



TCT THE COMMODITY TRADERS
COMMODITIES OF THE WORLD



2023 / 24

COMPANY
PROFILE

www.thecommoditytraders.com

Meeting the diverse energy needs of a rapidly changing world

TCT The Commodity Traders is a global company that provides comprehensive solutions for resource and logistics needs. It operates independently from any stock exchange or state affiliation in the Western European downstream oil market, where it engages in international trading and sales of hydrocarbons and biofuels across various regions. TCT's customers, ranging from major oil companies and traders to local distributors and end-users, trust the Group's high-quality products and market-oriented approach. The Group also offers its renowned Enhanced Due Diligence Service, which reflects its deep knowledge, understanding, and experience of the energy market.



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This brochure mentions some specific products, processes or services, or some names of trades, firms, or corporations for the reader's information and convenience. This does not mean that TCT The Commodity Traders, B.V. endorses, recommends, or favors them.

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1.1 Introduction

This brochure highlights how we operate and the wide range of services we provide, all of which can be customized to the specific requirements of the industry and individual company. For almost a decade now, we have worked with clients from a variety of sectors and industries, including Oil and Gas.

In addition to our experience of working across various industries, we have also worked with numerous multinational clients outside of The Netherlands and throughout Europe including companies based in the Caribbean, Asia, Africa, North America, South America, and the Middle East to mention a few.

1.0

Overview

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Material Topics:

1.1 Introduction

Other Topics:

1.2 Founder's Letter

1.3 About TCT

1.4 Mission, Core Values & Commitments

1.5 Our People

1.6 Our Approach

1.7 Strategy and Focus Areas

1.8 What Sets Us Apart

1.2 Message from the CEO

TCT The Commodity Traders appreciates your interest in our organization and hopes that time spent browsing our brochure provides some interesting information for you and potential solutions for your business.

TCT The Commodity Traders, B.V. is a company that values teamwork, excellence, and customer satisfaction. We have a proven track record of delivering high-quality trading services in a safe, timely, and cost-effective manner. We also care about the environment and strive to minimize our impact on it.

TCT The Commodity Traders is committed to upholding our Group Core Values– which highlight the importance of honesty, integrity, and sincerity - we will listen to our customers' needs and collaborate with them to provide the best sustainable trading solutions.

By doing so, we aim to earn the trust of all of our customers and achieve sustainable growth and value creation for our company.

We are eager to work with you on your next project.



R Berk



ING. ROGER BERK

Co-Founder, President, and Chief Executive Officer

TCT The Commodity Traders, B.V.

1.3 About The Company

Dedicated to creating long-term value for our Customers by successfully supplying and distributing products within the marketplace.

Who We Are

TCT The Commodity Traders, B.V. is a leading player in the global physical oil market, with extensive experience in trading various types of oil products such as LPG, condensate, crude, and refined oil products. We use different modes of transportation such as ships, barges, trains, and trucks to deliver our products across the world. Our business covers Europe, the Middle East, Asia, North America, South America, and Africa.

Our headquarters is strategically located near the Port of Rotterdam, the biggest seaport in Europe. This gives us a significant edge over our competitors, both in terms of our operations and our talent.

We leverage our global network of physical marketing and logistics to provide end-to-end solutions from the source of production to the final destination of the end-user. We mainly specialize in midstream, downstream as well as service and supply to upstream activities.



What Drives Us

We are driven by a vision of excellence in every aspect of our business. Our clients appreciate our diverse range of services and solutions that meet their needs and expectations. Our team consists of skilled and passionate professionals who uphold our core values of **HARD WORK, HONESTY, TRANSPARENCY, RELIABILITY** and **INTEGRITY**.

We hope that your visit to our website will be the start of a fruitful long-term business relationship. Feel free to browse our website.

For more information about TCT The Commodity Traders, B.V., or for an initial consultation, please contact us via email or call us at +31 (0) 15 369 3100.

We look forward to speaking with you.

1.4 Our Mission, Core Values and Commitments

Our mission is to provide value - not only to our customers, who benefit from our tailored, high-quality, and flexible service, but also to our teams and people, who work hard to achieve our goals, as well as to our shareholders, who trust us with their investments, and to the society and communities we operate in, where we strive to make a positive impact.

We adhere to the highest standards of professionalism and ethics in our contracting Policies and Procedures, ensuring that we meet the diverse and evolving needs of our international and domestic customers.

TCT The Commodity Traders is guided by its core values that shape its culture and character. These values support our customer-centric strategy and reflect our professionalism and commitment.



Our core values are:

- **Honesty** - We value honesty, sensitivity and professionalism in all our interactions.
- **One Team** - We work as one team with our professionals, clients and staff.
- **Delighting Customers** - We strive to provide the best service and the highest standards.
- **Integrity** - We follow the best practices in our operations.
- **Courage** - We embrace change and innovation - thinking boldly and finding new ways of doing things.
- **Achievement** - We pursue personal, team and business excellence.
- **We are long-term partners for our clients** - supporting them in good times and in times of challenges.

We understand our clients' business needs and offer proactive and tailor-made solutions. Our service is based on teamwork and we deliver superior trading solutions to our clients.

1.5 Our People & Organization



We Know Our Greatest Asset Is Our People

At TCT The Commodity Traders, we are driven by our core values that guide our actions and decisions. We have achieved great success because our team members, no matter where they are or what they do, share, live, and demonstrate our values. We are a diverse group of people with a common vision - to deliver excellent results. Our strong executive management team, consisting of several accomplished entrepreneurs, global investment experts, and business professionals with a wide range of technical and commercial skills, is committed to the long-term growth and sustainability of TCT.

Our Executive Leadership Team



ING. ROGER BERK

Co-Founder, President, Chief Executive Officer & Chief Operational Officer

Based in The Hague, The Netherlands



PETER VAN BUUREN

Co-Founder, Vice President, Chief Financial Officer & Chief Procurement Officer

Based in The Hague, The Netherlands



**Improving business
performance through
sustainability
excellence**

1.6 Our Approach

Insight

Gut instinct may inspire a great vision, but data-driven insight and a market-perspective are essential for building a great and lasting organization. TCT's approach ensures that each company's unique mission is backed by customer, competitive and organizational insights. This knowledge enables a business to adopt new market-based discipline and repeatable processes that help it achieve its goals quickly and confidently.



Figure 1: TCT APPROACH | TCT or the relation of "Corporate Governance - Risk Management - Internal Control"

Business Strategy

TCT The Commodity Traders is a company that strives for operational and structural excellence in the energy and petroleum sector. We ensure safe, reliable operations, improve energy efficiency, and maintain strong business controls. We aim to optimize the value of resources by applying disciplined and improving processes, and integrated operations, to generate the most benefit for resource owners, esteemed customers, and global society.

We offer diverse market **products** and we follow the leaders of the energy and petroleum industry in almost every aspect of the energy and petroleum business. To help meet the world's growing energy needs, TCT is currently involved in the marketing and the sales of crude oil, refined petroleum as well as energy solutions.

We are targeting to be a major manufacturer and marketer of petroleum commodity and specialty petrochemicals and have the interest to develop new horizons in environment-friendly energy solutions.

Our high-quality standards, integrity, and vision to seek excellence in conducting a world-entity business enable continuous improvement in each of these businesses and explore emerging energy sources and technologies.

Marketing Strategy

TCT's Marketing & Supply is a global leader in providing high-quality and reliable products and solutions for the energy sector. We have a network of world-class refineries and distribution centers that produce and deliver fuels, lubricants, feedstocks, and other value-added products to our customers around the world.

We aim to achieve operational excellence by leveraging our global scale and integration across our business segments. We optimize our supply chain by sourcing the best raw materials for our customers and ensuring timely and efficient delivery of our products. TCT's marketing division builds long-term relationships with our customers by offering them superior service, quality, and safety. We also provide them with innovative and customized solutions that meet their diverse needs and challenges.

We are well-positioned to compete in a dynamic and competitive global market by focusing on our core strengths: service excellence, quality excellence, safety excellence, efficiency enhancement, integration synergy, portfolio management, and customer-centric marketing initiatives.

1.7 Strategy and Focus Areas

A Clear and Focused Strategy

Strategic Plan Framework

Our strategy is to adapt to the changing environment and achieve our goals. We have five strategic priorities that we update every year. We will balance these priorities with a suitable combination of growth, return, risk and productivity.



Figure 2: TCT Strategic Planning Framework

Strategic Priorities

Our strategic priorities are to:

1. Maintain a strong company

- Maintain strong levels of capital, to meet the needs of all our stakeholders and regulators.
- Further strengthen our funding and liquidity position, including increasing the proportion of customer deposits in our funding base.
- Maintain a high quality portfolio of assets, coupled with strong provisioning.
- Maintain a strong reputation and sustainability leadership.

2. Reorient the business to higher growth/higher return sectors and segments

- Targeted investment in higher growth sectors and segments, including deposits, the pre-retiree/

retiree segment, along with the resources, trade, agribusiness and small business sectors.

- Increase investment in our wealth businesses, including development of a new next generation funds platform.

3. Continue building deeper customer relationships

- Place customers at the center of everything we do, with a focus on meeting their total financial needs.
- Strengthen the skills of our people, to better support customers and their complete financial service needs.

4. Materially simplify products and processes

- Complete the investment and implementation of the strategic investment priorities and the supplier programs
- Continue to enhance our digital offers to support more

customers online and assist the Group in the move to smaller, more flexible and agile branch formats.

- Simplify our process and continue to drive continuous improvement.
- Focus on both revenue and cost productivity.

5. Strengthen our one team approach

- Continuing the drive to a customer centered high performance workforce and culture.
- Strengthening the skills of our people, to better support customers' complete financial service needs.
- Empowering innovation and responsiveness to change.
- Continuing to enhance the diversity of our workforce.

1.8 What Sets Us Apart

Strategic Plan Framework

TCT The Commodity Traders is a unique firm that provides a comprehensive range of services to meet the needs of our clients. We are not just a supplier, but a partner who can offer customized solutions for any commodity trading challenge.

Our clients benefit from our personal attention and our flexible approach. We treat each client as an individual and tailor our **services** to their specific requirements. We are always ready to expand our network of reliable suppliers and to source the best quality products at competitive prices.

TCT The Commodity Traders B.V. adheres to the highest standards of quality and safety in the refined **petroleum products** industry. We follow the international norms and regulations and can accommodate any special requests from our clients.

We have a global presence with our corporate office in Rotterdam, The Netherlands and our marketing and sales offices in the USA, Canada, UAE, Singapore, and China.

We invite you to explore our website and learn more about our firm and our services. If you have any questions or inquiries, please do not hesitate to contact us via email or phone at +31 (0) 15 369 3100.

We are eager to hear from you and to start a long-lasting business relationship.





2.0

Governance

In This Section

Material Topics:

2.1 Corporate Governance

Other Topics:

2.2 Corporate Responsibilities

2.3 Compliance

2.4 AML/KYC Checks and Monitoring

2.5 Risk Management

2.6 Our Services

2.1 Corporate Governance



Corporate Governance Statement

TCT The Commodity Traders, B.V. ('TCT', 'the Company' or 'the Group') aims for excellence and transparency in corporate governance. The Board and the management team of TCT follow the best practices and standards to meet the needs of our stakeholders. Our vision is to be the most trusted distributor in Europe and to deliver long-term shareholder value.

This document shows the current corporate governance framework of the Group, including the key policies and practices. This Corporate Governance Statement is valid as of 14 November 2023 and has been approved by the Board.

Please visit our website at: www.thecommoditytraders.com for more information about our corporate governance framework and practices.

Commitment to Good Governance

TCT upholds high standards of corporate governance. We align our governance with the above principles and the guidelines of "Directive on Information relating to Corporate Governance and the Dutch Code of Best Practice for Corporate Governance." The Board of Directors regularly updates these principles and rules to follow best practices.

Governance Structure

TCT is led by a two-level Board of Directors, with the CEO and CFO as the chairpersons. The Board convenes regularly to examine and evaluate reports on the company's operations and strategies. The Board is composed of two Executive Directors and two independent Non-Executive Directors, who have diverse backgrounds and relevant expertise. The Board ensures that it has the right mix of skills, abilities, knowledge, independence and experience to perform its duties and responsibilities effectively.

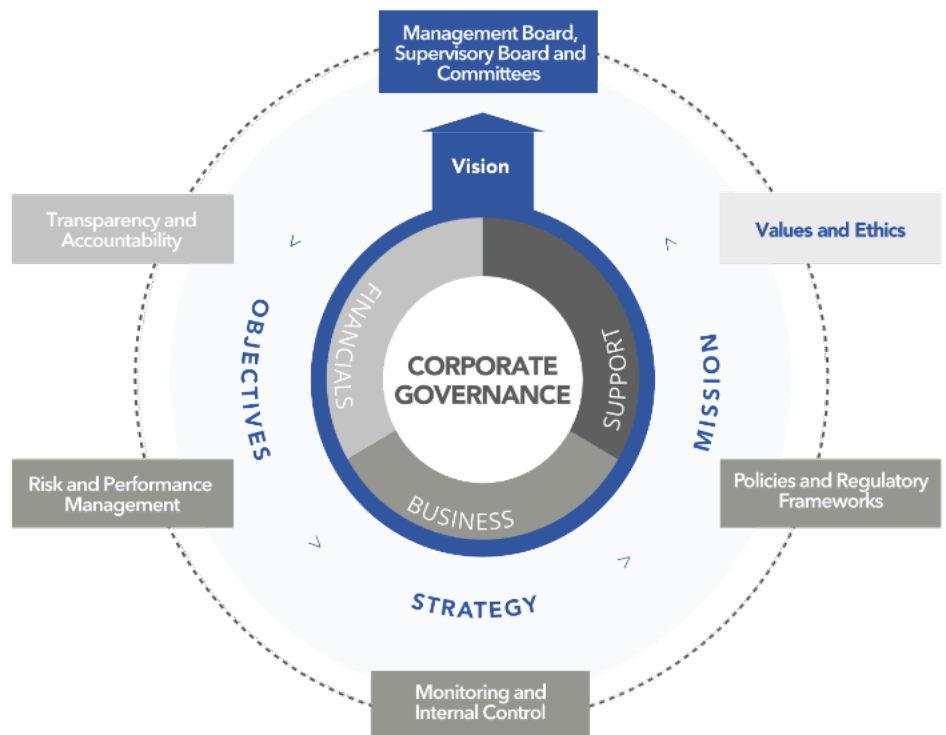
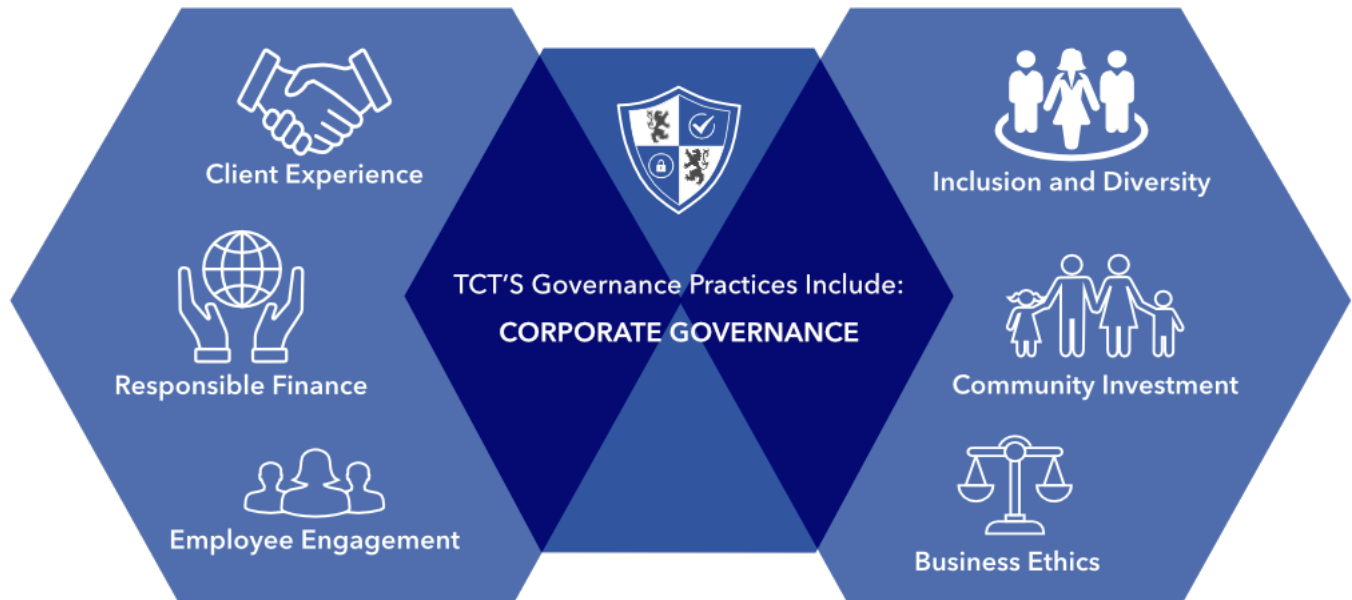


Figure 3 : TCT Corporate Governance Framework

The Board is committed to maintaining high standards of corporate governance and risk management. The Board is responsible for the sustainable financial performance and long-term value of TCT. It achieves this by approving the company's plans and ensuring that the necessary resources are available to execute the agreed strategic goals and objectives. It also sets TCT's key policies and reviews management and financial performance.

2.2 Corporate Responsibility

We are committed to Corporate Responsibility as a core aspect of our business strategy and operations. We align our actions with the highest ethical and environmental standards, and we strive to create meaningful impacts for our stakeholders and society.



Corporate Responsibility

Corporate responsibility (CR) is a key part of our business strategy. It reflects our values and ethics as a company. We do business in a responsible way and engage with our stakeholders and communities. This is essential for the sustainability of our business, our people, and our communities.

Business Principles

We are guided by our Business Principles, which help us make decisions that align with our core values of trust, integrity, and openness. **These principles are:**

1. We act with integrity in all our corporate activities and interactions.
2. We communicate openly and transparently with our stakeholders and the public.
3. We respect our clients' needs for our independence and objectivity in our services and solutions.
4. We value our people and their diversity, talent, and development.
5. We assess our capabilities and deliver value to our clients and shareholders.
6. We maintain a global perspective and adapt to different markets and cultures.
7. We focus on achieving tangible results that benefit our clients and society.
8. We enhance customer experiences and business partnerships by providing energy choices that are simple, transparent, and fair.

We are committed to leading the way in offering energy choices that are simple, transparent, and fair.

2.3 Compliance

Offering A Due Diligence Process That Is Flexible and Responsive

CORPORATE GOVERNANCE
A culture of acting lawfully, ethically and responsibly. [See page 14](#)

PROCUREMENT
Benefiting from certainty of cost and delivery, and taking advantage of commercial models that meet client needs. [See page 22](#)

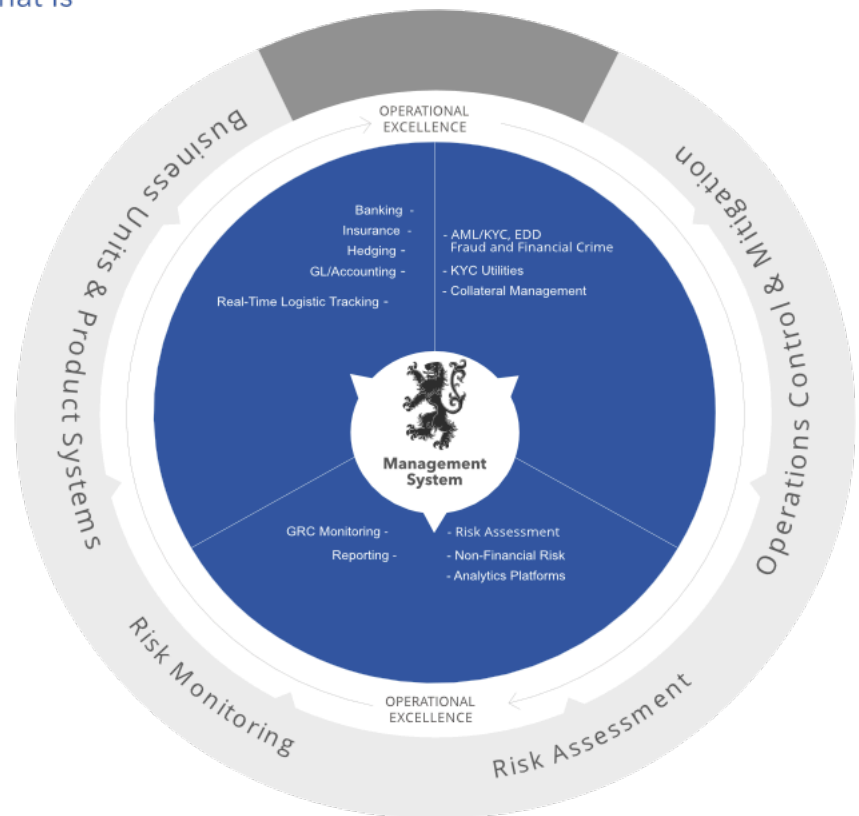


Figure 4 : TCT's Corporate Governance and Management Processes

Due Diligence and Investment Criteria

At TCT The Commodity Traders, B.V., we provide a swift and adaptable enhanced due diligence service that meets the specific needs of each deal. We evaluate various key aspects of potential investments, such as product, business model, management competition, industry, growth prospects, financial structure, management capabilities, employee relations, legal issues, operating structure, exit strategy, and more. Our goal is to identify and pursue attractive investments with a professional approach.

The **TCT Inner Circle** Community is open to trading participants and their organizations who meet the following requirements:

- They must adhere to TCT's high standards of transparency, verifiability, and repeatability in their work.
- They must have a proven record of delivering on their commitments.
- They must not be blacklisted by any authority or entity.
- Their projects must be suitable for transactions between related parties or trade transactions.

By meeting these requirements, trading participants and their organizations become TCT Inner Circle Community Members and can buy and/or sell petroleum products through TCT. They can also announce to their networks that they have been recognized as trustworthy, reliable/credible, and eligible for buying and/or selling petroleum products.



GLOBAL DUE DILIGENCE SCREENING

Our services include global enhanced due diligence, fraud detection, and screening programs that help clients meet legal and regulatory standards.



ENTITY IDENTIFICATION

TCT obtains validation and information on the following types of entities:

- Private Individuals
- Private Corporations
- Joint Ventures



INFORMATION

We have a rigorous due diligence process to ensure that we comply with anti-corruption laws and regulations. You can find more details about our policies and procedures on the Client Onboarding section of our website.

You can access our KYC Packages on our website: www.thecommoditytraders.com

For any general questions or feedback about Know Your Client (KYC) Compliance, please contact us at: investors@thecommoditytraders.com

We use the professional services of Dunn & Bradstreet, ICC and others to verify our suppliers, clients and partners.

Thank you for your interest in our services. We look forward to hearing from you soon.

2.4 KYC Enhanced Due Diligence & AML Checks

Complying with AML/CTF Regulation: Operating the KYC Process

A GLOBAL TURN-KEY COMPLIANCE SOLUTION

Increasing the need for KYC Compliance

Global Due Diligence Screening

KYC, AML & EDD Checks & Monitoring

Our team has the expertise and the commitment to conduct thorough KYC & AML Checks and Sanctions Screening for our clients and their corporate entities. This is essential to comply with the law and to uphold our ethical, reputational and social standards.

The Purpose of Our KYC Process

We work with reputable fund administrators and international auditors to conduct thorough, risk based KYC checks for two main reasons:



To serve our client well, we need to understand their risk tolerance, investment goals and time frames. This is the first step to provide a service that fits their needs and expectations. We can do this by asking them relevant questions, listening to their feedback and explaining our recommendations.



Another is related to anti-money laundering measures, which require us to identify and verify our client and their expected transaction profile, so that we can ensure that our partners are compliant with our bank, buyers, clients and relevant authorities.

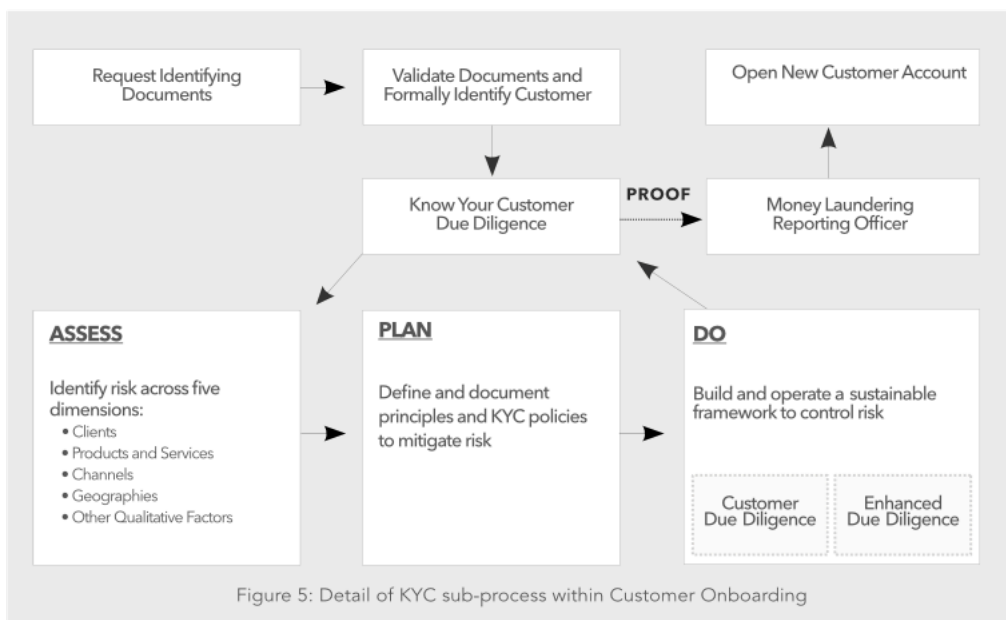


Figure 5: Detail of KYC sub-process within Customer Onboarding

2.5 Risk Management

Achieve More Effective Risk Mitigation Through Better Structure

At TCT The Commodity Traders, we are proud to have a dedicated team of Risk Management experts who have extensive experience and expertise in providing a range of solutions to enhance operational efficiency, reduce operation risk and ensure compliance control for our clients. Our **Risk Management Program** is based on a comprehensive assessment of your security and risk needs, and it helps you make informed and strategic decisions that minimize the possibility of fraud and financial loss, and cut down the cost of managing your overall risk.

We aim to build strong and reliable financial control frameworks that support improved efficiency, effective risk mitigation and compliance strategies for our clients and investors. Our Risk Management Program is designed to plan, protect, detect and respond to fraud and financial loss threats in a timely and proactive manner. We also provide ongoing monitoring and reporting of your risk performance and compliance status.

Our team has a clear and ambitious goal - to significantly reduce your risk exposure and foster compliant behavior in your organization and end-buyers. This is our value proposition that sets us apart from other risk management providers.

If you are interested in learning more about our Risk Management Program and how it can benefit your business, please contact us today. We would love to hear from you and discuss your specific needs and goals. Don't miss this opportunity to take your risk management to the next level with TCT The Commodity Traders.



2.6 Our Services

Delivering Solutions Customers Can Trust

Crude Oil & Petroleum Products

We trade in the following products (including but not limited to the following commodities):

- ULSD
- Gasoil (different sulfur levels)
- Gasoline
- LNG (Liquefied Natural Gas)
- LPG (Liquefied Petroleum Gas)
- Ethylene
- Urea
- Ethanol
- Bitumen
- Crude
- Naphtha



Like all industries, there are specific criteria and procedures that must be followed and met in order to buy petroleum products from our Partners. We will never ask for financial payments in advance and we follow the basic price of Market scan European Platts and ICE.

We deliver according to regulations based on INCOTERMS® 2010 FOB and CIF.

Port Intel

Discover The Power of Partnership

TCT, FERM, and Port of Rotterdam unite against trade fraud.

As a maritime intelligence provider, we specialize in the Amsterdam-Rotterdam-Antwerp region, one of the most important and dynamic areas for global trade. We track and record every vessel movement in this region, using state-of-the-art technology and reliable local sources. We gather and validate data on the cargo type (oil & gas), destination, and ownership of the cargo for each ship, as well as their arrival and departure destination. We process and analyze this data using our own algorithms and industry knowledge, and deliver tailored reports to our clients based on their needs and preferences.

Our service helps our clients improve their logistics, lower their costs, and manage their risks in the maritime industry. Our clients include importers, exporters, traders,

brokers, insurers, and regulators, who rely on us to provide them with the most precise and current information on the maritime market.

We are a team of experts who collaborate with FERM, the local police, and the Port of Rotterdam to prevent and combat trade fraud involving storage agreements. We warn potential customers about the fraudulent schemes that request pre-payments for documents related to non-existent tank storage in the port of Rotterdam.

We also offer services for banks and private companies that need assistance with transactions in the port (including but not limited to the following):

- Product verification in Rotterdam
- Quality verification with SGS
- Quantity verification with SGS
- Owner verification with the tank storage
- Contract verification with our Compliance/Risk team

Enhanced Due Diligence

TCT-GRC Risk Assessment Suite

Gain peace of mind with our risk assessment suite. Access reliable due diligence reports on third-party intermediaries. Safeguard your business today and make informed decisions.

With TCT-GRC's Risk Assessment Suite, you can conduct a thorough and comprehensive due diligence process for your third-party intermediaries. This suite helps you gather and analyze relevant information and evaluate potential risks associated with your business partners. Whether you need to comply with regulatory requirements, mitigate reputational damage, or prevent fraud and corruption, TCT-GRC's Risk Assessment Suite is the solution for you.



Enhanced Due Diligence Reports

An Enhanced Due Diligence Report (EDDR) is a comprehensive document that provides a detailed analysis of the risks associated with a potential business partner, customer, supplier, or investor. The EDDR covers various aspects of the subject's background, reputation, financial status, legal compliance, and social responsibility. The EDDR is

prepared by TCT-GRC's Risk Assessment Suite, a set of tools and methodologies that enable efficient and effective risk management.

The Risk Assessment Suite follows a four-step process to produce an EDDR:

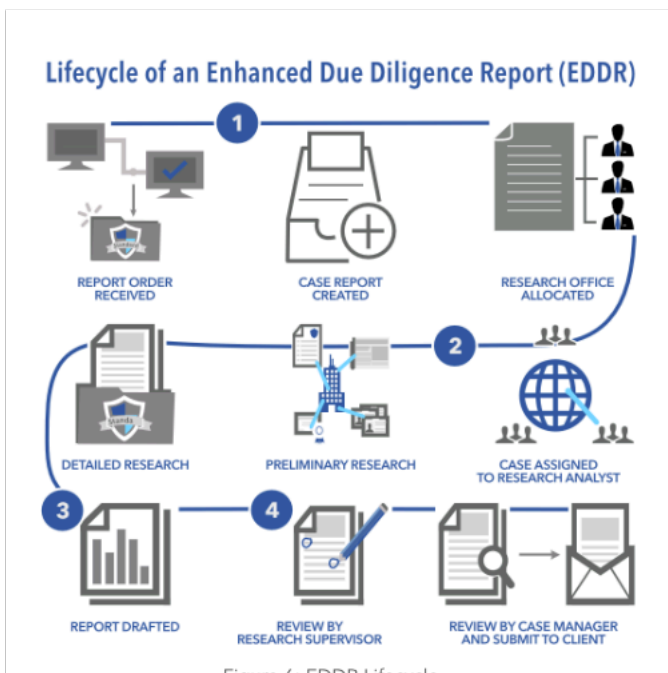


Figure 6: EDDR Lifecycle

strengths, weaknesses, opportunities, and threats of the subject.

- **Data presentation:** The Risk Assessment Suite organizes the information into a clear and concise report that highlights the key findings, risks, and recommendations. The report also includes supporting evidence, such as charts, graphs, tables, and images.
- **Data review:** The Risk Assessment Suite conducts a quality assurance check to ensure the accuracy, completeness, and consistency of the report. The report is also reviewed by senior experts and stakeholders to ensure its validity and usefulness.

Enhanced Due Diligence Report (EDDR) Tier Options

If you need to know more about any person or entity worldwide, our Enhanced Due Diligence reports can help you. We offer different types of reports with customized scopes and fixed prices. Our reports are comprehensive, reliable and professional.

REPORT LEVELS		 BASIC	 STANDARD*	 PREMIUM
Tank Farm checks		✓	✓	✓
Fraud checks		✓		✓
Product documentation verification		✓		✓
Vessel information verification service (VIVS)		✓		✓
Official Corporate Registry Records			✓	✓
Know Your Customers (KYC) verification/ Compliance check			✓	✓
Seller due diligence (SDD)				✓
Buyer due diligence (BDD)				✓
Project due diligence (PDD)				✓
Reference checks			✓	✓
Performance verification			✓	✓
Questionnaire analysis				✓
Supplier performance management (SPM)				✓
Verification of refinery connection			✓	✓
Quality of product verification			✓	✓
Verification of refinery capacity			✓	✓
Business registrations, as applicable				✓
Compliance screening on the company				✓
Politically Exposed Person (PEP) check				✓
Global sanctions and Watchlist check				✓
Adverse media search in English				✓
Verification of transport and logistics capabilities				✓
We verify the legal history of our clients and partners. We use the databases of litigation records, bankruptcy checks and law enforcement information in their country. We follow the local laws and avoid risks.				✓
Comprehensive list of all past, assumed or associated names (spelling variations, former names and aliases) and of Company.				✓

* Standard scoped reports are available for purchase on a Pay-As-You-Go (PAYG) basis.

Figure 7: EDDR Tier Options



3.0

Procurement

In This Section

Material Topics:

3.1 Procurement Activities

Other Topics:

3.2 Overview of Procurement Policies & Procedures

3.3 Strategic Partnerships



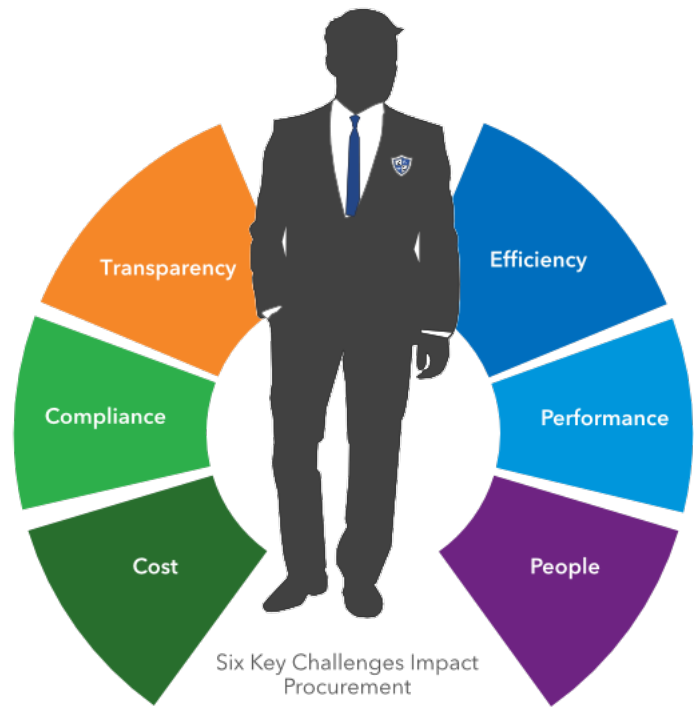
3.1 Procurement Activities

TCT The Commodity Traders is a company that specializes in sourcing quality products at fair prices for its clients. The company operates with integrity and transparency, ensuring that its business needs are met without discrimination or bias. TCT has a network of reliable suppliers and partners across various industries and regions, enabling it to deliver excellence and satisfaction to its customers. TCT: **Your trusted partner in global trade.**

Procurement Is In Our DNA

TCT is a leading consultancy firm in the field of Procurement. We have a global team of experienced Procurement consultants who understand the challenges and opportunities in the industry. We leverage our in-depth knowledge, strategic partnerships and proven tools and methods to help our clients achieve their goals.

We have a proven track record of delivering significant and sustainable value for our clients in the oil and gas sector. We offer end-to-end support, from strategy to implementation, across a wide range of services, including logistics and storage, logistics management and more.



Working Together With Our Suppliers

Our mission to constantly improve our service to customers across all our business domains relies on our suppliers as essential collaborators. TCT strives to meet the growing and diverse trade demands of our clients, both in terms of the range and intricacy of trade solutions and in terms of expanding our geographical reach, by building mutually beneficial relationships with suppliers through joint efforts. Forming strategic agreements for the products we buy is part of that mission.

Evaluation Criteria

The Commodity Traders is committed to choosing the best suppliers for its business needs in a fair and transparent way.

The following criteria are used to evaluate and select the suppliers who can meet the expectations of The Commodity Traders and its customers:

- Product quality and safety standards
- Competitive pricing and value-added services
- On-time delivery performance
- Environmental responsibility
- Insurance compliance
- Quality management systems, ISO certification, or other relevant industry standards
- Information security practices
- Respect for human rights and labor health and safety

3.1 Procurement Activities (continued)

We uphold the highest ethical standards, service excellence, and ongoing improvement in our supplier base. Our goal is to foster and maintain strategic supplier relationships that deliver long-term value to our customers, both inside and outside our organization. If you share our vision and values, we invite you to join us as a trusted supplier partner.

3.2 Overview of Procurement Policies & Procedures

Providing Procurement Information

We will send relevant information about procurement, such as our procurement policy, contact points and the procurement procedures, to suppliers by e-mail for their convenience.

The Commodity Traders will:

- Aim to offer fair and competitive opportunities to both domestic and foreign suppliers, and to establish mutual trust and understanding.
- Procure goods and services that are competitive and meet its business needs in a cost-effective way, selecting suppliers based on quality, price, delivery times and stable supply in a comprehensive way.
- Procure in a way that complies with laws and regulations as well as social norms, and considers the environment, human rights and other issues to contribute to society.

Outline of Procurement Procedures

TCT Products follows different procurement procedures based on the type of products. These procedures are the only ones used for all products.

- **RFP Process:** This procedure involves soliciting proposals from potential suppliers and evaluating them based on predefined criteria.
- **Supplier's Proposal Process:** This procedure involves receiving proposals from suppliers who have already expressed interest in providing products to TCT Products and negotiating the terms and conditions with them.



Figure 8 : Proposal Work Process

REQUEST FOR PROPOSAL (RFP) PROCESS	
➤ Request for Proposal (RFP)	The RFP outlines the scope, objectives, requirements, evaluation criteria and submission process for the project. Interested parties can access the RFP and other relevant documents from our website at www.thecommoditytraders.com/
➤ Procurement Documentation	The RFP will include procurement documentation with all the details you need to apply. You can download it from our website as mentioned in the RFP anytime before the application deadline.
➤ Reception of Proposals	If you are interested in providing your services for this project, please send your proposals to the addresses given in the RFP.
➤ Selection/Contracts	<p>We follow the criteria specified in the procurement documentation to select the best supplier(s) for procurement. To award the contract(s), we compare the following factors of the suppliers' proposals:</p> <ul style="list-style-type: none"> • Technical specifications • Price logistics • Other factors <p>The price-cost evaluation may take into account the total life cycle cost of procurement.</p>
SUPPLIER'S PROCESS	
➤ Introduction of Products	We invite you to join our procurement process by introducing your product and company. Please send us your information as soon as possible. We will contact you if we are interested in working with you.
➤ Technical Discussion	Please share with us the specifications of the product(s) you are offering and the availability of your inventory. Technical meetings may be held when appropriate.
➤ Reception of Proposals	We have a strict policy of transparency and compliance with our suppliers. To process your offer, we need you to complete a KYC and other relevant forms that we will submit to our banks. This is a mandatory requirement for TCT and we appreciate your cooperation.
➤ Selection/Contracts	<p>We will evaluate applications and make a selection in accordance with criteria set forth in the provided information.</p> <p>If we have not yet procured the proposed product or its equivalent, we will award a contract to the selected supplier.</p>

3.3 Strategic Partnerships

We work closely with our partners to deliver value to our clients. We think that the best outcomes and the most satisfied clients come from a team effort that involves the buyer, seller, distributor and producers..



Are you ready to join a cutting-edge and collaborative team that strives for excellence and innovation? Then you should apply for the TCT Global Alliance Program. This program will give you access to exclusive benefits, such as opportunities, transactions, and more, as well as to showcase your expertise and reputation to a global audience.

We select our alliance partners based on several criteria, such as:

- The potential impact and value of the partnership for both parties.
- The alignment of vision and goals for long-term success.
- The ability to reach and engage with relevant stakeholders and customers.
- The compatibility of brand image and values with TCT Global.

Don't miss this opportunity to become an alliance partner with TCT The Commodity Traders. Here's what you need to do:

To apply for a partnership, please fill out our Partnership Enquiry form from our website at www.thecommoditytraders.com

- For any other questions or concerns, please email us at: info@thecommoditytraders.com
- For specific inquiries about the TCT Global Alliance Program, please email us at: alliances@thecommoditytraders.com

If you are interested in providing products and/or services to TCT The Commodity Traders, please register your information on our website.

We appreciate your interest in our offer, but we have a strict policy of only dealing with serious and professional inquiries. Therefore, we will not entertain any communication or documentation that comes from personal or web-based email accounts, such as AOL, Gmail, Yahoo!®, Hotmail®, etc. Please use a business email account if you wish to proceed with this offer. We hope you respect our decision and comply with our policy.



**Achieve victory in
your endeavors
through our client-
focused approach.
Let us empower
you to reach new
heights and
conquer your
challenges.**





Send Us A Message

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EU Office: +31 (0) 15 369 3100



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The Hague, 2595AM, The Netherlands



For More Information, visit us at: www.thecommoditytraders.com

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