

DRC MINING

A-Z GUIDE

FOR FACILITATORS

IN GOLD, CATHODE, COBALT

TRADING



*How to make \$millions
as a facilitator*

SUDI AM MBA

Congo DRC Mining: A-Z Guide for Facilitators in Gold, Cathode, and Cobalt Trading

How To Make \$Millions As A Facilitator

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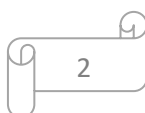


TABLE OF CONTENT

Introduction.....	Pg4
DRC Profile.....	Pg6
The Opportunities.....	Pg7
The Challenges.....	Pg9
Facilitation business.....	Pg10
Financial Instruments.....	Pg15
Important Documents.....	Pg17
Gold Trading in DRC.....	Pg18
Copper Cathode Trading in DRC.....	Pg23
Cobalt Trading in DRC.....	Pg27
What to do now?.....	Pg30
How to travel to DRC.....	Pg31
Business Resources.....	Pg32
Mining events.....	Pg33
Business Travel and Networking.....	Pg34

INTRODUCTION

I spoke to a mineral supplier a while ago and wanted to know why buyers and investors are scammed in Africa. His response was an eye-opener: " First of all, most buyers/investors are scammed due to **greed, lack of due diligence, and haste.**

Imagine someone selling 1kg of gold at \$28.000 or \$32.000 for a 100 kg order in cash while the international price (LME) is around \$65.000/kg.

Cobalt at \$5.500-\$7000 per tonne for an order of 500 tonnes in cash while the LME is around \$30.000 per tonne or selling copper cathode at \$3.000-\$3.500 per tonne for an order of 500 tonnes while the LME is around \$8.500.

Most scammers will sell you **promises**, use **fake documents**, and offer irresistible **prices** but in reality, there is **no product**.

Don't be in a hurry with mineral transactions in Africa without verifying everything and confirming the credibility of suppliers to avoid falling victim to fraudulent schemes."

Apart from irresistible **prices, fake documents, fake promises**...there are other ways you can be scammed. For instance, if you work with unreliable logistic companies, truck drivers may fake an attack on their way from the Democratic Republic of Congo to Zambia or Tanzania.

With 1 truck carrying **35 to 40 tonnes of copper cathodes**, the driver may lie that the attackers took 5 tonnes. You can also be scammed through **quality and quantity inspection** if you don't use reliable partners.

But wait...Do you mean scammers are only in Africa? Absolutely Not.

I remember talking to a genuine supplier from Congo DRC who trusted some foreign buyers in Asia. He took all the risk and logistics costs by sending gold to the foreign buyers' final destination.

This delivery method is called **CIF** which is very safe for international trade but unfortunately, his trusted agent was **drugged** and the goods taken away.

The point I am making here is scammers are everywhere in the world. Now that you know why most deals don't go through due to **Trust issues**, I would like to welcome you to the Comprehensive Guide to Mineral Trading in the Democratic Republic of Congo (DRC).

This guide offers an in-depth exploration of the intricate processes in trading gold, copper cathode, and cobalt in the DRC, unlocking lucrative opportunities while navigating a landscape rife with challenges.

Covering due diligence, commission structures, pricing dynamics, and secure transaction steps, this guide equips traders, brokers, and facilitators with vital insights.

As the DRC holds significant global stakes in these minerals, our guide provides a nuanced understanding of the markets, emphasizing caution, legal compliance, and practical strategies for successful and secure transactions.

Readers need to be aware that this is a High Risk-High Return Opportunity as highlighted in the guide.

DRC COUNTRY PROFILE

The Democratic Republic of Congo (DRC) is considered to be the richest country in the world in terms of natural resources, its untapped deposits of raw minerals are estimated to be worth above U.S. \$24 trillion.

The DRC is the second largest country and the fourth most populous in Africa with over 100 million people. The capital city Kinshasa is home to over 15 million people.

The country is located in the Heart of Africa and shares borders with nine countries.

The DRC is also known for its vibrant music, dance, and art scenes. The official languages include French used in government, administration, education, and media. Lingala, Swahili, Kikongo, and Tshiluba are the major local languages spoken.

According to UNCTAD's 2022 World Investment Report, FDI flows into the Democratic Republic of Congo went up from USD 1.6 billion in 2020 to USD 1.8 billion in 2021.

The World Bank reported its GDP at \$48.6 billion with over 90% of its wealth coming from the extractive industry in 2021. The GDP in 2022 was 8.9%.

The DRC exports to China, India, USA, Belgium, France, Germany, Australia, Netherlands, the UAE...and other African countries such as South Africa, Zambia, Tanzania, Uganda, Rwanda,...

With an estimated \$24 trillion worth of untapped mineral wealth in the ground, the DRC has an enormous wealth of biodiversity and large deposits of natural resources such as cobalt, copper, gold, diamonds, coltan, tin, tungsten, lithium, uranium, platinum, manganese, palladium, tourmaline, gemstone, zinc, cassiterite, wolframite, silver, crude oil, niobium, nickel, sugilite, quartz ...

Recently, the DRC became a member of the EAC (East African Community) which will imply access to the customs union and a single common market.

This will facilitate transport, cross-border trade of mining products, and better access to strategic ports like Dar es Salaam in Tanzania and Mombasa in Kenya.

The DRC is also a member of AfCFTA, the largest trade bloc in the world with 1.4 billion people, and a combined GDP of about \$3.4 trillion expected to double by 2050.

THE OPPORTUNITIES

With a growing consumer market of over 100 million people, the DRC is a land full of trade and investment opportunities in sectors such as agriculture, healthcare, infrastructure, tourism, real estate, retail, consumer goods and services to cater to the needs of the local population.

The country has vast agricultural potential with fertile soil and a tropical climate that is suitable for variety of crops. There are various opportunities in sectors such as agriculture, energy, telecommunications, mining...

The estimation of natural resources in DRC is at U.S \$24 trillion. (GlobalEdge)

In 2015, the DRC was the second largest producer of industrial diamonds at 24% of global production behind Russia with about 30%.

The DRC plays a significant role in the world's production of cobalt, copper, diamond, gold, tantalum and tin. More than 60% world's mined cobalt production, 42% tantalum, 12% diamond in 2017 (USGS 2022), in 2020 the gold production was 43 million Kgs.

The DRC has the largest reserve of Cobalt in the world (over 51%) around 3.6 million metric tonnes. The second largest reserve of Copper, 400 million metric tonnes of Lithium, the largest underdeveloped resource in the world (USGS 2021)

With the increasing demand for strategic minerals in the production of batteries for electric vehicles and the energy transition (green energy, renewable energy), the mining sector is crucial for the global economy.

By 2040, the mineral input for clean technologies will quadruple to reach the goals set out by the Paris Agreement according to International Energy Agency (IEA).

Demand for battery minerals such as lithium will increase by 40 times by 2040. Demand for cobalt and graphite could rise by 20 times and rare earth elements by seven times (IEA 2021).

By 2030 Electrical Vehicles will represent more than 60 per cent of vehicles sold globally (IEA 2022b).

The IEA analysis suggests that the world will need around 50 new lithium mines, 60 new nickel mines and 17 new cobalt mines to meet carbon emissions goals by 2030 (IEA 2022a)

The DRC mining sector attracts international mining companies due to lower operating costs, low commodities prices and the quality of minerals.

There are opportunities for copper mining, cobalt mining, lithium mining, nickel mining, manganese mining, gold mining, mining equipment leasing, processing and financing, power generation and transmission...

The energy transition and why batteries minerals are an industry focus?

Climate change is a big problem that face humanity and need to be addressed in the next 30 years through decarbonising the industry. This means making industries, homes, electricity, farming and transportation eco-friendly.

Renewable energy like solar and wind power is important but not always available. So, we need batteries to store this energy. In the future, cars will likely be battery electric vehicles (BEVs) with zero emissions.

These batteries rely on a range of minerals such as Lithium, Cobalt, Graphite, Nickel Tin, Vanadium and Manganese, most of which are available in the DRC in large quantities for the manufacturing of batteries and electric vehicles.

The opportunity is to send mined commodities to other countries for processing or make the DRC the world's leading producer of processed battery minerals.

International companies are working on new battery technologies, and car makers are getting ready for electric cars crucial for a cleaner and greener world.

As explained earlier, The DRC is rich in battery minerals: Cobalt, Lithium, Nickel, Manganese, Graphite.

Lithium is involved in the manufacturing of electric vehicle batteries used for energy storage, wind power, solar power and geothermal energy.

Nickel and **Manganese** are also used in the production of electric vehicle batteries.

Even though Copper is not classified as a critical mineral, it is a crucial and highly valuable metal in various industries for many countries including construction, electronics, transportation and energy. Copper is a key component in electrical wiring, motors, transformers and other infrastructure.

Copper cathode demand is on rise with the growth of electric vehicles, renewable energy systems and advancements in technology.

The DRC has the highest quality of copper reserves with some mines containing above grade 3% which is higher than the global average of 0.6 to 0.8%.

THE CHALLENGES

The mining industry plays a significant role in the country's economy, but it has also been associated with various challenges such as:

- **Political Instability:** the country has a history of political instability, armed conflicts which can create uncertain business environment for mining companies. Changes in government and policies can impact the industry.
- **Security Concerns:** some regions affected by armed conflicts and rebel activities pose security risk to both workers and mining operations, leading to disruptions and increased costs for security measures.
- **Infrastructure Deficiencies:** inadequate infrastructure includes poor transportation networks, lack of reliable power supply, limited access to water can hinder mining operations and increase production costs.
- **Legal and Regulatory Challenges:** ambiguity in regulations, changes in mining laws and concerns about compliance and enforcement can affect the investment climate.
- **Environmental and Social Issues:** deforestation, water pollution, displacement of local communities, human rights abuses...leading to increased scrutiny and demands for responsible mining practices.
- **Infrastructure for Processing and Refining:** there is a lack of infrastructure for processing and refining minerals within the country which are missed economic opportunities.
- **Price Volatility:** the global market prices for minerals, metals like copper and cobalt can be highly volatile. The DRC's economy heavily depends on the export of these minerals which make it vulnerable to fluctuations in international commodity prices.
- **Workforce Issues:** education and training for the local workforce, labour conditions and worker rights...
- **Scams and fraudulent practices:** fake documents (certificates of origin, licences), fraudulent mining schemes where individuals or companies misrepresent the value or quantity of mineral deposits to attract investors.

Always check for the most recent information, conditions and challenges of the mining industry in the DRC as they may change over time. Companies and investors should also be vigilant against potential scams, be aware of the legal and regulatory framework in the DRC.

FACILITATION BUSINESS

The Democratic Republic of Congo presents high profitable opportunities in the mining sector, but this is not an easy country to do business with.

This is a High-Risk High Return Region and you must have High Risk Tolerance and Familiarity operating in complex fragile environments.

Most of investors, buyers are scared to do business in the DRC due to high level of scams, security, and regulatory concerns in mining transactions.

Most of deals are not successful due to **Trust issues even when they engage with local suppliers.**

According to DELVE 2023, there are about **2 million small-scale miners (ASM)** in the DRC including 100.000 small-scale cobalt miners in 2020.

These miners with small mining concessions don't have a proper platform to sell their goods to the money market or a secure bridge for cross borders transactions.

The opportunity here for example is to develop a platform or network that allows miners to connect with potential buyers or investors in the money market.

This could involve creating an organized marketplace that addresses their challenges or collaborating with local entities to provide a proper channel for these miners to **sell their goods to buyers or access capital from investors.**

The idea is to Position yourself as a **Trustworthy intermediary or Facilitator** offering solutions to assist businesses in navigating regulatory requirements, market entry, secure cross-border transactions by minimizing risks for both buyers/investors and sellers.

As a **Facilitator**, you can use **escrow services** or internationally recognized **financial instruments to facilitate those transactions.**

This guide focus on **Copper Cathode, Cobalt and Gold trading** from Congo DRC transiting to neighbouring countries such as Zambia, Tanzania, Burundi, Rwanda, Uganda to any destination in the world. It helps you to be successful in these transactions and avoid loss of Money.

FACILITATOR OR MEDIATOR ROLE

Success in the mineral business requires a combination of industry knowledge, integrity, resources, network and the ability to navigate complex transactions.

Building a reputation for reliability and transparency is crucial for long-term success. Considering the demand for minerals like cobalt, copper, gold becoming a Facilitator or Mediator can be very lucrative venture.

As an Intermediary connecting the buyer/investor and the seller/investee, your role Must guarantee **Trust** for both parties and other stakeholders in the transaction.

While everybody wants the same thing (close deals), they speak different language. The stakeholders in cross border transactions come from different markets (local, regional, global) where rules of each market are different.

For instance, rules of engagement for a supplier in a local market in the DRC will be different with a regional market such as the AfCTA or a global market like China.

As a facilitator you have a comprehensive role to bring all stakeholders together, understand the pain points of each side, understand what each side is looking for, set their expectations, close deals, monitor the deals.

As the catalyst to support the transaction, you must know what each party want. You must know how to engage with them. You must know what you want from them.

The fact that all stakeholders in the deal rely on **You, you Must organise the Market and set expectations when parties become rigid.**

I have an example of a foreign buyer who was connected to a local supplier of copper cathode in Congo DRC.

The company wanted 500 metric tonnes supply with a total discount of 30% from the Invoice value, 10% advance payment of the total invoice for the consignment then balance payment of 90% to be paid through Bank to Bank (Swift basis) after the copper cathodes tested and confirmed by the foreign buyer in Asia.

This means apart from the goods value in **Millions of US Dollars**, the exporter had to bear all the risk from documentation, transportation, insurance, logistics costs from Congo to Dar es Salaam Port in Tanzania, ship the goods to destination in Asia then wait until this company confirms the quality of the goods to be paid via Bank to Bank. While this procedure sounds very safe for the buyer also called CIF, many local suppliers in Africa had been scammed this way.

No local supplier can accept those terms and conditions except scammers who will take the 10% advance payment and you will never hear from them.

Remember each market has its own rules: Local, Regional, International.

What works in the UK, USA, Japan for instance will not necessarily work in the DRC.

WHAT IS FACILITATING?

Facilitating a business is an act of coordinating business activities to ensure smooth contract implementation between two parties.

Who is a Facilitator?

A facilitator or Mediator is an individual or a group of people arranging business transactions to ensure mutual agreement and smooth contract execution between parties involved.

What can he/she facilitate?

Our focus in this guide is how to facilitate gold, copper cathode and cobalt transactions. The facilitator here is trying to ensure smooth deals.

There are people who work as facilitators in other business transactions such as oil & gas trading, diamond trading...

WHO ARE THE STAKEHOLDERS?

Here we refer to all participants for smooth business transaction directly or indirectly: Investor, Exporter, Buyer, Trade financing institutions, Government, End Consumer, Logistic provider, 3rd party agents (deal breakers, consultants, negotiators, brokers, facilitators...).

All participants or middlemen in a deal, buyers or sellers are paid from their respective commission sides- buyer's agents from buyer's side and vice versa.

Investors: an individual or entity that allocates capital with the expectation of financial return (ROI). They anticipate asset appreciation, value transparency and sustainable practices. Compliance with regulations and ethical conduct are crucial.

Long-term investors aim for steady growth, planning exit strategies for value realization like selling stakes or going public.

There are different types of investors such as angel investors, venture capitalists, private equity firms, family offices,...All expect a return on their investment through profits. Understanding what each of them expect from you is crucial to your success.

As environmental, social and governance factors (ESG) are increasingly, they are significant in investment decisions.

Sellers or Exporters: in the context of cobalt, copper cathode and gold trading, a seller is an individual, group or company that engages in a contractual agreement with a supplier. This seller may operate by either selling directly to an end-buyer or through intermediaries such as brokers.

The seller plays a crucial role in initiating the transaction, signing contracts, and facilitating the transfer of cobalt, copper cathode or gold to the end-buyer.

The objective is to secure a final purchase agreement and ensure the successful consummation of the contract, contributing to the overall flow of these commodities in the market. All the exporter wants is to increase revenues through market expansion.

Buyers: an individual, company or group of individuals engaging in contractual agreements for the purchase of these commodities. The buyer may enter into contracts directly with a seller or a supplier, or they may work through brokers/facilitators to facilitate the acquisition of cobalt, copper cathode or gold.

The buyer's role is to negotiate and formalize contracts, outlining the terms and conditions for the purchase, and to ensure the successful completion of the transaction.

Whether dealing directly with sellers or through intermediaries, buyers play a key role in the supply chain, contributing to the movement of these commodities in the market. All the buyer wants is to buy product or service.

They expect an organised market controlled by laws of demand and supply. A buyer does not invest in the future like an investor. He has commitment to customers and want the goods ready.

Trade financing banks: they support the financial needs of businesses for major transactions, promotes international trade and minimize the impact of risks associated with currency fluctuations, political instability and commercial uncertainties.

They handle financial transactions, letters of credit and other financial aspects of the trade. They provide **financial instruments**, mitigate risks and facilitate transactions between buyers and sellers involved in the international trade.

They issue financial instruments such as letters of credit on behalf of buyers to guarantee payment to sellers or offer working capital loans.

They provide export-import financing, insurance/guarantees to facilitate secure and efficient cross-border transactions.

Government: the enablers (policy makers) who create enabling environment, policies to activate trade and investment. Government regulates mining, enforces environmental standards, taxes, promotes transparency and ensures community engagement for responsible cobalt, copper cathode and gold trading.

End-consumers: individuals, industries or governments using these materials in various products and applications.

For instance technology firms, electrical vehicle manufacturers, electronics manufacturers, construction firms, financial institutions...depending on the product applications. Eg. Gold is often purchased by banks and wealthy investors as a store of value and for investment purposes. Copper is extensively used in the construction industry for wiring, plumbing...Cobalt for electric vehicles batteries.

Logistic providers: support with transportation and warehousing

3rd party agents: these are trusted partners such freight forwarders, sales agents, brokers, inspectors, insurance providers, legal advisors, certification bodies, local players who understand the market to help build trust among various participants in the supply chain and ensures compliance with industry standards and regulations for smooth transaction.

KEY DIFFERENCES

- **Deal breakers:** focus on identifying and resolving potential issues that could cause a deal to fail.
- **Consultants:** provide expert advice and analysis.
- **Negotiators:** concentrate on the bargaining process or manage negotiations.
- **Brokers:** connect buyers and sellers or act as intermediaries earning a commission
- **Facilitators:** ensure smooth deal implementation, contribute to the successful execution of the deal. Facilitators have a comprehensive role that may encompass elements of deal negotiation, coordination and problem-solving.

Facilitators work to ensure the smooth execution of a deal by coordinating various aspects, addressing issues that may arise and assisting in communication between parties.

Facilitators focus on helping parties to reach a successful agreement.

A facilitator might integrate aspects of consulting, negotiating and coordinating, making their role comprehensive in facilitating a smooth business transaction.

The role of a Facilitator must set expectations for both parties, create a **Win-Win** situation, **solve the Trust issues among stakeholders.**

On buyer side, the facilitator must ensure an itinerary without risk, guarantee reliable supply source and product security.

On seller side, the facilitator bring serious buyer, ensure transparency and secure transaction between buyer and seller.

Serious intermediary of facilitator **Build Trust** and **Credibility**- they take the overall responsibility and management of the entire transaction process, including various aspects such as logistics, documentation and financial matters. Intermediary/facilitator verify everything, confirm everything until destination

FINANCIAL INSTRUMENTS

In global trade and finance, financial instruments play a crucial role in facilitating secure and credible transactions.

These instruments provide a level of assurance to parties involved in transactions, mitigating risks associated with a high-value transaction by ensuring that both the buyer and the seller fulfil their obligations before the funds or assets are released.

Escrow services are a financial arrangement where a third party known as the escrow agent holds and regulates payment of funds or assets on behalf of two parties involved in a transaction.

Letter of Credit (LC): this is a financial document issued by a bank on behalf of a buyer, assuring the seller that payment will be made once the seller meets the specified conditions. LCs are widely used in international trade to provide secure payment mechanism and reduce the risk of non-payment.

A Letter of Credit (LC) is a payment term used for international sales transactions. This is a mechanism, which allows importer or buyer to offer secure terms of payment to exporters or sellers in which a bank or banks get involved.

A letter of credit is a document that guarantees the buyer's payment to the sellers. It is issued by a bank and ensures the timely and full payment to the seller.

If the buyer is not able to make such a payment, the bank covers the full or the remaining amount on behalf of the buyer.

Banks usually collect a fee in a percentage of the size/amount of the letter of credit. **This document is issued against a pledge of securities or cash.**

Bank Guarantees: a bank guarantee is a commitment by a bank to fulfil a financial obligation if the client fails to do so. It serves as a guarantee to the recipient that they will receive payment or performance as specified in the Sale and Purchase Agreement (SPA) agreement.

Standby Letter of Credit (SBLC): like a traditional letter of credit, an SBLC is a guarantee issued by a bank on behalf of a client. However SBLCs are often used as a secondary payment assurance, activated only if the primary payment method fails.

Commodity Financing Instruments: various instruments, such as warehouse receipts and bills of lading are used in commodity financing. These documents represent ownership or control of goods and can be used to secure financing from banks.

Documentary Collections: involve the exchange of financial and shipping documents through banks to facilitate payment. The bank acts as an intermediary, ensuring that the buyer receives the necessary documents before releasing payment to the seller.

SWIFT (Society for Worldwide Interbank Financial Telecommunication)

Messages: SWIFT is a messaging network used by banks and financial institutions to securely transmit information and instructions related to financial transactions. SWIFT codes are used in particular for **international wire transfers**.

These internationally recognized financial instruments provide a framework for secure and standardized financial transactions, contributing to the stability and efficiency of the global financial system.

IMPORTANT TERMS

CIF (Cost Insurance and Freight) is a secure shipping method where the seller covers shipping, insurance and product cost but require Trust. The buyer pays upon safe delivery, inspecting the product at an agreed port. Seller submits required documents and payment is based on buyer's inspection results.

Freight On Board (FOB): the goods are loaded onto the buyer's ship at a chosen port. Payment happens after the goods are loaded and checked for quality and quantity.

Due diligence (DD): in the DRC, 99% of online mineral sellers are scammers, often seeking bank transactions. Due diligence is vital before trading or investing in mining projects, involving verification of concessions and assessing the credibility of involved parties.

This process, crucial for decision making, entails a comprehensive evaluation of risks and opportunities, drawing on expertise from geologists, engineers, legal professionals and financial analysts to ensure alignment with strategic objectives and minimize risks.

Due diligence is a mutual investigation where the buyer and seller assess each other's ability and integrity. It involves reviewing financial backgrounds, business records, and ethics.

LME (London Metal Exchange): the LME plays a crucial role in price discovery, risk management and facilitating international trade in metals. When referring to the LME price it means the international price or the benchmark price set by the London Metal Exchange for the respective metal being traded.

IMPORTANT DOCUMENTS

Letter of Intent (LOI): this is the buyer's initial request to purchase a product, outlining details such as product description, quantity, payment and shipping methods and banking details.

The LOI signed and sealed is typically on the buyer's letterhead. In certain cases, a buyer's mandate or trusted agent may sign with buyer's approval.

An Irrevocable Payment Order (IPO): is a document instructing a buyer's bank to make irrevocable payments to specified parties listed in a contract (SPA). This includes agents, facilitators, consultants and mandates.

NCNDA or Non Circumvention Non Disclosure Agreement: protects everyone's financial interests, especially commission fees in a deal. It is signed before or included in the main contract to prevent anyone from trying to bypass the agreed terms and protect all parties involved.

Irrevocable Corporate Purchase Order (ICPO): this is a buyer's confirmation, sent to the seller after receiving the FCO (Full Corporate Offer). It signifies the buyer's acceptance of the offer and is typically exchanged through facilitators or agents/mandates, requiring the buyer's signature and seal.

Proof of Fund: this is a bank-issued document confirming a customer's financial capability for a transaction. It can be a signed and sealed letter or a quarterly statement on official letterhead, subject to verification for authenticity by the issuing bank. Proof of fund is not a financial instrument and cannot be borrowed against.

Proof of Product (POP): this is a document from the seller confirming possession of the product. Buyers verify this proof through physical inspection or a verification authority. If unable to confirm the buyer may halt the transaction.

The SCO (Soft Corporate Offer) is an offer from a seller with product specifications as well as the terms and conditions of trade. This document will come with the seller company's letterhead.

The Full Corporate Offer (FCO): is issued by the seller, acknowledging the buyer's Letter of Intent (LOI) and confirming the transaction details. Upon receiving the FCO, the buyer may issue an Irrevocable Corporate Purchase Order (ICPO) if required.

The difference between FCO and SCO is that the FCO is not full without being addressed to the name of a specific party representing a buyer. An SCO is addressed to the buyer in general but not addressed to anyone specific.

Both documents give the prospective buyer enough understanding of how a seller operates. They give room to the buyer for negotiation on terms and conditions.

SPA or Sales/Purchase Agreement: is the contract between buyer and seller. It becomes binding only when signed and sealed by both parties. An unsigned contract lacks effectiveness, emphasizing the importance of mutual agreement in making the deal official.

GOLD TRADING IN DRC

Buying and selling gold is one of the most lucrative business opportunities for brokers, mandates, or buyers but most dangerous commodity. It is full of scammers, fake deals, fraudsters...on every side (buyer or seller)

Most of buyers will complain they have been scammed while at the same time, sellers will raise an alarm for the same thing. The **Mistrust** between buyer and seller is high due to past experiences.

For instance, a buyer mandate went to Congo, was presented fake gold with very attractive price of \$28.000 per 1 kg and lost a lot of money.

While talking to a genuine supplier in Mukera Congo, he mentioned that he met some Asian buyers physically, the deal was very promising.

He sent his mandate with the gold to Asia but was found unconscious in a hotel room. He was drugged and the "buyers" took the gold.

Just as the DRC has few genuine suppliers, there are also honest buyers from China, Turkey, Singapore, Malaysia, India...but unfortunately fraudsters do exist in these countries too.

The point here is if you don't understand the process, the documentation, the itinerary and how this business works, you may end up in the wrong hands either on buyer or seller side and lose Money and Credibility.

To maximise your success rate in this business, this guide intention is to be as transparent and open as possible.

KEY POINTS ON GOLD TRADE

Due diligence:

As a facilitator or mediator, it is important to conduct due diligence both on buyer and seller depending in the transaction.

For example, many people in Dubai present themselves as buyers but in reality they are agents. The same with suppliers in Africa. Make sure you have direct contact with the serious buyer or seller.

How to conduct due diligence?

Approach reliable sources to verify the supplier or buyer such as due diligence companies, government agencies on ground. You can also contact a local bank that offers euro banking and let them know what you are looking for. Note that physical meetings are very important in Congo and Africa in general.

Important points to remember:

- Market visit (you must visit the mine)
- Check the supplier production track record.
- Inquire with workers at the mines. Ask them the quantity produce per month.
- Check government documents such as Tax number (numero d'impot), business number (identification national), export permit or exploration licence...)
- Check if the company is registered with Chambre des Mines FEC
- Speak directly with the CEO of the company to get assurance.

Commission:

Make sure you protect your commission through a NCDA contract where buyer and seller agree to pay your facilitation fee shared between both parties.

Usually it's 10% (5% from the buyer and 5% from the seller). Sometimes buyer or seller may suggest paying \$1000 per 1kg.

The commission may vary depending on the deal size. All the terms and conditions of the deal must be discussed between parties prior business transaction: gold purity, insurance, price, logistics, security, delivery, refinery test, payment.

Price:

Usually when you hear the price is LME -10 or -12, this means the international price minus \$10.000 or \$12.000. For instance, if the global market price is \$50.000 per 1 kg and the seller suggest a -10 price, the deal will be at \$40.000 per 1 kg. If the commission is 10%, the total facilitation fee will be \$400.000 for 100 kg sold at \$4 million. Do not hurry if the price is too low from supplier, **it maybe a red flag too.**

Purity:

In DRC, the gold highest purity from Mukera for instance is around 97%-98% while the one from Misisi is around 96/97% and 999.9% after refinery test in Dubai if that your destination. The gold is stamped there to be sold to banks in UK or Switzerland...

Payment methods: Bank to Bank**Caution:**

As a facilitator, if a buyer suggests paying in cash for large transaction such as the above deal, it's a red flag. How can someone walk with \$4 million cash without Proof of funds originating?

Make sure to be realistic as possible when a buyer doesn't want to risk anything. For instance, it will take \$20.000 to \$21.000 of logistics costs and documentation to take 5 kgs of gold to Dubai from Congo.

It is not realistic for a supplier to send 100 kgs of gold to Dubai from Congo without the buyer small commitment. The logistics and documentations cost will be around \$400.000 and \$4 million of value.

There is no supplier who is ready to take all the risk without the buyer commitment to at least cover logistics and documentation costs then the final payment will be made after refinery test and proof of purity.

The logistics and documentation costs involve are the transportation of the goods from Congo to Dubai, the licence, the insurance, security...

For transparency, make sure that buyer/mandate and seller meet physically to establish trust in the relationship. During all the process, the buyer/mandate must be on ground physically to verify when the goods are loaded from Congo to Dubai. The refinery test usually takes 2 to 3 days then the buyer makes a Bank to Bank transfer for final payment.

How to find a genuine supplier?

Recently the DRC government arrested many well-known gold dealers and smugglers because they were not following all procedures to export gold out of the country.

As a facilitator or mandate make sure you are dealing with a registered **broker** if that your connection to the supplier.

Registered brokers must have a cooperative member ID (carte pour negociant) given by the government. They pay \$350 every year to get that card. This means each gold cooperative has their registered brokers. Eg. Collectivite de Fizi, Mukera...

The cooperatives, les comptoirs d'achat d'or or gold suppliers are legally registered and known by the government.

Each has an export licence that they buy for \$100.000 every year. The cooperative must have a "Numero de registre de commerce" NRC or business number and an export licence.

As discussed earlier, your due diligence should be on ground not over the phone or email chats.

Check that you are dealing with a reliable supplier or broker in Congo who meets the conditions above. Mandate/buyer and seller must meet physically on ground.

After confirming the credibility of your supplier and you have seen the gold, if you don't have the export licence, the cooperative will represent you in DRC by taking in charge the export licence responsibility.

The mandate or buyer must show some commitment by financing logistics and documentation costs for the goods to be exported out of the DRC to its destination.

There are lots of documents from different government agencies (OCC, CRGL, DGI, SONECCA, DGDA) involved for goods to be exported legally in form of 6.5 % total taxes. The insurance is 1.5% from the airline to transport the goods to destination.

Once the gold with 96/97/98% purity reach its destination, let's say Dubai, it will be taken to the refinery which will confirm its purity or teneur at 999.9%.

As I said before the refinery test usually takes 2 to 3 days then the buyer can make a Bank to Bank transfer to the seller.

All logistics, documentation and other costs involved during the goods delivery to destination will be taken out after refinery test on seller final payment.

There are security companies that can also help during all this process but not present in Congo DRC. The one that is used internationally is **Brinks**, they have their presence in Uganda, Rwanda, Tanzania. You can use them if necessary.

POINTS SUMMARY

- Don't negotiate too much on price. Depending on global market, the price may vary above \$40.000 to \$48.000 per 1kg. Beware when the price is too low like less than \$30.000 per 1kg.
- **Gold LME** -20% is usually the standard price but negotiable.
- Any buyer that suggests paying in Cash for a big transaction such as 100 kg is a big **red flag**.
- The buyer/mandate must meet the seller physically and verify the goods exists and involved during the process to take it to destination.
- The buyer/mandate must take charge of goods logistics, documentation and transportation to destination and make full payment after refinery final test.
- The gold comes in form of bouillon or sand then transformed to lingot or nuggets before travel.
- 1 to 5kg of gold purchase order is considered as trial and on this occasion the cooperative or comptoir (supplier) will write a document of authorisation that you are buying a sample.
- There are documentation costs involve as explained earlier around 6.5% government taxes on the goods national value.
- Prepare between \$12.000 to \$21.000 logistics & documentation costs for a 5 kg gold transaction to destination such as Dubai. 5kg of gold purchase order can be paid in Cash.
- 7 carats of gold is less than 50% purity, 12 carats is between 50-60%, 18 carats is between 97/98% and the bouillon is 99%
- You will need to pay around \$50.000 to get a **Non criminality document** from the UN in Kinshasa if the gold is going to Wester countries.
- For countries such as UAE, Turkey, Malaysia, Singapore, India, China...you don't need the **Non criminality document**.
- Kimberley licence gives you access to all minerals without restrictions.
- Most of gold bought in the Eastern part of Congo such as Uvira, Bukavu, Walikale, Goma will pass in transit either in one of these countries: Burundi, Tanzania, Uganda, Rwanda based on buyer and seller arrangements.
- If the goods transit in Uganda the tax is 4%, in Tanzania 4.5%, in Kenya around 5%.This may change in future.
- You will get the transit document, licence d'exportant from Ministry of Energie et Mines in Bukavu.

COPPER CATHODE TRADING IN DRC

Copper cathode is vital for electrical wiring, alloys, construction, electronics and renewable energy components due to their excellent conductivity and durability.

The DRC copper belt has some of the highest-grade copper deposits in the world. The grades are above 3% in some reserves.

In 2021, the DRC exported \$8.94 billion in copper cathodes making it the 2nd largest exporter of copper cathodes in the world.

Demand for copper cathodes is very high to be used for electrical vehicles.

The big players of copper cathodes productions include : the state-owned company Gecamines, Glencore, China Molybdenum (CMOC) in Katanga mines such as Tenke Fugurume, Mutanda, Kolwezi... Chinese companies have a big market share in the DRC.

There are also small miners using artisanal mining to produce copper cathodes but lack funding for large scale production.

How to buy copper cathode in Congo DRC?

Due to the high demand of copper cathode internationally, this commodity is highly sought and rare to find on the market. Many international companies place their orders months before production.

Many foreigners are scammed because once they are presented with an attractive LMI or price, they want to rush into business without ground due diligence or seeing the Product.

Be on ground physically, check if the goods exist, have a team on ground to check when the cathodes are loaded. You need the POP (Proof of Product) from supplier.

Check the grade you are buying. What is the LME? Does the supplier hold an export licence? Do you have Proof that the supplier has done these deals before?

All this is to make sure you are dealing with a serious supplier by verifying the authenticity of their information.

Unfortunately, sometimes, the people in charge of quality inspections, local or international logistics companies can be part of the scam. They can present you fake reports on the quality or quantity of the goods.

This is why you need to **make sure you are dealing with reliable suppliers, genuine quality inspectors and reliable logistics partners such as Bollore or Brinks.**

How to find a genuine supplier?

As a facilitator, mandate understand that it is very difficult to get copper cathode out of Congo DRC. Finding a reliable supplier is crucial part of successful transactions to export copper cathodes out of the country.

How do you make the research?

key things to look for from a supplier:

- **Export Licence:** supplier gets the standard "licence exportation" from the government at an annual fee of \$100.000.
- Bigger companies will have a **Kimberly licence** which cost \$250.000 per year allowing them to export any minerals without restrictions.
- The standard export licence is enough to get the copper cathodes out of Congo.
- For smooth export deal, it is the exporter responsibility to pay for the licence.
- **Numero de Registre de Commerce NRC** (business number)

There are customers ready to pay for copper cathodes from DRC in Zambia. They are scarred to navigate the complexity of taking the product out of Congo.

The business model is to buy from exporters in DRC resell to buyers in Zambia.

As a facilitator you are responsible to arrange the transportation of the goods while the exporter takes care of the export licence and the buyer on Zambia side the DAP or Delivery Duty Pay. Note that buyer will test the quality of the product before they pay the exporter and the facilitator/broker 6% commission.

There is another option which is to finance the supply chain from miners and sell directly to international companies but on this level, you will handle all the costs from the mines, shipping costs to destination. This option will require you to have at least \$2-\$5 million or more and have serious buyers wherever you will be selling to.

TRADING PROCESS

The business model we are using here is to buy copper cathodes from Congo DRC specifically in Haut Katanga (Lubumbashi, Kolwezi) and resell it in Zambia.

You can use the same model to Dar es Salaam Tanzania but it will cost you more on transportation. The process is straightforward but the DRC is one of the most difficult country to work with in terms of bureaucracy, banking system and the rate of scams.

We will not focus on ground due diligence as we discussed about it in-depth already.

Whether you are a facilitator or buyer/mandate, after confirming the credibility of your supplier, you have seen the copper cathodes (POP), make sure you or your team are on ground physically when the cathode is loaded to trucks after quality inspection to Zambia warehouses from Congo.

If you buy directly from Congo to Zambia, your responsibility is the DAP in Zambia (Delivery duty Pay) and finance the transportation and documentation costs from Congo to destination (6.5 % taxes on total goods national value)

If you are a facilitator or broker, your responsibility is to finance the transportation and documentation costs of the goods to Zambia and your buyer in Zambia will cover the DAP costs. These costs will be deducted later on final payment.

The exporter or supplier responsibility is to provide the export licence and make arrangements for the copper cathodes to get out of Congo legally.

There are bonded warehouses and international warehouses in Zambia. The best to use is Bollore warehouses due to their credibility.

Once the copper cathodes are in Zambia's Bollore warehouse, the buyer will test it and will pay a facilitation/broker commission of 6% based on your Terms and Conditions (3% from buyer and 3% from seller).

Notice that it's easy to buy copper cathodes from Zambia and ship it internationally but the profit margin can be low after shipping costs. It takes around weeks and months for the goods to reach to destination. (around 3 weeks to 1 month).

LME is around \$5000 in Congo sold at \$7000 to \$7700 in Zambia. Why the difference? It is because of added costs such as transportation and documentation

Payments methods: Letter of Credit (LC)

The Supply Chain Process: Miners or Producers in Congo (small miners)-----
Smelters or refinery-----**Exporters (suppliers)**-----Transportation in Trucks
to Zambia-----International warehouses (Bollore)-----Exported to
China, UEA, Swiss...

POINTS SUMMARY

Due diligence:

As a facilitator, mandate conduct due diligence both on buyer and seller depending on your role in the transaction.

How to do the due diligence?

Approach reliable sources to verify the supplier or buyer such as due diligence companies, government agencies on ground. Physical meetings are very important in Congo and Africa in general.

Commission:

While this apply to brokers, facilitators make sure you protect your commission or fees through a NCDA contract where buyer and seller agree to pay your facilitation 6% (3% from the buyer and 3% from the seller). Prior to business transaction, buyer and seller must discuss all the terms and conditions of the deal: purity, insurance, price, logistics, security, delivery, refinery test, payment...

Price:

Usually **LMI -15%** means international price minus 15%. The LMI may vary at around \$5000 to \$7000 per MT. You have a min purchase order of 500 MT

Purity: Copper cathode concentrate above 3

Destination: originated from Lubumbashi transit to Zambia then Dar es Salaam port to Hong Kong, London...depending on T&C.

Payment methods: Bank to Bank, Bank Guarantee, Letter of Credit

The supplier will help the buyer with all the trading process from Congo DRC to destination port in Dar es Salaam or Durban port.

COBALT TRADING IN DRC

Cobalt is considered a critical mineral and high demand in key industries around the globe. It is a crucial component in the manufacturing of rechargeable batteries widely used in electric vehicles (EVs), portable electronics, renewable energy storage systems. As the demand for these technologies grows, so does the demand for cobalt.

The majority of the world's cobalt comes from the Democratic Republic of the Congo (DRC) over 70% used in rechargeable batteries worldwide. The DRC has the largest cobalt reserves in the world 4 million metric tons as 2022. The total global reserves amount to 8.3 million metric tons.

The supply chain for cobalt is complex and involves multiple stages, from mining to refining and manufacturing. Any disruptions in this supply chain such as political instability, trade restrictions or natural disasters can lead to shortages and impact industries relying on cobalt.

With the global shift towards clean and renewable energy sources, such as electric vehicles and grid-scale energy storage increases the demand for cobalt.

The transition away from fossil fuels, the role of cobalt in energy storage technologies becomes even more critical.

Since 2010, the demand for cobalt has tripled and is expected to reach 222.000 tonnes by 2025 (Amnesty International).

Artisanal miners produce around 20% of cobalt production while 80% of industrial cobalt mines are owned or financed by Chinese companies.

Securing supply chains that meets human rights standards and transparency has become important for international companies.

Several countries in Europe have enacted legislation requiring companies to assess their operations for potential human rights violations, environmental challenges that can impact the reliable and ethical sourcing of cobalt.

TRADING PROCESS

The fact that this product is highly demanded globally, the best way to buy cobalt in the DRC is to finance the production costs of local mining companies.

This may include mining equipment's, export licence, transportation depending on the Terms and Conditions on the contract. This gives you advantages on the price per tonne and exclusive rights to produce cobalt in large quantity.

When you contact a local mining company, you will be asked to produce a LOI or Letter of Intention for their due diligence on the buyer.

The document will specify the quantity of cobalt you want to purchase and the destination port. You will also request from the supplier about the quality, the price, the loading, the shipping, the delivery, insurance, documentation costs and anything else for a successful transaction.

The company will send you an SCO/FCO and Proforma invoice with seller bank details.

In the import and export business involving commodity sales, the SCO is preferred generally. These offers show the ability and preparedness of the seller for a business transaction with an end buyer.

The details of the products for export include: Name of commodity, Quantity, Discharge port and type of shipment, Price, Origin, Type of payment accepted, Procedure to purchase the product, Timeline...

The Transaction procedures are one of the most crucial part of SCO/FCO. They make a step-by-step guide on how the transaction will take place.

POINTS SUMMARY

Due diligence:

As a facilitator, mandate, it is important to conduct due diligence both on buyer and seller depending on your role in the transaction. Make sure you have direct contact with a serious buyer or seller.

How to do the due diligence?

Approach reliable sources to verify the supplier or buyer such as due diligence companies, government agencies on ground. Physical meetings are very important in Congo and Africa in general.

Commission:

While this apply to facilitators, brokers, make sure you protect your commission through a NCDA contract where buyer and seller agree to pay your facilitation fee which usually is shared between both parties. 6% commission (3% from the buyer and 3% from the seller).

Price: \$20k to \$25k per tonne. Usually the price is LMI -10% or -15%

The price may vary between \$14.000 & \$18.000 per MT for a 500 MT purchase order which is around \$7.000.000 if the buyer is financing the production of the cobalt from the mines. The international price is around \$32.000

Purity: cobalt concentrate above 30% to 50%

Destination: originated from Lubumbashi transit to Zambia then Dar es Salaam port to Hong Kong, UK...

Payment methods: Bank to Bank, Letter of Credit or Bank Guarantee

The supplier will help the buyer with all the trading process from Congo DRC to destination port in Dar es Salaam or Durban port. The documentation in DRC may cost around 6.5% of total value in form of taxes.

WHAT TO DO NOW?

After reading this comprehensive guide on mineral trading in the Democratic Republic of Congo (DRC), it is time to organise the market and take the following strategic steps for secure transactions:

- **Further Research:** additional research to stay updated on market trends, regulations and geopolitical factors influencing mineral trading in the DRC.
- **Network:** establish connections with key players in the industry, including mining companies, artisanal miners, local banks and logistics providers. Attend industry events to build relationships.
- **Due diligence:** Before engaging in any transactions with potential partners, suppliers and buyers. Use trusted third-party services for due diligence to ensure transparency and credibility. Verify the credentials, reputation and track record in the industry. Check for any legal or regulatory issues.
- **Legal consultation:** consult legal professionals, expert in international trade and DRC regulations to ensure all transactions comply with relevant laws.
- **Market Visit :** consider visiting supplier facilities in person to assess their operations and build a direct relationship.
- **Secure Logistics:** partner with reputable logistics providers such as Brink's or Bollore, to ensure secure transportation and comprehensive insurance coverage.
- **Document Everything:** maintain detailed records of transactions, communications and agreements. This documentation can be crucial in case of disputes.
- **Secure Payment Escrow:** ensure that payment is only released when certain conditions are met. For example the receipt and verification of the goods.
- **Strategic implementation:** implement the guide's insights strategically, emphasizing caution, ethical practices and a commitment to legal compliance for successful and secure transactions.

How to travel to DRC

Here are the general steps and considerations for traveling to the DRC:

- **Entry Requirements:** Check the visa requirements for your nationality. Contact the nearest DRC embassy or consulate to obtain information on visa application procedures, required documents and any specific entry requirements.
- **Flight:** Look for international flights to one of the major airports in the DRC, such as Kinshasa's Ndjili International Airport, Lubumbashi's Luano International Airport or Goma International Airport. Various airlines offer flights to the DRC from major cities around the world.
- **Vaccinations and Health Precautions:** Check the recommended vaccinations for travel to the DRC. Yellow fever vaccination is mandatory, and other vaccines such as malaria may also be advised. Consult with a healthcare professional or travel clinic before your trip.
- **Travel Insurance:** it is recommended to obtain travel insurance that covers medical emergencies, trip cancellations...
- **Transportation within the DRC:** you can use domestic flights, long-distance buses, or private transportation to travel within the country. Domestic flights are available between major cities and certain remote areas. Buses and taxis are common for shorter distances within cities and towns.
- **Accommodation: check hotels reviews online before booking**
- **Safety and Security:** The DRC has regions with security concerns due to political instability and occasional armed conflicts. Stay updated on the current situation and follow travel advisories issued by your government or international organizations. Consider using a trusted partner or guide
- **Language:** French is the official language of the DRC. Knowledge of French or local languages such as Lingala or Swahili can be helpful for communication.

Before you travel, gather up-to date information on travel requirements, safety guidelines and local conditions in the DRC. Consulting with travel agencies, official government websites or contact the nearest DRC embassy or consulate for the most accurate and current information for a sage journey.

BUSINESS RESOURCES

ANAPI (National Investment Promotion Agency): one-stop-shop for investors, offering services such as investment promotion, investment facilitation and aftercare support. ANAPI facilitates contacts with relevant government agencies for your business formation, work permits, visas, licenses...

<https://www.investindrc.cd/en/>

La chambre des Mines FEC: this is a business association related to activities in the mining sector in DRC.

www.chambredesminesrdc.com

FEC (La Federation des Entreprises du Congo (FEC): this the Congolese national business association which can be helpful for networking, business associations and can assist with various issues with governmental entities.

<https://www.fec-rdc.com/>

BGFIBANK RDC: this is a local bank offering euro banking services.

<https://rdc.groupebgfibank.com/>

MINING EVENTS

MINES AND MONEY CONNECT LONDON: leading mining investment event to help shape the future of the mining industry.

<https://minesandmoney.com/connect/>

Africa Down Under (ADU) PERTH: The Australian-African Mining Conference (ADU) is a premier three-day event fostering robust business and government ties between Australia and Africa.

<https://www.africadownunderconference.com/>

PDAC Convention (Prospectors & Developers Association of Canada): PDAC is an annual event held in Toronto, Canada and is one of the largest gatherings of the mineral exploration and mining industry. It features a trade show, technical sessions and networking opportunities.

<https://www.pdac.ca/convention>

Congo Mining Week: an annual event that takes place in the Democratic Republic of the Congo (DRC). The event focuses on the mining industry in the country and provides a platform for stakeholders to discuss key issues, share insights and explore opportunities in the mining sector.

<https://wearevuka.com/mining/drc-mining-week/>

AFSIC investing in Africa: Africa's investment event for focused networking, discussions and executing African investment deals.

<https://www.afsic.net/>

Dubai Precious Metals Conference (DPMC): this conference attracts participants such as mining companies, financial institutions, investors, government officials and industry experts

<https://www.dpmc.ae/>

Investing in African Mining Indaba: an annual event in Cape Town, South Africa, brings together mining companies, investors and government officials to discuss investment opportunities and challenges in the African mining sector.

<https://miningindaba.com>

BUSINESS TRAVEL AND NETWORKING

In the realm of gold, cobalt and copper cathode trading, market visits and effective networking play pivotal roles in building a successful facilitation business.

Beyond conventional tourism, business travel holds immense significance for individuals engaged in the mining business.

These trips offer a unique opportunity to transform a tourism visa into a gateway for global business connections. **Opportunities lie in distributorship and financing deals.**

International companies, investors seek assistance to navigate Africa's expansive market, creating a demand for trustworthy facilitators.

By positioning oneself as a connector between global companies/investors and local suppliers or exporters in the mining sector, substantial financial opportunities emerge.

As a Trustworthy intermediary you organize meetings between international businesses and local suppliers in Congo and make sure you monitor the deals.

Networking is a powerful tool for success. Your defining moments often stem from conversations with strangers. Opportunities won't come to you, you must actively seek them. Travel, increase exposure and position yourself with the right people.

Offer value, build trust and act on business prospects.

Networking is an activity where people meet for different reasons. In this case to form a business relationship, meet international buyers, exporters, investors, share information, seek partnership, build trust and act upon business opportunities.

Networking becomes a powerful tool, extending beyond business discussions to encompass social activities where decision-makers gathers.

These questions will guide you:

- Which country do you want to access? South Korea, Japan, China,...
- How to maximize your tourism visa?
- What kind of opportunities to look for?
- How to tap into business connections?
- Where can you find the people you are looking for?
- What sort of connections do you want to attract?
- What can you offer? What is in demand? what can you do for people?
- What is your value proposition? e.g.: access to DRC market for buyers or access to money market for suppliers.

Networking rules

- Bring value, people will come to you. Carry yourself as a person of value, be open-minded. Do not ask for money, respect boundaries and privacy.
- Be confident with proofs-talk about your best qualities, achievements
- Be humble, transparent, punctual, reliable, and real.
- Give your full attention, listen more than you talk.
- Avoid sensitive topics like politics, religion, ...
- Don't despise anybody, strangers will make you rich.
- Prepare yourself and exchange contacts.
- Develop a relationship with the organizers of events.
- Honour your promises: e.g., give a call, follow up.
- Remember people names and treat everyone with dignity.
- Make people feel good after meeting you.

What kind of opportunities to look for?

- **Distributorship:** import goods as a middleman or a licensed distributor. You can partner with local suppliers as the middleman to sell products to international companies (China, Dubai, Turkey, UK...)
- **International Financing:** connecting local entrepreneurs with investors.

Note: London is an epicentre for funding the African mining industry plus resolution of any associated disputes

Positioning Yourself for an Opportunity

- Register your company and have a complimentary card.
- Have a professional web presence: make sure you are googleable.
- The website should talk about you (videos on YouTube, Blogs...)
- Position yourself as someone needed internationally.
- Always have travel money for international opportunities and passport ready.
- Go to the centre of attention e.g: Dubai, New York, London, Hong Kong, Perth...
- Don't discount people based on appearances.
- Stay ready for networking on the right events and attend events.
- Do your due diligence on partner companies, suppliers, buyers, investors.

How to search for an event on Eventbrite

- Discover global events for business partnerships on Eventbrite.
- Most of the events are free and the ones that are paid are over 100\$ (for full VIP delegate prestige). Some events can cost more.
- Start your experience with Dubai for business partnerships, networking, connections, pushing for international opportunities, make friends...
- Dubai is the center of the world. They have global conferences and attract people from all over the world (Africans, Europeans, Indians, Chinese, Americans...).

Dubai accepts everybody. It is easy to get your tourist visa.

- Type your location, industry, category (capital market, mining).

CONGRATULATIONS!!!

I would like to hear your feedback on this masterclass.

Remember your results will depend on your motivation, dedication and application of tips in this guide

For all your business needs, get in touch at
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