

Financing the Sesame Supply Chain

Jack zhuang



Main problems in the sesame industry

1. Two side default



违约公司名单/Defaulting company list

编号	国别/Country	违约公司/Defaulting Company	数量/QUANTITY	合同号/contract No.	签约日/Date
1	埃塞/Ethiopia	Tenaw Alehegn Import and Export	10x20'gp	TACN001/2017	Dec.13/2017
2	埃塞/Ethiopia	Adeyabeba bekele pulses and oil seeds exporter			
3	埃塞/Ethiopia	Sefefe Tafere Kebede Exporter			
4	埃塞/Ethiopia	Tilaye Nigussie Exporter and Importer			
5	埃塞/Ethiopia	B... new Jenhere			
6	埃塞/Ethiopia	Addis... mayeru T...			
7	埃塞/Ethiopia	TE... ME... A... TA... E... RT	6x20'gp	TAE/001/2017	Oct.20/2017
8	埃塞/Ethiopia	... INDUS... PLC	10x20'gp	AMAW171109	Nov.09/2017
9	埃塞/Ethiopia	DUAL... ZE... WAS ALEMU	20x20'gp	AMAW171128	Nov.28/2017
10	埃塞/Ethiopia	...efu... and Family Trade	6x20'gp	SF17171229	Dec.29/2017
11	塞内加尔/Senegal	EXPORTER: AGROSEN LIMITED COMPANY BROKER: Bizonequick International	10x20'gp	17AL004	Sep.20/2017
12	埃塞/Ethiopia	Firew Abebe Chekol Exporter	10x20'gp	SC/GLDN/073/2017	Nov.16/2017
13	埃塞/Ethiopia	Mohammed Ahmed... oshu export Trade in		SC/GLDN/074/2017	Nov.16/2017
14	埃塞/Ethiopia	Mohammed Ahmed... oshu exp... e... n		SC/GCR/075/2017	Nov.25/2017
15	埃塞/Ethiopia	... Agricul... facts		AYA/0004/2018	JAN.02/2018
16	埃塞/Ethiopia	GEZAHEGN DEMELASH MENALU	6x20'gp	GDM/010/17	
17	埃塞/Ethiopia	Demelash admas tamer	10x20'gp	de-f011-2017	

2006-2018年中国芝麻与进口芝麻价格趋势对比图

Prices trend of China sesame and Ethiopian sesame comparison 2006-2018



Main problems in the sesame industry

2. Quality instability



Main problems in the sesame industry

3. Production season buy goods, capital cost is exorbitant



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Main problems in the sesame industry

4. Domestic market prices upside down

Chinese imports of sesame seeds from abroad are even cheaper than the ones from the country of origin



Solutions

1. Warehouse receipt delivery




五通世纪

青岛五通世纪供应链有限公司
进仓确认书 No. 20190322001

货权方: GLORIOUS OCEAN CO.,LTD

监管方: 青岛五通世纪供应链有限公司 进仓时间: 2019. 3. 22 物流合同号: WTSJ2018121003

存放仓库 埃塞仓库

序号	商品描述	数量	件数	实收情况
1	埃塞白芝麻	530吨	10600件	货物良好

备注: 2019. 03. 08日出具的进仓确认书NO. 20190308002失效。

监管方签字 (盖章) _____
日期: _____



DECX 招商局港口全球布局

Global Layout of DECX Merchants Ports



4
大洲
Continents

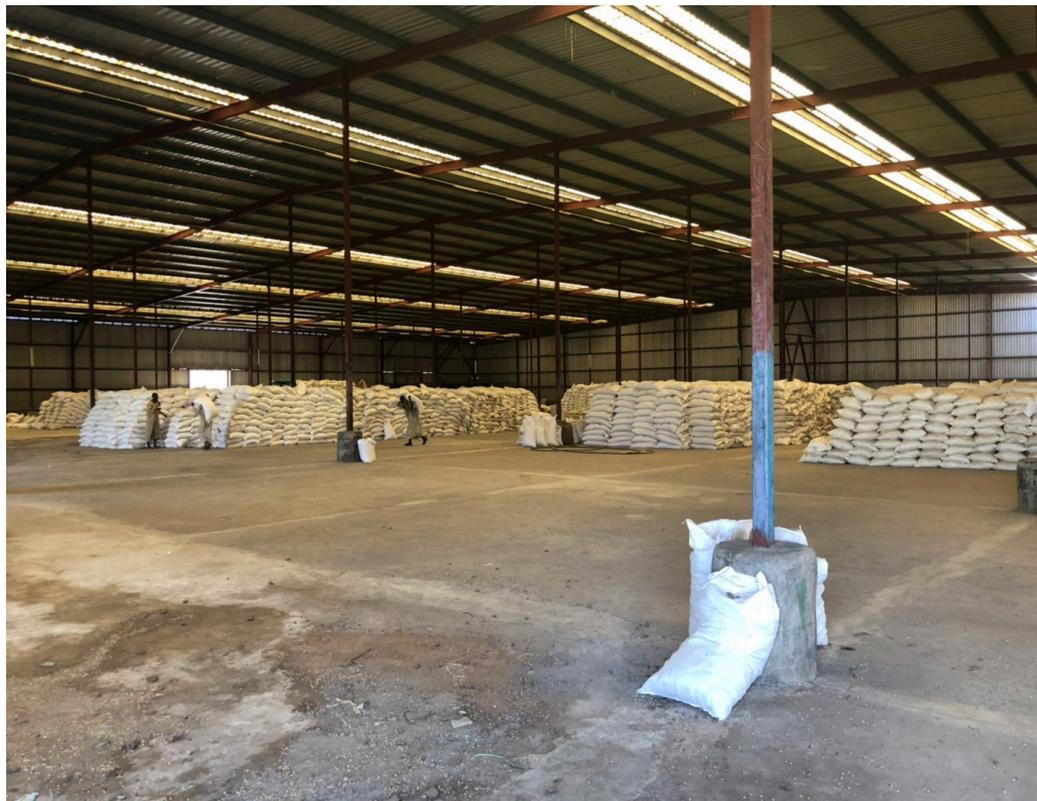
15
国家地区
Countries and regions

28
港口
Ports

55
码头
Docks

Warehouse

Africa warehouse & Africa origin sesame acquisition team & screening equipment



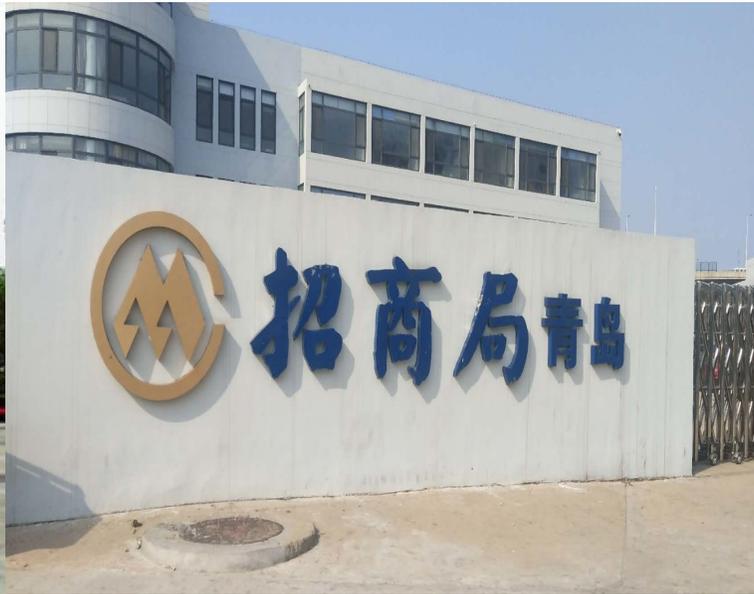
Solutions

2. Quality problem: Screening and quality control, quality assurance



Solutions

3. Bonded zone factory advantage, to assist processing entrepot



Factory

Located in Huangdao Free Trade Zone, with the most advanced sesame screening color / packaging processing plant



Huangdao Advantages

Sales channels at home and abroad (Taiwan, Korea, Japan, Europe...)



Solutions

4. Problem of high cost of capital: make use capital advantage to provide high-quality capital chain



Financing

Mode A Warehouse

Mode B B/L or Documents

Money Advantages

Resources: Bank / Singapore, Taiwan, Hongkong Company / Africa Local Currency / China Government Company

Solutions

How to develop China Market?

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