

INTERNATIONAL COMMODITIES BROKERAGE

Global commodities. Trusted connections.

Batsela Commodities structures and brokers international commodity transactions across agriculture, metals, energy and FMCG logistics, linking reliable producers with qualified buyers worldwide.

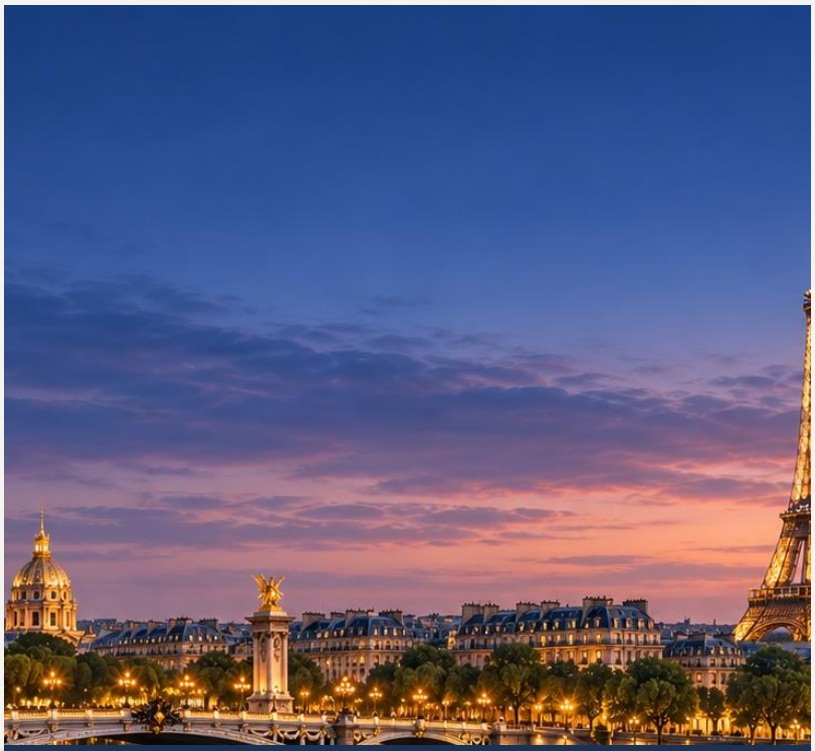
London HQ · Paris & Dubai representations

OVERVIEW

Connecting global supply to demand.

BATSELA COMMODITIES is a company specialized in the brokerage of international commodity transactions. We facilitate trade between producers and buyers worldwide by providing expertise, reliability, and access to key markets.

Our mission is to efficiently connect global supply and demand by securing and optimizing commodity transactions, while creating sustainable value for our partners.



Structured flows with embedded risk management and trade finance solutions.

What we do

International commodity brokerage and trade facilitation

Where we source

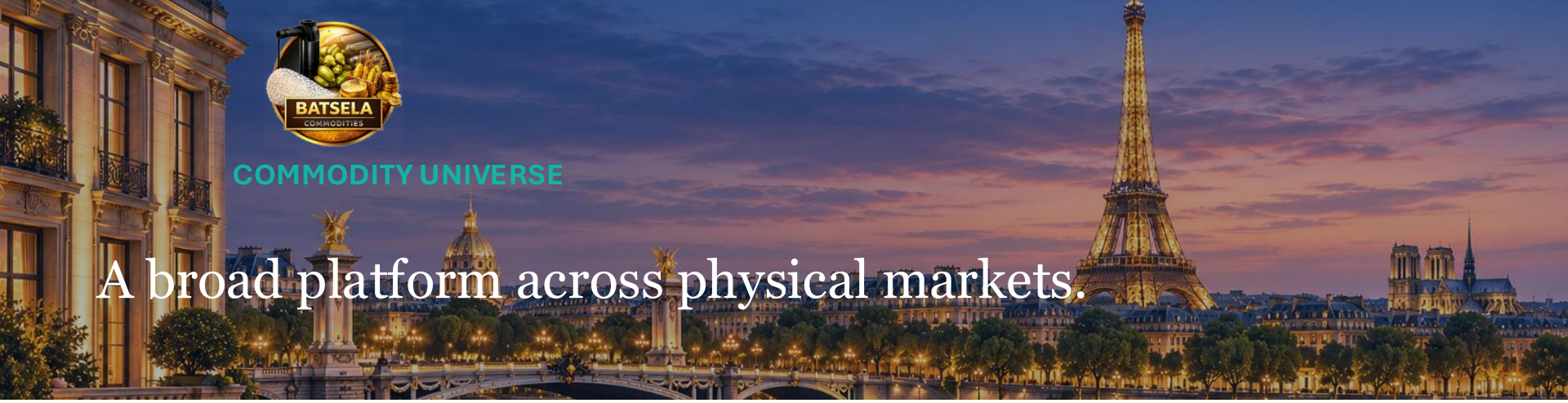
Africa, Latin America and the Middle East

How we operate

Secure structuring, logistics and payment mechanisms

Corporate base

London HQ · Reg # OC460523



COMMODITY UNIVERSE

A broad platform across physical markets.

We operate across a wide range of commodities, enabling agile matchmaking and structured execution for both recurring and opportunistic transactions.

Agricultural products

Grains, edible products and other agri-commodities.

Industrial metals

Trading support for core industrial and strategic metals.

Precious metals

Selective transactions in high-value metals and related flows.

Oil & Gas

Energy products with secure structuring and execution discipline.

FMCG logistics

Fast-moving consumer goods, storage coordination and logistics support.

Suppliers are primarily located in Africa, Latin America and the Middle East; buyers are supported worldwide.

EXECUTION MODEL

Structured flows, end-to-end.

Our approach goes beyond brokerage: we structure transactions from sourcing to settlement.

1

Sourcing

Originating opportunities and identifying credible supply.

2

Verification

Counterparty checks, documentation review and basic diligence.

3

Structuring

Commercial alignment, deal parameters and risk framing.

4

Logistics

Coordination of shipment, storage and operational milestones.

5

Execution

Payment security, settlement comfort and closing support.

Working capital support and escrow arrangements are available to qualifying counterparties, enabling faster execution with reduced settlement risk.

WHY BATSELA COMMODITIES

Execution discipline. Relationship capital.

We leverage our network of financial institutions, off-takers and commodity operators across Africa, the Middle East and Europe to ensure that transactions are backed by credible principals and sound documentation.



OUR ADDED VALUE

Built for complex transactions.

Direct access to reliable supply sources

Curated networks and on-the-ground relationships improve sourcing credibility.

Qualified matchmaking between sellers and buyers

We connect serious counterparties and support commercial alignment.

Strong expertise in international markets

Cross-border experience across documentation, jurisdictions and execution realities.

Support for high-value transactions

Senior involvement and disciplined process for larger, more sensitive deals.

Logistics solutions including goods storage

Operational coordination can include storage and logistics support when required.

RISK MANAGEMENT & COMPLIANCE

Trust begins with verification.

Responsible counterparty engagement and appropriate documentation are essential to international trade.

COUNTERPARTY TRANSPARENCY

Seeking sufficient information to understand participants and their commercial roles.

DOCUMENTATION REVIEW

Supporting coordination of relevant commercial documentation.

TRANSACTION TRACEABILITY

Encouraging clear communication and documentation throughout execution.

REGULATORY AWARENESS

Recognizing applicable trade requirements and sanctions restrictions.

PAYMENT SECURITY

Supporting discussion of appropriate payment and risk-mitigation arrangements.

RESPONSIBLE EXECUTION

Prioritizing credible opportunities and disciplined engagement.

The above describes guiding principles; specific procedures and third-party services must be confirmed for each transaction.

WHY PARTNER WITH BATSELA

Relationships create opportunities. Execution creates value.

FOR PRODUCERS & SUPPLIERS

INTERNATIONAL BUYERS

Connections to potential buyers across markets.

COMMERCIAL DEVELOPMENT

Support identifying new market opportunities.

TRANSACTION COORDINATION

Assistance with discussions and documentation.

LONG-TERM RELATIONSHIPS

Partnerships beyond individual transactions.

FOR BUYERS & OFF-TAKERS

INTERNATIONAL SOURCING

Potential supply opportunities via the network.

COUNTERPARTY ENGAGEMENT

Communication with relevant commercial principals.

STRUCTURED PROCESSES

Coordination of negotiations and requirements.

EXECUTION SUPPORT

Assistance across transaction milestones.

THE BATSELA COMMODITIES DIFFERENCE

International relationships / Senior-level engagement / Structured approach / Cross-border perspective

LEADERSHIP

Commercial leadership with international reach.

Benoît NZALI

Founding Partner
Batsela Commodities



In addition to his position as Founding Partner of Batsela Commodities, Benoit Nzali is also a Partner of Batsela Asset Management (Bordeaux), Batsela Consulting (London), Batsela Management Consulting (Doha) and Managing-Director of 4BI France. He therefore assists many companies of the Batsela consortium regarding international business development (new markets entry), corporate finance and project management assignments.

Benoit specialized in commercial trade facilitation and international brokerage of tangible goods as well as online sales of luxury goods. He holds a bachelor degree from EBBS and speaks Guadeloupe Creole, French and English.

Benoit is supported in the day-to-day operations of Batsela Commodities by other senior executives affiliated with Batsela Group, including :

- **Joël NZALI** (Board chairman, co-founder of 4 Pillars Global Trading),
- **Askin SEYHAN** (Board member, co-founder of 4 Pillars Global Trading),
- **Gaël BAHIOL** (Board member),
- **Fernando ECHEVERRIA** (Board member),
- **Alvaro ARACENA** (Partner at Batsela Real Estate),
- **Jeremy SERGENT** (Senior Consultant for Batsela Group),
- and **Peter GREGORY** (Senior Consultant for Batsela Group).

LET'S CONNECT

Let's move your next transaction forward.

Email :
commodities@batsela.group

Head office :
Batsela Commodities LLP
Perseverance Works Unit 9, Kingsland Road.
London, E2 8DD, United Kingdom

UAE Representation office :
4 Pillars Global Ventures FZ-LLC
CWBP2401, Compass Building.
Al Shohada Road, Al Hamra Industrial Zone-FZ,
Ras Al Khaimah, United Arab Emirates

Websites :
www.batsela.group

Global commodities. Trusted connections.