



# EXITO MOTRIZ<sub>LDA</sub>

**BUSINESS ADMINISTRATION - BUSINESS**

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📍 Portugal - Venezuela



# ABOUT US



**Exitto Motriz LDA** is a global strategic partner specializing in international trade management and high-complexity industrial services. Founded in 2019, our structure is built upon a solid track record dating back to 2016 under a consortium model, consolidating today a team with more than 15 years of shared experience in critical sectors of the economy. We are highly specialized in management, business creation, and tax structuring for international trade. With strategic headquarters in Aveiro, Portugal, and Venezuela, we act as the definitive bridge connecting and driving commercial dynamism between the markets of Europe and South America. As active members of CAVENPOR (Venezuelan Portuguese Chamber of Commerce, Industry, Tourism, and Services), we reinforce our commitment to bilateral exchange and corporate excellence.

We are positioned as a diversified company committed to sustainability, with a particular focus on providing services to the oil, gas, mining, railway, and land transport sectors. Our operational capacity ranges from the marketing of energy derivatives to the import of specialized machinery for industrial plants and earthmoving. Thanks to a network of more than 30 collaborative companies, we guarantee integrated solutions in logistics, technology, and agribusiness. This reach is backed by our strategic alliances, ensuring first-class legal and administrative support for all our international operations.

Our mission is to represent global companies and boost their growth through 360° advisory services that include legal, accounting, and tax oversight for each project. We act as high-level intermediaries, collaborating closely with our clients to increase the value of their businesses. At **Exitto Motriz LDA**, we transform the potential of global markets into tangible results, building long-term partnerships based on transparency, quality, and international regulatory compliance.





# COMPREHENSIVE SERVICES AND BUSINESS LINES



"We offer a 360° solution to optimize every stage of the international supply chain:

- **Company formation**
- **Drafting of Articles of Organization**
- **Formation Documents Obtaining an Employer Identification Number (EIN)**
- **Selection of SIC or NAICS Codes (Economic Activity Codes)**
- **Representation before government agencies and taxing authorities.**
- **Bank and business registry management.**
- **Advisory and Reporting Services**
- **Accounting Management Project development and execution advisory**
- **AI integration in project development**
- **Procurement and Negotiation:** Strategic product acquisition, competitive pricing, and formalization via Letters of Intent (LOI).
- **Financial Solutions:** Management of commercial bonds, Letters of Credit (LCs), and Standby Letters of Credit (SBLC).
- **End-to-End Logistics:** Origin and destination port certifications, transport, and discharge logistics.
- **Continuous Advisory Services:** Ongoing legal, accounting, tax, and banking support for every international operation.

Our business lines include the commercialization of petrochemical and food products, the development of specialized software for the Oil & Gas industry, and brokerage services for agricultural, mining, and energy projects.



# Mission & Vision.

## MISSION

To be the definitive strategic partner for international companies, ensuring their full compliance with the legal and tax regulations of countries in the Americas and the European Union. Upon this foundation, we facilitate their global expansion and boost their growth in the mining, energy, industrial, and heavy machinery sectors, with a model based on quality, experience, and transparency. We guarantee comprehensive solutions that generate tangible value and long-term partnerships in the most demanding markets.

## VISIO

To consolidate our position as the leading benchmark in international trade and industrial services on a global level, being recognized for our capacity for innovation, strategic diversification, and advisory services for the creation and execution of projects. We aim to expand our presence in both emerging and established markets, contributing to the sustainable development of the industries in which we operate through the adoption of advanced technologies and responsible corporate practices that define the future of the sector.

## CORPORATE VALUES

- **Commitment:** Absolute dedication to sustainability, quality, and excellence in service.
- **Experience:** Solid technical knowledge in the energy market and foreign trade.
- **Transparency:** Building solid relationships based on honesty and mutual trust.
- **Strategic Alliances:** Focus on creating long-term partnerships that generate shared growth.
- **Commercial Dynamism:** Agility and a proactive vision to identify and capitalize on global opportunities.



# PORTFOLIO OF STRATEGIC SERVICES



## Consulting and Management

- 360° Business Advisory: Project development in the energy, logistics, technology, mining, oil & gas, and agricultural sectors. Business creation and management, as well as import and export management.
- Corporate Consulting: Legal, accounting, financial, tax, and banking oversight. Strategic business models and international investment structuring.

## International Trade

- Procurement and Negotiation: Strategic product purchasing, pricing negotiation, and preparation of Letters of Intent (LOIs).
- Financial Solutions: Commercial bonds, Letters of Credit (LCs / SBLC), and support for global operations.
- Logistics and Port Certification: We streamline your business operations through our partners in the logistics and port certification sectors, including origin and destination port certifications, international transport, and discharge logistics.
- Commodities Brokerage: Commercialization of bulk petrochemical and food products between Europe and South America.



# PORTFOLIO OF STRATEGIC SERVICES



## Industry and Energy

- Mining and Earthmoving: Import, commercialization, and maintenance of heavy machinery (excavators, bulldozers, loaders) and original spare parts.
- Oil & Gas and Industrial Services: Marketing of petroleum derivatives and biofuels; maintenance, repair, and drilling services for oil wells.
- Supply Management and Innovation: Procurement of strategic materials and development of specialized software for the Oil & Gas industry.

# MARKETING AND TECHNICAL SUPPORT



Strategic  
distribution



Technical  
Support

**Exito Motriz LDA** has a strategic representation and distribution network of specialized machinery for high-demand operations. Our catalog includes cutting-edge technology for the oil and gas and mining industries, highlighting dredging equipment, oil exploitation systems, and heavy mining machinery.

Beyond the initial supply, we offer a comprehensive technical support ecosystem that includes a wide range of original spare parts and maintenance solutions. Our approach is designed to meet the highest standards of operation, ensuring project continuity and the optimal functioning of each piece of equipment under the most rigorous conditions in the international market.



# TRACK RECORD AND INTERNATIONAL SUPPORT



Solid and reliable performance



Excellence in Marketing

Our history is founded on a solid and reliable performance as suppliers in the international market for major corporations. Over the years, we have consolidated a broad network of allied companies, built on long-term relationships of trust that support every operation we undertake. We have a proven track record in the commercialization and acquisition of technology products, food, and heavy machinery.

This experience has been consolidated through our proven capacity to manage complex operations, including the management of industrial plant shutdowns through outsourcing models. All of this, sustained by a strategic consortium with alliances in different countries around the world, allows us to offer a robust logistic and commercial structure both for Europe and the American continent.

Currently, **Exito Motriz LDA** has evolved to respond to global demands, diversifying its portfolio towards cutting-edge sectors. We have specialized in the implementation and management of Photovoltaic Energy and New Technology projects, driving sustainable and efficient solutions in the industry.

We are a multidisciplinary international team that fuses excellence in Commercialization, Logistics, and Legal Services, providing comprehensive support for every operation.

# STRATEGIC PARTNERSHIPS AND CONSORTIUM

→ Integration and collaboration

→ Strategic Partner Network

Our growth is strengthened through the integration and collaboration with a group of prestigious allied companies, which diversify and enhance our technical and operational capabilities on a global level:

- ·EXITOMOTRIZ LDA.
- ·FORALL CARGO y FORALL DATA
- ·Miembros de CAVENPOR
- ·TU GESTION PORTUGAL (TGP)
- YANEZ JIMNEZ LDA.
- ·ESCALA & PARAMETROS LDA
- ·AVEUNITED TRADING LLC.
- ·ISACURA ASOCIADA
- ·PGS ALLIANCE



PGSalliance

This network of strategic partners allows us to **guarantee an efficient and reliable execution in every project**, consolidating our position as an essential strategic partner in international and industrial trade.





**EXITO  
MOTRIZ<sub>LDA</sub>**



**Book your session and scale your business!**