

TOTALITARION

**WE PROVIDE INTEGRATED SERVICES IN
GLOBAL TRADING & SUPPLY CHAIN
MANAGEMENT CONNECTING LOW-COST
PRODUCING REGIONS TO HIGH-DEMAND
GROWTH MARKETS.**

2020

COMPANY BROCHURE

Our Mission is to foster sustainable and inclusive development through Global Trade. We believe that natural resource wealth should be an engine for economic growth that, when used prudently, contributes to sustainable development and poverty alleviation.

www.totalitarion.com

ABOUT US

Totalitarion aims to strategically evolve to become a leading Global Trading & Consulting firm by combining expertise in international marketing, logistics, financing, risk management and compliance.

What We Do

Leveraging on our resilient business model based on diversified global trade practices, we connect producers and end-users of essential commodities by performing transformations in space, time and form, depending on the tradeability, marketability and price liquidity of merchandise.

Collaborative Business Development

We seek to be partners with our Producers/Sellers and with Investors/Buyers looking to invest in producing assets, while Totalitarion supplies best-in-class physical trading services.

We look to differentiate ourselves by committing to long-term business relationships and the application of innovative trading solutions. Our most valuable assets are our network of relationships with our producers and consumer customers and our people who provide value-added services to our customers and clients.

Our objective is to build long term value for our shareholders, our partners, our customers and our people, with sustainable focused franchises built upon long term supplier and customer relationships.

Our Values

Governance

Totalitarion is proud to act as a responsible corporate entity in its business activities, embracing innovation and creating a culture of compliance, teamwork and integration.

Compliance

Totalitarion conducts all of its activities in compliance with local and international laws and regulations and we strive to set and to comply with market and industry best practices over and above the law wherever possible.

Social Responsibility

Totalitarion is more than a business; we are part of society. We look to contribute to developing opportunities that improve life in the communities where we are active. Promoting greater linkages with the community and driving greater levels of transparency locally and internationally are vital components.

OUR BUSINESS

The Value Proposition

We look to build a global business on service and performance excellence in commodity trading, thereby moving physical essential merchandise goods from where they are plentiful to where they are most needed – reliably, efficiently and responsibly.



Our vision is of an increasingly interconnected and prosperous world in which commodities pass seamlessly from their points of origin to points of need. We connect producers and end-users of commodities by performing transformations in space, time and form. We use our market knowledge, logistics and infrastructure:

- to move physical commodities from places where they are abundant to where they are in demand (space).
- to store physical commodities while supply is unusually high and release inventories at time of high demand (time).
- to blend physical commodities to alter their quality or grade according to customer specifications (form).

INNOVATIVE TRADE SOLUTIONS

Global Market Trade Analytics Solutions

Totalitarion offers data analytics-based insights on world markets and policies affecting the global trade competitiveness, using historical trade indicators on export performance, international demand, alternative markets and the role of competitors. We support Producers / Investors with Market Development Assistance, setting preferential terms of trade promotion, sectoral performance, partnering with alliance countries and trade development strategies based on detailed statistical information on international trade flows.

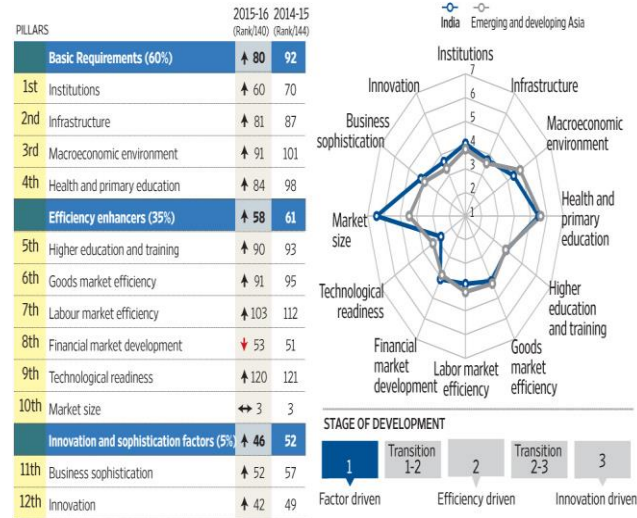
*DELIVERING BUSINESS INSIGHTS TO
MANAGE RISKS AND ENHANCE GLOBAL
TRADE EFFECTIVENESS*



Commodity Trading & Hedging Strategies

Totalitarion team of Commodity Trading experts from agro, energy, metals and financial services sectors provide customized solutions in delivering value to the international commodities industry. We are engaged in a broad spectrum of activities, including transactions in physical and financially-settled commodities, forwards and other commodity financial instruments for a variety of purposes. We regularly transact as principal in commodity markets in connection to hedge its risk, thereby protecting our commodity trade pricing.

GLOBAL COMPETITIVENESS INDEX



Global Sourcing Services

Totalitarion bring strong category-specific global sourcing technical know-how, understanding of local policy trends, tax rules and trade-related regulations to the table. This local knowledge is augmented with our industry-leading analytical capabilities, market intelligence and category expertise to help our clients minimize risk, maximize value and adopt low-cost country sourcing with confidence. Our Global Sourcing strategy is focused on creating sustainable value from emerging markets across Asia Pacific, East Asia, Eastern Europe and Latin America.



INNOVATIVE TRADE SOLUTIONS

Trade Financing Facilitation

The Trade Finance team in Totalitarion is a key department; with abilities to both raise liquidity from our financial partners and mitigate credit and performance exposure of our trading counter parties are key responsibilities for any successful company. The Trade Finance team has many key partners, including our external Banking & Insurance partners, external counter parties, Traders, Operations, Deals Desk, Tax, Treasury, Credit and Compliance.



Supply Chain Management

At Totalitarion, we understand that creating a flexible and responsive supply chain is critical to sensing and responding to customer demand. As global competition escalates, companies seek to reduce manufacturing lead times, increase asset utilization and collaborate better with suppliers. By combining industry best practices and latest supply chain and cloud solutions, we reduce manufacturing lead times, increase asset utilization to rationalize operational costs.



Demand Management

- Forecasting
- Demand Planning
- Mid-Term & long Term Capacity Planning
- Production Scheduling & Optimization

Supply Management

- Supply Planning & Parametric Optimization
- Spare Part Planning
- Retail Inventory Planning & Replenishment Service

Material Management

- Material Schedule Optimization
- Inventory Optimization
- Direct Material Acquisition
- Material Risk Management

Transportation Management

- Load Building & Optimization
- Carrier Management
- 3PL Operation
- Reverse Logistics / Return Management

Demand/Supply Collaboration

- CPFR
- Trading Partner Collaboration
- VMI Enablement
- Buyer-Seller Integration
- Engineering to Supply Chain Collaboration

Risk Mitigation in International Trade

Totalitarion provides financial solutions that mitigate trade-related risks doing business in emerging and developed markets. We work closely with customers, to create financing structures that enable the buying and selling of commodities while mitigating risks associated with cross-border transactions including credit risk, documentation risk and cross-border risk. We bring in high standards of operational excellence and risk management to our customers.



INDUSTRY SEGMENTS

Physical trading is at the heart of Totalitarion core business, we play an essential role in modern life integrating producers and consumers contributing towards creating food security, energy sustainability, delivering to textile and industrial manufacturing demands, building capacity by developing physical commodity markets reliably, efficiently and responsibly. Below are the Industries we support :



AGRO MACHINERY

Farm machinery, micro irrigation agro-processing equipment.



AGRO-PRODUCTS

Grains, cash crops, fruits vegetables, seeds, edible oil, rice, pulses, spices, dried fruits & nuts

FOOD PROCESSING

Conventional foods, snacks, healthy foods, frozen foods, sea foods, canned foods, wines



RETAIL FOOD CHAIN

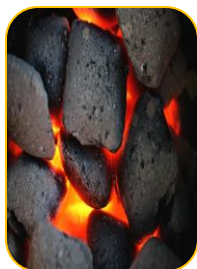
AGRI-INPUTS

Agrochemicals, fertilizer, seeds, PGRs , bio-stimulant products.



HYDROCARBON PRODUCTS

COAL & COKE PRODUCTS



WIND TURBINE COMPONENTS



ENERGY STORAGE PRODUCTS



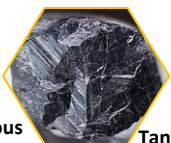
SOLAR POWER PRODUCTS



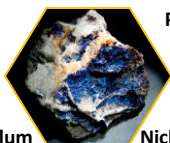
TRANSMISSION & DISTRIBUTION



Ferrous Metals



Tantalum



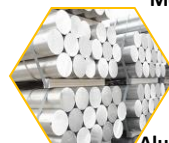
Nickel



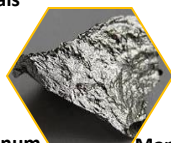
Limestone



Gypsum



Aluminum



Manganese



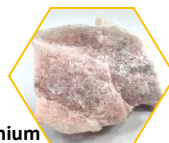
Molybdenum



Tin



Quartz



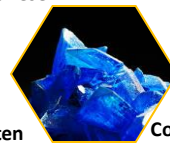
Lithium



Copper



Tungsten



Cobalt



Fluorite



Phosphate

TRADED PRODUCTS



AGRICULTURAL & FOOD



ENERGY & RENEWABLES

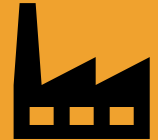


MINERALS & METALS

INDUSTRY SEGMENTS

“There is no man who is not in some degree a merchant; who has not something to buy or something to sell”

TRADED PRODUCTS



INDUSTRIAL EQUIPMENT & MACHINERY



TEXTILES



PRECIOUS GOODS



Process Equipment



Construction Equipment



Consumer Appliances



Electrical Machinery



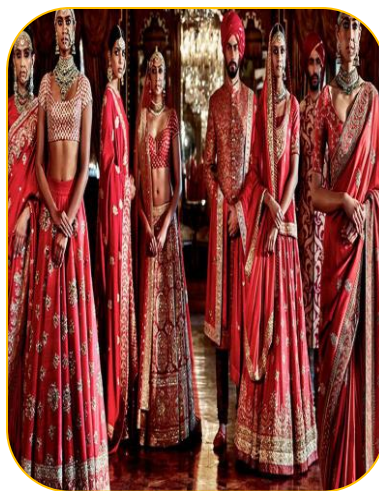
Automotive



Tools Equipment



Apparels



Luxury Fashion



Textile Machinery



Tapestry Textiles



Gold



Palladium



Diamond



Platinum

Precious Stones



LET'S CONNECT !

YOU ASPIRE... WE DELIVER

Do send us your trade enquiries on info@totalitarion.com

or call us on +91- 9833423752 / 022 28489748

To find out more about all our solutions and latest updates, visit our website: www.totalitarion.com

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