



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

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East Sheung Wan,  
Sheung Wan, Hong  
Kong***

***Trade License 1978350***





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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*



Welcome,

The enigmatic geopolitical maneuvering, with cross border economics policies and climate change is now at the forefront of business in the oil and gas industry worldwide. Along with the technology roadmap, the planning technique to support strategic long-range goals by matching these goals with specific technology solutions for green energy worldwide is at the point of no return. With the new IMO regulations, it is a good start and with departmental focus groups emerging within the oil and gas sector for most Government, National Oil Corporations (OPEC/Non-OPEC members) and Majors the foundations have been made for further assessments to be analyzed annually.

As an official supplier to an OPEC member, we welcome buyers and or exit buyers to the table for serious negotiations under the incoterm policies recognized globally.

Business within the downstream sector will be based on global economics, strategic analysis, geopolitical alignments, gross domestic product, production, supply versus demand, benchmark indexes, prices for commodity markets, which will help our buyers and exits to act with conviction. Our corporates policies under compliance and protocol is one of **trust, transparency, integrity, and reliability**.

We look forward to working with corporations within the oil, gas, financial and independent energy news sectors.

The beginning of a new era in the oil and gas industry has commenced.

Edward (**Ted**) Eoin Mulvihill

Founder / CEO.

# 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 other distillates.

***Compliance:*** It is our job to solicit the buyers (off-takers) or exits and secure the documentation under the procurement structure that is relevant to the initiations of purchasing oil contracts.

***Terms and Conditions:*** Consistent with the company's ***Values, Trust, Integrity, Reliability*** and professional expertise, the terms and conditions between the buyer (off-takers) to their exits 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 (off-takers) or exits 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 departments and protocol is administered professionally.

**Price calculation:** The price does not exceed platts market scan index mechanics ,platts med Italy, MOPS, MOPAG, Dubai -Oman platts, 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 (off-taker) and or exit buyer or buyer's legal representative.
- Once the KYC compliance process (due diligence) is administered on behalf of the management, then a conference call is organized with the legal representative or buyer for negotiations to commence with the procurement structure and or 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 (off-taker) or exit will determine the amount of commercial fees to be paid to the working consultants nominated paymaster who will then individually 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 mechanics and our partners manage their operations 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, Tea Pot Refineries, Trade desks 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*

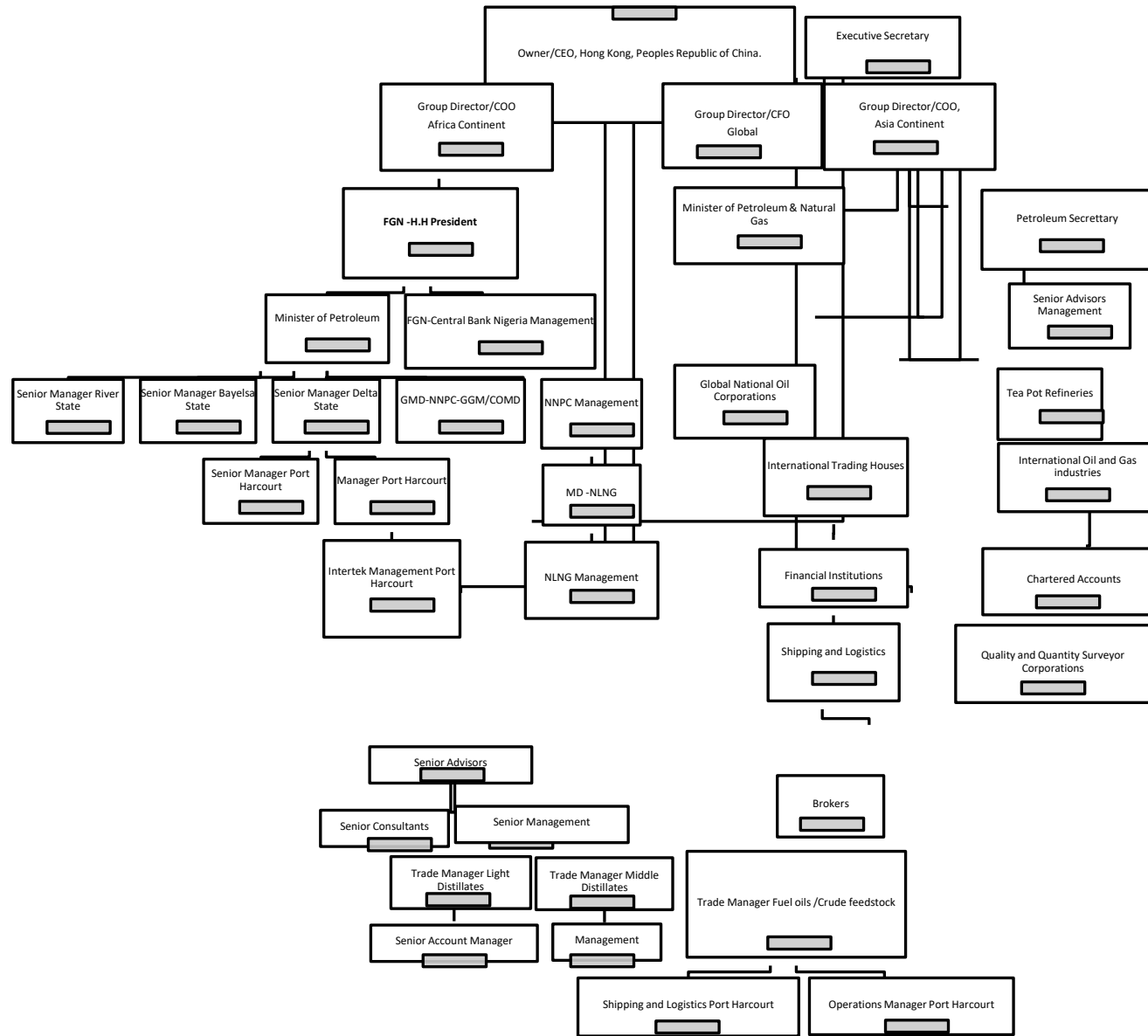
## *Governance*

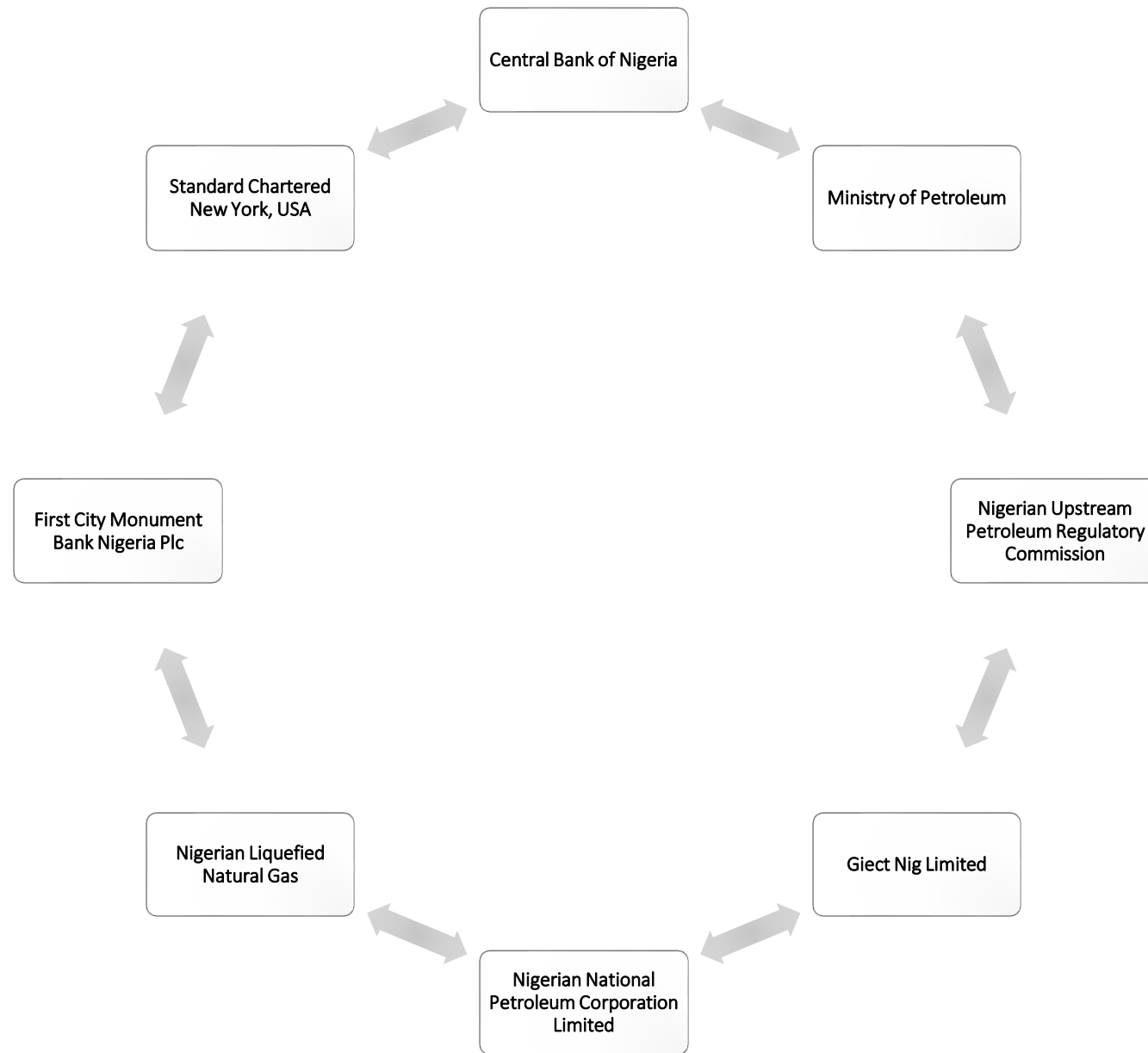
Our management team set high standard and comply with all relevant legislation rules and regulations under our business model and principals of ***values, trust, integrity & reliability***. This is in correlation with the group's corporate governance throughout the different regions in Africa, the Middle 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.



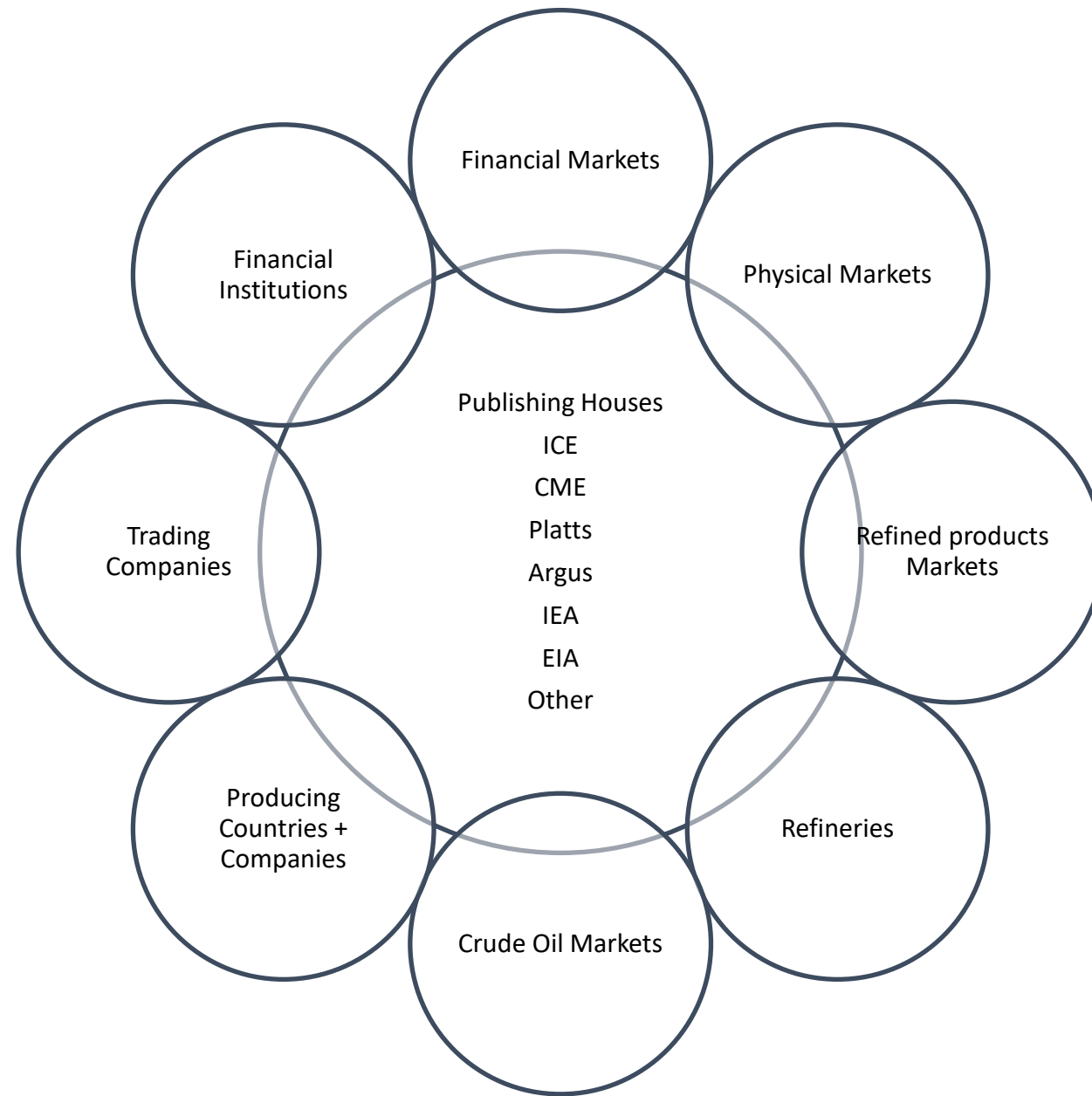
## *Transparency*

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.





<p>Agbami API 42.7° Sulphur 0.05%</p>	<p>Akpo API 45.8° Sulphur 0.07%</p>	<p>Amenan API 37.0° Sulphur 0.17%</p>	<p>Anton API 26.4° Sulphur 0.27%</p>
<p>Bonga API 30.2988° Sulphur 0.234%</p>	<p>Bonny Light API 32.9° Sulphur 0.14%</p>	<p>Brass River API 37.4° Sulphur 0.11%</p>	<p>Ebo API 20.30° Sulphur 0.388%</p>
<p>Erha API 35.398° Sulphur 0.21%</p>	<p>Escravos API 33.7° Sulphur 0.17%</p>	<p>Forcados API 29.2° Sulphur 0.20%</p>	<p>Odudu API 30.5° Sulphur 0.15%</p>
<p>Okono API 40.6° Sulphur 0.02%</p>	<p>Oso Condensate API 47.5° Sulphur 0.06%</p>	<p>Pennington API 35.42° Sulphur 0.10%</p>	<p>Que Iboe API 36.50° Sulphur 0.84%</p>
<p>Ukpokiti API 41.7° Sulphur 0.08%</p>	<p>Usan API 30.6° Sulphur 0.23%</p>	<p>Yoho API 40.1° Sulphur 0.0947%</p>	



## *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 24 years of Middle East and Asian 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.



## 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* *Standard Chartered New York, USA*

Standard Chartered is the consumer division of financial services multinational group.

1095 Avenue of The Americas, New York, NY 10036

# *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.



# *Project Management Consultants*

## *Construction and Finance in emerging markets*

***Gulf International Commodity Trading Corporation Ltd (HK)*** are facilitating to take-on various sizes of construction projects and provide appropriate financing for and on behalf of construction companies, covering up to 80% of the costs, for ***Government approved projects only***. There are several construction companies that we are dealing with, some of which are the largest in the world. We can submit, on request, their international track records for undertaking projects ranging from airports, ports, roads, bridges, mining, minerals and building constructions of all types in the ME, Africa & Asia.

Projects are usually initiated either by **government's ministries** directly or by a **nominated firm (s) of project management consultants**, backed by BG from the central bank or SWF. Based on feasibility studies, these projects range from USD \$ 100 million to USD \$ billions and fall within the following model and or models:

### **Model 1**

Upon Ministry's approval of the nominated contractor along with the financial institution the Ministry will submit a Bank Guarantee via the central banks and/ or an affiliated bank with the appropriate documents outlining project standards, to be signed off by third party professionals (Architects or Quantity Surveyor alike).The BG beneficiary can be the contractor in which case the contracting company can be facilitated/ financed with the construction costs during the implementation phase. Handover and final settlements are agreed based on the terms of a B/T (EPC) model. This form of arrangement can extend to all kinds of projects that your corporation is undertaking, within the specified region (s).

## Model 1a

"Built and Transfer Basis." The Process flow of which under an SPV is provided hereunder:

1. The contracting & financing company co-approves the development project (s) with the owners/governments/master developers/others
2. The project owner provides 20% deposit into an SPV for the contractor's project Initiation expenses and mobilization costs.
3. The remaining cost of the construction will be financed and completed by "Build and Transfer" arrangements.
  - 3.1 - Bank Guarantee(s) will be issued by the Project owner (Government entity or the designated payee) through an International prime bank, and/ or Government Bond(s) prior to the commencement of the project(s).
  - 3.2 - Periodical payment(s) is made by the project owner during the implementation phase followed by final settlement upon completion of the scheduled phase(s).

Please note that there is no fast and hard rule as to the contract's terms & conditions and we are sometimes flexible. Nevertheless, we are meticulous in selecting the right company (or group of companies) to carry out the work(s). Furthermore, the ultimate terms and conditions are reviewed prior to project commencements and may, indeed, vary as per the vendor's merits and project's nature.

We also procure for and on behalf of contracting companies in pre-financing of oil & gas production terminals, tank farms, Regasification, storage and processing, and structuring of grass roots projects in emerging markets in the Asian, Middle East, Africa and C.I.S Countries and in most cases the nominated project management team enters off take agreements with privately own corporate entities or government ministries worldwide. Other models are applicable once compliance is administered, and the process of due diligence has been verified on behalf of the project management team.



## *The Gulf foundation for the future*

**The** foundation will be dedicating annual funding to residential institutions for orphanage schools in rural areas in care of orphans worldwide. The foundation will provide for the care, housing and education in today environment for developing countries. With ongoing conflicts, in the Middle East, Africa and elsewhere, children need the ***Hope, Love and Care that we all want as a child.***

Although many people presume that most children who live in orphanages are **orphans**, this is often not the case. Most orphanages have been closed in Europe and North America. There remain a large number of state funded orphanages in the former Soviet Bloc but many of them are slowly being phased out in favour of direct support to vulnerable families and the development of **foster care** and **adoption** services where this is not possible.

Only a few large international charities continue to fund orphanages; however, they are still commonly founded by smaller charities and religious groups. Some orphanages, especially in developing countries, will prey on vulnerable families at risk of breakdown and actively recruit children to ensure continued funding. ***We are trying to stop this endemic and build on our principals in today's modern society.***

Orphanages in developing countries are rarely run by the state hence it is in the interest of all concerned to help and support the innocent ***Children*** in today environment for the next generation to come.

***Yours Sincerely***

***The Management Team***