

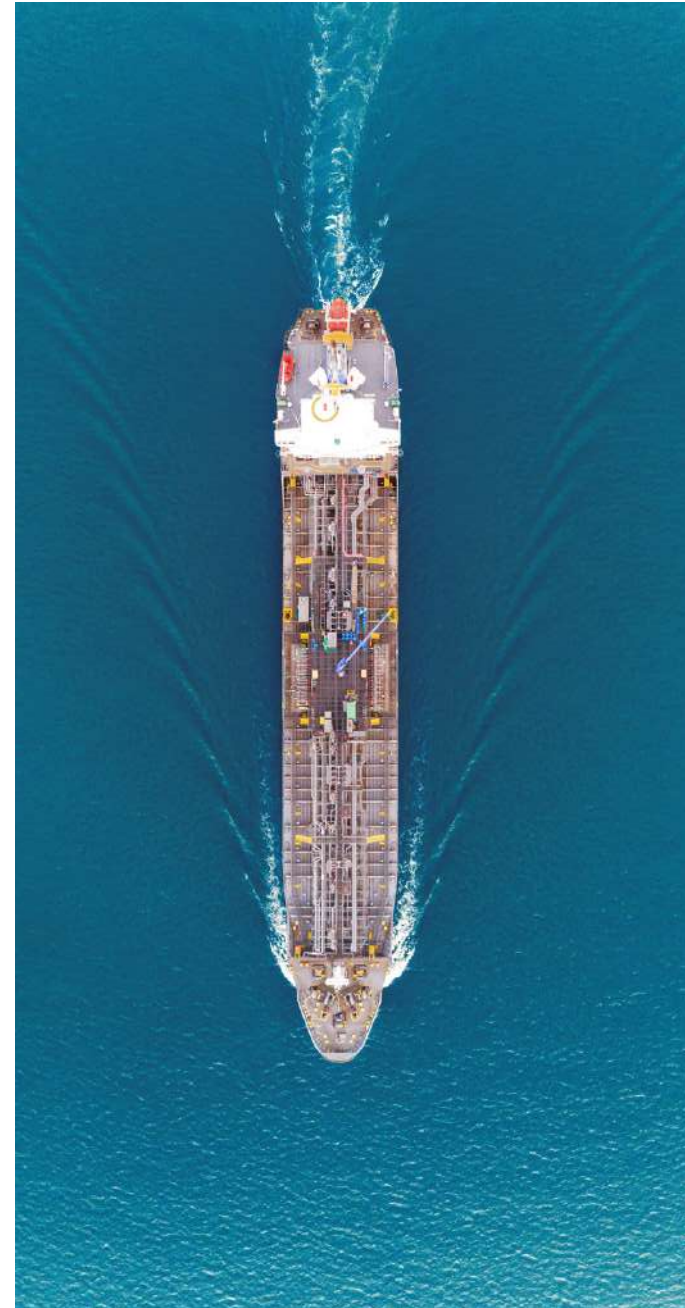
# Executive Summary

 Dolphin Overseas AG

 **JIOLAT**  
Group

\*\*\*STRICTLY CONFIDENTIAL \*\*\*

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# Group Core Values

## 1. Excellence:

We are dedicated to delivering excellence in every aspect of our operations, from sourcing and trading to logistics and customer service.

## 2. Integrity:

We uphold the highest standards of integrity, honesty, and transparency in all our business dealings.

## 3. Innovation:

We embrace innovation to continually improve our strategies, technologies, and processes, ensuring we remain at the forefront of the industry.

## 4. Sustainability:

We are committed to minimizing our environmental impact and promoting sustainable practices throughout the oil and gas trading value chain.

## 5. Collaboration:

We foster a collaborative and inclusive work environment, valuing the diverse perspectives and expertise of our team members and partners.

# Overview

Dolphin Overseas AG is a reputable and dynamic global company specializing in oil and gas trading. With a strong presence in the international market, we have established ourselves as a reliable partner in the energy sector.

# Mission

Our mission is to provide exceptional and efficient oil and gas trading services, ensuring reliable supply chains and exceeding customer expectations. We strive to create sustainable value for our stakeholders by fostering long-term partnerships and embracing responsible practices.

# Group Strategy

We are pleased to announce a new joint venture between Dolphin Overseas AG and Jiolat Group. This partnership combines Dolphin's expertise in oil and gas trading with Jiolat's specialization in CNG cylinders testing, CNG conversion, and manufacturing of CNG parts and equipment. Together, we aim to provide exceptional services, reliable supply chains, and innovative solutions in the energy sector. We are excited about the opportunities this joint venture brings and look forward to a successful collaboration.



01

INDUSTRY NETWORK

02

EXISTING SUPPLY

03

INTERNATIONAL  
EXPOSURE

04

SPECIALIZED EXPERTISE

05

TIME TO MARKET

# Global Presence

Dolphin Overseas AG has established a strong global footprint, with a wide network of trusted partners and clients across continents. Our operations span over various regions, including Europe, Asia, Africa, and the Americas, enabling us to effectively navigate diverse markets and fulfill international demands.



# Meet Our Team



**Ute Waldschmitt**

Ute is a highly qualified lawyer with a strong background in finance. She has over two decades of experience in the renewable energy sector and offers invaluable insights and strategies. With her extensive international relationships, she can navigate complex business landscapes and facilitate cross-border transactions and investments.



**Henry Potgieter**

Henry is an accomplished entrepreneur with extensive experience in building and managing successful companies. He has a strong background in electrical engineering and a proven track record in various industries, including property development, renewable energy, mining, and international trade. As the majority shareholder of Asam Resources SA (Pty), Henry has played a pivotal role in its success for the past 25 years.



**Suresh Chaudhary**

Mr. Chaudhary is an Industrialist who has over 25 years of experience in oil&gas sector, alternative energy, conversion technology and closely working with the government. He brings strategic vision to the team with his deep understanding of the Indian oil & gas market. He holds a BE in Engineering (Mechanical).



**Michael Mühlemeyer**

Michael has a wealth of experience in the corporate world, having held high-level positions in companies such as Lekkerland International and Shell. In his role at Lekkerland International, he played a pivotal role in the company's expansion and growth in the retail industry. His expertise in the oil and retail sector was further honed during his time at Shell, where he made significant contributions to the company's strategic initiatives and operational efficiency.



**Prakash K. Silwal**

Experienced Entrepreneur with a demonstrated history of working in the energy sector, nonprofit organizations, agriculture and food security, policy, environment, sustainable developmental and government relations. Strong operations professional with a MSc in Environmental Toxicology from Clemson University, South Carolina, USA.



**Mitchell Craig**

Mitchell is an experienced professional with expertise in procurement, financial management, and corporate development. He has led teams and excelled in strategic initiatives such as mergers and acquisitions, partnerships, and divestitures. Mitchell specializes in structuring cross-border oil and gas deals and raised capital for numerous infrastructure projects. With a BBA and certifications in alternative fund management and supply chain, he is a valuable asset in the finance and strategy field.



**Thinus van Heerden**

Thinus is an experienced professional with 30+ years of expertise in accounting, logistics, and marketing. He has held top management roles, including General Manager of various international corporations. Thinus excels in financial structuring, regulatory compliance, leadership development, and marketing strategies. He has a talent for identifying market needs and implementing successful business models.

# Group Experience

We stand out from our competitors due to our exceptional customer service, innovative product offerings, and commitment to sustainability and social responsibility.



**PETROLEUM  
SUPPLY/RETAIL/STORAGE**



**CORPORATE FINANCE &  
BANKING**



**COMMODITY IMPORT &  
EXPORT**





# Key Services

- **Oil and Gas Trading:**

We engage in the buying, selling, and trading of various petroleum products, including crude oil, refined products, and natural gas.

- **Supply Chain Management:**

We optimize and manage the supply chain processes to ensure timely and secure delivery of products to our global clientele.

- **Risk Management:**

We employ sophisticated risk management strategies to mitigate market volatility and protect our clients' interests.

- **Market Analysis:**

Our team of experts conducts in-depth market analysis, providing valuable insights and recommendations to support decision-making.



# The Inception of a Powerful Partnership

**Dolphin Overseas AG** and the **Jiolat Group** have joined forces in a strategic joint venture.

- **Purpose:** *To leverage the strengths and expertise of both companies for mutual growth and success*

## Partnership Highlights

### 1. Jiolat's Extensive Client Network:

- Jiolat brings a wealth of clients in the petroleum industry.
- Longevity in manufacturing technology for CNG materials has positioned Jiolat as a leader in LNG projects.

### 2. Dolphin Overseas' Global Supplier Network:

- Dolphin Overseas boasts a diverse range of suppliers with a global presence.
- Over 100+ years of combined experience in the energy, supply chain, and financial services sector.

## Benefits of the Joint Venture

### 1. Market Expansion:

- By combining resources and expertise, the joint venture aims to bring petroleum products into the Indian market.
- Expanding the reach and presence of both companies in a promising market.

### 2. Long-Term Partnership:

- The joint venture is committed to building a strong and enduring partnership.
- Collaboration and synergy will drive mutual success and growth.



***Jiolat Auto Gas Industries*** is a company specializing in the manufacturing of automotive components and the installation of oil and gas pipelines.

They are also experts in manufacturing and hydro-testing of CNG Storage Cascades (Type-I & Type-IV),

Conversion of Heavy Commercial vehicles from Diesel Fuel to CNG Mono Fuel, LNG Fuel, Hydrogen Fuel and Dual Fuel in India.

They also export their conversion kits to other countries. The company is customer-oriented and known for their high-quality products and services. They already approved vendor many Indian Govt. entities i.e. Indian Oil Corporation Ltd. (IOCL), Bharat Petroleum Corporation Ltd (BPCL), Hindustan Petroleum Corporation Ltd. (HPCL), GAIL Gas Ltd., Indraprastha Gas Ltd. (IGL), Mahanagar Gas Ltd. (MGL), etc.....

Their mission to establish themselves as a brand in the oil and gas construction market.



INDRAPRASTHA  
GAS LIMITED





# Dolphin Overseas AG

**Four international companies folded their Petrochemical services**

**1. Security and stability:**

Switzerland's political neutrality and stable systems provide a secure environment.

**2. Tax efficiency:**

Switzerland offers favorable tax environments and privileges.

**3. Strong economy:**

Switzerland has a robust and stable economy.

**4. International relations:**

Switzerland has excellent international relations and trade organization memberships.

**5. Privacy:**

Switzerland respects privacy, providing an extra layer of protection.

**6. Financial infrastructure:**

Switzerland is well-suited for international financial transactions.

**7. Efficient legal system:**

Switzerland's legal system ensures smooth and predictable transactions.

**8. Access to markets:**

Switzerland's central location and transportation infrastructure provide easy access to markets.

# Logistic & Storage Partner



Our logistics and storage partners at Next Maritime are essential to our fully integrated Group. They provide high-quality maritime services worldwide. With our 24/7 Worldwide Communications Center, we effectively coordinate with our global partners. They are carefully chosen for their expertise and reputation in the industry. They can handle various vessels and meet the unique needs of each client. With headquarters in Tarragona, Spain, and International Hub operators in Asia Pacific, Europe, Africa, and the Americas, we can serve clients in 141 countries and over 822 ports. Together, we deliver exceptional services and customer satisfaction.

# Our Unique Position



## Secured Allocation

Obtained reliable Gasoil EN590, Jet Fuel Kerosene and Crude Oil & LNG allocations from refineries directly or long-standing, renowned and reliable other suppliers



## Consistency

This secures consistent allocation to obtain reliable volumes on Quality/ Quantity either via FOB/ CIF or Vessel Take Over Inco Terms



## Market Strength

This guarantees delivery reliability for our end customers as well.

Our consistent supply of oil derivatives have given us a unique position in the market, strengthening our market presence and ensuring customer satisfaction.

# Origin of our Supplier Partners

"Strong supplier partnerships fuel the future of Petroleum Products igniting growth, reliability, and sustainability."



**Saudi Arabia**



**Iraq**



**Oman**



**Nigeria**

# Our Clients

## WHOLESALE

Our wholesale clients are essential to our business as they purchase petroleum products from us in large quantities. These clients include fuel distributors, retailers, and industrial companies. We value our relationships with these clients, providing them with tailored solutions, competitive pricing, and reliable service. We strive to meet and exceed their expectations, ensuring their satisfaction and fostering long-term partnerships.

## GOVERNMENT

Government customers are a vital part of our business, and we are committed to serving them by providing reliable and high-quality petroleum products that meet their specific needs. We adhere to all applicable regulations, offer competitive pricing, and deliver exceptional customer service to ensure a seamless purchasing experience. Our experienced team is well-versed in government contracts and procurement processes, providing transparency and accountability throughout. We value our government customers and strive to exceed their expectations in every interaction.



## RETAIL

Our retail customers are a vital part of our business. We offer a wide range of high-quality petroleum products to meet their diverse needs. We prioritize exceptional customer service, competitive pricing, and a convenient retail experience. We value our retail customers and strive to exceed their expectations in every interaction.

## END-CONSUMER

End-burner customers are valuable clients as they rely on the fuel we sell to power their operations. Whether it's transportation, construction, manufacturing, or agriculture, these customers depend on our reliable and high-quality fuel to keep their equipment, vehicles, and machinery running smoothly. We understand their unique needs and provide personalized assistance, competitive pricing, and flexible delivery options. By serving as a trusted fuel provider, we contribute to the success of our end-burner customers and build long-term relationships based on reliability and exceptional service.





# Conclusion

With a robust track record, global reach, and a commitment to excellence and sustainability, Dolphin Overseas AG is a trusted partner in the oil and gas trading industry. Our core values, expertise, and dedication to customer satisfaction make us a preferred choice for clients seeking reliable energy solutions.



# Thank You!

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