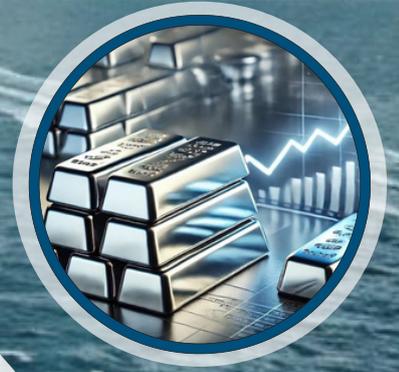


MSM TRADE & COMMODITIES



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**INSTITUTIONAL / STATE
BUSINESS PROPOSAL**



COMMODITIES

ABOUT US

MSM Trade & Commodities is the operating arm and spearhead of MSM Global Investment Advisors (MSM GIA). Anchored in the heart of Mali with a decidedly pan-African ambition, we transcend the classic consultant role to become real actors on the ground. Our identity is based on a unique symbiosis: the intellectual rigor of a strategic consultant combined with a surgical mastery of the operational realities of African markets. This dual culture allows us to easily navigate between international compliance requirements and complex local dynamics.

ENGINEERING AT THE SERVICE OF EXCHANGE: THE "TRANSACTION ARCHITECT APPROACH"

Far from the classic and often opaque schemes of intermediation, we position ourselves as Architects of Transactions. Our job is not limited to linking; it consists in designing, structuring and ensuring ecosystems of robust and sustainable exchanges where others perceive no more than isolated flows of goods. Thanks to the rigorous application of our unique structuring framework, we operate a true transformation of value: we convert the gross potential of African resources into highly credible ("bankable") investment and purchase opportunities. This process allows you to accurately respond to the strictest standards of international finance and global trade, thus ensuring that each business carries the hallmark of excellence and viability.

Our fundamental mission is to break down the barriers of uncertainty and mistrust that often hinder cross-border trade, in order to build an unbreakable bridge of trust between producers on the continent and global markets. By acting as a trusted third party and guarantor of compliance (KYC/KYB) as well as transparency, MSM Trade & Commodities secures every link in the value chain, from field or mine to port of arrival. This holistic approach provides our international partners with privileged, fluid and secure access to Africa's strategic wealth. At the same time, it assures local actors an enriching, fair and structured insertion in international trade, transforming each transaction into a motor of shared growth.



MSM TRADE & COMMODITIES INTRODUCTION AND POSITIONING

AFRICA: THE NEW EPICENTER OF GLOBAL STRATEGIC OPPORTUNITIES

The African commodity market, encompassing the agro-industrial, mining and energy sectors, has become the world's most dynamic growth engine. Possessing essential resources for the world economy - from sesame to lithium and renewable energies - Africa is attracting unprecedented international attention. However, this immense potential is often underused or difficult to access for global players due to a lack of readability and reception structures adapted to international standards.

THE TRUSTED THIRD PARTY THAT TURNS AFRICAN POTENTIAL INTO BANKING TRANSACTIONS

THE CHALLENGE OF COMPLEXITY AND ACCESSIBILITY ON THE CONTINENT

Despite the attractiveness of resources, access to African markets remains a complex challenge, marked by logistical barriers, regulatory uncertainties and fragmentation of local actors. For an international buyer, the difficulty lies not only in identifying the resource but also in controlling a supply chain which is often informal and heterogeneous. This operational complexity creates a gap between purchase intent and the safe execution of a transaction, limiting investors' ability to secure their long-term strategic flows.

MSM TRADE & COMMODITIES: YOUR PAN- AFRICAN FACILITATOR

It is precisely in order to eliminate these barriers on a continental scale that MSM Trade & Commodities proposes an exclusive and structuring partnership framework. We accompany international buyers at every critical stage: from the rigorous identification of suppliers to the contractual and logistical security of their supplies throughout Africa. As an operating arm of MSM GIA, we don't just facilitate exchanges; we build a trust and performance environment that enables our partners to transform the complexity of the African market into a secure, ethical and sustainable competitive advantage.





Africa's strategic involvement for its growth

In a global environment that seeks resilience and diversification, Africa is emerging as the hub of new supply chains. However, navigating this potential requires transforming gross opportunities into secure contractual realities.



CONTEXT AND JUSTIFICATION

Africa: a critical link in global flows

The African continent has become a strategic and critical area for global supply chains, from agricultural raw materials such as sesame and shea to essential mineral resources such as lithium and gold. This growing importance places Africa at the centre of the major powers' strategies for industrial and food sovereignty. However, despite this wealth, access to these resources remains marked by strong operational volatility. For international buyers, the question is no longer whether to source from Africa but how to do so in a stable and perennial way.

The implementation paradox: the cost of informal

The current finding is unappealable: about 60% of commercial transactions on the continent fail, are subject to litigation or experience major delays due to poor local structures. This "execution gap" is mainly due to the absence of standardized protocols and a rough management of counterparty risks. These deficiencies are not only logistical, but also structural. Without a rigorous trust framework, the cost of opportunity is often offset by losses related to the unpredictability of actors or administrative processes.



THE NEED FOR A TRUSTED LOCAL ARCHITECTURE

Successful and secure investments on the continent now require much more than a simple connection; this requires a strong local presence, capable of translating complex realities on the ground into international contractual guarantees. MSM Trade & Commodities fills precisely this gap. Acting as a trusted interface, we transform local dynamics into "bankable" processes. Our role is to secure the last mile of the transaction, thus ensuring that each commitment made on African soil translates into a delivery in accordance with global standards.



MSM TRADE & COMMODITIES : PROBLEMATIC

AFRICA: A CRITICAL LINK IN GLOBAL FLOWS



**MSM TRADE &
COMMODITIES: YOUR
PAN-AFRICAN
FACILITATOR**

THE PARADOX OF ABUNDANCE AND VALUE LEAKAGE

The main challenge for many African States is to possess strategic resources (gold, lithium, sesame) that benefit only marginally the national economy. In the absence of structured circuits, wealth escapes massively abroad in the form of raw materials without local processing. This economic hemorrhage keeps producers in the informal sector and deprives the state of essential financial leverage. Without a reliable infrastructure, these resources remain inactive and cannot finance national infrastructure or support sustainable industrialization.

EROSION OF TAX REVENUES AND INDUSTRIAL PRECARIOUSNESS

Lack of structuring drastically limits sovereign revenues, as informal flows escape the tax and customs base. Without traceability, the state loses its ability to collect the necessary fees for public reinvestment, creating a colossal loss of revenue. This deficit hampers GDP diversification and keeps the country dependent on world prices. As a result, the local industrial sector remains embryonic, unable to modernize because of lack of visibility on stocks and guarantees on the quality of domestic supplies.

THE BARRIER OF CAPITAL COMPLIANCE AND INACCESSIBILITY

The opacity of the circuits and the instability of the compliance rules scare away top institutional investors. International capital requires total transparency and compliance with ESG standards, which unorganized channels cannot guarantee. In the absence of a rigorous framework such as the MSM-SAFE DEAL TM, the State has difficulty in reassuring financial centres and is dependent on short-term opportunistic capital. This credibility barrier stifles the dissemination of local know-how and condemns strategic sectors to chronic underperformance.

MSM TRADE & COMMODITIES

THE SOLUTION: MSM-SAFE DEAL™ FRAME FOR EXPORT

THE MSM GIA EXPERIENCE AT THE SERVICE OF ECONOMIC SOVEREIGNTY

The solution lies in structured collaboration aimed at formalizing and securing strategic chains. MSM Trade & Commodities, through its expertise in commercial engineering, acts as a catalyst for this transformation. We propose to accompany the State in the creation of safe export corridors, where each actor, from the small producer to the national marketing agency, operates according to standards of excellence. This partnership makes it possible to regain control over the flows of raw materials by injecting transparency where informality reigned, thus ensuring that the wealth produced benefits primarily the national economy.



COMPLIANCE WITH INTERNATIONAL STANDARDS AND BANKING FLOWS

Our intervention consists in deploying the MSM-SAFE DEAL™ framework to make national chains "bankable" in the eyes of the world. We structure certification, traceability and compliance (KYC/KYB) processes to align local products with the requirements of premium markets (Dubai, Europe, Asia). By acting as an infrastructure of trust between the state and global markets, we protect financial transactions and facilitate access to international financial mechanisms. This rigour turns their resources into high quality assets, capable of raising funds and attracting long-term industrial partners.

ECOSYSTEM DEVELOPMENT AND SHARED VALUE CREATION

The MSM solution incorporates a competence transfer dimension to strengthen local institutions. We don't just facilitate transactions; we help build sustainable value chains that promote local transformation. By structuring the ecosystem, we create an environment conducive to the emergence of national champions in trade and logistics. This holistic approach ensures a fairer distribution of income, strengthens the country's economic resilience and positions the state as a model for transparent governance in the raw materials sector.



why MSM Trade & Commodities ?

The DNA of MSM GIA: The Council's Rigour applied to Trade

Choosing MSM Trade & Commodities is to benefit from the MSM GIA expertise. We don't just facilitate trade; we apply the rigour, analytical methods and compliance standards of a high-level financial consultant to every business transaction. This structured approach ensures that each transaction is thoroughly audited in terms of risk, profitability and long-term viability. We are transforming commodity trading into a sophisticated investment operation, where every decision is backed by rigorous strategic analysis.

Absolute neutrality: your guarantee of impartiality

Our model is based on total neutrality, which forms the basis of our ethics. Since we are neither the owners of the goods nor direct buyers, we have no interest in price fluctuations or in the favouritism of a specific supplier. Our only interest is the success, fluidity and absolute security of the deal for our clients. This position of independent third party allows us to act with total transparency and defend exclusively the interests of our agent, thus guaranteeing a healthy commercial relationship, complete and free from conflicts of interest.

Field presence: the advantage of proximity and action

One of our greatest strengths lies in our deep and authentic Local Anchoring. Unlike companies that operate remotely, we are physically present on the ground, where transactions are made and day-to-day operational realities are managed. This proximity allows us to capture weak signals, verify the veracity of information in real time and intervene instantly in case of logistical or administrative blockages. For our partners, this means an impeccable reactivity and a capacity of execution that only a proximity experience can guarantee.



Your profit: Added value



A DIRECT ACCESS TO FIRST-TIER MARKETS

By joining the MSM Trade & Commodities ecosystem, you benefit from a direct connection with world-class buyers located in Dubai, Europe and Asia. We avoid unnecessary intermediaries to place them at the center of the global value chain. This privileged access allows you not only to capture a larger part of the final margin, but also to build long-term relationships with industrialists who seek stability and quality.



COMMODITIES

PAYMENT GUARANTEE AND INCREASED COMPETITION

One of their greatest gains is financial serenity. We guarantee that the logistic and documentary processes are perfect, thus eliminating pretexts to defaults. Beyond the immediate transaction, our collaboration leads to an increase in the competence of your structure: learn to master the tools of international trade (Incoterms 2020, management of the BL, certificates of conformity), making his company an elite player on the continent.

THE SHOCK ARGUMENT: YOUR VALUATION ARCHITECT

At MSM Trade & Commodities, we are not buyers looking to lower our prices in order to maximize a quick margin. We are the architects of your international success. Our role is to value your work, protect your efforts and transform your production potential into a globally respected trusted brand. We don't negotiate against you; we build with you the path to global excellence of your products.

METHODOLOGY/METHOD (OUR APPROACH)

AUDIT AND STANDARDIZATION: PREPARATION OF THE OFFER FOR EXPORT

The first step is to audit its production capacity and align its structure with international market requirements. We analyze your processes, certifications and documentation (KYC/KYB) to identify the necessary improvement points. This comprehensive diagnosis allows you to "package" your offer in a professional way, ensuring that it meets the strict selection criteria of premium buyers and commercial financial banks.

STRUCTURING AND COMPLIANCE: THE ARCHITECTURE OF THE SECURE CONTRACT

Once the offer is ready, we structure the transaction by integrating the MSM-SAFE DEAL protocol. We negotiate fair contractual conditions for you, based on the Incoterms 2020, and implement financial protection instruments (letters of credit, payment guarantees). This phase of legal and financial engineering turns your sale into a firm and secure commitment, where your rights as producer are protected from the demands of foreign buyers.



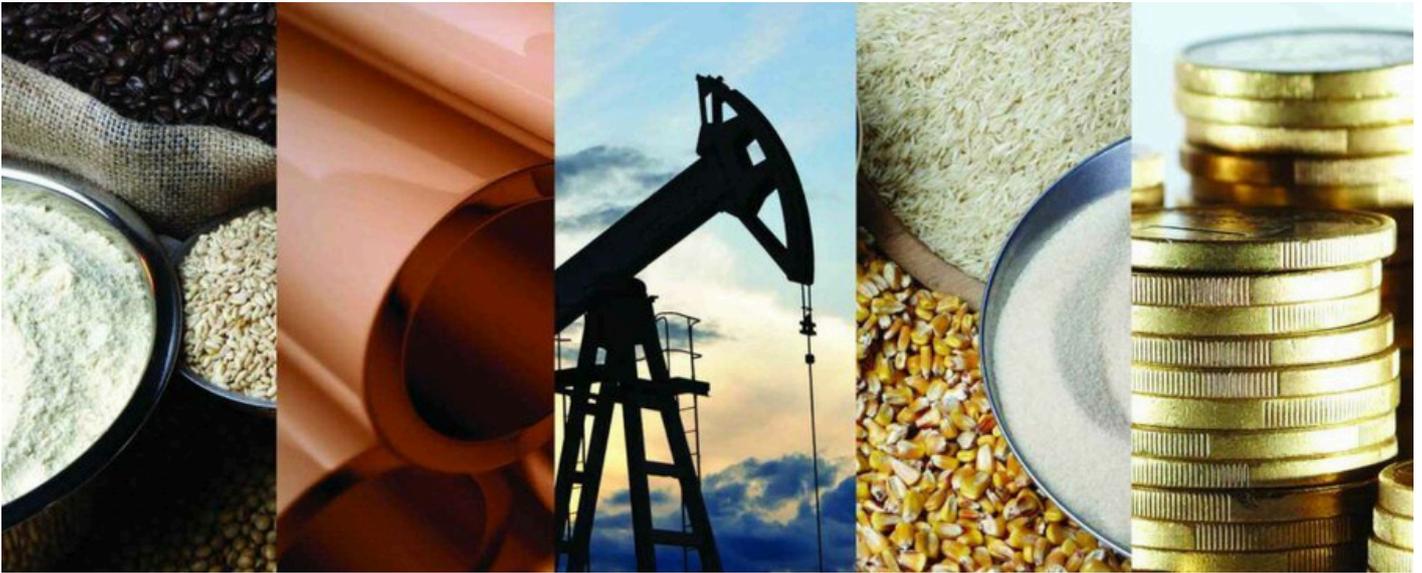
OPERATIONAL MONITORING: FROM COLLECTION TO PACKAGING

Our field presence ensures that implementation is strictly within the contractual framework. We supervise the critical stages: collection of the goods, final quality control, weighing and bagging in containers. This rigorous follow-up eliminates the risk of litigation on arrival and ensures that the loaded goods conform perfectly to the buyer's specifications. By acting as your eyes at the loading site, we ensure proof of your performance.

EXPEDITION & CLOSING: THE DOCUMENTARY PACKAGE MASTERY

The last stage is the closing of the transaction by the expert management of the export documentation package. We facilitate the obtaining and verification of all certificates necessary to activate the immediate payment of your invoices. By coordinating relationships with freight forwarders and banks, we ensure smooth shipping and fast fundraising. The success of this final phase confirms its reliability as an exporter and opens the door to recurring and larger contracts.

Strategic comparison: the difference



The partnership with MSM Trade & Commodities marks the transition from passive administration to active regulation, transforming resource management into a lever for economic sovereignty. Where traditional approaches are limited to taxing the visible flow, we structure the chain to ensure total transparency and traceability, thus maximizing revenue for the public purse. Far from replacing the state, the MSM model reinforces its technical authority by taking over complex compliance and trade engineering. By adopting this protocol, the government turns a simple control cost into an engine of national profitability, ensuring that each extracted resource becomes a concrete wealth for the country's development.

Investment in quality and conformity

critierion	Traditional State Management	Opportunistic Business (Private)	Strategic partnership MSM
value capture	Low (Escape through the informal)	Export of crude oil (value exported)	Maximum (local structure)
tax revenues	difficult to collect	aggressive tax planning	Optimal (full traceability)
Compliance & ESG	difficult to comply	often overlooked	Native (International Standards)
Attractive IDE	High country risk	Low structural impact	High (capital security)
social impact	Precariousness of small producers	One-off exploitation	Sustainable (job creation and inclusion)

FOLLOWING STEP



Job creation and territorial income transparency

The structuring of chains generates an immediate social impact through the creation of skilled jobs in the certification, logistics and document management sectors. By formalizing the exchanges, we guarantee to the state a total visibility on the exported volumes, allowing an optimal collection of taxes and fees. This increased transparency strengthens the confidence of citizens and development partners, while providing the government with reliable data to guide its economic policy. Transforms responsive management into a proactive strategy for inclusive growth.

International Exposure and Attractiveness of the "Country Brand"

By adopting standards of excellence, you raise your country's reputation on the international stage. Domestic resources are no longer considered high-risk products, but reference, ethical and traceable products. This influence naturally attracts more qualitative foreign direct investors (FDI) who are keen to partner with a formal economy. MSM Trade & Commodities becomes your trade ambassador, demonstrating to the world that your country is a land of secure opportunities and a reliable partner for global industry.

The Shock Argument: From Idle Deposit to Growth Engine

Our proposal is a paradigm shift: it is no longer simply about managing resources, but about driving a dynamic economic engine. You turn a raw and vulnerable wealth into a lasting competitive advantage for your nation. With MSM, the state is equipped with a shield against value flight and a development accelerator that translates every local opportunity into sovereign action. Let us build together an economy in which transparency is the key to prosperity and in which its resources become the basis for a tangible emergence.

CONCLUSION

The hour of enlightened economic sovereignty

For a state, true wealth lies not only in what its subsoil contains, but in its ability to capture the value of its resources in a transparent and sustainable manner. By choosing MSM Trade & Commodities, you are giving yourself an operating arm capable of transforming fragmented chains into world-class economic engines. We provide the rigour, compliance and connections necessary for each exported ton to contribute directly to the construction of your schools, roads and industrial future.

Let's build national excellence together

Our mission is to make your "Country Brand" synonymous with reliability and quality in global markets. By structuring its flows with us, it is not limited to exporting raw materials: it exports confidence and stability. The time has come to regain control of their strategic assets and build an economy where transparency generates prosperity. Let us make, from today, of their national potential a sovereign and unquestionable economic reality.

Let's build tomorrow's value chains together.



GET IN TOUCH



MSM TRADE AND COMMODITIES

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