



MEZZARION SUPPLIER ONBOARDING PROCESS

How We Work With Producers, Aggregators & Manufacturers

Operational Framework Overview

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Applies To: Mezzarion Holding and its operating subsidiaries, controlled joint ventures, employees, contractors, and third parties acting on Mezzarion's behalf.



Introduction	2
1. Principles	2
2. Who This Applies To	3
3. Three-Step Supplier Journey	3
STEP 1 – SUPPLIER REGISTRATION & KYC	3
STEP 2 – PILOT STRUCTURE & AGREEMENT	4
STEP 3 – PILOT EXECUTION & PERFORMANCE REVIEW	5
4. Documentation & Compliance	6
5. What This Means For You	7



Introduction

Mezzarion works with a limited number of **serious producers, aggregators and manufacturers** to build repeatable, compliant and bank-grade supply corridors across metals, energy and agriculture.

To protect both sides and avoid wasted time, every supplier goes through a **structured, standardised process**. This document explains what you can expect from us – and what we will expect from you – from first contact to first pilot.

1. Principles

Our supplier process is built on five principles:

1. **Reality over stories** – we work with assets, licences and performance, not promises.
2. **Compliance first** – full KYC, licensing and sanctions checks before any volume is committed.
3. **Pilot before promises** – no long-term talk until a clean pilot has been executed.
4. **Clear paper** – contracts and documents that banks and regulators can recognise.
5. **Mutual upside** – where it makes sense, we look beyond trade into potential strategic partnership or investment – but only after performance is proven.

We apply the **same process to all suppliers**, regardless of size or jurisdiction.

2. Who This Applies To

This process applies to:

- **Asset owners and operators** (mines, plants, refineries, depots, factories)
- **Licensed aggregators and exporters** with documented offtake or control
- **Manufacturers and processors** supplying finished or semi-finished products

We generally **do not** formalise relationships with unlicensed intermediaries who cannot demonstrate clear legal control over product.



3. Three-Step Supplier Journey

The journey has three clear phases.

STEP 1 – SUPPLIER REGISTRATION & KYC

Objective: Confirm who you are, what you control, and whether we can work together under our compliance standards.

What you do

1. **Complete Mezzarion's Supplier Onboarding & KYC Form**
 - Legal entity details (company name, registration numbers, addresses)
 - Directors and shareholders / ultimate beneficial owners (UBOs ≥ 25%)
 - Banking details (corporate account; no third-party beneficiaries)
 - Asset details (mine/plant/depot name, location, type of operation)
 - Production capacity and realistic allocable volume for Mezzarion
 - ESG / labour / safety declarations
2. **Upload core documents**
 - Certificate of incorporation and corporate registry extract
 - Shareholder / UBO structure
 - IDs for directors and UBOs
 - Tax and VAT registrations (where applicable)
 - Valid licences/permits (mining, processing, export, trading)
 - Recent certificates of analysis (CoAs) and, where available, basic shipment history
 - Bank letter confirming your account details and ownership
3. **(Optional) Complete the Bottlenecks & Investment Opportunity section**
 - Non-binding questions about bottlenecks, capex needs and appetite for future strategic partnership or investment.

What we do

- Run KYC, sanctions and risk checks on the entity, directors and UBOs.
- Verify licences at a basic level and sanity-check volumes against asset type.
- Categorise you as a **potential pilot candidate** or decline if fundamentals are not aligned.

If the basics do not pass our internal criteria, we will inform you and **stop the process** rather than waste your time.



STEP 2 – PILOT STRUCTURE & AGREEMENT

Objective: Design a controlled pilot that tests real supply, quality and operations before any long-term commitments are discussed.

If Step 1 is satisfactory, we move to structuring a **Pilot Supply**.

What we do

1. **Technical / commercial discussion**
 - Align on realistic product spec, volumes, Incoterm and load/delivery points.
 - Understand your current logistics, bottlenecks and constraints.
 - Confirm what you can reliably allocate to Mezzarion for a pilot.
2. **Issue a Pilot Supply Term Sheet (non-binding)**
 - Product and key specifications
 - Pilot tonnage and timing
 - Incoterm and load/delivery point
 - Pricing logic (index and discount/premium, or fixed price)
 - Payment mechanism and bank expectations
 - Inspection, weighing and documentation framework
3. **Draft a Pilot Supply Agreement**
 - Short-form contract, incorporating the agreed commercial terms and Mezzarion's **Standard Trading Terms & Conditions (STCs)**.
 - Includes licence/warranty clauses, KYC/AML, sanctions, anti-bribery, default and dispute resolution.

What you do

- Review the Pilot Term Sheet and provide concrete feedback.
- Agree or refine the pilot parameters and sign the **Pilot Supply Agreement** once acceptable.
- Prepare your internal teams (operations, logistics, finance) for the pilot requirements and documentation.

At this stage there is **no long-term offtake commitment**. The focus is on proving real-world performance under a visible, bank-grade structure.



STEP 3 – PILOT EXECUTION & PERFORMANCE REVIEW

Objective: Execute 1–2 pilot lots and build a data-based view of your performance, not a theoretical one.

What you do

- Produce and make available the agreed Pilot Quantity at the agreed load/delivery point.
- Cooperate with inspection, weighing and sampling procedures (e.g. independent lab, weighbridge, yard checks).
- Provide all contractual documents accurately and on time for each pilot lot:
 - Commercial invoice
 - Packing list
 - CoAs / inspection certificates
 - Weighbridge certificates
 - Certificates of origin and licences (as applicable)
 - Delivery notes / warehouse receipts
 - Export customs and related paperwork

What we do

- Arrange or coordinate independent inspection/assay as per the Pilot Supply Agreement.
- Manage payment under the agreed structure (escrow, SBLC, LC, etc.) against the required documents and quality results.
- Track your performance against four key areas:
 - Quality vs specification
 - On-time delivery vs agreed schedule
 - Documentation completeness and accuracy
 - Professionalism and responsiveness in resolving issues

Post-pilot

Based on pilot performance, we will categorise you internally as:

- **Strategic Tier 1 Supplier (candidate for framework agreement)**



- **Tactical Tier 2 Supplier (spot/short-term opportunities only)**
- **Not suitable at this time**

Where performance and strategic alignment are strong, we may invite you to discuss a **Framework Supply Agreement** and, if appropriate, explore **longer-term partnership or investment structures**. Any such discussions remain subject to separate negotiation, approvals and contracts.

4. Documentation & Compliance

Mezzarion operates under a formal **KYC & Counterparty Onboarding Policy** and a set of **Standard Trading Terms & Conditions (STCs)** aligned with international trade and compliance standards.

Key points:

- All suppliers are screened for:
 - Corporate legitimacy and ownership transparency
 - Sanctions and PEP exposure
 - Licence and permit adequacy
 - Basic ESG, labour and safety posture
- We **do not** work with:
 - Unlicensed operators or exporters
 - Third-party or informal bank accounts
 - Structures designed to conceal ownership or beneficiaries
- Our STCs cover, among other things:
 - KYC/AML and sanctions compliance
 - Anti-bribery and corruption
 - Representations and warranties on product and licences
 - Default, termination and force majeure
 - Limitation of liability
 - Governing law and dispute resolution



The current Mezzarion STCs are available at: <https://www.mezzarion.com/trust-centre> and are incorporated by reference into all Pilot Supply Agreements and Framework Supply Agreements.

5. What This Means For You

If you are a **serious producer or aggregator**:

- You know in advance what information and documents are needed to work with Mezzarion.
- You are measured on **actual performance** under a pilot – not on marketing slides or promises.
- You get a counterpart that is disciplined, compliant and focused on building **repeatable, scalable flows**, not one-off opportunistic deals.

If you are unable or unwilling to follow this process, we are unlikely to be the right partner for you.

For questions about this process or to request our Supplier Onboarding & KYC Form, please contact:

Mezzarion – Supply Desk

Email: supply@mezzarion.com

Website: www.mezzarion.com