



WILBEN



A TRUE MERCHANT TRADER

**COMPANY** PROFILE







# WELCOME

## YOUR PARTNER IN TRADE

A merchant trading, logistics and procurement house  
providing supply chain solutions that facilitate and ease  
international trade

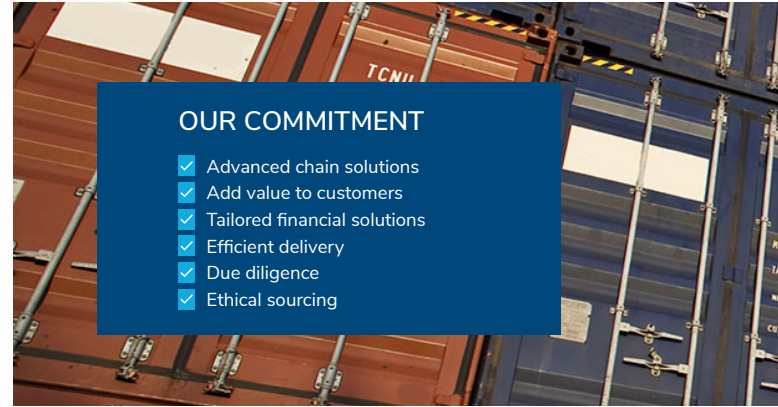
# WILBEN AT A GLANCE

## ABOUT US

Wilben is a global merchant trading, commodities and procurement & supply company with world class credit capabilities.

We trade a broad spectrum of commodities across agricultural, metal and energy markets and have strong partnerships with the world's leading suppliers.

Alongside trading commodities, we are a specialised multidisciplinary procurement and supply company, delivering a complete single source procurement solution to our customers worldwide. We supply all types of machinery, equipment and materials for construction, infrastructure, production and manufacturing, mining, transportation, healthcare, energy, municipal, industrial and many more sectors. Our team of experienced professionals tailor solutions to assist customers with their specific requirements, ensuring products and goods can be purchased on the credit terms that best match their business cycles.



### OUR COMMITMENT

- ✓ Advanced chain solutions
- ✓ Add value to customers
- ✓ Tailored financial solutions
- ✓ Efficient delivery
- ✓ Due diligence
- ✓ Ethical sourcing

We serve our customers from offices located in Africa, Asia, Europe and the Middle East, approaching each relationship with a view to creating long-term and sustained partnerships built on the shared values of trust and consistency.

## OUR MISSION

To provide essential value to your supply chain in order to advance and overcome the obstacles of doing international trade.





### Commodities

Principle focus on  
agriculture, metals (ferrous  
and non-ferrous) and energy



### Capital Equipment

Broad spectrum supplier of  
equipment for construction,  
engineering, mining and  
transportation



### Credit

Tailored Supply Chain  
Credit Solutions

## KEYS TO OUR SUCCESS

Wilben operates on 4 continents and has offices strategically located to service clients in country.

- ✓ Proven track record based on diligence, efficiency and integrity
- ✓ Global footprint and on-ground presence in key markets
- ✓ Established relationships and large network of partners
- ✓ Resilient balance sheet
- ✓ International management team with extensive market experience
- ✓ Strong market position at the intersect of commerce, trade and finance
- ✓ Partnerships and affiliations with Government entities



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WE HELP  
OVERCOME THE  
CHALLENGES OF  
INTERNATIONAL  
TRADE

# OUR EXPERTISE

Affirming our reputation as a true merchant trader, Wilben has built dedicated Commodities Trading and Procurement & Supply divisions to source and deliver commodities and capital equipment to any destination.

## COMMODITIES

Wilben possesses a highly skilled and experienced Commodities Trading team and is witnessing substantial growth in this area of our business. We trade in agri (wheat/grains, corn, pulses, oils, feeds), energy (crude, gasoline, diesel) and metals (copper, aluminium, steel).

Our source markets for agri are centred around the Black Sea with key destinations being across the MENA region, Turkey, Africa and the Indian Sub-Continent. For energy and metals we trade across Europe, Middle East, Africa and Asia.

We believe in adding value to our customers across all points of the supply chain process and pride ourselves on our efficient, professional and customer-centric services.







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WE BELIEVE IN ADDING  
VALUE TO OUR CUSTOMERS  
ACROSS ALL POINTS OF THE  
SUPPLY CHAIN PROCESS AND  
PRIDE OURSELVES ON OUR  
EFFICIENT, PROFESSIONAL  
AND CUSTOMER-CENTRIC  
SERVICES.

## OUR ADVANTAGES

- Proven track record and trusted reputation
- Long-standing relationships with suppliers and customers
- Extend credit for suppliers and buyers
- Effective risk management of currency, credit and price
- Lean organisation with experienced team, adept at problem-solving and decision-making
- In-depth knowledge of our customers and operational markets

## PROCUREMENT & SUPPLY



Wilben's Procurement and Supply division specialises in delivering complete, single source procurement solutions to our customers worldwide. Our experienced team has developed strong relationships with global suppliers, enabling us to source and supply an extensive range of high quality products, materials and equipment. We can create customised solutions and procure even the most specialised items, whilst efficiently managing the supply chain process from start to end. We operate across multiple industries and markets worldwide.

We thrive on delivering innovation, service excellence and high quality solutions that enable our customers to successfully complete their projects.



## OUR ADVANTAGES

- Global access to products, materials and equipment
- Long-standing relationships with a wide network of partners, OEMs and principal vendors
- Attractive credit terms & financial solutions
- Highly skilled team, experienced in global markets
- Deep knowledge of multiple industries
- Expertise in developing bespoke solutions for any situation or environment
- Accomplished in RFQ management

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WE THRIVE ON DELIVERING  
INNOVATION, SERVICE  
EXCELLENCE AND HIGH  
QUALITY SOLUTIONS THAT  
ENSURE OUR CUSTOMERS  
COMPLETE THEIR PROJECTS  
ON TIME AND ON BUDGET.



# SUPPLY CHAIN CREDIT SOLUTIONS

In integration with our commodities and procurement operations, our credit solutions enable us to provide comprehensive trade solutions to our customers.

Through our experienced commercial team, we can tailor Supply Chain Credit Solutions to our customer's cash conversion cycle, in the process mitigating the challenges they may face with the supplier's payment terms and strengthening their financial position in the long term.

There are two methods by which customers can avail our Supply Chain Credit Solutions: i) by allowing Wilben to be the supplier or ii) by integrating Wilben into their existing supply chain and allowing us to deal with their preferred supplier.





A photograph of a wind turbine against a clear blue sky. The turbine's white tower and nacelle are visible, with the blades extending outwards. The image is used as a background for the left side of the slide.

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OUR EXPERIENCED  
TRADE TEAM EXCEL IN  
CREATING BESPOKE  
SUPPLY CHAIN CREDIT  
SOLUTIONS FOR OUR  
CUSTOMERS.

## OUR ADVANTAGES

- Experienced team, capable of tailoring solutions to the requirements of different global markets
- In-depth knowledge of trade and credit processes
- Access to a wide range of commodities, products, materials and equipment
- Enhanced efficiency across the supply chain
- Strong relationships with banking institutions worldwide

# THE TIMELINE



UAE office opens in Dubai

Offices in Nairobi (Kenya), Istanbul (Turkey) and a procurement hub in London (UK) open



2019

Global multidisciplinary  
procurement company  
acquired

2020

Negotiated aquisition of  
Ukrainian grain origination  
company

2021

Office in  
Rostov-on-Don (Russia)  
and a feed distribution  
company in Izmir (Turkey)  
open

2022

Wilben continues to expand  
its global presence



# OUR PEOPLE

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## WORK WITH EXPERTS

Our on ground, customer facing, international management team have the market knowledge and experience to service growing trade needs



**MARIEME NIANG CAMARA**

Managing Director - Africa

- 19 years of experience in financial services.
- Holds an MBA from the London Business School with specialization in Investment Management and a Bachelor's in finance and trade from HEC Montreal, Canada.
- Works in Standard Chartered Bank for 10 years in various positions in Treasury and Trade department.
- Joins Wilben in Dakar, Senegal office to manage business activities across Africa in 2016.



**JAAFAR SHAWWA**

Managing Director  
Procurement and Supply

- Holds a CPE in Law from BPP Law School, London, UK and a degree in Business Management with Languages from King's College, University of London, UK.
- Works in the manufacturing sector and has several senior business development and sales & marketing roles.
- Found Spree Trading, a global procurement and procurement supplies company, in 2004.
- Joins Wilben in 2019, when Spree Trading is acquired by Wilben.



**ANDREY IVANOV**

Managing Director

- Has twenty years of experience in banking, structured trade and commodity finance.
- Holds a Degree in International Economics from Moscow State Open University.
- Begins his career at Sberbank of Russia in 2000.
- Holds several leadership roles in state-owned and commercial banks in Russia.
- Joins Bunge Financial Services in 2007, and in 2017 leads Bunge's office in Dubai.
- Joins Wilben in 2020.



**MERVE ÖZEN**

Director - Turkey

- Holds a BSc degree in Economics from Dokuz Eylül University, Izmir, Turkey.
- Starts her career at KPMG in Istanbul in 2011.
- Joins Avon's Budget Planning team in 2012.
- Joins manufacturer as Channel Development Executive in 2013.
- Joins Wilben in 2019, working out of Istanbul.



**AMINE DAHMANI**

Head of Distribution

- Holds a Bachelor's degree in Management studies from the University of Nottingham, UK.
- Starts his career at BNP Paribas in Algeria.
- Joins Citibank through their Management Associate Program in 2013.
- Becomes Relationship Manager, Corporate Banking at Citibank.
- Joins Wilben in Dubai office in 2017.





#### BABATUNDE AGBELEYE

Relationship Manager,  
West Africa

- Holds a Bachelor's degree in Agriculture Economics from the University of Ibadan, Nigeria.
- Holds certifications from the London Institute of Banking and Finance, London, UK and International Chambers of Commerce (ICC) Academy.
- Works for ReStraL Consulting.
- Joins Zenith Bank Nigeria, working on the Letters of Credit desk for over 15 years.
- Joins Wilben in 2019 overseeing business activities across West Africa.



#### OYA COŞGUN AŞAR

Senior Business Development  
Manager

- Holds a BSc degree in Mechanical Engineering from Gazi University, Ankara, Turkey and an MBA in Marketing and Sales from Bilgi University, İstanbul, Turkey.
- Begins her career as a Planning & Controlling engineer in 2001.
- Joins Schindler Elevator Company and holds several key positions over 17 years.
- Joins Wilben in 2019 handling Procurement & Supply Chain Management, working out of Ankara.



#### ANDREW WADE

Export Director

- 15 years of experience in international trade, shipping, oil & gas and machinery.
- Holds a BSc in Economics from University College London, UK and an MA in International Business from Ecole Supérieure de Commerce in Rennes, France.
- From 2005, works for several OEMs in the UK developing their global export business.
- Joins Wilben in 2018 specialising in procurement of capital equipment, working out of London.



#### YULIYA TSOY

Head of Operations

- 7 years of experience in trade finance.
- Holds a Bachelor's degree in Finance and an MBA in Management from the International Academy of Business in Almaty, Kazakhstan.
- Begins her career at SB Sberbank JSC in 2011.
- Joins Wilben in 2016 as Operations Manager.
- Becomes Head of Operations at Wilben in 2018.

# CSR INITIATIVE

Wilben operates on core values that extend beyond the boardroom. We believe it is our responsibility to make a difference and to enrich the lives of people in our communities across the globe.

We are ethically and environmentally considerate in our operations and uphold the highest partner standards. We embrace those activities that have a positive impact on society, the environment and the economy.

Our initiatives are growing year on year. We have already helped community projects in Africa and continue to provide ongoing support to them. We are dedicated to sponsoring worthy endeavours in our communities and are always seeking projects that offer us a chance to make a long-term commitment and a lasting difference. To suggest an initiative or find out how you can participate please contact us at [info@wilbentrade.com](mailto:info@wilbentrade.com).

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SUPPORTING  
COMMUNITIES,  
ENRICHING  
LIVES AND  
RESPECTING THE  
ENVIRONMENT





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