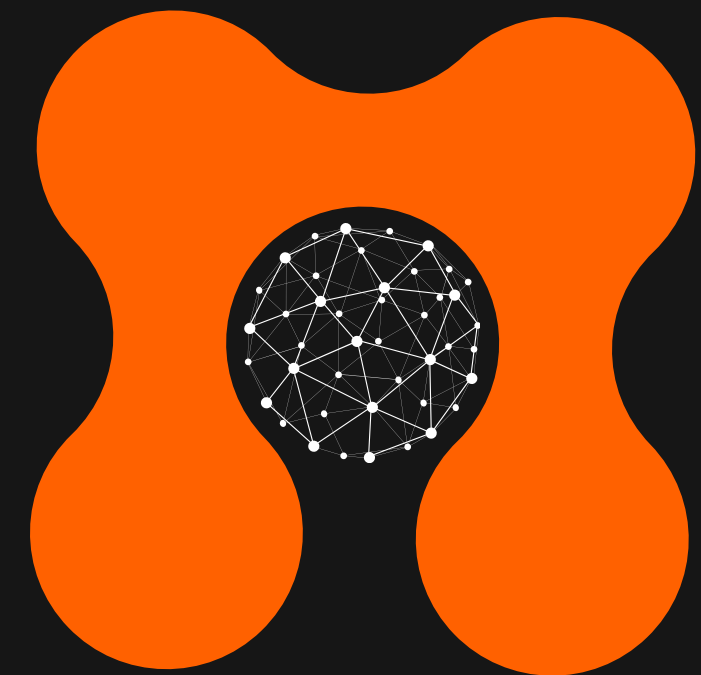


Strategic Connection with Institutional Decision Makers

A Structured Framework for Regulated Markets /
Positioning in the US and Venezuela



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MASSI NETWORK GROUP Strategic Connection with Institutional Decision Makers

US – LATAM | Regulated Markets

WHAT WE DO We connect companies with institutional decision makers only when there is real alignment.

We don't do networking.

We do not sell access.

We structure strategic positioning within regulatory frameworks.

MAIN SERVICES

1. Strategic Advisory & Institutional Positioning

Strategic project assessment

Reputational and regulatory analysis

Definition of institutional narrative

Preparation for sensitive environments (political/regulatory)

2. OFAC Advisory & Licensing Strategy

Screening preliminar OFAC

Sanctions exposure assessment (SDN, structures, UBOs)

Definition of regulatory feasibility

Strategy for:

General license

OFAC Specific License

Alternative structures

Coordination with law firms in Washington / NY

Preparation of Legal Strategy Framework

This service is critical for projects in Venezuela, energy, commodities and regulated sectors.

3. Institutional Structuring & Government Strategy: Design of institutional structure; Identification of key stakeholders; Mapping of relevant decision makers; Preparation of policy positioning

4. Strategic Connections (Execution Phase) Structured institutional introduction Coordination of high-level meetings Post-introduction strategic support Management of narrative and political timing WORK MODEL (3 PHASES)

Phase 1 – Evaluation: We filter, analyze, and validate feasibility.

Phase 2 – Structuring + OFAC: Legal/regulatory design + licensing strategy.

Phase 3 – Institutional Connection

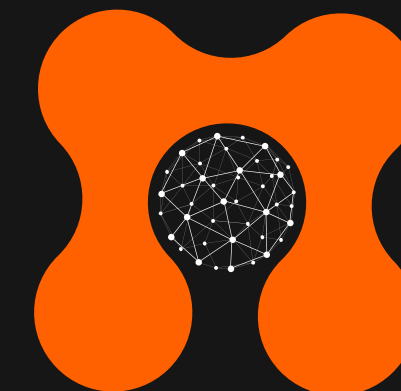
Structured access to decision makers

The connection is the last step, not the first.

WHOM WE SERVE

Energy / Oil & Gas Infrastructure Logistics Commodities

International Investors Companies entering regulated markets



WHAT SETS US APART We filter before exposing We protect institutional credibility We reduce regulatory risk We operate with strategic precision We don't sell access. We structure alignment.



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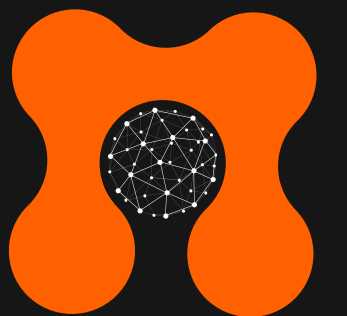


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Access without structure generates rejection

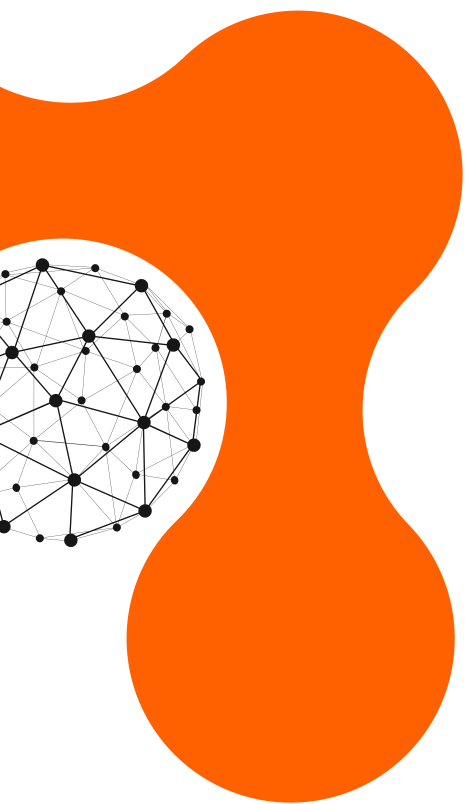


MN operates under a private representation scheme, reserved exclusively for VIP clients previously selected by invitation.



Access is not influence.
Alignment is power.

We are strategic connectors



MN connects entrepreneurs and corporations with the right institutional decision makers, based on:

We connect where there is real alignment.



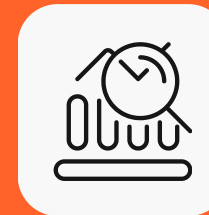
Regulatory relevance



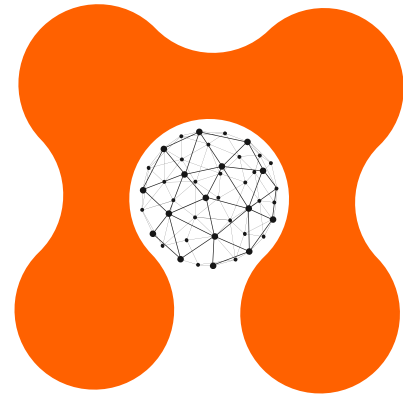
Strategic alignment



**Institutional
compatibility**



**Appropriate political
moment**



Why Us

The connection is the last step, not the first.

Evaluation → Structuring → Mapping → Connection → Monitoring

01



Strategic Evaluation

02



Institutional Structuring

03



Identifying the Right Decision Maker

04



Strategic Introduction

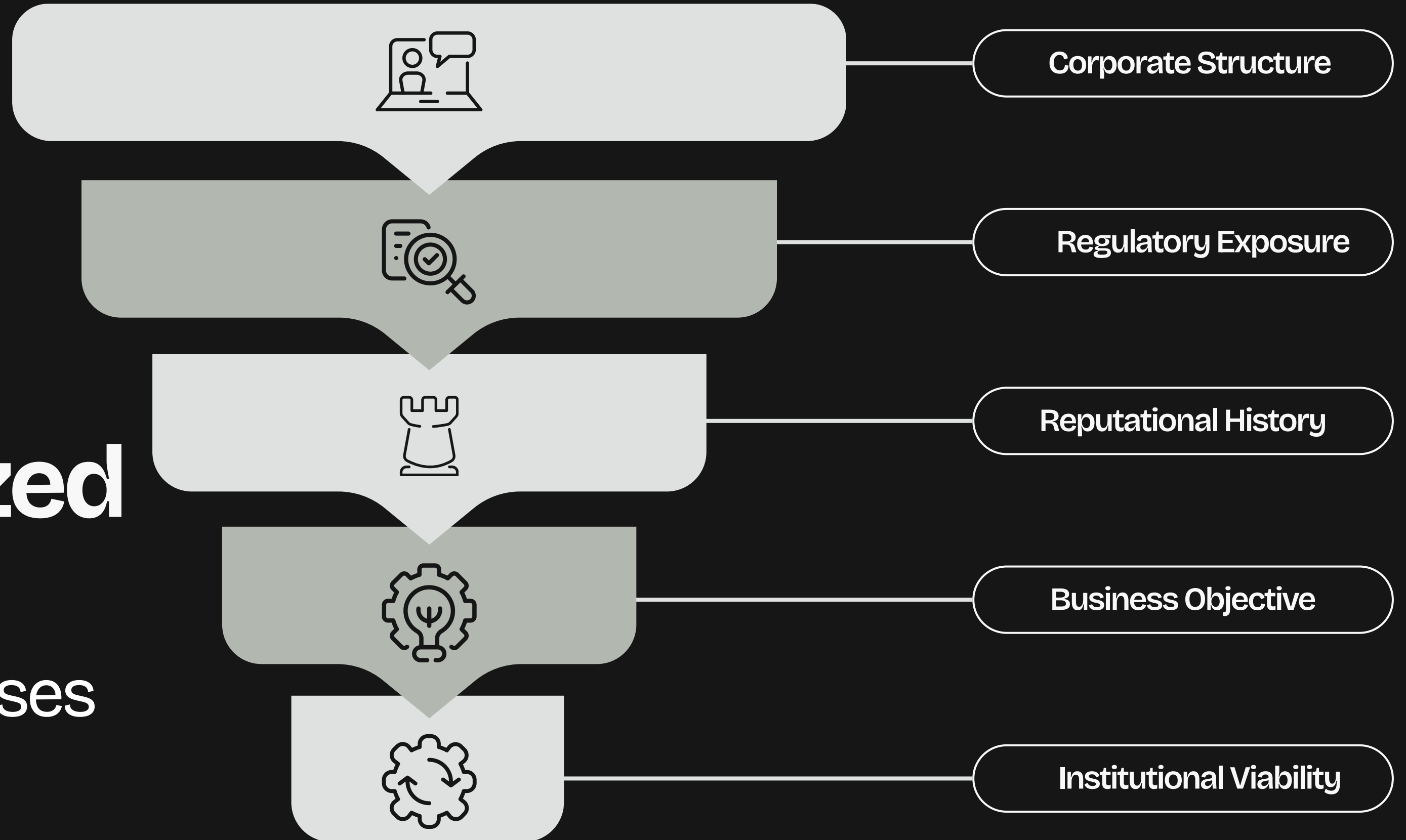
PHASE 1

Strategic Evaluation



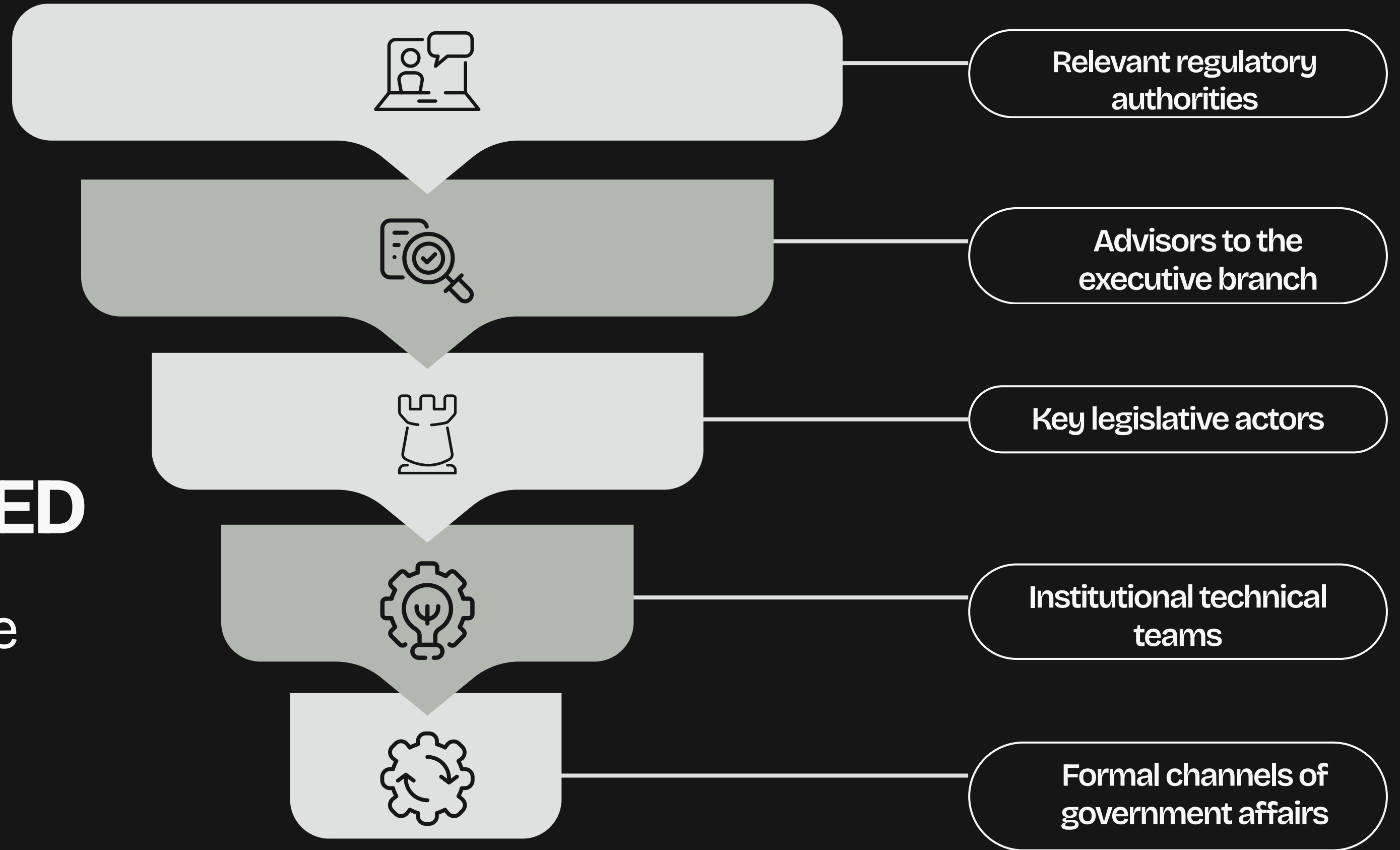
We analyzed

**Result:
Only aligned cases
advance.**



PHASE 2

DECISION MAKER MAPPING



WE IDENTIFIED

Not all contacts are the same.
Relevance is key.



Credibility precedes connection.

Structured Connection

VIP CONSULTING



BUSINESS OWNERS and COMPANIES



ALWAYS KEEP A LOW PROFILE



WE GENERATE RESULTS



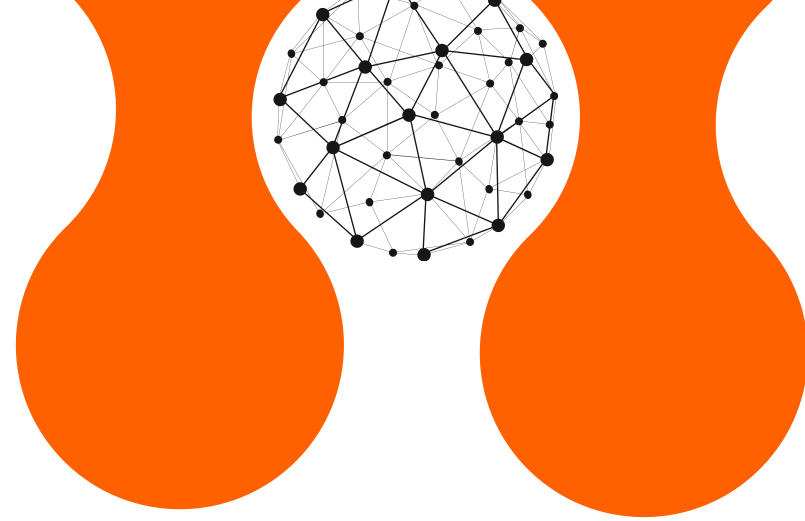
We do not:

- Impromptu networking
- Informal intermediation
- Political promises

We do:

- Strategic positioning
- Contextualized presentation
- Institutional introduction supported
- Subsequent professional coordination





WHO DO WE CONNECT TO?

We don't connect through influence.
We connect by alignment.

WHOM

Companies entering regulated markets

- Energy and infrastructure operators
- Companies undergoing international restructuring
- Investors requiring institutional validation
- Corporations that need regulatory dialogue



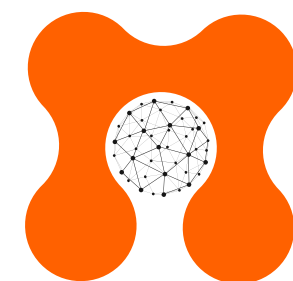
OIL INDUSTRY



LOGISTICS



ENERGY



Level of Approval

40-80%

WE HAVE OVER 30 YEARS OF EXPERIENCE



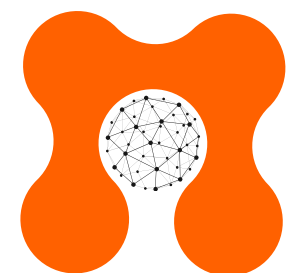


WHAT SETS US APART



We filter before connecting

- We protect institutional credibility
- We reduce premature exposure
- We ensure strategic preparedness
- We operate within the regulatory framework



Level of
Approval

40-80%

WE HAVE OVER 30 YEARS
OF EXPERIENCE



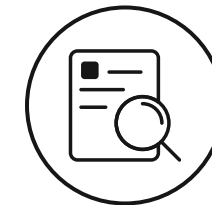
We don't sell access.
We structured the alignment.

CUSTOMER RESPONSIBILITY The customer must understand:

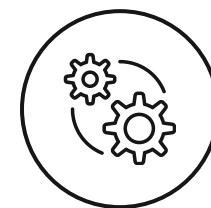
Reputation directly impacts the outcome



Full transparency is mandatory

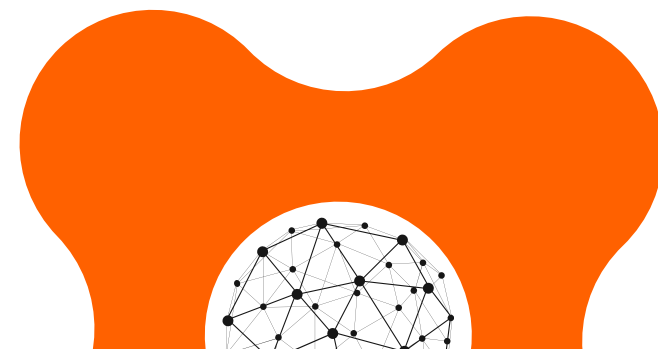
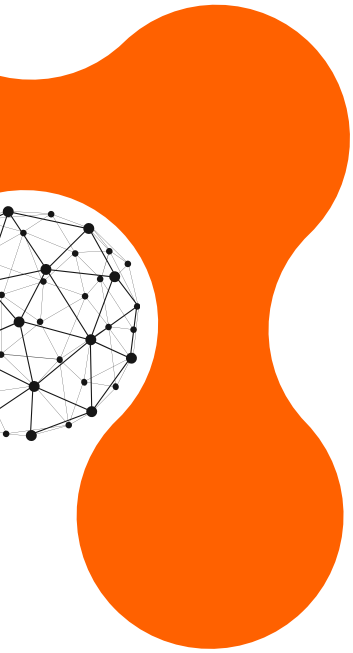


Institutional decisions are discretionary.



Phase 3
The regulatory environment is evolving

Without transparency there is no connection.






WORK MODEL

Each phase requires prior approval. There is no automatic scaling.

Note: If you advance to phase 2 and phase 3, the client is connected directly to the decision maker.

Phase 1

\$




Strategic Evaluation

Each phase requires prior approval.

Phase 2

\$



Institutional Structuring

Each phase requires prior approval.

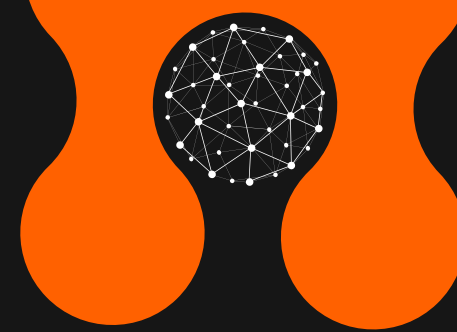
Phase 3

\$



Connecting with the Right Decision Makers

Each phase requires prior approval.



Institutionalism requires discipline.

Professionalism



Ultra VIP relationships



Time optimization



RESULTS



RISK MANAGEMENT

We do not guarantee

- Political outcomes
- Licenses
- Regulatory decisions

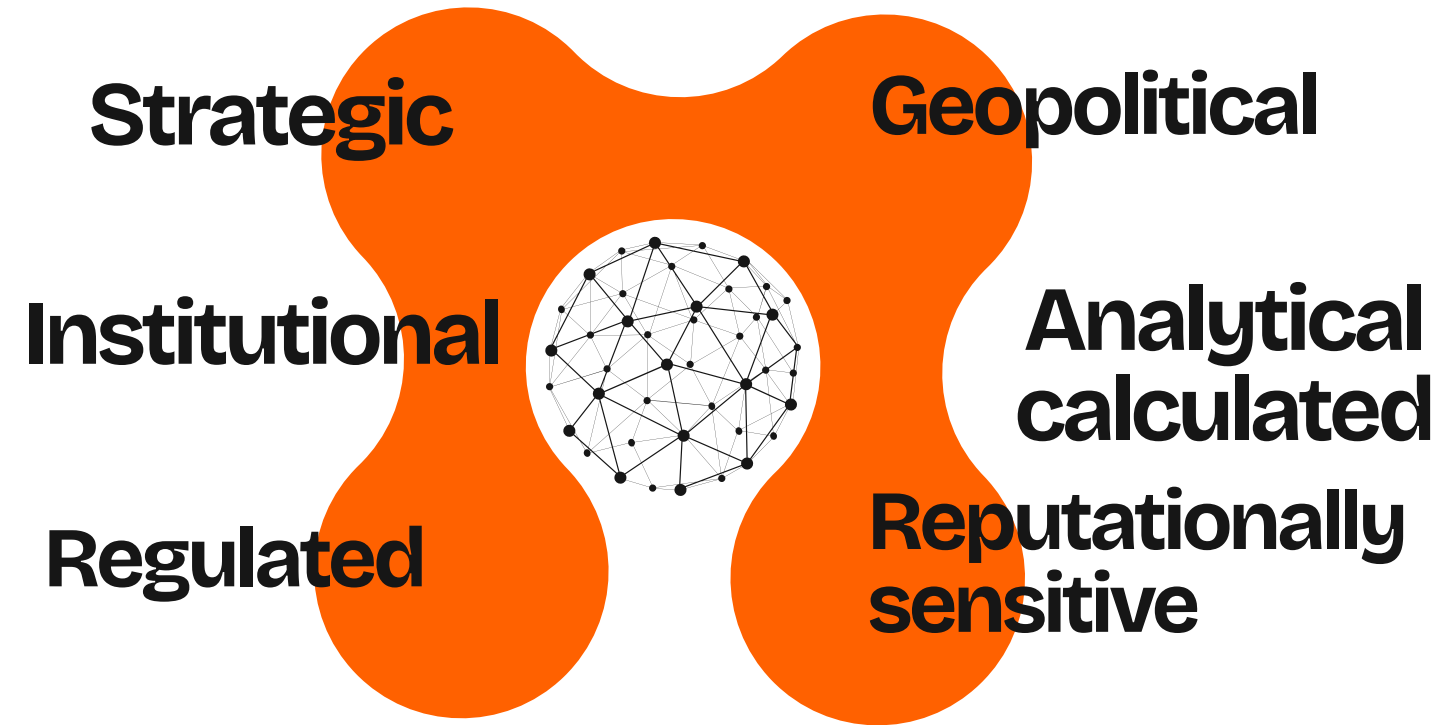
We guarantee a structured and professional process

**STRATEGIC
APPROACH**
Connecting
companies with
decision makers is
not networking.

It's a process

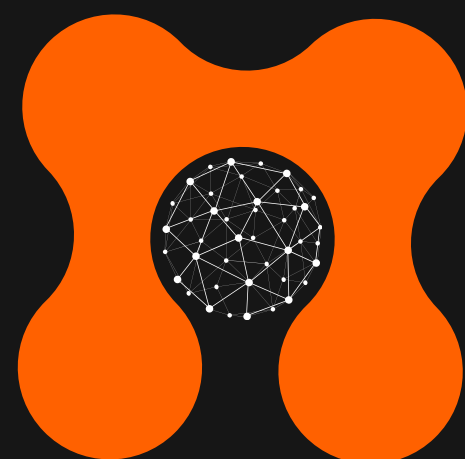


Only prepared
structures advance.



It's not just about having the right relationships,
it's about knowing how to put the right
approach on the table at the right time





MN acts as:

- Institutional Architect
- Strategic connector
- Reputation filter
- Regulatory Coordinator
- Structured bridge with decision makers

We connect prepared companies with the right decisions at the right time.



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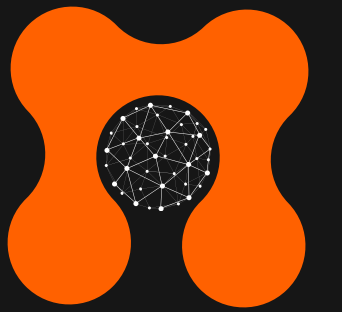


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Summary

Today I want to show you how we structure the connection between companies and institutional decision-makers in a professional, strategic way, aligned with current regulatory frameworks. We're not talking about informal access. We're talking about structured connections.



THE REAL CHALLENGE

The biggest mistake we see is companies trying to access political or regulatory actors directly without proper preparation. This damages their credibility. In regulated environments, unstructured access closes doors instead of opening them.

OUR POSITION

We are not political intermediaries. We are strategic connectors. We connect entrepreneurs with the right decision makers, but only when there is real alignment in regulatory, institutional, and strategic terms.

HOW IT WORKS

The connection is the last step in the process, not the first. First we assess. Then we structure. Next, we identify the right decision maker. And only then do we make the strategic introduction.

PHASE 1: EVALUATION

Here we analyze corporate structure, regulatory exposure, reputation, and strategic objectives. Not all cases should proceed. Our role is to filter before presenting them.

PHASE 2: MAPPING

Not all employees are relevant to every project. We identify who has real expertise regarding the client's specific needs. Relevance is key.

PHASE 3: CONNECTION

The introduction is done with context, narrative, and alignment. It's not networking. It's backed institutional positioning.

WHO DO WE CONNECT TO?

We work with companies that operate in regulated environments and require serious institutional dialogue. If the structure is ready, we move forward. If it isn't, we'll prepare it.

WHAT SETS US APART

"We don't sell access. We protect institutional credibility."
We reduce risk. We structure alignment before generating exposure.

CUSTOMER RESPONSIBILITY

Full transparency is mandatory. Institutional decisions are discretionary. Reputation plays a role. The regulatory environment is changing. Our process protects both parties.

WORK MODEL

We operate in phases. Each phase is approved before moving forward. There is no automatic escalation. This ensures control and discipline.

RISK MANAGEMENT

We do not guarantee political outcomes. We guarantee a structured process.

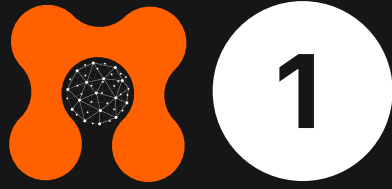
STRATEGIC APPROACH

Connecting companies with decision makers is not influence. It's strategy, reputation, and institutional alignment.

"We connect prepared companies with the right decisions at the right time. That's what we do."

Access is not influence.
Alignment is power.

Phases How do we do it?



PHASE 1

Strategic Advisory & Pre-Qualification Contract:
Venezuelan Client ↔ Massi Network Group This phase is 100% strategic consulting with you.

Objective: To determine if the project has a real chance of moving forward before spending money on lawyers or lobbying.

Reach

- Screening OFAC preliminar
- Review of shareholders and ultimate beneficiaries
- International reputational assessment
- Analysis of the business sector (energy, infrastructure, commodities, etc.)
- Preliminary identification of potential regulatory pathways
- Preparation of Strategic Feasibility Memorandum. This memorandum addresses:

Can it be structured?

What are the risks?

What type of OFAC license could apply?

What political narrative would be necessary?

Consulting Agreement Contract Signed between:

Venezuelan client and Massi Network Group Suggested Fee \$ xxxxxxxxxxxx Payment 100% upfront.



PHASE 2

Legal Structuring & OFAC Compliance Review Contract: Client ↔ Law firm specializing in sanctions This is where a law firm in Washington or New York specializing in OFAC comes in.

Massi Network Role You act as:

Strategic Coordinator / Transaction Advisor Not as a lawyer.

Reach

- Formal sanctions analysis
- Review of corporate structure
- Assessment of exposure to SDN lists
- Determining whether the project can operate under:

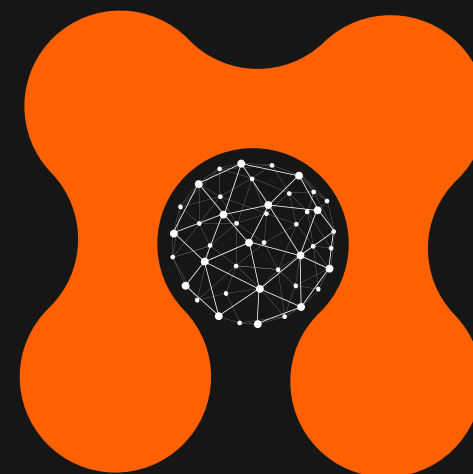
Existing General License

OFAC Specific License

Alternative structure

- Issuance of Legal Opinion Client Contract ↔ Law Firm Massi Network is not a legal party to the contract.

Typical fee \$XXXXXXXXXX (depending on complexity)



PHASE 3

Government Affairs & Policy Engagement Objective: To seek the political or institutional "green light" so that the project can move forward without regulatory friction.

That's where the Lobby / Government Affairs firm in Washington DC comes in.

Client Contract ↔ Lobbying Firm Massi Network Strategic Advisor / Deal Facilitator Your role would be:

- Design institutional narrative
- Coordinate messages
- To accompany the political process
- Monitor engagement Scope Preparation of policy briefing dossier
- Positioning strategy in Washington
- Institutional meetings
- Project presentation as:

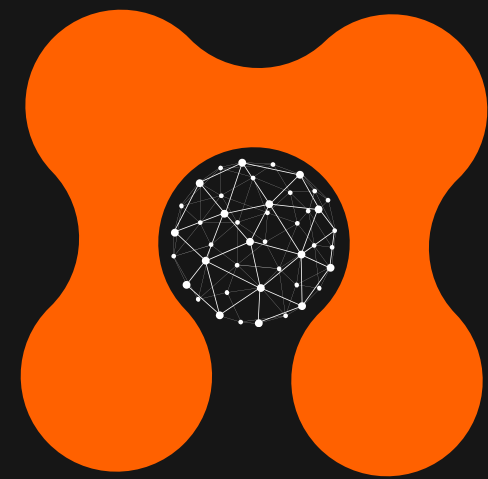
strategic investment
energy cooperation
regional stability

The real objective is not "political authorization", but:

that the project is not blocked by the administration that there is regulatory tolerance Lobbying Firm Fees:

Fees: A single fee or a monthly fee (this will depend on the complexity of each case)

The entire process takes 3-6 months



Thank you

Access is not influence.
Alignment is power.