



CUSTOMER ONBOARDING

PROCESS FOR INTERNATIONAL MINERAL TRANSACTIONS

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CUSTOMER ONBOARDING PROCESS FOR INTERNATIONAL MINERAL TRANSACTIONS

Executive Summary

Imperial Mineral Trading Ltd. acts as an intermediary, sourcing facilitator, and transaction coordinator in international mineral transactions. IMT connects qualified buyers with verified selling-side opportunities while protecting all parties through a structured onboarding process.

The process begins with initial contact, followed by NCNDA execution, submission of customer information, and proof of financial capability. Once the customer is verified, IMT assesses available sources, mandates, logistics options, and operational feasibility.

If a suitable opportunity is identified, IMT supports controlled introductions, commercial negotiations, and the selection of appropriate financial instruments for both-sided security. The Sale and Purchase Agreement is prepared and signed by the actual contracting parties, while IMT's role is clearly defined as intermediary, facilitator, mandate holder, coordinator, or commission beneficiary.

This process enables transparent, secure, and professionally managed mineral transactions based on verified counterparties, financial readiness, and disciplined execution.

International mineral transactions require verified counterparties, transparent communication, secure financial structures, and disciplined process control. Imperial Mineral Trading Ltd. supports this process as an intermediary, sourcing facilitator, and transaction coordinator between qualified buyers, verified selling entities, source owners, mandates, financial institutions, logistics partners, and other relevant stakeholders.

Our role is to identify credible opportunities, protect introduced relationships, coordinate documentation, support negotiations, and help structure secure transactions between the appropriate parties.



1. Initial Contact

The onboarding process begins with direct and unconditional contact between the prospective customer and IMT.

At this stage, the customer provides a general overview of the requested commodity, target quantity, destination, preferred delivery terms, expected transaction size, and available financial capability.

This first step is non-binding. Its purpose is to determine whether the request is commercially realistic, whether it falls within IMT's sourcing and coordination network, and whether the customer is a suitable party for further engagement.

2. NCNDA Execution

Before confidential information, source details, buyer details, mandate information, pricing indications, procedures, or transaction opportunities are exchanged, IMT requires the execution of a Non-Circumvention and Non-Disclosure Agreement.

The NCNDA protects all involved parties against unauthorized disclosure, bypassing, circumvention, and misuse of introduced relationships or commercial information. This is especially important where IMT acts as an intermediary between buyers, sellers, source holders, mandates, agents, refiners, financiers, logistics providers, or other participants in the transaction chain.

3. Customer Information Sheet / CIS

After the NCNDA is signed, the customer submits a Customer Information Sheet or equivalent corporate profile.

This usually includes company registration details, authorized representatives, business address, contact persons, banking information where appropriate, trading background, commodity interest, requested volume, destination, and intended transaction structure.

This step allows IMT to verify the identity and seriousness of the customer before introducing any source, selling entity, mandate, or confidential transaction opportunity.



4. Proof of Financial Capability

Before IMT allocates internal resources, approaches verified sources, or introduces any selling-side opportunity, the customer must demonstrate financial capability for the intended transaction.

Depending on the transaction size and structure, acceptable evidence may include a bank comfort letter, proof of funds, RWA letter, bank reference, pre-advice of financial instrument, or other documentation issued by a recognized financial institution.

This step is essential. IMT does not introduce sources, seller-side contacts, mandates, or operational opportunities to parties that have not demonstrated the financial capacity to perform.

5. Internal Source and Resource Assessment

Once the customer has been verified and financially qualified, IMT conducts an internal assessment of available sources, selling-side relationships, mandates, logistics options, jurisdictional requirements, documentation needs, product specifications, and operational feasibility.

This may include reviewing potential mining sources, commodity availability, refinery access, export conditions, assay requirements, shipment routes, loading ports, inspection procedures, insurance requirements, and compliance expectations.

At this stage, IMT determines whether the requested commodity, quantity, quality, delivery terms, and transaction structure can realistically be matched with a verified selling-side opportunity.

6. Introduction and Commercial Coordination

Where a suitable opportunity is identified, IMT supports the controlled introduction and coordination between the qualified customer and the relevant selling entity, source owner, mandate, or authorized representative.

IMT may assist in aligning commercial expectations, transaction procedures, documentation flow, communication standards, and negotiation structure. However, the commercial obligations remain with the contracting parties themselves.



The objective is to create a transparent and controlled negotiation environment where all parties understand their roles, responsibilities, timelines, and required documentation.

7. Negotiation of SPA Conditions and Financial Security

After a potential transaction structure has been identified, the parties proceed to negotiate the principal commercial terms.

These may include commodity specification, quantity, delivery schedule, price formula, inspection procedure, assay method, Incoterms, shipment terms, payment terms, performance obligations, penalties, timing, documentation requirements, and dispute resolution.

IMT supports this stage as an intermediary and transaction coordinator. A central part of this process is identifying an appropriate financial instrument that provides security for both sides. Depending on the transaction, this may include a Letter of Credit, Standby Letter of Credit, Documentary Letter of Credit, bank guarantee, performance bond, escrow arrangement, or another mutually acceptable banking instrument.

The goal is to establish a secure structure that protects the buyer, the verified selling entity, and the wider operational chain.

8. SPA Drafting Support

Once the main commercial and financial terms are agreed in principle, the Sale and Purchase Agreement is prepared between the appropriate contracting parties.

IMT may support the drafting process by coordinating agreed terms, assisting with document flow, reviewing consistency between commercial discussions and contract language, and ensuring that the transaction structure reflects the agreed procedure.

The SPA should clearly identify the actual buyer, the verified selling entity, the commodity, quantity, quality, pricing mechanism, payment instrument, delivery terms, inspection and assay procedures, documentation requirements, default provisions, force majeure, dispute resolution, and operational timelines.

IMT should only appear in the SPA in the role that accurately reflects the specific transaction, such as intermediary, facilitator, mandate holder, coordinator, commission beneficiary, or other agreed capacity.



9. Contractual Signature With Verified Selling Entities

The SPA is signed by the actual contracting parties, normally the qualified buyer and the verified selling entity or its duly authorized representative.

IMT's role is to help ensure that the parties are properly identified, that signing authority is verified, and that the transaction documents are aligned before execution. This protects all participants from unauthorized intermediaries, false mandates, unclear representation, and undocumented obligations.

Unless expressly agreed in writing, IMT is not presented as the direct seller, producer, mine owner, or title holder.

10. Start of Operations

After the SPA has been signed and the agreed financial instrument or payment security is in place, operational execution may begin.

This may include final source allocation, production scheduling, inspection appointment, logistics coordination, export documentation, customs preparation, shipment monitoring, refinery coordination, and delivery follow-up.

IMT may remain involved as intermediary and transaction coordinator throughout the operational phase to support communication, documentation, compliance flow, and performance tracking between the relevant parties.

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