

SELLER PRESENTATION | VERSION A

Put real supply in front of the right buyers

A practical marketplace presentation for suppliers with material, evidence and a clear delivery story.

List supply

Built for South African commodity trade



THE SUPPLIER BRIEF

A clear supply profile gives buyers a reason to engage

The marketplace works best when suppliers show what is available, where it is and what supports the offer.

- Commodity, grade or specification
- Available quantity and location
- Delivery terms, timing and logistics
- Licences, title evidence or supporting documents



The offer gets stronger when the evidence is ready.

WHAT MARKETDIRECT HELPS WITH

A practical route from supply to a reviewed buyer fit

The marketplace keeps the first step simple and makes the information easy to discuss.

01 Share the supply

Tell buyers what you can supply, where it is and what supports the offer.

02 Review the important details

Grade, quantity, location and documents shape the fit.

03 Take the next practical step

MarketDirect reviews the information and coordinates a suitable introduction.

04 Keep the process clear

Both parties agree the next step before contact is released.



OPPORTUNITY READINESS

The supplier details that make an offer easier to assess

Start with the details you have. MarketDirect can guide you to the next practical step.

Material

Commodity and grade or specification

Volume

Available quantity

Location

Where the material is held

Delivery

Logistics, terms and timing

Evidence

Licences, title or supporting documents

The goal is a clearer conversation, not a longer form.



A CLEAR NEXT STEP

Make the opportunity easy to understand

MarketDirect reviews the information and looks for a practical fit before coordinating an introduction.

What happens next

Both parties agree the next step before contact is released.

Important

A listing or introduction does not guarantee a completed transaction.

START HERE

Tell us what you can supply

Share the commodity, grade, quantity, location, delivery terms and supporting documents. We will guide you to the next practical step.

I am a supplier

marketdirect.co.za/marketplace

Chat with an expert | 087 631 2599



BUYER PRESENTATION | VERSION B

A clearer route to the commodity you need

Share the brief. Review the important details. Move towards a suitable introduction.

[Find supply](#)

Built for South African commodity trade



THE BUYER BRIEF

A clear requirement makes supply easier to assess

The marketplace works best when buyers share the details that define a workable fit.

- Commodity, grade or specification
- Required quantity and destination
- Timing, delivery terms and compliance needs
- The documents that support the requirement



The right information starts the right conversation.

WHAT MARKETDIRECT HELPS WITH

A practical route from need to a reviewed opportunity

The marketplace keeps the first step simple and makes the information easy to discuss.

01 Share the requirement

Tell us what you need and the delivery details that matter.

02 Review the important details

Grade, quantity, destination and timing shape the fit.

03 Take the next practical step

MarketDirect reviews the information and coordinates a suitable introduction.

04 Keep the process clear

Both parties agree the next step before contact is released.



OPPORTUNITY READINESS

The buyer details that speed up a useful review

Start with the details you have. MarketDirect can guide you to the next practical step.

Need

Commodity and
grade or
specification

Volume

Required quantity

Destination

Location, logistics
and delivery terms

Timing

When the supply is
needed

Requirements

Compliance and
supporting
documents

The goal is a clearer conversation, not a longer form.



A CLEAR NEXT STEP

Make the requirement easy to understand

MarketDirect reviews the information and looks for a practical fit before coordinating an introduction.

What happens next

Both parties agree the next step before contact is released.

Important

A listing or introduction does not guarantee a completed transaction.

START HERE

Tell us what you need

Share the commodity, grade, quantity, destination and timing. We will guide you to the next practical step.

I am a buyer

marketdirect.co.za/marketplace

Chat with an expert | 087 631 2599





COMMODITY MARKETPLACE

SOFT CORPORATE OFFER (SCO)

Connecting Verified Supply with Credible Off-Takers

Document Reference: MD-SCO-IRO-2026-01

Date of Issuance: 3 October 2026

Validity: 5 (Five) Business Days

Transaction & Facilitation Profile

WATCH YOUTUBE VIDEO 



Originating Marketplace / Facilitator	MarketDirect.co.za
Primary Contact & Authority	Bongani Manjanja FinTech Non-Bank SME Funding Architect & Brand Builder
Phone	+27 87 631 2599
WhatsApp Business	+27 63 791 1099
Corporate Email	sales@marketdirect.co.za
Marketplace Portal	marketdirect.co.za/marketplace
Address for ICPO / LOI	Attn: Bongani Manjanja / MarketDirect Trade Finance Desk Issued in favour of / made out to nominated Mine

1. Product Details

- Commodity: Iron Ore (Lumpy)
- Grade: 53.8% – 54.3% Fe
- Origin: Republic of South Africa
- Physical Form: Lumpy
- Packaging: Loose Bulk

2. Typical Specifications: Based on Laboratory Analysis

Parameter	Typical Specification (Lab Analysis)	Typical Rejection / Variance
Fe (Iron)	53.78% – 54.30%	Subject to mutual agreement
SiO ₂	1.25% – 2.13%	Subject to mutual agreement
Al ₂ O ₃	3.74% – 4.30%	Subject to mutual agreement
TiO ₂	12.60% – 13.29%	Subject to mutual agreement
V ₂ O ₅	1.63% – 1.75%	Subject to mutual agreement
Sulphur (S)	0.017%	Subject to mutual agreement
Phosphorus (P)	Below 0.01%	Subject to mutual agreement
LOI	0.42%	Subject to mutual agreement
Moisture	3.00%	Subject to mutual agreement
Size / Form	Lumpy (size distribution per contract specification)	Subject to mutual agreement

Values are typical results from laboratory analysis of samples and are indicative only. Final quality and quantity are certified by independent inspection at the loading point.

3. Commercial Pricing & Incoterms

Delivery Term	Base Price	Total Price
DAP City Deep (Inland Depot)	ZAR [TBC] / MT	ZAR [TBC] / MT
CIF Tianjin Port, China	—	USD \$[TBC] / MT

Note: The Total Price shown above is all-inclusive and already incorporates the brokerage / trade facilitation

commission, split equally (50/50) between the Seller-side and Buyer-side trade facilitation teams. No further commission is payable outside of the Total Price.

- Value Added Tax (VAT): Exclusive of VAT (zero-rated for cross-border export under applicable tax provisions)

4. Delivery Terms & Quantities

- Delivery Basis: DAP City Deep (Johannesburg, South Africa) / FOB South African Port / CIF Tianjin
- Minimum Order Quantity (MOQ): [TBC] MT trial allocation against approved documentary financial instruments (Bank Guarantee or Letter of Credit; no open-account EFT permitted unless full cash pre-payment is secured)
- Contract Supply Capacity: [TBC] MT per month, structured via an agreed delivery ramp-up schedule

5. Trade Finance & Payment Terms

Payment Instrument: 100% payment payable at sight against presentation of certified shipping, quantity, and quality documents.

Accepted Banking Instruments:

- Irrevocable, Confirmed, Transferable, Revolving Documentary Letter of Credit (DLC / LC)
- Standby Letter of Credit (SBLC)
- Bank Guarantee (BG) issued or confirmed by a Tier-1 international or top South African commercial bank

Exclusions: No uncollateralized open terms, delayed wire transfers, or deferred settlements accepted.

6. Inspection & Quality Assurance

- Independent Inspection: Performed by an internationally recognized testing and certification agency (e.g., SGS, Alex Stewart International, or Alfred H. Knight).
- Final Certification: Quantity and quality certified at the loading terminal / railhead / port of loading, constituting final determination for commercial invoice discharge.

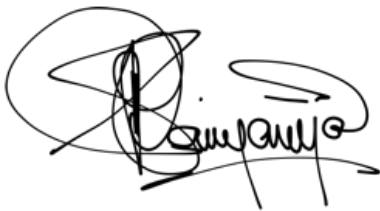
7. Transaction Procedure (Standard Operating Protocol)

[MarketDirect.co.za Online Platform Onboarding & Zero-Fee Buyer Master Agreement](#) ► [ICPO + Instrument Verbiage](#) ► [Bank-to-Bank Review](#) ► [Draft SPA Issuance](#) ► [Site Visit & DD](#) ► [Instrument Activation & Lift](#)

- **Buyer Submission:** The Buyer will provide an ICPO and (draft) verbiage of the SBLC, LC/Bank Guarantee (BG). These documents must be submitted together and made out to Paradigm Investment Holdings.
- **Trade Finance Compliance Review:** MarketDirect's compliance and trade finance desk conducts bank-to-bank verification to confirm that the financial instrument verbiage aligns with commercial and operational risk criteria.
- **Draft SPA Issuance:** Upon satisfactory instrument review, the Seller issues the official Sale and Purchase Agreement (SPA) for buyer signature and legal endorsement.
- **Site Visit & Due Diligence:** A formal site inspection is scheduled for the Buyer or their authorized representative to verify the stockpile, meet the mine/processing stakeholders, and conduct operational due diligence.
- **Execution & Fulfillment:** The SPA is executed, the confirmed banking instrument is activated, and transport allocation/loading commences strictly per schedule.

8. Document Validity & Notice

This Soft Corporate Offer is valid for five (5) business days from the date of issue and is subject to prior sale, logistics availability, and final written contract execution.



AUTHORIZED CORPORATE MANDATE

For and on behalf of MarketDirect.co.za Trade Desks

Digitally Validated for Distribution – MarketDirect Trade Compliance Desk

Your Sincerely,



Mr. Bongani Manjanja

FinTech Non-Bank SME Funding Architect & Brand Builder — MarketDirect.co.za

Phone: +27 87 631 2599 WhatsApp: +27 63 791 1099 Email: sales@marketdirect.co.za

Web: marketdirect.co.za/marketplace