



Commodity Connect DMCC





Over the past two decades, emerging markets have grown in importance as a driver of global economic growth. Africa is currently experiencing uninterrupted and rapid economic growth, second only to that of Asia's, and with an expected labour force of 1.1 billion by 2040, surpassing that of China and India, the continent is experiencing heightened global interest, particularly as a source of commodities. Despite the slow growth in Europe as a market for commodities from emerging economies, growth in the US and Asian markets continues to increase the demand for commodities globally.

While economic expansion is expected to continue, the slowdown of the global economy and lack of credit appetite coupled with the steady decline of international oil prices is expected to affect economic and trade performance of the emerging markets as a whole.

Commodity Connect DMCC (CCDMCC) focuses on assisting commodity traders ("traders"), financial Institutions and/or investors ("financiers") in the structuring, administration, monitoring and managing of transactional and/or collateral-based on/off balance sheet financing. CCDMCC is backed by the Group's extensive network across the world, and experienced teams with local market knowledge, which allows us to structure tailor made trade finance solutions.

Our knowledge of diverse emerging markets, which range from the sophistication of Singapore to the complexity of the Least Developed Countries of Asia and Africa, makes us your unique and trusted partner to meet your trade finance needs.

As we originate and structure trade deals in our chosen markets, our partners have been creating the necessary platform for investors with a Professional Indemnity of US\$ 200M coverage per transaction.



## Why Commodity Connect DMCC

The dynamic trade environment and the continuous evolving needs of our clients require a team of dedicated and experienced professionals to provide direction and tailor made financing solutions. The Commodity Connect DMCC team is comprised of experienced international bankers, traders, and middle office specialists with structured trade and commodity finance backgrounds. Our diverse team has an extensive market network and knowledge that allows us to originate, structure, and mitigate risks for all parties involved in a transaction. We boast of a short Turn- around time and very accessible due to our operating model.

With our International network and coverage in trade finance, CCDMCC can provide access to international markets, whenever required to close and fund transactions beyond local capacity.

With our Global presence, we can advise, secure and structure leveraging on our technical expertise and emerging market knowledge gained over the last 18 years. We also provide in depth market intelligence and commodity trend analysis for our clients.



## Benefits of Our Services

Our services will provide the following benefits to Financiers, and Traders:

To the financiers

- Liquidity from warehouse financing using Banker's Acceptance
- Higher quality to risk assessment capacity
- Capital protection (Reduce provisioning)
- High net interest margin
- Potential to grow off -balance sheet

financing To traders

- Access to competitive financing cost
- Access to new markets
- Broaden scope for growth opportunities
- Access to market data and real time Mark-to -Market prices
- Dedicated Relationship manager ( One -stop -shop)
- Tailor made solutions





## Products and Services

Our product offering includes a comprehensive range of financing products and solutions for both conventional and Islamic financing clients:

Structured Warehouse Finance (SWF) - is designed to provide funding to borrowers, where Financial Institutions will have security over specific goods financed held in a pre-approved storage facility. SWF has six main sub-products:

- Stock Finance,
- Export Finance
- Export Finance with Processing
- Import Finance
- Import Finance with processing
- Input Finance

Business Advisory Services - A range of consulting services to traders, banks, and fund managers who require specialized advice on cash flow and funding for a fee based on the services provided with specific focus on Africa. These services to include,

- Islamic banking to African clients
- Setting Up business in Africa
- Business Development in Africa
- Deal Structuring
- Industry Risk

Setting up Trade Middle Office- this is to help banks and fund managers to manage the fundamental and complex business requirements associated with client solutions and trade, while protecting the franchise. These will include,



- Ensuring the integrity of trade portfolios through the capturing of accurate and timely data, price movements and reconciliations, and portfolio management
- Ensuring of the delivery of a consistent customer first class experience
- Providing an independent and robust controlled business environment for sustainable growth
- Providing a premise for businesses to swiftly realize new opportunities through tailor made value- adding solutions.



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