



# 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:

- Corporate & Legal Setup
- Company Incorporation
- Drafting of Articles of Incorporation
- Obtaining a Tax ID / EIN
- Selection of NAICS / SIC Codes
- Representation before regional business and tax registries/authorities
- Banking Liaison & Commercial Registries Management
- Advisory & Management
- Consulting & Reporting
- Accounting Management
- Project Management & Execution Advisory
- AI Integration for Project Development
- Strategic Management Consulting
- Expansion & Restructuring
- **Internationalization in Target Markets:**
  - Market & Investment Research
  - Corporate Restructuring
  - Fundraising Management through programs geared toward business associations, Chambers of Commerce, public agencies specialized in internationalization and tourism promotion, and non-profit organizations in partnership with public interest entities.
- **Global Trade & Logistics**
- **Procurement & Negotiation:** Strategic product sourcing, competitive pricing, and formalization via LOI (Letters of Intent).
- **Financial Solutions:** Management of commercial surety bonds, Letters of Credit (LCs), and Standby Letters of Credit (SBLC).
- **End-to-End Logistics:** Port certifications at origin and destination, shipping, and unloading logistics.
- **Ongoing Advisory:** Continuous 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.

## VISION

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.





### Sustainable Innovation with Purpose

- Sustainable Development: We design commercial projects and market bridges focused on conscious growth and resource optimization.
- Cutting-Edge Technology: We drive digital transformation and operational efficiency in every business model.
- We implement strategic AI to automate complex processes, reduce environmental impact, and maximize corporate profitability.

### Consulting & Management

- Comprehensive project development in the energy, logistics, technology, mining, agricultural, and hydrocarbon sectors. Specialists in corporate creation and management, import and export management, and business structuring in the high-impact real estate sector.
- Full-service support in legal, accounting, financial, tax, and banking oversight. Advanced business model design, international investment management, and development of private investment funds to maximize global profitability.

### International Trade

- **Procurement & Negotiation:** Strategic product sourcing, pricing negotiation, and drafting of LOIs (Letters of Intent).
- **Financial Solutions:** Commercial surety bonds, Letters of Credit (LCs / SBLC), and financial backing for global operations.



# PORTFOLIO OF STRATEGIC SERVICES



- **We guide your company alongside our partners in the logistics and port certification fields:** certifications at origin and destination ports, international shipping, and unloading logistics.
- **Commodities Brokerage:** Trading of bulk petrochemical and food products between Europe and South America.

## Industry & Energy

- **Mining & Earthmoving:** Covers the import and commercialization of heavy machinery (excavators, bulldozers, loaders) backed by an original spare parts supply chain. The key process is after-sales support, ensuring operational continuity in the field through predictive and corrective fleet maintenance.
- **Hydrocarbons & Industrial Services:** Divided into two operational lines: surface operations, focusing on the distribution and quality control of fuels and biofuels; and subsurface operations, covering the technical execution of drilling, maintenance, and well workover to safely maximize energy production.
- **Supply Chain Management & Innovation:** Optimizes sector efficiency through strategic procurement (global sourcing and logistics for critical Oil & Gas materials) and custom software development, digitalizing operational processes to facilitate real-time decision-making.





# 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:

- EXITO MOTRIZ LDA.
- FORALL CARGO y FORALL DATA
- Miembros de CAVENPOR
- TU GESTION INTERNACIONAL (TGP)
- ESCALA & PARAMETROS LDA
- AVEUNITED TRADING LLC.
- PGS ALLIANCE
- DESALLOROS UCAYALI, C.A
- EXITO MOTRIZ 2026



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



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.







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