

# OilEx

## A DIGITAL MARKETPLACE

For Physical Oil Transactions

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February 2021

 Hunter Technology



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“ **Connect independent oil producers, buyers and traders in a secure and trusted digital marketplace to unlock value by optimizing pricing and simplifying processes.** ”



# Solution

Building a smart, simple and secure network to unlock value in physical oil transactions



SMARTER

## Digital Management

Smart matching algorithm for price discovery and supply chain transparency



SIMPLE

## Time Saving

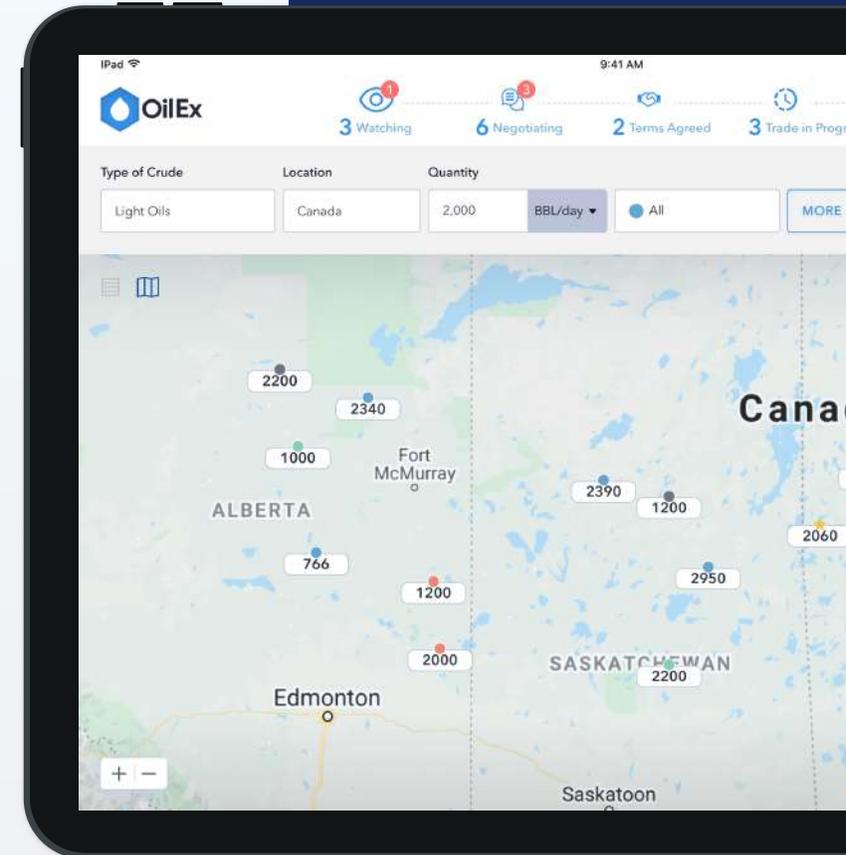
Streamlined deal workflow solution in one easy-to-use optimized workspace



SECURE

## Trusted Marketplace

Access a broader market of verified and trusted buyers and sellers



# Customers

OilEx creates a digital trust through the entire supply chain



## Independent Producers

Optimizing pricing by connecting to a broader set of buyers and traders



## Buyers

Accessing an untapped network of trusted independent producers



## Traders

Opening the market to verified buyers and sellers, while simplifying and digitizing complex workflows



## Sovereigns

Improving crude oil supply chain intelligence



# Roadmap

Focused on building the network and transaction processing in 2021

2021 Q1

## Team Building Design & Development

- In-house software development team
- Leverage technology expertise from FinFabrik acquisition
- Agile product development to ensure continuous improvement

Q2

## Pilot Delivery Transaction Processing

- Pilot with selected producers and buyers
- Completed security testing and audit
- Market feedback and research-driven feature improvements

Q3

## Go Live

- Processing transactions with independent producers, buyers and traders
- Brand building through thought leadership, social media campaigns, SEO and ads
- Build-out of outbound sales team

2022

## Expand to New Markets

- Entering of new markets globally through partnerships and strategic acquisitions
- Expansion of the core user base through network marketing
- Integrating new products and services including financing and data analytics

# Executive Team

An experienced team in oil, capital markets and technology

- Energy and financial market operations
- Enterprise software, trading systems and blockchain development
- Global marketplace sales and growth



**Alex Medana**  
CEO

Mr. Medana is a seasoned executive in capital markets operations and technology with 22 years of experience. Prior to co-founding FinFabrik, a Hong Kong based fintech firm in 2016, Mr. Medana spent 17 years in global tier-1 institutions including Merrill Lynch, Kleinwort Wasserstein, and Deutsche Bank with executive positions in equities operations in Europe and Asia. Mr. Medana is a founding board member of the FinTech Association of Hong Kong and has been recognized as FinTech and blockchain leader in Asia.



**Bryant Pike, CPA**  
CFO

Mr. Pike is a CPA with over 15 years of financial experience. He previously served as CFO and SVP of Corporate Development for Wow Unlimited Media, Inc. from 2008 through 2017. He began his career as a chartered professional accountant specializing in the financial services and media and entertainment industries with Ernst & Young.



**Dr Florian Spiegl**  
COO

Dr. Spiegl is an innovator and serial entrepreneur in the financial technology sector with over 15 years of experience. His corporate career spans strategy consulting with the Boston Consulting Group to asset management with Credit Suisse. Dr. Spiegl is a co-founder of fintech firm FinFabrik as well as the Hong Kong FinTech Association. He serves on the FinTech Advisory Board of the Securities and Futures Commission of Hong Kong. Dr. Spiegl holds a PhD and a MA in Economics and Business Administration from the University of Vienna.



**Andrew Hromyk**  
Director

Mr. Hromyk has served a director and officer of Hunter since November 2014. Since 1995, Mr. Hromyk has been President of Century Capital Management Ltd., an independent investment management and advisory firm based in Vancouver, British Columbia, with a history of making strategic investments in private and public companies. In addition, Mr. Hromyk has supported energy operations in the continental United States, as well as internationally in Papua New Guinea and Nigeria. Mr. Hromyk studied economics at Chaminade University and the University of British Columbia.

# Technology & Product Team



**Edward Ngai**  
Head of Technology

## Current responsibilities

- Overall technology and delivery leadership
- Technology and delivery risk management geared towards delivering in scope and time
- Team performance management: metrics and roadmap controlling
- Support on strategic projects, ventures, potential targets and other partnership opportunities

## Past experience

- Architect and Lead Engineer HK Jockey Club: designed and implemented a new bet order distribution system, HK
- Designer and Lead Engineer HSBC: designed and implemented a dining offer chatbot on Facebook messenger, HK
- Senior Software Engineer Macquarie Bank: designed and implemented for Macquarie Bank a bi-temporal centralized data distribution system, HK

**Years of experience: 20**



**George Stoica**  
Lead Developer

## Current responsibilities

- Architect and design system supporting business functions
- Hands-on development leadership of the platform
- Lead development team to build and deliver product and features

## Past experience

- Site Reliability Engineer at Lalamove e-logistics, HK
- Built automation to ensure smooth operation and monitoring of production systems enhanced existing systems to improve performance and reduce cost
- Software Engineer at Finfabrik, HK designed and built integrated systems for crypto trading platform
- Designed and built RFQ system in highly performant trading application
- Software Engineer at Playstudios Asia, HK built sub-systems supporting mobile app

**Years of experience: 12**



**Jason Fuller**  
Infrastructure Manager

## Current responsibilities

- Company infrastructure access and security management
- Systems and network infrastructure architecture, planning and implementation
- SaaS/PaaS/IaaS; Hybrid on-site/cloud deployments

## Past experience

- Infrastructure Manager, Executive Center: global security and infrastructure management of entire tenant with 1k+ users
- Senior Systems Manager, Kerry Logistics: primary designer and administrator of the world-wide logistics carrier's corporate cloud datacenter in AWS in 200+ countries

**Years of experience: 18**



**Ilya Belikin**  
Product Manager

## Current responsibilities

- Manage HTC digital products for agile customer-centric delivery
- Lead User Experience research practice and gather insights
- Establish a Design System for HTC digital products

## Past experience

- Product Manager / CBRE: lead development and delivery of new core productivity digital products in Asia Pacific.
- Head of Product / Posit: Digital Product and UX Design for fast-growing startups: LYNK, Lalamove, TheDesk.
- User Experience Lead / TAO Light: Lead design and development of the digital experience of a smart home system.

**Years of experience: 15**

Morgan Stanley

H2BC

Deutsche Bank

ORACLE

Huobi

IBM

CREDIT SUISSE

Goldman Sachs

Pivotal

Merrill Lynch

SWIFT

DELL

BCG

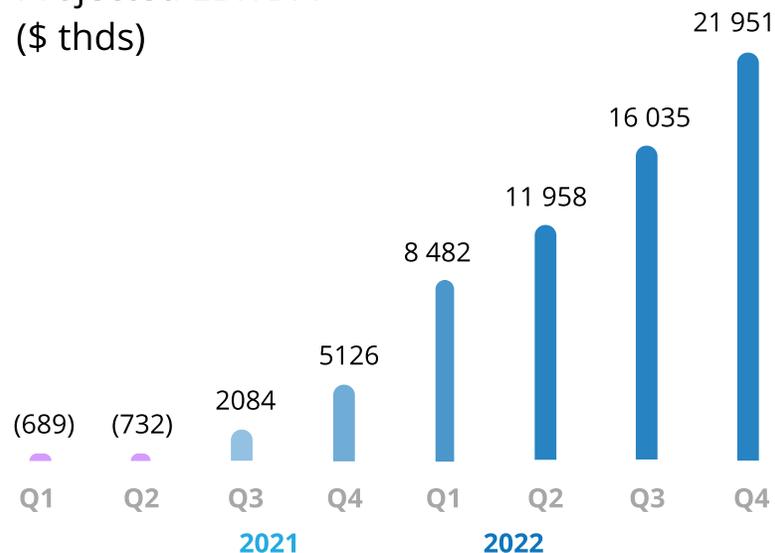
Deloitte.

# Financial Projections

## Projected Transaction Volume (MBOPD)



## Projected EBITDA (\$ thds)



## Business Model

Transaction fee 1% on value of successful trades

Subscription fee USD 500 per month for premium features and data access

|                                | Q1 2021 | Q2 2021 | Q3 2021  | Q4 2021  | YE 2021    | Q1 2022   | Q2 2022   | Q3 2022   | Q4 2022   | YE 2022      |
|--------------------------------|---------|---------|----------|----------|------------|-----------|-----------|-----------|-----------|--------------|
| <b>PRO-FORMA CASHFLOW BOPD</b> | -       | -       | 191      | 427      | <b>618</b> | 667       | 887       | 1,181     | 1,572     | <b>4,307</b> |
| HTC (OilEx) Revenue            | \$ -    | \$ -    | \$ 2,944 | \$ 6,570 | \$ 9,514   | \$ 10,313 | \$ 13,828 | \$ 18,506 | \$ 24,613 | \$ 67,260    |
| <b>Gross Revenue</b>           | \$ -    | \$ -    | \$ 2,944 | 6,570    | 9,514      | 10,313    | 13,828    | 18,506    | 24,613    | 67,260       |
| <b>Operating Outflows</b>      | (689)   | (732)   | (860)    | (1,444)  | (3,725)    | (1,831)   | (1,870)   | (2,471)   | (2,662)   | (8,834)      |
| <b>Projected EBITDA</b>        | (689)   | (732)   | 2,084    | 5,126    | 5,789      | 8,482     | 11,958    | 16,035    | 21,951    | 58,426       |

The future-oriented financial information and financial outlook information (collectively, "FOFI") about the Company's prospective results of operations are subject to the disclaimer on slide 2 above. Key assumptions in the FOFI include the projected increases in transaction volume and the amount of the transaction fee. Readers are cautioned that the assumptions used, although considered reasonable at the time of preparation, may prove to be imprecise and, as such, undue reliance should not be placed on FOFI. The Company's actual results, performance or achievement could differ materially from those expressed in, or implied by, these FOFI, or if any of them do so, what benefits the Company will derive therefrom. The Company has included the FOFI in order to provide readers with a more complete perspective on the Company's future operations and such information may not be appropriate for other purposes. These forward-looking statements and FOFI are made as of the date of this presentation and the Company disclaims any intent or obligation to update any forward-looking statements and FOFI, whether as a result of new information, future events or results or otherwise, other than as required by applicable securities laws.

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## MANAGEMENT

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FLORIAN SPIEGL  
ANDREW HROMYK  
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SRINIVAS POLISHETTY  
DR. KONSTANTINO GHERTSOS

## TITLE

CEO  
CFO  
COO  
Director  
Corporate Secretary  
Director, Audit Committee  
Director, Audit Committee



## STOCK INFORMATION

TSX Venture Exchange: HOC  
OTCQB Exchange: HOILF  
Frankfurt Exchange: RWPM  
CUSIP: 445737109  
ISIN CA4457371090  
Shares Outstanding: 45,334,655

## TRANSFER AGENT

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## AUDITORS

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