



AXCAPITAL TRADING AND COMMODITIES

Global Commodities Trading

Connecting markets, expanding borders.



Strategic Global Trading Partner

AXCAPITAL TRADING & COMMODITIES is a Dubai-based international commodities trading company operating across multiple sectors, specializing in structured procurement, supply chain optimization, and global distribution.

We operate as a full-service global commodities trading house. We connect certified producers with international buyers across food, energy, industrial materials, and precious stones — with a compliance-first, execution-driven approach.



Built for scale.
Structured for trust.
Positioned for global trade.



www.axcapitaltrading.ae



Our Commodity Divisions



AXCAPITAL operates through four specialized commodity divisions, each with dedicated supplier channels, buyer networks, and transaction workflows.

- ✓ **AXCAPITAL AGRI**
Food & Agricultural Commodities sourced from Certified producers and scalable food supply chains.
- ✓ **AXCAPITAL ENERGY**
Petroleum & Fertilizers. Refinery access, allocation channels, and structured energy transactions.
- ✓ **AXCAPITAL INDUSTRIAL**
Raw Materials & Construction Inputs. Industrial sourcing and large-scale supply execution
- ✓ **AXCAPITAL PRECIOUS**
Ethical sourcing and distribution of high-value minerals and stones under KPCS framework.



What We Do

Fully integrated, end-to-end trade solutions across the commodities value chain.



Sourcing Certified
Global Suppliers



Procurement &
Negotiation



Logistics
Management



Trade Structuring &
Execution

From origin to destination — we manage every layer of execution.



Global Presence

Based in Dubai — one of the world's foremost trading and logistics hubs — AXCAPITAL TRADING operates across Asia, the Middle East, Africa, Europe, and Latin America. Our international network of suppliers, agents, and buyers allows us to efficiently manage large-scale transactions, ensuring secure logistics, competitive pricing, and timely delivery.



Regional Coverage

- **Middle East & North Africa** – Import and distribution hubs
- **Asia** – Sourcing of food commodities and gemstones
- **Africa** – Industrial materials and mining cooperation
- **Europe & Latin America** – Import/export and strategic partnerships

Global Capabilities

- Supplier networks
- Buyer channels
- Distribution corridors
- Multi-jurisdiction trade structuring
- International logistics partnerships



Why Work With Us?



We simplify complexity in international trade.

Competitive Advantages

- ✓ **Direct Supplier Relationships**
Established partnerships with certified global producers across food, energy, and industrial sectors, ensuring quality, traceability, and competitive pricing at source.
- ✓ **Secure Payment Structures**
Full compatibility with LC, MT103, SBLC, and DLC instruments. Trade finance expertise with tier-1 banking infrastructure and flexible CIF/FOB incoterms.
- ✓ **Compliance & Global Logistics**
Rigorous KYC, CIS, and documentation standards. End-to-end logistics execution with global reach across MENA, Asia, Africa, Europe, and Latin America.

Trade Execution Model



RFQ / LOI

Buyer submits Request for Quotation or Letter of Intent to initiate the transaction process

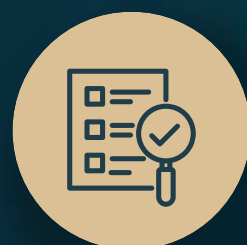
01



Corporate Offer

Seller issues SCO or FCO outlining terms, pricing, and product specifications

02



ICPO + CIS / KYC

Buyer submits Irrevocable Corporate Purchase Order with Customer Information and KYC documents

03



SPA Drafting & Execution

Parties draft, negotiate, and execute the Sales and Purchase Agreement with full legal terms

04



Payment Instrument Issuance

Buyer's bank issues payment instrument such as LC, SBLC, or MT103 per agreed contract terms

05



Allocation & Production Scheduling

Seller allocates product inventory and schedules production or lifting based on confirmed payment

06



Inspection & Shipment

Independent inspection of goods at origin; shipment arranged per agreed Incoterms with full cargo documentation

07



Document Presentation

Seller presents shipping documents (B/L, SGS, COO, invoice) to the nominated bank for verification and processing

08



Final Settlement

Bank releases payment upon document compliance; title transfers to buyer and transaction is closed

09



Compliance, Risk Control and Transparency

Compliance Framework

- Standardized KYC / KYB onboarding for all counterparties
- Ultimate Beneficial Owner (UBO) identification & verification
- Sanctions & watchlist screening (OFAC / EU / UN / UK HMT)
- Contractual governance framework (ICPO → SCO/FCO → SPA lifecycle)
- Regulatory alignment with applicable trade jurisdictions
- Internal due diligence & approval procedures

Risk Control Measures

- Counterparty credit & performance verification
- Source of Funds (SOF) and Source of Product (SOP) validation
- Banking instrument validation (SBLC / DLC / MT760 / MT103 readiness)
- Multi-layer transaction approval workflow (commercial + compliance + finance)
- Cargo risk coverage (insurance verification & adequacy checks)
- Operational escalation & exception management protocols

Transaction Transparency

- Full end-to-end documentation audit trail
- SGS / independent inspection certificates (quality & quantity)
- Bills of Lading (B/L) and shipping documentation
- Certificates of Origin and export documentation
- Commercial invoices & packing lists
- Export/import permits (where applicable)
- Marine / cargo insurance certificates





Operational Capability

We maintain active sourcing channels and transactional capability across multiple strategic commodity sectors.

Food and Agriculture

Direct producer relationships supporting scalable export execution across major consumption markets.

- **Supply origins:** Brazil (90%); Uruguay, Europe
- **Destination Markets:** China, India, USA, Canada
- **Execution Formats:** CIF, FOB

Industrial Materials

Diversified mining and industrial sourcing aligned with infrastructure, manufacturing and construction demand.

- **Supply origins:** South America, Africa, Europe
- **Destination Markets:** China, South Korea, Europe
- **Execution Formats:** CIF, FOB

Energy

Refinery-linked supply channels supported by strategic tank storage access and multi-terminal lifting capability.

- **Supply origins:** Europe, Kazakhstan (non-sanctioned)
- **Storage Infrastructure:** Houston, Rotterdam, Fujairah, Jurong
- **Execution Formats:** CIF, FOB, TTT

Precious Stones

Traceable and compliant gemstone sourcing through structured and verified export channels.

- **Supply origin:** Africa
- **Destination Markets:** UAE, Europe
- **Framework:** Kimberley Process (KPCS)



Food Products



We trade and supply a wide range of high quality, fresh and frozen food products, carefully sourced from our global producers.

- Beef
- Pork
- Chicken
- Eggs
- Fish and seafood
- Organic pulps

We specialize in trading of variety of dry food products, sourced from certified producers worldwide.

- Coffee beans
- Sugar
- Flour and oats
- Seed, nuts, soy beans
- Rice
- Corn
- Edible Oils



Petroleum Products



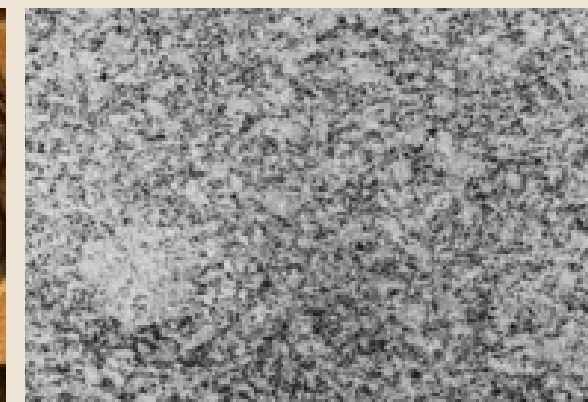
Our petroleum division provides access to a variety of high grade petroleum products, through close collaboration with best in class refineries, and multiple loading terminals.

- Jet Fuel A-1
- Ultra-low Sulphur Diesel (EN590 10ppm)
- Virgin Fuel Oil – D6
- Urea
- Fertilizers





Industrial Materials



Our certified suppliers provide a wide array of industrial products, including raw materials, primary metals, alloying elements, minerals and key metal ores:

- Iron Ore
- Aluminum
- Manganese
- Silica
- Sulfide Copper

We also have access to a diverse selection of construction materials, which include:

- Wood and timber
- Wood chips
- Marble
- Granite



Precious Stones



Our precious stones division focuses on the ethical sourcing and trading of natural diamonds and gemstones.

Through partnerships with trusted suppliers and certified dealers, AXCAPITAL TRADING ensures full transparency and compliance with the Kimberley Process Certification Scheme (KPCS).

We serve clients in the jewelry, investment, and manufacturing sectors seeking genuine, traceable, and high-quality stones.



Management Leadership



Antonio Leal
Chief Executive Officer

Leads commercial strategy and oversees trading activities across all commodity divisions.

Core responsibilities:

- Commercial leadership
- Supplier negotiations
- Buyer relationships
- Strategic deal structuring
- Financial oversight
- Global business development



Kasia Nowinska
Chief Operating & Compliance Officer

Oversees operational execution, compliance governance, and institutional documentation standards.

Core responsibilities:

- Compliance & due diligence
- Contractual documentation
- Operational procedures
- Internal standards & tools
- Transaction control frameworks
- KYC / CIS governance



Paulo Nogueira
Head of Trade Finance & Banking Relations

Leads banking relations and financial transaction oversight across international commodity deals.

Core responsibilities:

- Banking relationships
- Trade finance structuring
- LC / SBLC / BG oversight
- Payment instrument coordination
- Financial settlement supervision
- Banking compliance alignment

Our Core Values



✓ Integrity

We operate with full transparency, strict compliance, and unwavering trust in every transaction and partnership we undertake.

✓ Reliability

We deliver consistent quality and on-time execution across all commodity categories, ensuring partners can depend on us at every stage.

✓ Global Reach

Our worldwide network spans continents, connecting verified suppliers and buyers across the Middle East, Asia, Africa, Europe, and Latin America.

✓ Sustainability

We champion responsible sourcing and ethical trade practices, building long-term value for partners, communities, and the global supply chain.

Mission & Vision



Mission

To create efficient, transparent, and scalable commodity trading solutions that connect global markets through trust, expertise, and execution excellence.

Vision

To become a globally recognized leader in international commodity trade by building sustainable and strategic commercial ecosystems.



Dubai Strategic Advantage

Dubai stands at the crossroads of global trade — connecting East and West. AXCAPITAL leverages Dubai's world-class infrastructure, regulatory framework, and financial ecosystem to execute seamless cross-continental commodity transactions with unmatched efficiency.



Positioned at the center of global commerce

- Gateway between East and West
- Advanced banking infrastructure
- Trade finance ecosystem
- World-class ports and logistics
- Free zone operational efficiency
- Regulatory flexibility
- Global connectivity





Partnership Model



✓ Buyers & Sellers

Direct relationships with certified global buyers and verified commodity sellers across all verticals.

✓ Brokers & Mandates

Trusted broker and mandate network facilitating introductions, deal structuring, and commission-based partnerships.

✓ Banks & Logistics

Tier-1 banking partners for LC, SBLC, MT103 instruments and global logistics providers for CIF/FOB execution.

Our commercial network is an integrated ecosystem built for global transaction efficiency.



Contact Us



+971 58 500 1093



info@axcapitaltrading.ae



www.axcapitaltrading.ae



Prime Business Centre, Office B101,
Jumeirah Village Circle, Dubai, UAE

Trade with confidence. Scale with structure.
Partner with AXCAPITAL.



www.axcapitaltrading.ae