* for stakeholders. With a *streamlined management* and *enterprise structure*, we strive to move *rapidly* and *effectively* when we commit to counterparties, projects and transactions.



The Baron Point culture harkens back to a time when distinguished businessmen pledged their loyalty to kings and queens, prime ministers and presidents as well as ministers and influential members of parliament to promote the *right-of-entry* and *cross-border commerce*. Baron Point leaders embody a spirit that is inspired by *life times of achievement*. Together we unite and share a *passion for multi-generational success*.

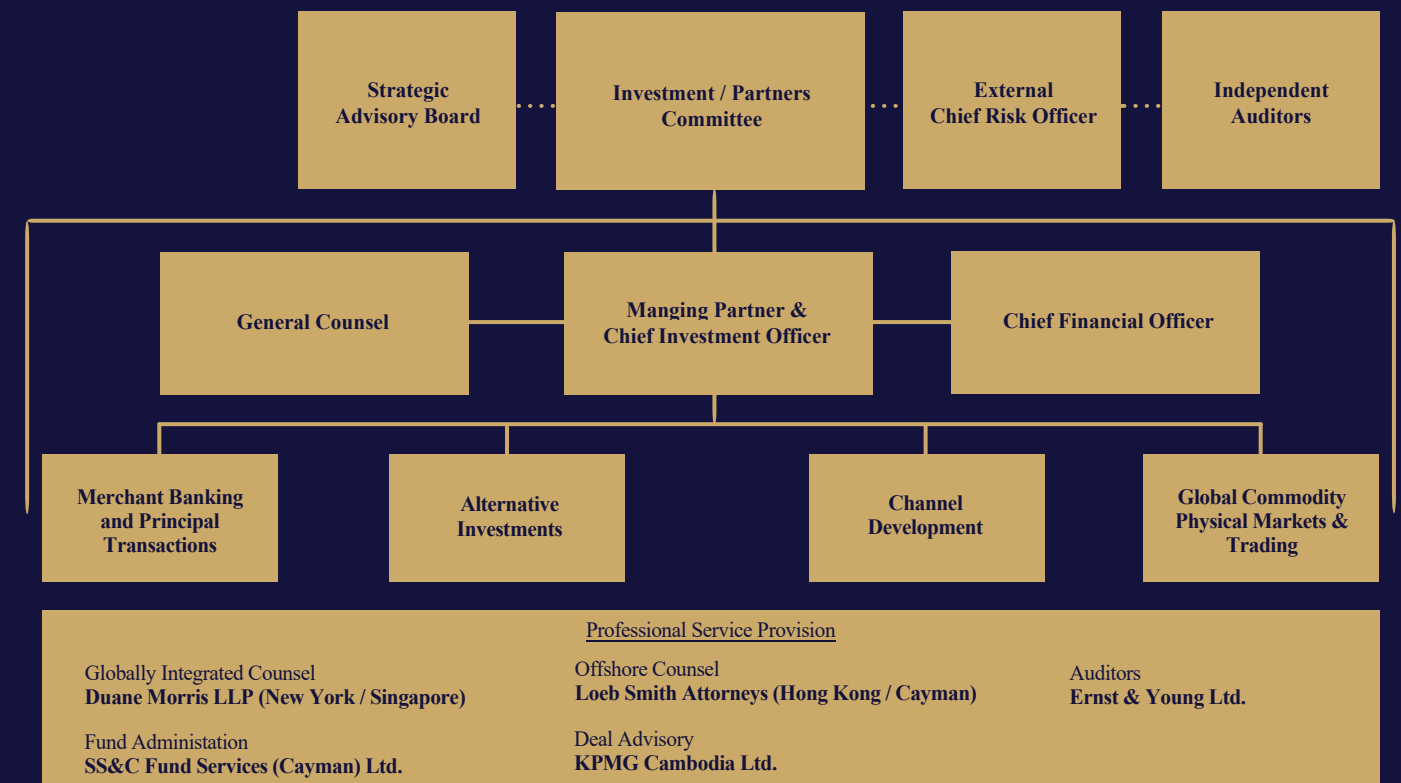
Our access to decision makers and scalable financing is a result of premier partnerships with members of a Royal Family, celebrated and powerful private families, as well as deep relationships in financial centers such as *New York, London, Geneva, Singapore, Abu Dhabi, Dubai and Bangkok*.

James Philip Coppola III

Managing Partner



GROUP ENTITY RELATIONSHIP DIAGRAM SENIOR MANAGEMENT FORMS A HIGHLY EXPERIENCED, STRONG AND STREAMLINED ENTERPRISE



PRIVATE PLACEMENT PARTNERS ON ASSIGNMENT

- KPMG Deal Advisory
- BNP Paribas Corporate & Institutional Bank
- Mitsubishi, Development Bank of Japan, CIMB P/E Fund
- Mitsubishi UFJ Securities, Asia Debt Capital Markets
- Citibank, N.A. Global Transaction Banking
- Oppenheimer & Co. Inc.
- Wells Fargo Advisors, LLC

SELECT REGISTERED BUSINESS, CHANNEL, AND JOINT-VENTURE PARTNERS

- National / International Refineries, Global Markets & Trading*
- Al-Ghurair Energy DMCC
- Astra Oil Company Pte Ltd
- Al-Ameen for Trading & Industrial Investments LLC
- BlueLinx Holdings Inc. (NYSE: BXC)
- BP Singapore Pte Limited
- Cargill International Trading Pte Ltd
- CEPSA Trading, S.A.U.
- DowDuPont Inc. (NYSE: DWDP)
- Glencore Energy UK Ltd
- Hyundai Corporation
- Innova Refining & Trading FZE
- Manabait Pte Ltd
- PetroVietnam Oil Corporation
- PT Pertamina (Persero)
- SOCAR Trading SA.
- TOTS/Total Oil Trading S.A.
- Vitol Asia Pte Ltd
- Engineering, Procurement, & Construction*
- A. Hak International BV
- Abu Dhabi National Oil Company (ADNOC)
- NRP Projects Private Limited

GLOBAL MARKETS STABLE SECURITY OF SUPPLY

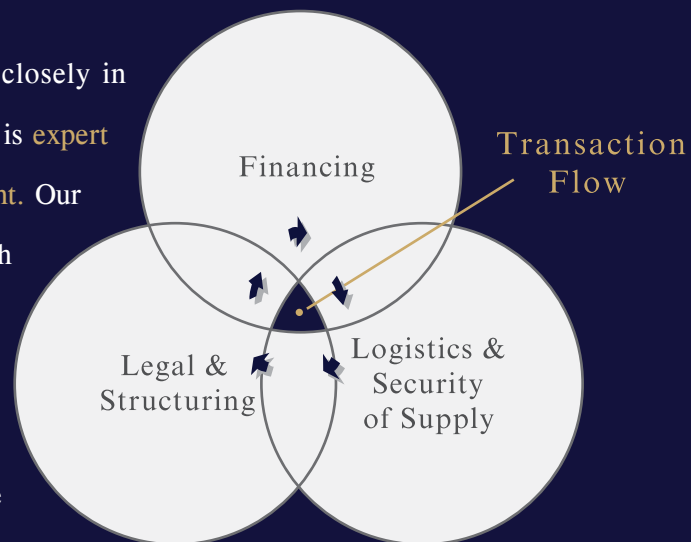
Baron Point's Physical Commodity Sourcing and Structuring Unit operates as an independent physical trader of crude oil, refined products, steel, timber, lumber and building materials.

Our team of senior executives have **185+** years of combined experience in physical markets, and our business relationships include counterparty status as well as **oil and gas licensing at national oil companies**, and registrations with several prominent **Top-Tier** global trading houses, wholesale mills and distributors.

PHYSICAL COMMODITY STRUCTURING & TRADING

We believe that the best results are achieved by working closely in collaboration with our clients and counterparties, and our team is **expert** in structuring transactions, physical trading, and risk management. Our Managing Partner has a **top-ranked track record** and is credited with inventing Patented Risk-based Systems as well as being skilled in developing complex transactions. Our traders and originators maintain strong business relationships with major suppliers and purchasers combined with significant industry knowledge and experience. Baron Point's Physical Commodity Sourcing and Structuring Unit is further backed-up by a **deep bench of market professionals**, including in-house and outsourced experts, with formidable experience securing commodity trades.

PROCESS ORIENTED APPROACH



HIGHLIGHTS

- No directional price risk taken
- Manage deal flow
- Stable and consistent financing
- Internal logistics / shipbroking skills
- Self-liquidating transaction

PETROLEUM, STEEL, HARVESTED TIMBER, LUMBER AND BUILDING MATERIALS EXPERTS

- **Deferred payment terms** at very competitive LIBOR+ rates for 60, 90, 120, and up to 365 days.
- **Rapidly scalable financing**, in a large order book
- Commodity is produced or milled to our clients' specifications
- Direct supply from the refinery, forest, mill or wholesale producer and distributor
- **Competitive pricing** and **break-bulk** quantities
- Shipping to any safe world port to foster **security of supply**

LOGISTICS, DISTRIBUTION & STABLE SECURITY OF SUPPLY

Physical trading, logistics and distribution are at the core of our business. We strive to afford you reliable **security of supply**. Our supply channel is complemented by **deep relationships** with select business, channel, and joint-venture partners, as well as registrations at **Top-Tier** global trading houses, wholesale mills and distributors, thus **creating scale**.

S E C U R E D S U P P L Y

Jet A-1 DEF STAN 91-91

- Min. 25,000 barrels and up per Month
- Gasoline - MOGAS 88, 92, 95, 97 and 98**
- Min. 25,000 barrels and up per Month
- Ultra-Low Sulfur Diesel**
- Min. 25,000 MT and up per Month

Gasoil 0.001%S and 0.005%S

- Min. 25,000 barrels and up per Month

Heavy Fuel Oils

- Min. 25,000 MT and up per Month

Other petroleum products available if sufficient quantities are requested, including:

- Kerosene-type Jet A
- Naphtha
- Bitumen

Saw Wood & Harvested Timber Supply

- Southeast Asian, old growth, cants (cut and squared on two-sides or more) and logs
- Phyto sanitary tested with certification
- Over 150,000 cubes available under cover, with constant re-supply available
- Drying and Milling to flooring and furniture standards
- Ship to any safe world port

Building Products & Distribution

- 10,000 products from over 750 suppliers
- Reliable sourcing channels throughout the global markets
- Consistent production runs
- Reliable source of many building materials
- Break-bulk quantities with near 100% fill rates

Section Steel

- Hot Rolled Sheet and Coil
- Plate
- Cold Rolled Sheet and Coil
- Galvanized Sheet and Coil
- Pre-Painted Coil
- Aluminum Steel
- I-Beam (Heavy and Lights)
- H-Beam (Heavy and Lights)
- Channel (Heavy and Lights)
- W Section
- UB & UC
- Square Bar
- Flat Bar
- E-Angel & Un E-Angel
- Pipes
- Wire Rod
- Alloy Bar
- Forges Bar
- Copper
- Zinc
- Deformed Steel Bar
- Cement
- Corten Steel
- Pig Iron
- Billets





H.H. Sheikh Khalifa Bin Khalid Al Hamed at the Royal Palace in Abu Dhabi, UAE



Crown Prince of Abu Dhabi H.H. General Sheikh Mohammed bin Zayed Al Nahyan



H.E. Said Sudirman, Minister of Energy & Mineral Resources, Republic of Indonesia



PetroVietnam Oil Memo Of Agreement for Bonded Tank Development Signing



Chairman of le Sénat Ruling Party, Belgian Federal Parliament Upper House Chambers



World Bank-MIGA CEO and Ministry of Finance, Thailand, Director-General



King of Belgium meeting privately in Bangkok, Thailand with Baron Point



Tourism Development & Investment Company (TDIC) of Abu Dhabi, CEO

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Involvement in projects where engineering, procurement, and construction management ("EPC"), or when investing in infrastructure, commodity or structured transactions, fixed income debt, and/or alternative investments discussed carry substantial risks. There is no guarantee that Baron Point will be successful in its EPC efforts, and projects could suffer Lost Time Incidents ("LTI"). If the transaction you or your organization is evaluating is a non-principal protected security, the entire investment could be lost. PAST PERFORMANCE IS NOT A GUARANTEE OF FUTURE PERFORMANCE. All information contained or subsequently shared with you or your organization should be reviewed and evaluated only in conjunction with all of the other materials involved in the transaction. For securities, any offering by prospectus only for the securities described therein. ANY USE, REPRODUCTION, DISSEMINATION, OR DISCLOSURE OF THE INFORMATION CONTAINED HEREIN IS STRICTLY PROHIBITED WITHOUT THE EXPRESSED WRITTEN CONSENT OF BARON POINT. These materials are not intended as an offer or solicitation with respect to the purchase or sale of any security. Baron Point offers no advice as to tax or regulatory implications involved with any transaction. Please seek professional EPC, financial, legal, compliance, and tax advice, prior to engaging in any transaction discussed with you or your organization and Baron Point. The information described herein is not intended in any jurisdiction to any person to whom it is unlawful to deliver such information, including in Australia, Cambodia, Canada, China, Hong Kong, Indonesia, Japan, Lao PDR, Myanmar, Philippines, The Kingdom of Saudi Arabia, Singapore, South Korea, Taiwan, Thailand, the United Arab Emirates, the United Kingdom, the United States of America, and Vietnam.

