



**COMMODITY TRADING**

# Who We Are

**Fujax** provides metals, minerals, cementitious products and soft commodities trading services on a global scale across the entire commodity supply chain, responsibly sourcing a diverse range of products and ensuring their efficient and timely delivery to end users.

**2013**

Year of establishment

**5**

International offices

**20**

Product lines

**25**

Employees

**1,000,000 MT**

2024 Trading Forecast

**200 million**

2024 Turnover forecast

Since 2013, we have supported the industrial and energy operations of our worldwide customer base with the supply, marketing and logistics management of manganese, copper, zinc, chrome and iron ore.

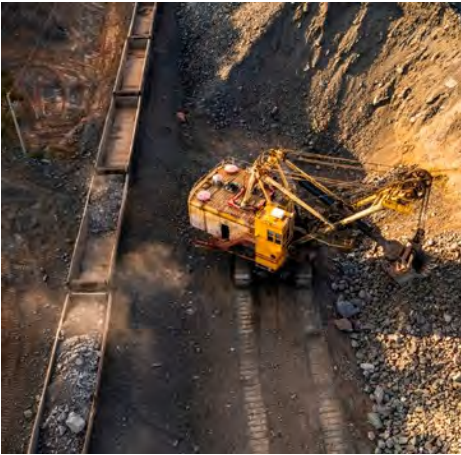
Fujax Group Ltd is based in London, UK. The group's international distribution network is managed by Fujax UK Ltd, Swiss-based Fujax International SA, and Fujax Asia Ltd in Hong Kong. These companies oversee the full trading cycle, from sourcing and local trading of product in Sub-Saharan Africa, to supply and importation in Europe and Asia.

Fujax senior management all have over 20 years' sector experience with specific expertise in global metals and energy trading with a strong focus on Africa, risk management and finance. This comprehensive understanding of the industry and meticulous market insight allows Fujax to offer its customers a streamlined, solution-driven approach to their transactions.

Fujax Group Ltd is 68% owned by CEO Chris Dyason, 20% owned by Ocean Partners Holdings Ltd, with key employees owning the remaining 12%.

Ocean Partners Holdings Ltd, which made a strategic investment in Fujax in 2018, is a British commodities trader that has been delivering successful trading services to miners, smelters and refiners across the globe for over 25 years. Fujax' wholly owned subsidiaries in country managing logistics to FOB allow us to offer a competitively priced, end-to-end supply service to our customers.

Fujax's commitment to uncompromising quality and strong client partnerships has allowed us to expand our operations continually.



## What We Do

Fujax sources, finances and transports commodities to meet the needs of its global customer base. Years of combined sector experience spanning trading, logistics, risk management and finance provides our core management team with a precise understanding of our customers' technical and commercial requirements. Our market intelligence, magnified by our global presence and strong industry relationships ensures our customer base receives the reliable supply of resources necessary to fuel its long-term growth.

With business lines that span base metals, minor metals, ferro alloys and direct shipping ores, soft commodities and cementitious products, Fujax offers customer-centric strategies and solutions across the entire commodity supply chain, including sourcing, marketing, logistics, storage, risk management and financing. The scale and efficiency of our industrial and marketing operations allow us responsibly and reliably to supply the commodities that are fundamental to maximising our customers' profitability.

### From source to customer

Our worldwide offices, well-positioned hubs and long-standing supply agreements with local counterparties allow us to offer customers a comprehensive service, from the sourcing of raw materials to their efficient and timely delivery.

### Value-driven

Integrity is at the core of all Fujax operations and we prioritise the needs and requirements of our customers. Our global reach and market insight means that we continually deliver exceptional service and reliable value to our customers, and we are able to provide solutions to meet even the most demanding needs in an uncertain global market.

# Our Services

Through our global presence, expert teams and strong supplier relationships, Fujax offers customers a bespoke service across the entire commodity supply chain. From sourcing and procurement to marketing, storage, freight, and logistics, our customer-centric strategies and solutions are precisely tailored to your unique requirements.

## Sourcing and procurement

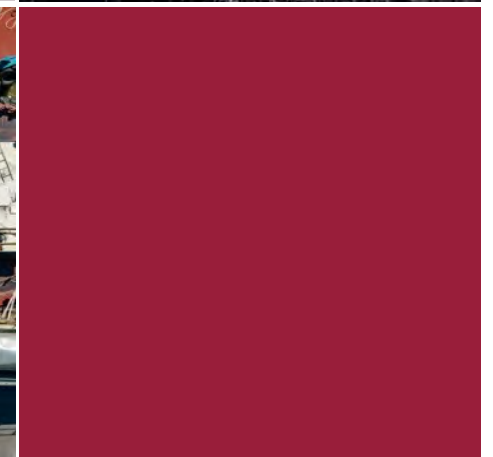
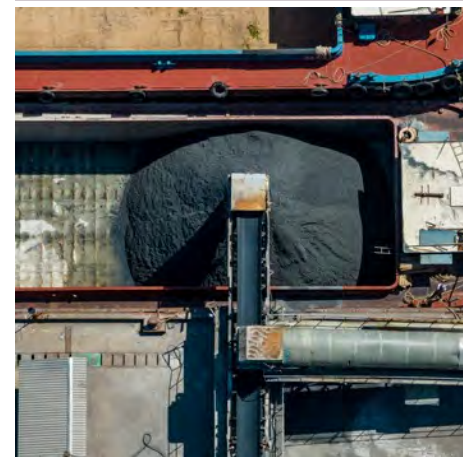
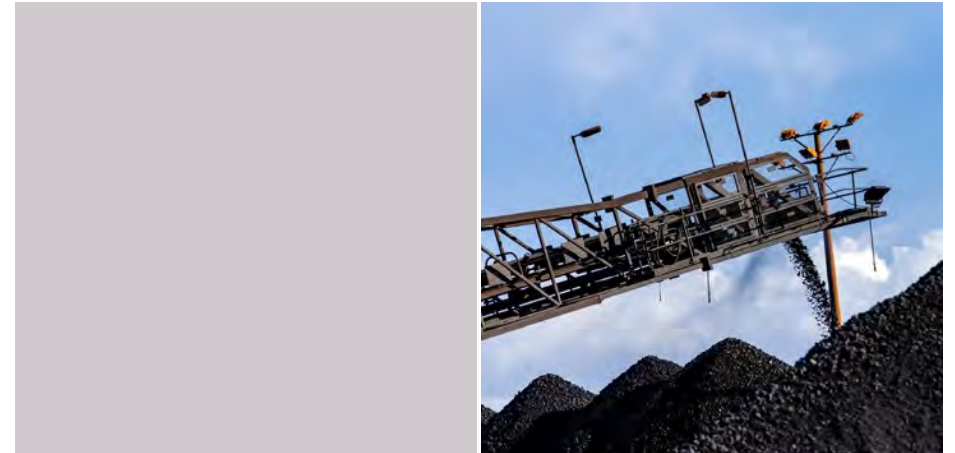
Fujax's global offices and historic supply agreements enable us to responsibly source raw materials from mines, smelters, and refineries across the world. We oversee and have direct involvement in the entire acquisition process, ensuring that we can facilitate our customers' immediate, short-term and long-term transactions effectively.

## Processing and Transportation

Fujax provides short and long-term services to process, store, and transport raw materials according to the requirements of our global customer base. Supported by our historic relationships with local counterparties, we facilitate the transportation of metals and commodities to reputable warehouses for storage before shipping.

## Logistics

Our extensive experience in the transportation of metals and raw materials ensures efficient and timely delivery from points of origin in the African, North and South American continents to any location required by Fujax's worldwide end users.



## Global Expertise

Senior management all have over 20 years' industry experience across global metals trading, risk management, finance, and the African minerals and energy sector.

### MANAGEMENT AT FUJAX GROUP LTD

**Christopher Dyason**  
Chief Executive Officer

**Cyril Secchi**  
Chief Trading Officer

**Andrew Malashewsky**  
Director



## Global Reach

Our presence across global local markets and time zones allows us to identify short, medium, and long-term trends in market cycles quickly and adapt accordingly to meet the needs of our customers.

The Fujax Group Ltd is based in the United Kingdom, with further offices in Switzerland, Kenya, China, and South Africa.

Our operations largely take place across the African, European, and Asian continents. Most product is sourced in Sub-Saharan Africa, with exports destined for major importation hubs in Europe and Asia.

Our trading operations are strengthened by the strategic relationships we continue to build across the globe, ensuring we can always supply our customers with a reliable and steady supply of resources.

# Business Lines

**Fujax** sources, finances, markets and transports mineral and energy commodities. Our expert teams, strengthened by long-standing relationships with providers and producers, offer our customers comprehensive, uniquely tailored, risk-mitigated strategies and solutions.

## DIRECT SHIPPING ORE

### Manganese

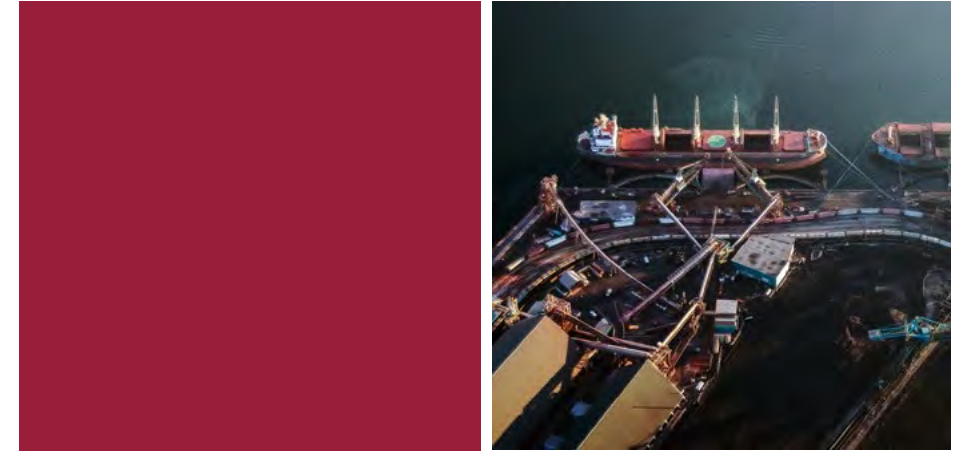
Manganese ore trading is Fujax's original business line and largest revenue stream. Through exclusive agreements, we have secured the supply of a minimum of 1,000,000 metric tonnes of manganese ore per year. Our wholly owned subsidiary manages the full chain of operation and transport within South Africa, as Fujax manages the logistics and marketing, and provides financial support to the entire trade cycle.

### Chrome

Fujax supplies and ships chrome in bulk to major end users around the world, supported by long-term supply agreements with mines in South Africa purchasing up to 450,000 metric tonnes of chrome per year.

### Iron ore

A more recent addition to Fujax's business line, we are able to source up to 450,000 metric tonnes of iron ore per year from mines in East Africa and South Africa. We manage the processing of the product and its transport to China to meet the needs of our global customers.



## BASE METALS

### Copper

Fujax sources and supplies copper in various forms, including copper ore and copper concentrate, principally from Zambia and South Africa. We currently source approximately 1,000 metric tonnes of copper concentrate per month, which is transported to Durban or Cape Town, stored in reputable warehouses, and shipped onwards to Europe or China to supply well-established Western European firms in the Far East and Europe.

### Zinc

Fujax supplies zinc concentrate and zinc ore to commercial partners around the world. We source zinc concentrate in South Africa and zinc ore in Zambia in quantities of up to 6,000 metric tonnes per year. This product is transported to Dar Es Salaam, Durban or Port Elizabeth, where it is stored in reputable warehouses and shipped onwards to supply Europe and Asia.

### Tin

Sustained by our international reach and extensive knowledge of global markets, we can identify arbitrage opportunities and provide Fujax's customers with comprehensive tin trading operations from source to metal end comprehensive tin trading operations



## **FERRO ALLOYS**

### **Ferro Alloys**

Fujax is a producer and marketer of ferro alloys, including ferro chrome, silico manganese and ferro manganese. Bolstered by long standing relationships with major mines and smelters to provide a steady supply of product to end users across the globe.

### **Silico Manganese**

Using an extensive network of suppliers from Zambia, India and Georgia, Fujax sells 15,000 metric tonnes of silico manganese per year into the European steel market. Fujax maintains strong relationships with Turkish and Italian steel mills in particular, regularly meeting their needs for the product.

## **MINOR METALS**

Fujax has secured access to steady supplies of tantalum, niobium, lithium, ilmenite and zircon enabling our customers to sustain the market's ever-expanding demand for electronic parts and devices and battery metals.

## **EASTAFRICAN REGIONAL TRADE**

Fujax East Africa was created in 2022 and acts as a trading hub to supply regional demand in a wide range of commodities by sourcing from the regionally and internationally. It also serves to identify east-African sources of commodities that can be exported and which feed in to the Groups international trading activities.

Fujax East Africa started trading agricultural commodities in 2023 and is currently supplying regional markets with rice, sugar and maize. This is in addition to existing lines of business in manganese, cement and cementitious products including pozzolana, limestone and clinker.

# Contact

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DISCUSS YOUR REQUIREMENTS**

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