CORPORATE PROFILE 2020

Connecting African commodities to global markets

Singapore
6 Battery Road, #30-01
Singapore, 049909

South Africa
Le Vol, 45 Jan Smuts Avenue,
Westcliff, Johannesburg, 2193

+27 (0) 82 651 7184
www.pelagicresources.com
info@pelagicresources.com

+27 (0) 10 612 6524
ABOUT US
A BRIEF OVERVIEW

Established in 2016, Pelagic Resources Pte Ltd is a global physical commodity merchant focused on the origination, financing and transformation of raw materials required as inputs into specialist steel manufacturing, grid scale battery and electric vehicle related industries.

Pelagic has secured a meaningful position in the Southern Africa mining community, supported by robust management, middle and back office functions in Singapore and a best in class marketing team in China. The Company enjoys broad support from a variety of partnerships it has successfully developed over the years with suppliers, banks, international trading companies, state owned enterprises and end users, internationally.

Today, Pelagic not only offers principal origination of physical commodities for our end use customers, we also offer end users and traders, via our integrated platform, the opportunity to virtually extend their existing infrastructure to efficiently access African markets, supply chains and financing solutions for the movement of goods from source to market place.
PELAGIC
AT A GLANCE

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<td><strong>12</strong></td>
<td><strong>40</strong></td>
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<tr>
<td>Suppliers</td>
<td>Customers</td>
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<tr>
<td><strong>US$157 m</strong></td>
<td><strong>1 million</strong></td>
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<tr>
<td>Turnover since inception*</td>
<td>Tonnes traded since inception*</td>
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<td><strong>14</strong></td>
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<tr>
<td>Team members across South Africa, Zimbabwe, Singapore and China</td>
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<td><strong>200</strong></td>
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<tr>
<td>Vessels</td>
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*inception refers to the date of the management buy-out in Q4 2016.
WHAT WE DO
SIMPLY EXPLAINED

INVESTMENTS
- We undertake risk managed, discovery, development and mining of commercially viable concentrations of minerals and metals.
- We focus on acquiring mispriced upstream real asset opportunities that require low capex and offer high margins with low technical risk.
- Distinctive factor vis-à-vis majority of other commodity marketers.

ORIGINATION
- Our focus and presence in African supply markets allows us to develop long term relationships with producers to source metals proactively and cost effectively.
- We maintain a pipeline of physical off-take linked transactions to ensure the continuity of trade flow.
- We secure sourcing arrangements through facilitation of producer financing.

MARKETING & SALES
- We undertake brand building exercises to familiarize new demand markets with new and existing material.
- We have a clear focus on sales to China, led by an “on the ground” team of professionals with a combined 25 years of ore marketing experience.

LOGISTICS
- Our in-house logistics team strives to execute efficient supply chain solutions for timely delivery of products.
- We monitor the product quality from origin, throughout the supply chain, to delivery, ensuring compliance with contracted specifications.

CUSTOMERS & END USERS
- We maintain access to real-time information and unique insights into the critical industrial production part of the commodity value chain thereby understanding potential market demands and structuring trade and product flow accordingly.
Pelagic is focused on servicing the industrial manufacturing community via the supply of ore, concentrate and alloy for specific applications in the evolving complex of specialist steels with applications ranging from pure stainless-steel manufacturing to electric vehicle and battery development focused industrials.

**COMMODITIES**

**EXPLORE OUR TRADE BOOK**

Pelagic offers a range of commodities, including:

- **COBALT ORE**
  - Origin: DRC
  - Markets: Asia
  - Delivery Terms: FOB, CIF

- **CHROME ORE**
  - Origin: South Africa, Zimbabwe
  - Markets: Asia, Europe, USA
  - Delivery Terms: FOB, CIF
  - Form: Chemical, Metallurgical, Foundry grade

- **CATHODE, BLISTER & CONCENTRATE**
  - Origin: Zambia, DRC
  - Markets: Asia
  - Delivery Terms: FOB, CIF

- **FERROCHROME**
  - Origin: South Africa, Zimbabwe
  - Markets: Asia, Europe, USA
  - Delivery Terms: FOB, CIF

- **FERROMANGANESE**
  - Origin: South Africa
  - Markets: China, Europe, USA
  - Delivery Terms: FOB, CIF

- **LITHIUM ORE & CONCENTRATE**
  - Origin: South Africa, Zimbabwe
  - Markets: Asia
  - Delivery Terms: FOB, CIF

- **MANGANESE ORE**
  - Origin: South Africa, Zambia, Zimbabwe
  - Markets: Asia
  - Delivery Terms: FOB, CIF

- **VANADIUM ORE**
  - Origin: South Africa
  - Markets: Asia
  - Delivery Terms: FOB, CIF

- **ZINC ORE**
  - Origin: Zambia
  - Markets: Asia
  - Delivery Terms: FOB, CIF
We hire the ‘right talent’ so we can deliver the best service. We look for people with a range of backgrounds, including industrial distribution management, business and finance, supply chain, operations, sales, and marketing. Above all, we seek people with high energy, enthusiasm, a passion to challenge how we do things, and the confidence and aptitude to improve them.

“Hire the person best suited to the job, not the most talented. This can be a very painful lesson. There’s no point putting in a Boeing jet engine when you need to run a tractor.” — Jack Ma

SOUTH AFRICA
52 years of combined frontier market experience including extensive expertise in the establishment and trading of African-Sino commodity supply; trading expertise in vanadium, coal, chrome, copper, cobalt, lithium, manganese and nickel.

20 years experience in mine production, planning and management.

SINGAPORE
12 years of diverse physical commodities experience from the banking and operational sector across London, Hong Kong and Singapore.

CHINA
20 years of merchant trading experience in chrome, iron ore, manganese and bauxite marketing; 5 specifically focused on the chrome ore markets, with a strong network across the alloy and ore markets in China.

ZIMBABWE
18 years combined experience in mining and refining chrome, structured finance, marketing and logistics.
**GLOBAL MARKETING**

*Pelagic covers the main supply and demand markets.*

Our global footprint makes us an agile player to interact between high-growth supply and demand regions.

**CONNECTING AFRICAN COMMODITIES TO GLOBAL MARKETS**

Pelagic Resources has offices based in strategic locations where our bulk materials are sourced, financed and consumed by end users.
Supply Chain as a Service drastically rewrites the business rules of engagement, creating lower and variable cost structure opportunities for early adopters.

The ability to flex resources, adapt quickly, and focus on specific supply chain disciplines are all requirements for world-class supply chain management.

Pelagic Resources offers companies such as end-users and commodity merchants a new flexible service model to attain virtual economies of scale day one without all the upfront investment in people, processes, and equipment.

Realize Lower & Variable Cost Structure
- Low-cost access to talent with direct experience solving specific problems.
- Support periodic spikes in supply chain need spikes from strategic projects or trades.

Leverage existing desk and proven supply chain approaches
- Reduce operational execution risk, and create smooth transitions from idea to customer delivery.

Attain Instant Scalability
- The ability to tap into an external team will position a company to take advantage of market openings sensitive to timing.
- Utilizing periodic incremental support to backfill and augment your internal supply chain team can reduce employee turnover, improve job satisfaction, and enhance results.
- Technical commodity expertise increases product speed to market and allows Supply Chain as a Service teams to contribute to the ongoing technical product enhancement.
INVESTMENTS

Successful track record deploying equity and debt facilities into mine development and operating assets.

CAPITAL DEPLOYMENT INTO THE OVERLOOKED MINING SECTOR

We deploy capital into risk managed, discovery, development and mining of commercially viable concentrations of minerals and metals.

Our track record includes:
- Funding of principal acquisitions and development of greenfield resource projects.
- Co-investment of proprietary equity alongside operating partners.
- Deployment of development finance to miners for expansion of existing operations.
- Structured trade & working capital solutions for existing and new mining operations.

Our global presence and expert market knowledge allow us to develop direct relationships with miners and producers globally and to source metals proactively and cost effectively.
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