



# Company Profile

*Unlocking Commodities Exchange Potential in Africa*





*Price Transparency | Price Discovery | Reduced Transaction Cost | Hedge Against Risk*

# Why Do We Need Commodity Exchanges?

**“...Exchanges normally assist to define better quality standards, speed up the process of product standardization, and improve the discipline in the market place. Exchanges create incentives for market participants to produce commodities that meet exchange specifications, and behave according to exchange rules. Exchanges are dynamic tools to remedy some of the weaknesses in the market place and they can address many of the market failures in rural agricultural markets in Africa today...”**

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**Vera Songwe**

*Developing Regional Commodity Exchanges in Africa  
November 2016*

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# ABOUT US



**Gezawa Commodity Market & Exchange Limited ("GCMX") is a registered Company in Nigeria operating in Gezawa LGA in Kano State, Nigeria. The market is located 22 Kms away from Kano city and equipped with state-of-the-art infrastructure to support efficient transaction and delivery of Agro based and solid minerals commodities.**

**It is a private sector led initiative and is the first of its kind in Nigeria. The market is positioned to be the largest commercial one-stop hub for both domestic and export market for international standard Agro based and solid mineral commodities in Nigeria. The Market is integrated with a trading platform where agricultural commodities will be traded live 24/7 online.**

**GCMX is positioned to provide a cost-effective platform for buyers and sellers of commodities to transact in a seamless way, without having to know each other or be related to the trading partner and yet be guaranteed of quality, quantity, payment, and delivery.**

**The Commodity markets aims to provide a fully integrated ecosystem for a commodity exchange. It comprises of an online trading platform, market information system for data dissemination; efficient clearing & settlement system, warehousing facility; electronic warehouse receipt system; grading and standardization system; network of farmers cooperatives; aggregators; a legal and regulatory framework that guides transactions on the exchange.**

**Nigeria is blessed with arable land and agriculture is the primary means of livelihood for millions of households especially in rural communities hence we believe that developing the Agro, solid minerals, and energy Commodity sectors through establishment of this commodity exchange is essential for poverty alleviation and overall economic development of the country.**

**Nigeria's International Trade in Solid Minerals is behind par and the lack of a listed investible instrument on a commodities exchange limits export potential for the exploration of solid minerals in Nigeria, principally Gold. The need to harness the potential development in the Nigerian Solid Mineral sector and commodity trades validates the well-timed establishment of GCMX.**

**GCMX is licensed and regulated by the Securities & Exchange Commission (S.E.C. Nigeria).**

# ABOUT US...Continued

## MANAGEMENT

### MR. MUHAMMAD RABIU EL-YAKUB – MANAGING DIRECTOR



M.R. El-Yakub was appointed the Managing Director, GCMX, in March 2021. He is a graduate of Business Administration (1987) and a Masters in Business Administration (1998) both from Ahmadu Bello University, Zaria.

M.R. El-Yakub started his career after the mandatory National Service in 1988 at Northern Nigeria Investment Limited, Kaduna a subsidiary of New Nigeria Development Company Limited (NNDC Group), Kaduna, where he first served as an Investment Executive, Manager, Senior and Principal Manager. He was elevated to the top management position of Assistant General Manager in 1998 and then Deputy General Manager in 2004 both in different roles in Project Promotion, Investment Supervision, Planning, Corporate Development, Business Development, and Management Services.

Within the NNDC Group, M.R. El-Yakub was appointed to serve as Managing Director of the major subsidiaries such as NNIL Commercial Company Limited, New Capital Properties Limited, and Arewa Hotels (Development) Limited, hotel management, and development outfit, spanning a decade. During the 28 years of service in the NNDC group, he served at various times as a Director on the Board of many companies including blue-chip such as United Nigeria Textiles PLC, Northern Nigeria Flour Mills PLC, NLPC Pension Fund Administrators Limited, and Maiduguri Flour Mills Limited(Chairman). He also served as a member of, Audit Committee of these companies including Jaiz Bank Plc.

M. R. El-Yakub attended various training and development programs project Appraisal and Supervision, Strategic Planning, Microcredit, Small Enterprise, and Business Development and Leadership. He is a Fellow of the Nigerian Institute of Management since 2016.

# ABOUT US...Continued



## MANAGEMENT



### **DR. ABDULLAHI YA'U USMAN Ph.D – CHIEF FINANCIAL OFFICER**

Dr. Ya'u is a professional accountant and financial analyst with over 2 decades of experience in the financial sector. He is a Fellow Certified National Accountant, Fellow Certified Financial Analyst, Fellow of the Global Academy of Finance & Management, and a Chartered Risk Analyst.

He holds a Doctor of Philosophy degree in Accounting and Finance (2012), Master of Science in Finance (2006), Master of Science in Project Management (2020), Postgraduate Diploma in Education (2003), Higher National Diploma in Accountancy (2002), Bachelor of Science in Accounting & Finance (2013) and has attended numerous courses and conferences on accounting, finance, and management. He taught at Kano State Polytechnic (2003-2013), Northwest University Kano (2013-2015), Umaru Musa Yar'adua University Katsina (2015), and the Nigerian College of Accountancy Jos (2012-2014).

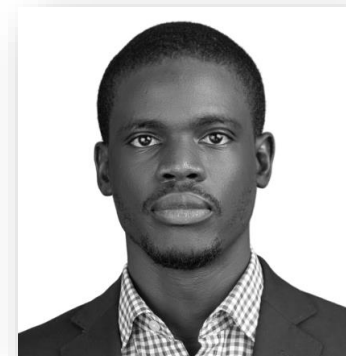
In the practice sphere, Dr. Ya'u has worked in five different accounting firms before establishing his accounting practice, Abdullahi Maikano & Co. In 2010. He also has experience working with the development world (USAID Compass project 2008-2009). He was the first president of the Association of Financial Analysts of Nigeria (2006-2016) and the Chairman Board of Trustees of the Accredited Financial Planners Association (2020-date).

Dr. Ya'u has a keen interest in continuous learning especially in the areas of capital markets, development finance, and entrepreneurship. He is a Hausa native from Kano city, Nigeria.

# ABOUT US...Continued

## MANAGEMENT

### MR. UMAR FAROUQ MOHAMMED – CHIEF COMPLIANCE OFFICER



Mr. Mohammed is a goal-driven Finance Operations and Compliance practitioner with more than a decade-long experience in Investment Management. In his current position, he oversees the management of Internal and Regulatory Compliance, Ethics, and Governance.

He was previously the Head of Compliance and a founding partner at Rekit Financial Advisors Limited in Lagos; was also the Administrative Support Manager at Modd Management Company Limited – The first Multi-Client Family Office in Nigeria from its inception in 2016 to 2019.

Prior to that, as Business Support Officer, he was positioned to provide strategic support to the Business Development department of Asset & Resource Management Company Limited (ARM, now ARM Hold. Co.). During his 6-year stint with ARM from 2010 to 2016, he was significantly involved in the registration of subsidiary companies and IPOs for several ARM Managed Mutual & Private Equity Funds, coordinated Customer relationship management, and the implementation of compliance and Anti-Money Laundering/Combating the Financing of Terrorism (AML/CFT) programs at the group level. He was the ARM Group Liaison Officer with the company's regulators.

Umar holds an M.B.A (Specialised in Finance) from Nasarawa State University – Keffi, and B.Sc. Economics from Ahmadu Bello University – Zaria. Mr. Mohammed is a Certified Wealth Manager CWM™.

Some of the courses attended by Mr. Mohammed include (i) a Certificate in Strategic Governance, Risk Management & Compliance from London School of Business and Finance (LSBF), (ii) Understanding Risk-Based Approach on AML/CFT from the Nigerian Capital Market Institute – Abuja, and (iii) Certified International Wealth, Financial Planning from the International Academy of Business and Financial Management (IABFM).



# ABOUT US...Continued



## MANAGEMENT



### **MR. FAROUK ADO SALIHI – HEAD, INFORMATION & COMMUNICATIONS TECHNOLOGY**

Farouk is an Information Technology (IT) specialist with over 19 years of experiences and over 10 years in development work, having background in Mathematics/Computer, specializing in Hardware and Software Networking, proficiency in Cisco networking hardware, currently working as IT Support Specialist at Aurora Wireless Nigeria.

He has excellent skill; proficiency in planning, design and implementation of internetwork(s) from the scratch to production network(s), managing/maintaining of existing network(s).

He is a key contributor in IT project planning and implementation efforts as well as scheduled network maintenance events. Mr. Salihi has liaised with IT vendors and ISPs, participated in ISP evaluation and selection processes for project site offices. He has also provided onsite support for new office startups which require some travel and non-standard work hours several times a year.

Mr. Salihi is a graduate of Mathematics from Bayero University, Kano.

# ABOUT US...Continued

## MANAGEMENT

### **MR. USMAN ARGUNGU HASSAN Ph.D – TECHINICAL ADVISER: SUPPLY CHAIN DEV. & EXTENSION**



Dr. Usman Hassan Argungu was born on the 10th January, 1957 at Argungu in Kebbi State. He is an accomplished Agriculturist with specialisation in Crop Production, Soil Fertility and Management, Irrigation Agronomy, Extension Services, Plant Breeding and Genetics, whose experience spanned over 40 years in the field and also in Agricultural Business Consultancy and Professional advice to Organisations and Government.

He holds a B.Sc. Agriculture (1979) and M.Sc. Agronomy (1983) from the Prestigious Ahmadu Bello University, Zaria and Ph.D Plant Breeding and Genetics from University of Agriculture, Makurdi in 2014/2015. He also holds a Certificate in International Course on Irrigation of Agricultural crops from Agricultural University, Novi Sad, former Yugoslavia and FOSFA International Trade Education Certificate, University of East London.

Dr. Usman .A. Hassan started his working career as Assistant Lecturer at the Department of Agricultural Sciences of the then Sokoto State College of Education on the 14th July, 1980; Extension Irrigation Agronomist at the National Agricultural Extension Research and Liason services (NAERLS) of the Ahmadu Bello University, Zaria from 1982-1984; Lecturer II at the Department of Agricultural Mechanization and Irrigation Engineering of the then Sokoto State Polytechnic, Birnin Kebbi from 1984-1985; Assistant Project Manager at Bakolori Irrigation Project of the Sokoto Rima River Basin Development Authority (SRRBDA), Talata Mafara 1985-1988 and Project Manager, Arable crops and Seed Production Programme of the then Sokoto state Directorate of Foods, Roads and Rural Infrastructure (DFRRI) 1988-1991. He joined the services of the Raw Materials Research and Development Council (RMRDC) as Chief Scientific Officer on 18th March, 1991 and has progressively risen to the rank of Director until he retired from the public service in 2015.



# OUR PROMISE



## ***Our Mission***

To transform the agricultural, solid minerals, and energy commodities trading sector into a modern and globally competitive venture using technology under strict regulatory environment, and the stimulation of agricultural production to enhance food security and availability of agricultural raw materials supply to manufacturers across Nigeria.

## ***Our Vision***

To be the Leader in Agricultural Commodities Marketing Services by providing the farmers with a viable and acceptable platform for fairly trading their produce and providing modern handling and processing facilities for the buyers to ensure quality, quantity, and timely supplies at all times of the year.

## ***Our Core Values***

1. A belief in being a good steward of resources and in exercising frugality.
2. A belief that honesty is always the best policy, and that trust has to be earned.
3. A belief in maintaining a healthy workplace.
4. A commitment to sustainability and to acting in an environmentally friendly way.
5. A commitment to developing an innovation-driven organization at the core benefit of all stakeholders.
6. A commitment to providing reliable and consistent quality commodities and livestock products.



# SERVICES: THE EXCHANGE



GCMX is a Securities & Exchange Commission (S.E.C.) licensed Commodity Exchange.

We provide the platform as a specialized organised market where our qualified members buy and sell commodities or contracts for future delivery under established rules and regulations.

In line with our short-term strategy, the commodities which are currently traded at GCMX are Maize, Soya Beans, and Sesame Seeds.

GCMX provides the following important functions:

- Provision of a convenient place where the members can meet at fixed hours and transact business in a commodity according to a certain well-established rules and regulations.
- Establishment and enforcement of rules and regulations with a view to facilitating trade on sound lines. The rules define the duties of members and lay down methods for business transaction.
- Collecting and Disseminating Market Information - Members enter into deals for settlement in future after making an assessment the trends of price and the prospects of a rise or fall in prices of a commodity. GCMX collects the necessary information and the relevant statistical data and publishes it for the benefit of these traders.
- Grading & Standardization of Commodities - Commodities which are traded at GCMX must be graded according to quality. In this manner, the dealers can quickly enter into agreements for the purchase and sale of commodities by description. When there is a need for the quality to be improved, we have machines on ground for that purpose.
- GCMX provides machinery for the arbitration of trade disputes.



# SERVICES: THE EXCHANGE...*Continued*

While performing these functions, GCMX renders a variety of valuable services to the producers, consumers, traders, Dealers and other stakeholders.

The most important of such services are as follows:

- The exchanges provide a ready and continuous market for the purchase and sale of commodities. The producer is enabled to be independent of the middlemen.
- By providing hedging facilities, the commodity exchanges reduce the effect of fluctuations in price.
- The commodity exchanges provide the producers an opportunity to transfer their risk to the professional risk-bearers.
- By providing continuity in the trading of commodities, the commodity exchanges induce bankers and financiers to lend against commodities.
- The commodity exchanges provide facilities and opportunities for arbitrating and thus equalize the price levels of commodities at various centers.



# COMMODITIES CURRENTLY TRADED



**MAIZE**



**SESAME**



**SOYA BEAN**



# COMMODITIES TO BE TRADED IN PHASE 2

## COMMODITIES TO BE TRADED IN SECOND PHASE OF TRADING ACTIVITIES



**GUM ARABIC**



**HABISCUS**



**GROUNDNUT**



**WHEAT**



**GINGER**



**RICE**



**TAMARIND**



**COTTON**





## INVESTMENT & PARTNERSHIP OPPORTUNITIES



## INVESTMENT OPPORTUNITY



A 8,000sqm 5 star hotel  
land for JV or strategic partnership



We have only 3 bank plots available located in a strategic location within the complex, about 750sqm over-looking the major road In the market on a first come basis



Pots (design + built plan) are available for food vendors, fast foods for build own operate model (BOO) buy the land, build according to our standard & operate the restaurant.



### EXPORT TERMINAL

Our earmarked export terminal is open to Investors, shipping lines for container storage, managers, or operators for a strategic partnership model.



### WAREHOUSE TYPE A & B

Ideal for: Storage facility for investors, Large scale farmers, Cooperatives and Exporters. Measuring about 14 hectares (A) and 4,500 sqm (B), Land price starting from N80 million and N30m respectively.



### LUXURY/SINGLE OFFICES/SHOPS

Investors can buy completed office for their operations, ideal for farmers, exporters, cooperative societies, brokers Price starting from N3.5m to N12m.



Strategic partnership between the Laboratory Services Providers and GCMX to provide standard testing or Grading.



High traffic of vehicles is anticipated hence investing in the filling station promises to yield a good ROI size of land measuring 3500sqm in strategic locations in the market.



We have trailer and car parks each, trailer park is measuring about 31,000sqm with capacity for over 500 trailers. Car park space is measuring 12,000 sqm, with capacity for about 1,000 cars.



Participate in the development of our Phase 2 and other phases. There are many projects ahead of us such as the establishment of our solid minerals commodity hub and international market.



# CONTACT US



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*Thank You*