



***Gulf International  
Commodity Trading  
Corporation Limited***

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# About us

- a. *Corporate structure*
- b. *Our Operations –What we do as an independent commodity trading Group*
- c. *Our Joint Ventures*
- d. *Our Strategy*
- e. *Our marketing Objectives & Goals*
- f. *Our Responsibilities.*
- g. *Governance and transparency*
- h. *Team members*
- i. *Partners & Advisors*
- j. *Project Management Consultants*
- k. *The Gulf International Group Foundation for the future*

# Home

***Gulf International Commodity Trading Corporation Ltd (HK)*** is an independent international commodity trading corporation and we are very active in the African, Middle East, Asian and C.I.S markets.

We would formally like to take this opportunity to introduce ourselves as we are a leading global commodity physical trading group with highly experience management at the helm of our organization. We are a very competent and structured organization. We deal in a wide range of commodities including crude oils and petroleum refined product. Our record of achievements and professional history, demonstrates attributes that make us a valuable corporate entity in the industry of trading commodities worldwide.

***Gulf International Commodity Trading Corporation Ltd (HK)*** “The Supplier” is dealing with OPEC members, State-owned oil & gas refineries, Tea-Pot refineries, Majors directly or as official Joint Venture partnerships who are amongst the most proficient sellers of crude oils and petroleum products in the world.

***Gulf International Commodity Trading Corporation Ltd (HK)*** only conducts business in accordance with International Standard Working Practices. Our extensive networks and relationships with both global buyers (Re sellers) and global refineries, and the market insights they provide, ensure we exceed in delivering value to our business partners within the Industry.

# About us

## Corporate Structure

*Our plan* is to become a leading provider of management service provided to the Commodities based Industry. This means always having the best and most efficient facilities, procedures, and people. To achieve this ***Gulf International Commodity Trading Corporation Ltd (HK)*** is investing in forging strategic alliances within the Industry that will elevate the corporation and have competitive advantages for its customers.

The company's overall strategy will be based on a continuing improvement process of setting objectives, measuring results, and providing feedback to facilitate further growth and progress for the future.

# Our Operations

# How we proceed

**Product Availability:** The company's product procurement when available covers the full spectrum from crude oils to refined products, including, fuel oils, gasoil's (ppm), jet fuel's, liquefied petroleum gas, and others distillates.

**Compliance:** It is our job to solicit the buyers (re sellers) or exit buyers, and secure the documentation under the procurement structure that is relevant to the initiations.

**Terms and Conditions:** Consistent with the company's **Values, Trust, Integrity, Reliability** and professional expertise, the terms and conditions between the buyer (Re seller) to the exit buyer that has passed compliance, will be negotiated between the like-minded principals of the two companies. Once the introductions are made if the intermediaries and facilitators are involved, they will step aside.

**Procedures:** Banking procedures will be determined between the principals in direct communication with one another as business is administered from bank to bank. Other Buyers (Re sellers) or exit buyers should expect that procedures will be relatively simple, with payments as per the official procedures, terms and conditions. We also have a very good standing with our OPEC members refineries, their subsidiaries and their affiliated export sales offices and protocol is administered professionally.

**Price calculation:** The price does not exceed NWE Platts / Platt Med Italy, MOPS, MOPAG, Dubai -Oman Platt, Dated Brent, WTI or other price methodologies". The Index price is always adjusted to current levels and accepted if substantiated by market conditions.



### ***Pre-contractual procedures:***

- Direct communication will take place between the senior management of the buyer (Re seller) and or exit buyer or buyer's legal representative.
- Once acknowledged and compliance (due diligence) is administered on behalf of the departments heads, then a conference call is administered with the legal representative or buyer for negotiations to commence and in some cases a meeting is administered for a set time and day with the official seller.

***Commercial fees:*** The Seller (Alotee) (Fiduciary) (Titleholder) in negotiation with the parties closest to the Buyer (Re seller) or exit buyer will determine the amount of commercial fees to be paid to the “working consultants” who will then compensate their respective partners, introducing parties etc.

***Shipping Logistics:*** All clients will need Oil & LNG-vessels. We have partners in logistics – shipments. This means, that we have access to the logistics system and our partners control the latter for the JV partnerships that we are contracted too for the Oil & Gas buyers/ refineries in the future.

# *Our Joint Ventures*

Our business development plans –are relevant to our Joint Ventures throughout the World.

The strength of our group and its affiliated companies in the future is the international embedded relations with regards to our trading activities as well as our reliable service delivery systems & the decision makers within our organization. In addition with key OPEC members suppliers and partners we need to establish trading joint ventures worldwide. ***Gulf International Commodity Trading Corporation Ltd (HK)*** are in communication with state oil & gas owned enterprises, OPEC members, Majors and mining corporations in several countries which will eventually be a very strong and powerful presence through these Joint Ventures for the future.

# Our Strategy

Being successfully accredited with commodity physical trading procurements and projects are not just the result of successful planning! ***They are also the result of skilful execution.***

Strategies provide our team in commodity trading and project management consulting the resources to help organizations such as the refineries, ministries & or UHNW individual investors improve execution practices that deliver the physical trade to the buyers (Re sellers) or exit buyers in the oil and energy Industry. On our construction and finance models, the Industry specific solutions are that the

- Project managers will work with contractors from Asia as the nominated project management consultants.
- The project management team will work with product development & the design team on the procurement of full turnkey solutions associated with mining and minerals.
- To negotiate only with government agencies or ministries and or master developers in accordance with their overall growth and the direct access to pre-approved projects only.

# *Our Marketing Objectives & Goals*

- To maintain focus on critical activities to attain desired business results.
- Achieve delivery success on complex procurements for and on behalf of the refineries, financial institutions, ministries and state-owned contractors.
- Effectively manage ongoing strategic initiatives with governments in emerging markets for oil and gas and projects.
- Realize immediate productivity gains in profits over the short-term and greater efficiency for long-term organizational impact when the company is structured.

# *Our Responsibilities*

## *Governance*

Our management team set high standard and comply with all relevant legislation rules and regulations under our business model and principals of ***values, trust, integrity & reliability***. This is in correlation with the group's corporate governance throughout the different regions in Africa, the Middle East, Asia and C.I.S Countries, which ensures that the interest of our corporations and our employees are in full compliance with the rules of employment and codes of conduct in these Countries and in the emerging markets.

# *Transparency*

Know your customer (KYC) is to verify and identify the values and integrity of all clients. As a growing structured corporation, we believe in the code of business ethics and in applying these principals of disclosure with National Oil Companies and International Oil Corporations, whom we deal with, are part of our business plan and strategy. Based on our locations in Africa, the Middle East and Asia, ***Gulf International Commodity Trading Corporation Ltd (HK)*** economic integrated activities are streamlined based on the governance and populous, its culture and traditions to whom we are partnered with and our commitment to contribute back to the local community, is of strategic importance to our corporations' values and goals for many years to come.

## *Executive Team*



### ***Gulf International Commodity Trading Corporation***

management is highly experienced and qualified. Edward Mulvihill (Ted) leads the management team. Mr. Mulvihill is a seasoned business development Group Managing Director in commodity physical trading for mining and minerals along with construction and finance procurement works on new development project portfolios, with additional strong background in property management development and investments having over 23 years of Middle East experience in senior management and operations. He is a very passionate, reliable, personable character with a great sense of vision, enabling the corporation and team to build relationships at all levels of commerce and within the political mainstream of the said industry.





***Mr. Zergam Rizvi (Imran) – Chief Operating Officer –India.***

Imran is a confident, meticulous and reliable individual who is goal oriented and is very proactive, having 21 years of experience in Investment banking and the oil and gas industry. He has an ability to work in a team environment as well as using his own initiatives. He possesses first class analytical and problem solving skills, & is dedicated to maintaining high quality standards in all positions held. He is skilled at pre-empting and addressing day to day challenges associated with the running of the organization.



### ***Mr. Charles, Sanni Jkhikibhojere –Chief Operating Officer- Nigeria***

Charles exhibits foresight in problem solving skills and accessing opportunities in a very effective and creative manner. From various senior challenging positions, he adds value to our organization through his commitment to achieve desirable results within the oil & gas sectors in Africa, thus, he is very much an inaugural part of our organization. He has an extensive and established network direct with key players in the region and within the business development investment industry including financial institutions and government enterprises.

## ***Mr. Shashi Hegde –Senior Managing Consultant, Logistics / Shipping***

Shashi is a dynamic shipping agent with 24 years of experience in Logistics & Shipping. He is very well conversant with all modes of transportation of goods and assists his customers with a value-added service like legalizations, customs documentations, etc. He possesses an excellent network of service providers all over North Europe, Middle East, Asia and in the U.S.A. Since 2002, Being a freight forwarding agent with offices in Germany & U.K., and providing all kinds services of Ro-Ro, Break Bulk, and Chartering, an expert in handling of Class 1 Explosives cargo is looking for further challenges to master.

# Partners & Advisors

*Global Ministry government agencies in Asia, Middle East and Africa with OPEC members Majors and Oil and Gas Corporations*

This is built upon our ability to access & engage with key individuals, whom we work closely with to assist in meeting and fulfilling their needs & requirements. We have extensive contacts within all sectors and we are involved with both the buyers and sellers. This positions us perfectly to fulfil any special requirements in the future.

# Our Banks

**Development Bank of Singapore (DBS Bank)**. The bank was set up by the **Government of Singapore** in July 1968 to take over the industrial financing activities from the **Economic Development Board**. Today, its branches numbering more than 100 can be found island-wide. DBS Bank is the largest bank in **South East Asia** by assets and among the larger banks in Asia, with total assets of S \$ 482 billion as at 31 Dec 2016. It has market-dominant positions in consumer banking, treasury and markets, asset management, securities brokerage, equity and debt fund-raising in Singapore and Hong Kong. The bank's strong capital position, as well as "AA-" and "Aa1" credit ratings by **Standard & Poor's** and **Moody's** that are among the highest in the Asia-Pacific region, earned it Global Finance's "Safest Bank in Asia" With operations in 17 markets, the bank has a regional network spanning more than 250 branches and over 1,100 ATMs across 50 cities.

***First City Monument Bank (FCMB) Ltd*** is a full service **banking group**, headquartered in **Lagos**, with the vision 'to be the premier financial services group of African origin'. FCMB is a large financial services provider in **Nigeria**, offering **retail banking, corporate banking, investment banking** services to **large corporations, small and medium enterprises**, as well as individuals. The bank's total assets were valued at US\$3.65 billion (NGN:593.3 billion), with shareholders' equity of approximately US\$ 772.2 million (NGN:117.4 billion).

First City Monument Bank

FCMB Ltd P.O.Box 9117, Lagos Nigeria

Head Office: Primrose Tower , 17A Tinubu Street Lagos,  
Nigeria

Website: [www.fcmb.com](http://www.fcmb.com)

# Our Corresponding Bank **Citibank**

Citibank is the consumer division of financial services multinational Citigroup. Citibank was founded in 1812 as the City Bank of New York, later First National City Bank of New York.

Citibank New York USA  
399 Park Avenue New York NY 10043 USA.

# *Banking Instruments*

Our banks are pleased to offer support regarding trade and project financing by providing financial instruments such as Bank Guarantees (BG), Standby Letters of Credit (SBLC), Letters of credit (LC) and Warranties (Avals) for their trading and project-based activities under certain conditions and to safeguard their liquidity. Creditor and merchant banks are currently restricting credit lines or demanding additional securities particularly in the international trading and project business. Our banks financial instruments offer a pragmatic and optional alternative here.



# *Logistics and Shipping Corporations*

Our partners company's logistics and shipping services have been expanded to include transportation of *General cargo, Crude Oil, Chemical, Liquefied Petroleum Gas "LPG"* and its operations for transporting general cargo and containers the company with its commendable track record, has established the reputation of providing high standard of services to its customers in all sectors. They own Very Large Crude Carriers (VLCCs), which are all of high international standards. In their desire to expand further, some companies also own fully owned multipurpose vessels, deployed between the Indian Subcontinent - Red Sea - Mediterranean - US / Canada East Coast route on a regular frequency.