

Introducing Nui's promising new vertical – Ethanol

DRAFT

Second largest ethanol producer globally

(cbm, Anhydrous & Hydrated)



- ✓ Production sector **undercapitalized, inefficiently organized & underserved by commercialisation tools**, offering attractive consolidation opportunity
- ✓ >350 producers in commercial environment for **~50 distribution companies, w. 3 of these having >70% market share**
- ✓ Market size 28MM cbm production - \$22 billion USD - 3 major regions.
- ✓ Other players incl. trading companies, brokers & logistics companies that complete the market
- ✓ **Most transactions b/w sellers & buyers made by phone & most recently using WhatsApp.**

The opportunity

- **Buyers & sellers enter the market daily to sell & buy their needs**, offering a great opportunity to **create a digital tool that makes these transactions easier, giving credibility and a transparent way to transact**
- **Nui is in negotiations with potential partner Flextrading**, a brokerage company in the Brazilian fuel & distribution market who specializes in Biofuels (Ethanol & Biodiesel), to **develop a new structure in Brazil to implement the platform in this market (phase I), establishing a national champion who will be seen as the premier service provider of choice for the ethanol digital commercial market**
- **What we can't put a value on at this stage is the great value that could be monetized from the data we will collect from providing trading in this enormous unstructured market**

Competitive advantage

Nui brings innovative e-Marketplace solutions, creating a dynamic marketplace where buyers & sellers can simultaneously participate

The Flextrading team has extensive experience intermediating, operating & developing commercial solutions for biofuels producers & distributors

The Flextrading & Nui competitive advantage lies in management's extensive experience in both the ethanol market & distribution, strong industry relationships, digital platform technology, local presence as well as Nui being a world leading provider of technology designed to disrupt traditional markets

Competition

Few companies in Brazil offer this type of service. Recently, "Agritrade" launched a similar platform to the one being proposed, however, they are severely under capitalised with only a NZ\$20,000 capital raise and a very limited offering

