



Apex Petroleum:

Mid-Atlantic's leading Minority-Owned Oil and Gas Company



Anthony Onianwah

President and CEO

Apex Petroleum, also known as "Apex," is an award-winning, privately held oil and gas services company founded in 1994 and headquartered in Largo, Maryland. Apex specializes in the distribution of motor fuel, heating oils, automotive-grade lubricants, and petroleum equipment to Fortune 1000 commercial clients, as well as government agencies at the federal, state, and local levels. The company has an extensive wholesale oil distribution network that spans across multiple states, including Maryland, Virginia, Delaware, Pennsylvania, North Carolina, and the District of Columbia.

Anthony Onianwah, the founder, President and CEO of Apex, is a seasoned veteran in the oil and gas industry with over 30 years of experience. Being a distinguished entrepreneur and a prominent figure in the energy industry, he garners admiration and respect from organizations, public officials, and business leaders throughout the region, as well as nationally and globally.

Onianwah Holds a Bachelor of Science in Economics from Howard University, one of the nation's top-ranked Historically Black Colleges and Universities, as well as Advanced Studies in Economics from the prestigious London School of Economics, highlighting his impressive qualifications.

Under Onianwah's leadership, Apex has become a significant player in the oil and gas industry. It has secured partnership with well-established companies and successful collaborations with Fortune 500 corporations such as Wells Fargo, Apex has successfully completed numerous multi-million dollar infrastructure projects for both federal and state government agencies.

With a clear vision and a deep appreciation for his team's exceptional talent and commitment, Onianwah has successfully led Apex through an unparalleled phase of growth. Onianwah and Apex have received several notable awards and honors, including the "Minority Business Enterprise Energy Company of the Year" award in 2008 from Maryland State Governors Robert L. Ehrlich and Martin O'Malley, as well as Onianwah's personal recognition as a 2013 Top 100 MBE in the Mid-Atlantic region.

Apex's operations are guided by a commitment to safety, sustainability, and social responsibility, while also prioritizing the development of new technologies and techniques to improve the efficiency and sustainability of its operations.

In addition to his leadership role at Apex, Onianwah is also a champion of his local community, serving on the board of directors for various non-profit organizations. He is also a member of several professional organizations, including SIGMA.

In an interview with Anthony Onianwah, the founder and CEO of Apex, we gained insight into the company's path to success and its exciting plans for the future.

Please tell us about the exciting news coming out of Apex Petroleum for 2023

Apex is currently experiencing a period of unprecedented growth, with revenue on the rise and excitement in the air. We are actively investing in new equipment and staff to take advantage of the many new opportunities that have come our way. I recently had the honor of ringing the opening bell on Wall Street as a guest of Wells Fargo Bank. This substantial growth can be attributed, to a great extent, to the acquisition of several multiple multi-million-dollar contracts, with a combined annual value of over \$250 million, spanning multiple years.

This contract has established Apex as a major supplier of fuel products for years to come. Our customers have expressed great confidence in our ability to deliver, leading to a significant increase in business. This year, 2023, is off to a strong start! We anticipate continued growth, which will create new job opportunities for our local community and expand our reach.

I understand that Wells Fargo Bank, one of America's top five financial institutions is now on board with you. How is that relationship working?

Our relationship with Wells Fargo Bank and other top organizations has been remarkable and also offered us several shared values. Wells Fargo Bank has provided us with a substantial business line of credit, which has already made a significant impact on our operations. The bank's flexibility and thoughtful consideration of our growth potential are promising for our future, and they have provided seamless coordination and invaluable guidance as we embark on this exciting new chapter for our company. Their support has given us the independence we have been striving for over the years. In addition, Wesbanco Bank has also stepped forward to assist us with the purchase of essential new equipment required to meet our customers' growing needs.

Tell us about the products and services you offer and to whom?

We offer a comprehensive product portfolio that encompasses various fuel types, including gasoline, diesel, automotive-grade lubricants, and more. Moreover, we provide related services such as fuel cards, storage, delivery, and management, to cater to our clients' varying needs.

Also, we have enhanced our market competitiveness by bolstering our relationships with several key fuel product suppliers. This has enabled us to provide our clients with the best prices and optimal availability of the fuel products they require. As a result, we have established robust partnerships with a diverse range of customers, including major commercial enterprises, federal, state, and local governmental organizations, as well as school systems.

I understand that you are in the acquisition mode of acquiring other small fuel suppliers. What would that look like size wise, retail and or commercial and why is that so appealing now?

We initiated the search to acquire smaller firms so we can augment our capabilities and promptly address our immediate capacity requirements. Our acquisition-based growth strategy enables us to expand into new markets, broaden our customer base, and extend our geographic reach. By acquiring robust smaller companies, we can also achieve economies of scale, which translates into substantial cost savings and greater operational efficiency.

What have you learned being in the fuel supply business for so many years now?

We have learned from years of experience that unwavering focus on meeting our customers' needs and maintaining consistent attention towards them is crucial for achieving long-term stability. Our priority is to remain attentive to our customers by carefully listening to their needs and working diligently to fulfill them in real-time. As a result of our commitment to customer satisfaction, we have earned our customers' trust for over 29 years, enabling us to establish enduring relationships with many of them, who have referred our services to others as a testament to our dedication to their satisfaction.

Why should end users consider doing business with you?

At Apex, we take great pride in our long-standing reputation for delivering high levels of customer satisfaction. Our unwavering commitment to meeting and exceeding customer expectations is rooted in our strong value for excellence. Our customers choose to do business with us because of our reliable and top-notch fuel products, as well as our related services, which include delivery and storage. As an industry veteran, Apex has an in-depth understanding of the fuel supply landscape and can offer valuable advice and guidance to our customers. Additionally, we have an established track record of delivering on our promises, which has earned us a stellar reputation in the market.



*Left to Right, Lazar Atanasov - Operations Director, Apex
Marian Botchway - Snr Secured Lending Relation Mgr, Wells Fargo
Anthony Onianwah - President/CEO, Apex
Jack White - Chief Financial Officer, Apex
Carl Tomaselli - VP/Relationship Team Mgr, Wells Fargo
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