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RANSA

COMMODITIES

A Division Of Cyrus Group



IDEAS TO GROW WITH

CYRUS
GROUP

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INTRODUCTION

RANSA is a vertically integrated commodity supply chain management company with offices and investments across 5 continents.

RANSA is well diversified, managing several product lines under agricultural based commodity verticals. It is fully integrated in commodity segments such as food staples, fresh and frozen meat, beans, pulses, rice, edible oil, meals, fertilizers.

RANSA believes in bringing its clients and consumers the best quality products in a reliable and efficient manner. RANSA sources a vast amount of it's own produce, investing in transport and logistics, refineries, storage and packaging systems. All of these dynamic forces allow us to reduce costs and improve efficiency, whilst delivering the best quality to our clients and consumers.

We have many lines of assets around the world to ensure we cater to our clients' needs in the most efficient manner. Having self-owned shipping berths, multiple storage facilities and vessels located in key destinations working 24x7 to deliver the best value to our clients.





HISTORY

RANSA is a part of Cyrus Group, which was established in 1977 and is part of 85 years of heritage in trading commodities across the globe. The Group has historically specialized in the physical sourcing, value addition activity and the selling of commodity products to Government Agencies and Co-operatives, which eventually matured into direct sales to private distributors and consumers.

The business model of the company involves a strong focus on purchasing products from farm gate production and supplying it through our self-owned logistical services to government and private clients around the globe. All these trade movements are made possible through strong capabilities in managing upstream, supply chain and downstream activities.



PRODUCTS

RANSA continues to provide our customers with a high level of trust, efficiency and service. Through decades of market research, RANSA has been able to establish a local and global understanding of the commodity trade. RANSA has organically grown within the market by providing a consistent supply of quality products, managing supply chain risks, having sound financial strength and effective delivery through logistics. RANSA's strengths have resulted in the Group's consistent growth in forging strategic partnerships globally.

RANSA focuses on two commodity verticals, as below:



AGRICULTURAL COMMODITIES

FOODS

- GRAINS** : Milling Wheat | Corn | Barley
- RICE** : Non-Basmati | Basmati & Parboiled
- PULSES, BEANS AND SEEDS** : Pulses | Oil seeds | Coffee Beans
- FROZEN MEAT** : Poultry | Beef | Lamb | Sea Foods
- FRESH MEAT** : Beef | Chicken
- EDIBLE OILS** : Refined Palm Oil | Refined Sunflower Oil | Refined Corn Oil | Canola Oil



MEALS

- Soya Bean Meal**
- Rapeseed Meal**
- Corn Meal**
- Canola Meal**



INDUSTRIAL COMMODITIES

- FERTILIZERS** : Urea | MOP | DAP | Ammonium | Sulphate | Sulphur
- COTTON** : Medium Staple | Extra Long Staple
- CHEMICALS**



METALS

- Steel Billets**
- Steel Re-bars**
- Steel Sheets**



SERVICES

RANSA has strong Logistics and Storage capabilities which make it one of the leaders in the regional commodity market and a strong player in the global commodity trade.

LOGISTICS

Land Transportation

Fleet of Flatbed & Curtain Side Trucks
Fleet of Reefer Trucks
Fleet of Fuel Tankers

Shipping Transportation

Shipping Berths/Terminals
Charter Party Vessels
Bulk/Break Bulk Cargo



STORAGE FACILITIES

Grain & Feed Silos
Warehouse Bagged

SUPPLY CHAIN

RANSA's activities for agricultural commodities are sourcing, land transportation, shipping, logistics and the trading of raw agricultural commodities that are purchased near the farm gate and sold at the consumer gate. The capability of the group is in managing the complete supply chain, thereby providing the consumer with consistent supply and quality.

FARM GATE

- Plantations
- Farming
- Raw Material Production

FACTORY GATE

- Secondary Processing

CONSUMER GATE

- Contract
- Private Label
- Distribution

SUPPLY CHAIN

- Sourcing
- Primary Processing
- Logistics
- Trading





PERFORMANCE

RANSA's Philosophy is to continually address the ever changing globalization challenges and to develop new business models to meet our client's needs and expectations, through unprecedented technical expertise, quality assurance, reliability, integrity and competitiveness.

We operate in a competitive and technically challenging environment and our success is determined by our employees who assemble their individual strengths through team work to accomplish our mission.

CORE STRENGTHS

RANSA's team has several decades of 'hands on' global commodity supply chain management experience, that translates into delivering real value in everything it undertakes in the following categories.

Experience

In-depth experience managing commodity risks in agricultural Commodities.

Contacts

Key level contacts and physical presence in key origination and destination (sales) markets.

Presence

Ground presence in select sales markets in Middle East, South East Asia, Africa, Russia, CIS and the Americas.

Investments

Significant investments in transportation, shipping and logistics infrastructure across Middle East, Africa and Americas. Investment and ownership of value adding assets in the commodity supply chain, specifically related to agricultural and metal lines.

Finance

Strong contacts with local and international banks and in-depth experience in structured trade finance capability to structure complex and contemporary.



CAPABILITIES

The business model of the company involves close to production or origin purchases in bulk and near to consumer gate sales in a customized manner as needed. This is made possible through strong capabilities in managing the supply chain, mitigating risks and leveraging finance.

RANSA operates under the umbrella of Cyrus Group, that specializes in Bitumen based products and value added product manufacturing. Visit our website at www.cyrusgroup.com.

The company is fully capable of:

- Structuring and providing seamless financing from origin to sales
- Developing structures for purchase and sales with risk mitigation by insurance companies
- Financing projects and joint ventures in developing markets
- Covering most types of financial risks through arrangement with FI/NBFIs
- Hedging political/sovereign risks through alliances with large multi-lateral agencies

■ RANSA Commodities “Ideas to grow with”. ■



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