

# COMPLUS SYSTEMS GROUP

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## CORPORATE METHODOLOGY

The trading of commodities has been in existence since time immemorial. From the earliest recorded history, Europe has been conducting commercial trade with its neighboring countries and has continued to expand on a global basis.

The trading of commodities has flourished over the centuries to become a global economic linchpin and a barometer for economic climates that can influence interest rates, currency values, governmental policies, and political conflicts.

COMPLUS SYSTEMS Group is capable of executing projects from their concept to completion integrating trading, design, engineering, purchasing, manufacturing, refurbishing, testing, packaging, export, installation support, commissioning and start-up. Our goal is to deliver integral custom made solutions primary oriented to the oil and gas industry, from the wellhead to the point of sale, supported by experienced and knowledgeable industry professionals, primarily focused on the operations efficiency, with strict compliance to the safety and environmental regulations.

For more information:

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## ABOUT US

Complus Systems Group, an independent trading and manufacturing firm founded on 2006, based in Tallinn, Estonia, Milan, Italy, and in North America (Texas, USA), focused on mainly eight business divisions: Trading of Oil & Gas products as well as Energy Saving Products, Petrochemical products (HDPE, LDPE and PP), Chemical products production and sales, Innovation Technology, Industrial Equipment for Oil & Gas, Waste water treatment and Business Services. Our global relationships enable us to offer sustainable contracts with qualified clients and counterparties. Complus Systems Group is a company whose business model is rooted in a similar historical base with companies such as Italy's ones (company owners are Italians), but with a clear 21<sup>st</sup> century vision as to how the changing technological demands in our global society have altered the economic and political landscape to create unique opportunities.

At Complus Systems Group, our diverse background and ethos encompass both Western and Eastern cultures. The combined disciplines enable us to effectively communicate with and maintain key relationships to true qualified Suppliers and Buyers. Combined with our long experience in trading, legal, financial and banking industries as well as engineering, manufacturing, petrochemical, chemical and high tech industries, Complus Systems Group offers a sustainable "bridge" in conducting business into Europe, Asia and USA.

## PRESENCE

Specific to this regard, Complus Systems Group continues to establish its presence primarily in Europe (Estonia and Italy) and North America (Texas, USA), have independent representatives in Russia, China, Hong Kong and Taiwan.

## COMMODITIES

Commodity transactions have two critical factors that must be managed effectively in today's global markets. Often transactions fail to conclude because Sellers and Buyers could not reach accord; politics have a role in breaking down common sense; or trust factors have not been established. Complus Systems Group through its global approach, management skills and technical know-how can offer transactions a *simplified* deal flow. Our diverse relationships and banking interactions

are key to success as we are geared to minimize potential risks and discord between bona fide Suppliers and Buyers.

## KEY TO MARKETS

**Our main focus is to get each transaction to reach the banking level as early as possible.** We deal directly with upstream suppliers irrespective of the asset class being considered. Complus Systems Group management and their relationships with consortium firms are seasoned veterans in their respective fields of operations. Management professionalism coupled with cultural efficiencies, experience and an acute understanding of market space is the key to successful transactions. **Starting from November 2018, Complus Systems Group has started the accreditation with the Russian Federation and in particular the agreement will give to Complus Systems Group the opportunity to access all the oil and gas products produced in Russia.**

Complus Systems Group primarily trades Oil& Gas products from oil **major companies** to qualified selected buyers. Products can be delivered on a FOB or CIF basis to destinations (AWSP) required by the Buyers.

## EXPERIENCE AND SKILLS

Through our relationships and interactions with some of the world major OIL SUPPLIERS and TRADERS, qualified transactions are managed within a properly regulated banking environment at the onset. Complus Systems Group banking relationships extend through to our wholly owned subsidiaries in Italy and Switzerland and North America. The personnel at Complus Systems Group have a shared cumulative experience in Trading, Marketing, Sales, Technology, Engineering, Manufacturing, Legal, Banking, Securities management and commercial banking in excess of 60+ years.



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## PRODUCTS

Through our global network alliances, we are able to cause deliverable off take contracts for buyers that meet the requirements as global buyers. Predominantly the OIL suppliers engaged by Complus Systems Group are Upstream Suppliers and accredited entities with a proven track record. Complus Systems Group focuses on eight (8) major commodity classes that are basic staples required in today's global economies;

- Energy Products
- Industrial Products for Oil & Gas Market
- Green Energy
- Petrochemical
- Chemical Production
- Waste water treatment
- Innovation Technology
- Professional Business Services

### Energy Products:

- Crude Oil
- Gas Oil
- Fuel Oil
- Aviation Fuel
- LNG/LPG

### Industrial Equipment for Oil & Gas Market:

- Compressors
- Process Skids
- Gas Treatment
- Pump Packages
- Field Services

### Green Energy:

- Design and Production of LED Lights
- Production of Graphene

### Petrochemical:

- Recycled HDPE
- Recycled PP
- Recycled LDPE
- 

### Chemical:

## PRODUCTION CHEMICALS CUSTOM BLENDED BY A HIGHLY-SKILLED TEAM

Contaminants and other issues such as paraffin, emulsion, corrosion or scale can cause production to halt. When that happens, Complus Equipment & Chemical, the Chemical division of Complus Systems Group, is here to help. Our line of custom blended production chemicals combined with our

than 85 years of experience in the oil & gas industry, professionalism and a highly-trained service team makes all the difference. We keep your wells flowing at maximum capacity with the greatest efficiency and at the lowest possible cost without sacrificing quality.

Our extensive product line includes but is not limited to:

- Demulsifiers
- Paraffin inhibitors
- Paraffin dispersants
- Defoamers
- Water clarifiers
- Scale inhibitors
- Corrosion inhibitors
- Biocides
- Surfactant acids
- Oxygen scavengers
- Hydrogen sulfide scavengers
- Carbon dioxide scavengers
- Foamers
- Soap sticks
- Salt inhibitors
- Hydrate inhibitors
- Flow-enhancement products
- Specialty products and more
- Bio-Remediate products

Complus Systems Group administers its technical skills and appropriate banking relations to get the transactions into the bank scope at the earliest onset of contracts. This model allows the comforts to be generated for all parties involved and cause the required elimination of the "unknown and uncertainties" in the commodity segment. Market realities are a key focus for Complus Systems Group where the fundamental of trades are established.

### Waste Water Treatment:

- Marketing and Sales of new innovative technology Multi-Phase reactors, based on cavitation process, suitable to treat waste water, desalinization of water (replacing expensive Reverse Osmosis equipment), car wash solution, heavy crude oil upgrade and cooling towers water treatment.

### Innovation Technology:

In cooperation with third parties, we have developed in Estonia the first Wireless Mobile Compact Mobile IP router worldwide. Due to past telecommunication engineering experiences, we are able to offer full services of access and transport networks planning and dimensioning as well as Mobile network planning and dimensioning. Our company has also developed a unique idea for a completely free of charge mobile operator; a service fully dedicated to MVNO operators, in order to increase dramatically their clients base.

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## Professional Business Services:

- The scope of work is to offer consulting services in Estonia for tax optimization, legal and administrative management (sales support, order management, invoicing and marketing), for the incorporation and management of companies in Estonia.

## **CLIENTELE**

Complus Systems Group has key focus of service related to SOE (State Owned Enterprises), quasi parastatal properly manage the requirements of trade. At present most of the clientele currently engaged with Complus Systems Group are SOE Firms acting on behalf of their respective governments. The private sector clientele is for better part “ex industry veterans” that have knowledge and active trade experiences in their respective fields of operations.

Clientele qualifications are simple and straightforward; all that is required to start the ball rolling is that the client must issue their intent to purchase; from there Complus Systems Group will engage its standard KYC and DD Process.

## **MANAGEMENT**

Complus Systems Group is an organic growth company that was formed with the specific purpose and intent to service certain needs of physical commodities business and to bridge commercial trades into Europe, Asia and United States. The unique background of the companies aligned with Complus Systems Group lends itself to a managed position of resources and banking to bring to fruition a solution to finite problems that commonly plague commodities transactions.

### Eng. Stefano Ferrari

Prior to founding Complus Systems, Stefano, an Italian Citizen, was an Export Manager at Alcatel TLC company, in charge for Far East Area. Stefano’s tenure focused on TLC global markets, Oil global markets, asset management and private equity. Stefano has also held senior roles at Italtel, Lucent and Nettest. Stefano long experience counts on direct relationships with top managers at major oil producing companies as ENI, Lukoil, CNPC and Socar. Stefano managed to bring to success numerous oil deals in China and USA. Stefano is the CEO of Complus Systems Group.

### Eng. Karl Kuhn

Eng. Karl Kuhn, a Swiss Citizen, is the Managing Director of Complus Systems Group and Complus Systems Group in Italy and Switzerland and spearheads the Group's local activities in Europe and Russia. Prior to joining Complus Systems Group, Karl served as director in companies as ASCOM, MOTOROLA and ITALTEL. Karl matured great skills and experience in the financial and banking system.

### Dr. Barry F. Haugh

Barry F. Haugh, a US Citizen, is the Managing Director of the North American Division of Complus Systems Group. Currently in Texas and Virginia. Prior to joining Complus Systems Group early on Barry was in Logistics management for air and ground freight and helped develop what eventually became UPS’s air freight system. Setting up operations in several cities east of the Mississippi river for UPS. Barry has over 30 year’s of management experience, using his logistics, customer service and sales skills to help guide transactions to a positive conclusion.

### Dr. Brad Mothersbaugh

Brad Mothersbaugh is an accomplished accountant with more than 35 years of experience. He has served as Controller for a publicly traded international subsea construction company, where he managed all daily accounting operations, monthly close periods and quarterly financial reporting in accordance with internal management, corporate governance and SEC requirements. He has specialized experience in financial restatements and associated SEC filings and has provided due-diligence reporting and accounting research specific to oil and gas acquisition projects, as well as litigation projects. He possesses talents in the oil and gas, real estate and professional services industries, and his professional tenure prior to joining the Complus Companies includes: Senior Advisory Specialist for Opportune; Crude Oil Global Trading Analyst for Chevron/Texaco, Public Accounting and GL Controller for Caltex/American Overseas Petroleum.

### Dr. Ladd Naquin

“The success of your business keeps us in business, too. That’s why we’re always looking out for your best interest.”

Ladd Naquin built his family-owned business from the ground up. From his own experience in the oilfield support industry, he knows what you want and need. Complus Systems Group exclusive provides reliable, high-performance chemical products and an honest, knowledgeable sales team.

The Complus Systems Group team, which includes engineers and certified laboratory technicians, has more than 85 combined years of experience.



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## **Dr. William L. Burns**

Dr. William L. Burns, an US Citizen, is the responsible of legal department of Complus Systems Group and Complus Systems Group. Bill is a retired judge of Montana and a 20 years experienced lawyer. Bill is also a professor of international law with specialization in international contracts

## **Dr. Jun Wang**

Jun Wang is a Chinese citizen, based since 12 years in Helsinki, Finland. Jun is a professional with over 15 years of experience working in the trading, project finance and energy industries both in Europe and Asia. Mr. Wang's unique management style has led him to have successfully identified and developed business opportunities in a multi-cultural setting. Jun via his long term relations and thanks to the influence of his family at high level in China, is Complus Systems Group main tie to SOE buyers in China and other Asian countries.

## **Mr. Fausto Bianchi**

Fausto has over 25 years of experience in cross-border commercial sectors ranging from project finance, capital raise, investment and equity capital management. Prior to co- founding Complus Systems, Fausto was CEO of big companies in Italy and he has been a shareholder and Chairman of Global Bank in Liberia, the only bank in Liberia authorized to manage banking transactions with Europe, Asia and US. The bank has been later sold to bank PHB (owned by His Highness the Prince Shah Karīm al-Husaynī, Aga Khan IV).

## **Mr. Marco Alboni**

Marco is a seasoned professional with over 25 years of experience working in the trading of commodities, project finance and energy saving industries both in Europe and Asia. Marco is an Italian citizen, based in Tallinn, Estonia. Marco joined Complus Systems Group on 2010.

## **Mr. Mustapha Sowe**


Mustapha is a seasoned professional with over 15 years of experience working in the trading of commodities, project finance and energy saving industries both in USA and Asia. Mustapha is a US citizen, based in Irving, Texas, USA. Mustapha has an MBA in Finance and worked mostly for JP Morgan Chase and Wells Fargo banks.

## **Mr. Stefano Spiti**

Stefano is a seasoned professional with over 30 years of experience working in the trading of commodities, project finance and energy saving industries both in Europe and USA. Stefano is an Italian citizen, based in Milan, Italy.

## **Mrs. Anneli Ferrari**

Executive Secretary and Team Assistant of Complus Systems Group. Anneli can speak fluently in Russian, Estonian, English and Italian.

Complus Chemicals



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## Complus Systems

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## The keys to market diversification

When you have developed a successful business, your growth is limited by the size of your market. A diversification strategy opens up new possibilities.

