



أوديسا ام اف ايه للتجارة العامة ش.ذ.م.م
ODESSA M F A GENERAL TRADING LLC

COMPANY PROFILE







WELCOME

Odessa M F A is a global merchant trading, procurement and supply company with world class credit and financing capabilities. We trade a broad spectrum of commodities across agricultural, metal and energy markets and have strong partnerships with the world's leading suppliers.



YOUR PARTNER IN TRADE

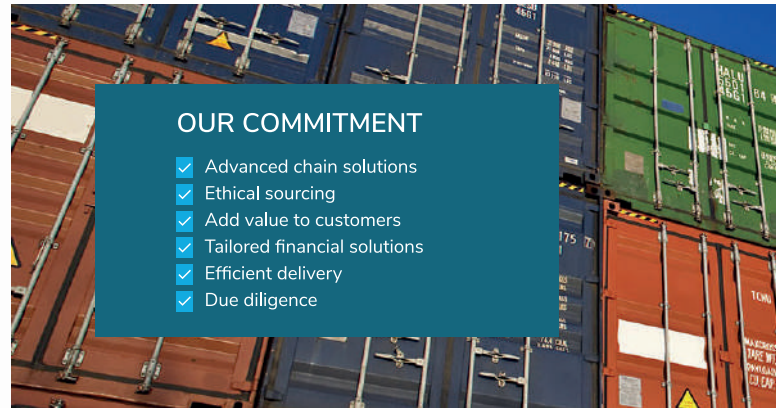
ODESSA AT A GLANCE

ABOUT US

Odessa M F A is a global merchant trading, procurement and supply company with world class credit and financing capabilities.

We trade a broad spectrum of commodities across agricultural, metal and energy markets and have strong partnerships with the world's leading suppliers.

Alongside trading commodities, we are a specialised multidisciplinary procurement and supply company, delivering a complete single source procurement solution to our customers worldwide. We supply all types of machinery, equipment and materials for construction, infrastructure, production and manufacturing, mining, transportation, healthcare, energy, municipal, industrial and many more sectors. Our team of experienced professionals tailor solutions to assist customers with their specific requirements, ensuring products and goods can be purchased on the credit terms that best match their business cycles.



OUR COMMITMENT

- ✓ Advanced chain solutions
- ✓ Ethical sourcing
- ✓ Add value to customers
- ✓ Tailored financial solutions
- ✓ Efficient delivery
- ✓ Due diligence

We serve our customers from offices located in Africa, Asia, Europe and the Middle East, approaching each relationship with a view to creating long-term and sustained partnerships built on the shared values of trust and consistency.

OUR MISSION

To provide essential value to your supply chain in order to advance and overcome the obstacles of doing international trade.



Commodities

Principle focus on agriculture, metals (ferrous and non-ferrous) and energy



Capital Equipment

Broad spectrum supplier of equipment for construction, engineering, mining and transportation



Foodstuff

Worldwide Foodstuff Trading

KEYS TO OUR SUCCESS

Odessa M F A operates on 4 countries and has offices strategically located to service clients in country.

- ✓ Proven track record based on diligence, efficiency and integrity
- ✓ Global footprint and on-ground presence in key markets
- ✓ Established relationships and large network of partners
- ✓ Resilient balance sheet
- ✓ International management team with extensive market experience
- ✓ Strong market position at the intersect of commerce, trade and finance
- ✓ Partnerships and affiliations with Government entities



WE HELP
OVERCOME THE
CHALLENGES OF
INTERNATIONAL
TRADE

OUR EXPERTISE

Affirming our reputation as a true merchant trader, Odessa M F A has built dedicated Commodities Trading and Procurement & Supply divisions to source and deliver commodities and capital equipment to any destination.

COMMODITIES

Odessa M F A possesses a highly skilled and experienced Commodities Trading team and is witnessing substantial growth in this area of our business. We trade in agri (wheat/grains, corn, pulses, oils, feeds), energy (crude, gasoline, diesel) and metals (copper, aluminium, steel).

Our source markets for agri are centred around the Black Sea with key destinations being across the MENA region, Turkey, Africa and the Indian Sub-Continent. For energy and metals we trade across Europe, Middle East, Africa and Asia.

We believe in adding value to our customers across all points of the supply chain process and pride ourselves on our efficient, professional and customer-centric services.





“

WE BELIEVE IN ADDING VALUE TO OUR CUSTOMERS ACROSS ALL POINTS OF THE SUPPLY CHAIN PROCESS AND PRIDE OURSELVES ON OUR EFFICIENT, PROFESSIONAL AND CUSTOMER-CENTRIC SERVICES.

OUR ADVANTAGES

- Proven track record and trusted reputation
- Long-standing relationships with suppliers and customers
- Extend credit for suppliers and buyers
- Effective risk management of currency, credit and price
- Lean organisation with experienced team, adept at problem-solving and decision-making
- In-depth knowledge of our customers and operational markets

PROCUREMENT & SUPPLY



ODESSA's Procurement and Supply division specialises in delivering complete, single source procurement solutions to our customers worldwide. Our experienced team has developed strong relationships with global suppliers, enabling us to source and supply an extensive range of high quality products, materials and equipment. We can create customised solutions and procure even the most specialised items, whilst efficiently managing the supply chain process from start to end. We operate across multiple industries and markets worldwide.

We thrive on delivering innovation, service excellence and high quality solutions that enable our customers to successfully complete their projects.

OUR ADVANTAGES

- Global access to products, materials and equipment
- Long-standing relationships with a wide network of partners, OEMs and principal vendors
- Attractive credit terms & financial solutions
- Highly skilled team, experienced in global markets
- Deep knowledge of multiple industries
- Expertise in developing bespoke solutions for any situation or environment
- Accomplished in RFQ management



WE THRIVE ON DELIVERING INNOVATION, SERVICE EXCELLENCE AND HIGH QUALITY SOLUTIONS THAT ENSURE OUR CUSTOMERS COMPLETE THEIR PROJECTS ON TIME AND ON BUDGET.

FOODSTUFF TRADING

We offer an extensive range of high-quality seeds, catering to diverse culinary and industrial needs. Our product range includes:

Soya Beans: We supply premium quality soya beans, sourced from reliable farmers. Known for their versatility, soya beans are widely used in the food industry. They are rich in protein, fiber, and essential nutrients, making them an excellent ingredient for various food products.

Sunflower Seeds: Our carefully selected sunflower seeds are known for their superior taste, quality, and nutritional value. They can be enjoyed as a healthy snack, used in baking, or added to dishes for a delightful crunch.

Coriander Seed: Our high-quality peanuts are a versatile and nutritious addition to the food industry. They are packed with protein, healthy fats, and essential nutrients, making them a popular choice for snacking, cooking, and peanut butter production.

Peanuts: Our high-quality peanuts are a versatile and nutritious addition to the food industry. They are packed with protein, healthy fats, and essential nutrients, making them a popular choice for snacking, cooking, and peanut butter production.

Sorghum "Dura": Sorghum "Dura" seeds are an important grain widely cultivated and used in various culinary applications. These seeds are rich in fiber, protein, and antioxidants. They can be ground into flour for baking, cooked as a whole grain, or used in the production of sorghum-based food products.

Chickpeas: Chickpeas, also known as garbanzo beans, are a versatile legume used in many cuisines around the world. They are a rich source of protein, fiber, and essential nutrients. Chickpeas can be used in salads, soups, stews, hummus, and a variety of other delicious dishes





“

WE BELIEVE IN ADDING VALUE TO OUR CUSTOMERS ACROSS ALL POINTS OF THE SUPPLY CHAIN PROCESS AND PRIDE OURSELVES ON OUR EFFICIENT, PROFESSIONAL AND CUSTOMER-CENTRIC SERVICES.

OUR ADVANTAGES

- Wide range of products
- Flexibility in sourcing products from different regions and suppliers
- Business Networking: By building a network of suppliers, customers and industry professionals
- Competitive advantage in the market. By effectively managing our supply chain and developing strong supplier relationships.
- In-depth knowledge of our customers and operational markets

" Message From Managing Director "

At ODESSA MFA, we are driven by a clear vision and a strong set of values that guide our every action. We are a forward-thinking organization, constantly seeking new opportunities and pushing boundaries to deliver exceptional value to our customers and stakeholders.

Our company is built on a foundation of integrity, trust, and excellence. We take pride in our unwavering commitment to ethical business practices, ensuring that honesty and transparency are at the core of everything we do. Our customers and partners can rely on us to uphold the highest standards of professionalism and integrity.

We understand that success in today's fast-paced world requires agility and adaptability. That's why we are constantly evolving, embracing emerging technologies and innovative solutions to stay ahead of the curve. Our dedicated teams are equipped with the knowledge and skills to navigate the complexities of the market and deliver customized solutions that meet the unique needs of our customers.

Our commitment to sustainability runs deep. We recognize the importance of protecting our environment and contributing to the communities in which we operate. We are dedicated to minimizing our environmental impact, promoting responsible sourcing, and supporting social initiatives that make a positive difference.

At our company, we don't just aim to be a market leader — we strive to be a force for good, driving positive change and inspiring others to do the same. We invite you to join us on this journey as we continue to make a difference and shape a brighter future for all.

FEDAA AL KHATIB - MANAGING DIRECTOR





DUBAI, UAE



Dubai, UAE



M: +971 50 600 9931



uae@odessamfa.com

ISTANBUL, TURKEY



Istanbul, Turkey



M: +971 50 600 9931



turkey@odessamfa.com

ODESSA, UKRAINE



Odessa, Ukraine



M: +971 50 600 9931



ukraine@odessamfa.com