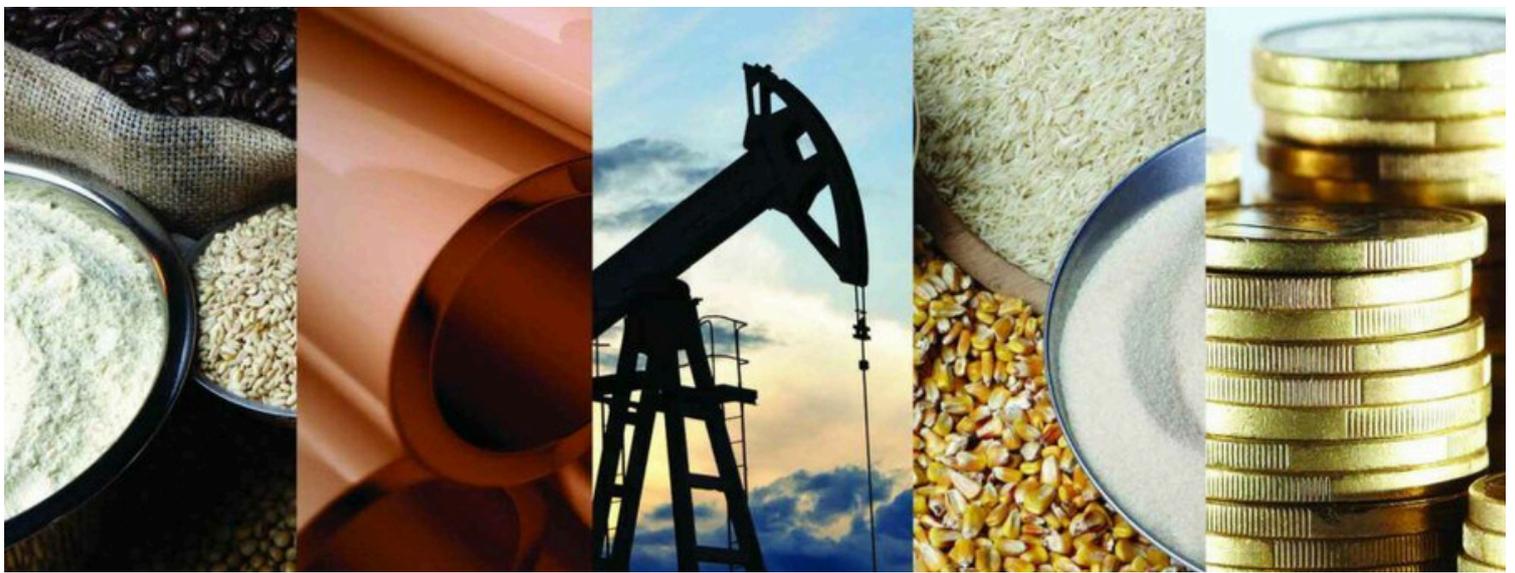


MSM TRADE & COMMODITIES



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**LOGISTICS SERVICE
PROVIDER BUSINESS PROPOSAL**



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.



THE THING

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.

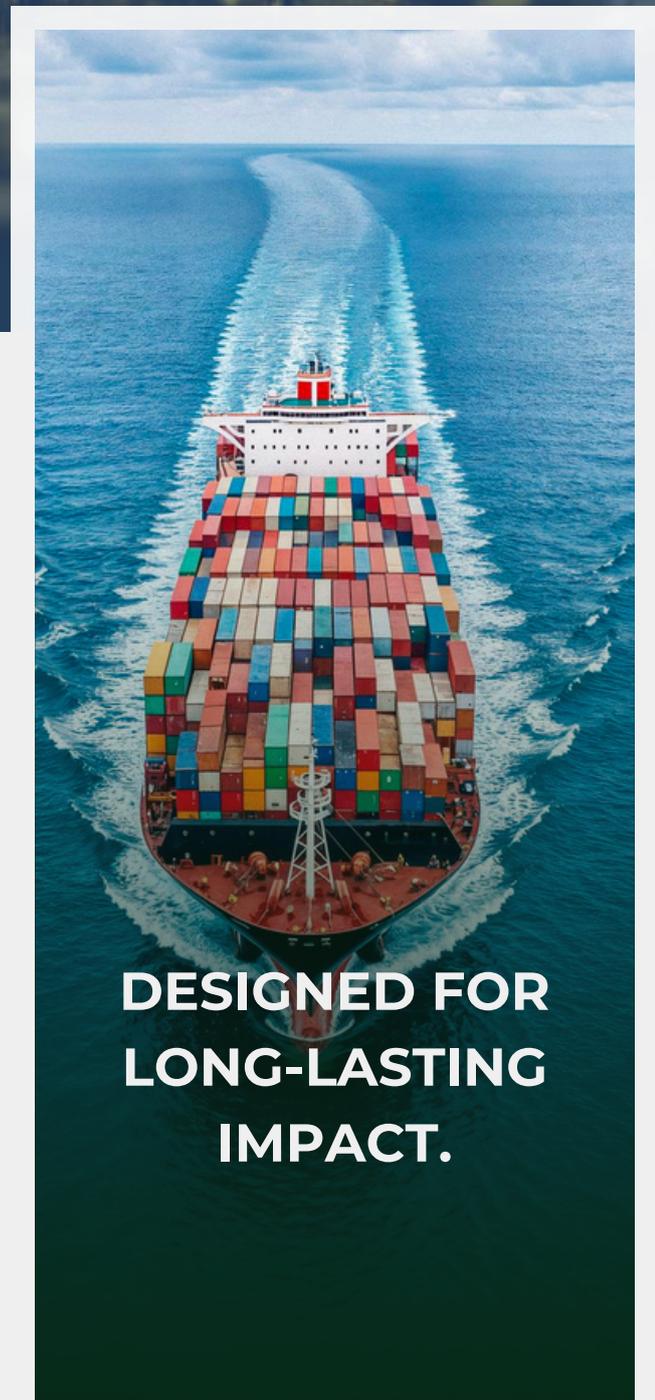
THE CHALLENGE OF COMPLEXITY AND ACCESSIBILITY ON THE CONTINENT

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.

THE TRUSTED THIRD PARTY THAT
TURNS AFRICAN POTENTIAL INTO
BANKING TRANSACTIONS



DESIGNED FOR
LONG-LASTING
IMPACT.



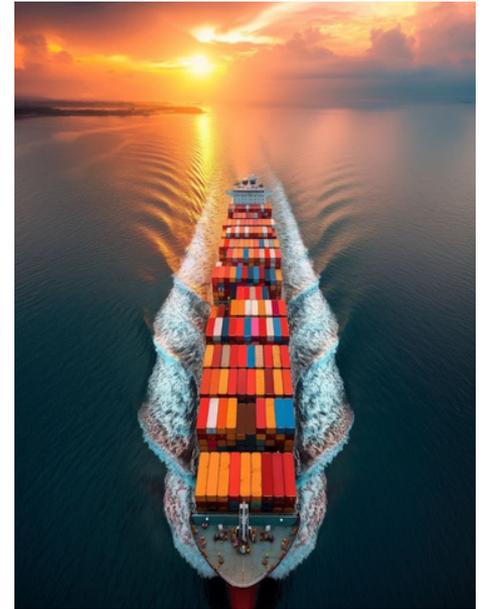
Africa's strategic involvement for its growth

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.



PROBLEMATIC

UNDER-UTILIZATION OF CAPACITIES AND INSTABILITY OF FLOWS

The main challenge for any logistics infrastructure manager in Africa is fixed profitability versus often erratic freight flows. Adequate storage facilities or a modern transport fleet represent a colossal fixed cost that becomes a burden when storage capacity is underutilized. This lack of visibility on future volumes weakens their operational planning and limits their ability to invest in the long term. Without a direct connection to structured payers, their infrastructures remain dependent on one-off and unpredictable transactions. This instability prevents achieving the economies of scale needed to dominate their geographical area.



EL PELIGRO DE LOS FLUJOS INFORMALES: RIESGOS OPERATIVOS Y JURÍDICOS

Dealing with informal flows represents a major risk for a logistics specialist, since the lack of a clear provenance or a complete documentary package paralyzes its infrastructures with stagnant "problematic files". This opacity directly exposes you to regulatory sanctions and heavy fines, since your responsibility as a depositary is committed to the conformity of stored products. Without strict prior verification, their customs approvals and their reputation as trusted third parties are threatened by unscrupulous suppliers. On a day-to-day basis, this management of the unexpected saturates your resources: your teams tire of regularizing complex situations and tracking missing documents instead of optimizing the rotation of inventories. Finally, the document instability turns your work tool into a passive storage area, drastically reducing your profitability per square meter compared to the requirements of a dynamic hub.

THE THING

MSM TRADE & COMMODITIES

THE SOLUTION: THE MSM ECOSYSTEM AS A FLOW ACCELERATOR

AFRICA: A CRITICAL LINK IN GLOBAL FLOWS



MSM TRADE & COMMODITIES: YOUR PAN-AFRICAN FACILITATOR

GUIDANCE OF SECURE OFFERINGS TO YOUR INFRASTRUCTURES

The solution is to integrate your services into the MSM-SAFE DEAL™ transaction ecosystem. Unlike a classic customer, we do not ask at random: we systematically orient our audited goods flows towards your associated infrastructures. By becoming a privileged point of passage for our services (agricultural, mining or industrial), you benefit from a constant and qualified business contribution. Our role is to inject into your warehouses volumes of goods whose quality and quantity have already been verified by us, thus facilitating their immediate reception and ensuring an optimal filling rate.

DOCUMENTARY FLUENCY AND LOGISTICS SYNCHRONIZATION

Thanks to the MSM-SAFE DEAL™ framework, we guarantee that every commodity arriving at its destination has a perfect documentary package in accordance with international standards. We coordinate the synchronization between physical stock inspection and payment instruments (LC, Escrow). This rigour allows an accelerated rotation of stocks in their enclosures, since the transactions are structured for a quick outcome. You become the central link in a chain where information circulates faster than merchandise, eliminating downtimes and administrative bottlenecks that normally penalize your profitability.

OPTIMIZATION OF YIELD PER SQUARE METER

Beyond volume contribution, our solution aims to maximize the financial performance of your storage spaces. By filtering the inflow flows, we eliminate "latent stocks" and contentious commodities that unnecessarily monopolize their surfaces. Our approach enables thorough logistics planning, turning your infrastructure into a high-speed, dynamic profit center. It is no longer a simple place of deposit, but a strategic platform integrated in elite trading circuits, thus enhancing its working tool with its own partners and banking institutions.



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.



MSM TRADE & COMMODITIES

YOUR ADDED VALUE: A PERFORMANCE PARTNERSHIP

INCREASED FILLING RATE AND RECURRING REVENUE

By collaborating with MSM Trade & Commodities, you ensure an immediate increase in your fill rate and use of your logistics assets. We bring you repeat customers - buyers and producers - who demand the operational rigor that you already offer. This translates into greater financial predictability for your company, allowing you to stabilize your income and plan the expansion of your capabilities with serenity. You go from being a simple supplier to a strategic partner for international projects, anchoring your infrastructure in the most dynamic global business circuits.



THE SHOCK ARGUMENT: WE DO NOT ASK FOR A SERVICE, WE BRING BUSINESS

In this partnership, the dynamics are reversed: we do not come to you for favors or "low-end" rates. We bring you a ready-to-run business, with pre-funded flows, audited inventories and compliant documents. Our proposal is simple: we fill your infrastructure with high quality offers, reducing your prospecting efforts and operational risks. Your success is the sine qua non of the security of our deals; therefore, we are your first allies to make your warehouses poles of regional excellence.

POSITIONING AS A KEY PARTNER FOR LARGE-SCALE PROJECTS

Integrating the MSM ecosystem values its asset in the eyes of the market and financial institutions. By becoming the privileged starting point for structured transactions, you raise your standing and demonstrate your ability to manage critical flows according to international standards. This positioning allows you to attract larger contracts where security and compliance are more important than cost. You no longer just manage square meters of storage, it becomes an indispensable trusted platform for the emergence of a structured, modern and mutually beneficial African trade.

Your profit: Added value



DIRECT ACCESS TO LEADING 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 / APPROACH (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



For a logistics specialist, the fundamental difference between a traditional customer and MSM Trade & Commodities lies in the surgical preparation of the file long before the goods pass through their doors or arrive at the port. When other actors use it too often as an alternative solution to cover their contingencies or manage their documentary errors, we integrate it as the central link of an already secure and funded value chain. Our approach eliminates "dead stock" and unused products that paralyze your profitability. By working with us, it no longer suffers the improvisation of informal trade; it becomes the execution center of an elite commercial engineering, where every stock movement is anticipated, documented and ready for an immediate financial outcome.

Investment in quality and conformity

critereon	Customer/ Independent Exporter	Corredor/ intermediario	MSM Trade & Commodities
Quality of flows	Random (often informal)	inconstant	Qualified (Protocol MSM-SAFE DEAL™)
Documentary package	Often incomplete/ erroneous	fragmented	100% Compliant and Digital
stock turnover	Slow (frequent litigation)	unpredictable	Optimized (transactions already financed)
legal risk	High (deposit liability)	moderate	Null (prior KYC/KYB audit)
business relationship	Transactional (One-shot)	opportunistic	Association of recurring flows

FOLLOWING STEP



Technical audit and approval of infrastructure (15-20 min)

The first step consists of a visit (physical or virtual) and a technical exchange on their storage capacities and certifications. We review your security protocols, weighing processes and quality control as well as your customs approvals. This audit allows us to confirm that your infrastructures meet the requirements of our international buyers and banking partners for integration into the protocol MSM-SAFE DEAL™.

Formalisation of the Logistics Partnership Agreement

Once their capabilities have been validated, we formalise our collaboration through a strategic partnership agreement. This contract defines the modalities for directing our flows to your sites and specifies the expected reporting and document management standards. Unlike a simple purchase order, this act makes you a "Trusted Hub" certified by MSM, allowing us to assure our customers that their products are in the best hands.

Launch of driver flows and system synchronization

We started the collaboration with the injection of a first audited flow of goods. During this phase, we synchronize our exchanges of information (digital document package, unlock orders) to test the fluidity of the circuit. This pilot agreement validates the efficiency of the logistics-financial chain and lays the foundations for a progressive increase in volumes, transforming your warehouse into a dynamic and irreplaceable link in our transactions.

CONCLUSION

Logistics excellence as a driver of trust

In Africa, logistics is not just a matter of transport or storage; it is the basis on which world markets trust. By choosing to partner with MSM Trade & Commodities, you are not limited to renting square meters: you join an elite trading architecture that values your assets and secures your operations. We transform your infrastructures into true "operational shields", capable of supporting the highest ambitions while guaranteeing performance in line with international standards.

Let us build together the corridors of growth

Our vision is to structure the continent through logistics centers of excellence, fluid and transparent. By integrating our ecosystem, you become a central actor in the emergence of a structured African trade, where the profitability of your assets is boosted by the quality and recurrence of flows. Make your warehouses and fleets the reference of reliability on the continent. Build tomorrow's value chains today and make every transaction a tangible and lasting success.

Let's build tomorrow's value chains together.



GET IN TOUCH



MSM TRADE AND COMMODITIES

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