



EMINENT GLOBAL EXPORT LTD

Motto: "Delivering Africa to the World..."

WhatsApp: +2348066297222, +2348095953100, ceoibrahimalawan@gmail.com, <https://www.eminentgx.com>

Our Ref: _____ Your Ref: _____ Date: _____

Eminent Global Export Ltd

1. Company Overview

Eminent Global Export Ltd is a leading exporter of premium agricultural products from Nigeria and a reputable importer of general goods, including heavy machinery, electronics, gadgets, automobiles, home appliances, and other related products. We are a dynamic international trade company committed to excellence, reliability, and sustainable business practices.

Our core strength lies in delivering high-quality, ethically sourced, and globally compliant agricultural commodities to international markets. We work closely with local farmers, processors, and supply chain partners to ensure that all our products meet stringent quality control measures and international export standards.

Eminent Global Export Ltd specializes in the export of a diverse range of agro-products, including but not limited to sesame seeds, ginger, hibiscus flowers, cashew nuts, shea butter, soybeans, and other agricultural commodities. Each product is carefully processed, packaged, and handled in strict compliance with global quality and safety requirements to guarantee freshness, purity, and market competitiveness.

Driven by professionalism, integrity, and customer satisfaction, we aim to build long-term partnerships that promote mutual growth, expand global market access, and contribute to sustainable economic development. Our efficient logistics network and experienced management team enable us to offer reliable supply solutions and seamless international trade services to our valued clients worldwide.

2. Nature of Business

Eminent Global Export Ltd operates across two principal sectors:

- Agricultural Exportation**
- General Goods Importation and Distribution**

Through these sectors, the company provides integrated trade solutions to clients across Africa, Europe, Asia, the Middle East, and North America, supported by efficient logistics systems, transparent business practices, and professional service delivery.

HEAD OFFICE:	ABUJA BRANCH:	LIAISON OFFICE:	SAUDI ARABIA OFFICE:	PHONE NUMBER:
No. 168 Eastern Bypass, Unguwa Uku, Zaria Road, Kano State - Nigeria	No. 109 Plaza Adetukumbo Ademola Wuse II, Behind Emakulate Hotel, FCT, Abuja - Nigeria.	No. 4 Salim Ahmad Kabir Plaza, Kafin Maiyaki, Kwanar Dangora, Kano State - Nigeria,	24221 Al-Nuzha District Makkah, Kingdom of Saudi Arabia.	+234 806 629 7222 +234 809 595 3100 ceoibrahimalawan@gmail.com https://www.eminentgx.com

3. Core Areas of Specialization

A. Agricultural Export Products

Eminent Global Export Ltd specializes in the export of premium agricultural and agro-processed commodities, including but not limited to:

- Sesame Seeds
 - Ginger
- Hibiscus Flowers
 - Cashew Nuts
 - Shea Butter
 - Soybeans
 - Groundnuts
- Palm Products
 - Dried Fruits
- Spices and Herbs

All products are carefully sourced from trusted farmers, cooperatives, and aggregators across Nigeria. Processing is conducted under strict quality control procedures to meet global standards. The company ensures compliance with international export requirements such as phytosanitary certification, standardized packaging, quality grading, and product traceability.

B. Importation of General Goods

The company imports and distributes a wide range of general goods to meet commercial and industrial needs, including:

- Heavy Machinery and Industrial Equipment
 - Electronics and Electrical Appliances
 - Automobiles and Vehicle Parts
 - Construction Equipment
 - Smart Gadgets and ICT Products
- Home Appliances and Domestic Items

These products are sourced from reputable global manufacturers and suppliers, ensuring durability, performance, and value for money.

4. Vision Statement

To become a globally recognized export and import company that promotes Nigerian agricultural excellence and delivers world-class trade solutions through innovation, integrity, and sustainable business practices.

5. Mission Statement

To provide superior agricultural commodities and general goods through efficient supply chain management, ethical sourcing, and global compliance, while creating long-term value for stakeholders and fostering sustainable international partnerships.

6. Core Values

- **Integrity:** Conducting business with honesty, transparency, and accountability.
 - **Quality Excellence:** Delivering products that consistently meet international standards.
 - **Customer Satisfaction:** Prioritising client needs and exceeding expectations.
 - **Sustainability:** Promoting responsible sourcing and environmental stewardship.
 - **Professionalism:** Upholding ethical conduct, competence, and efficiency.
 - **Innovation:** Embracing modern trade solutions for competitiveness and growth.
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7. Business Objectives

- Expand Nigeria's agricultural export presence in global markets.
 - Strengthen supply chain networks with farmers, processors, and distributors.
 - Establish long-term partnerships with international buyers and stakeholders.
 - Improve market competitiveness through branding, quality assurance, and service excellence.
 - Promote sustainable economic development through export diversification.
 - Provide reliable and efficient import services for industrial and domestic markets.
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8. Operational Strategy

Eminent Global Export Ltd employs a structured and systematic operational approach that includes:

- Strategic sourcing from verified farmers and suppliers
- Comprehensive quality control and inspection processes
- Standardized packaging and branding in line with global requirements
 - Logistics planning, freight forwarding, and shipment coordination
 - Export documentation, licensing, and customs clearance
- International marketing, negotiations, and client relationship management

The company harnesses the expertise of skilled professionals and modern technology to enhance efficiency, reliability, and customer satisfaction across all operations.

9. Quality Assurance and Compliance

Eminent Global Export Ltd adheres to strict international trade regulations and quality standards, ensuring all exported products meet required specifications, including:

- Phytosanitary certification and laboratory testing
 - Quality grading and commodity inspection
- Compliance with export documentation procedures
 - Health, safety, and hygiene regulations
- International packaging and labelling standards

This commitment ensures product acceptance in global markets and strengthens buyer confidence and trust.

10. Target Market

The company's target market includes:

- International wholesalers and distributors
 - Food processing companies
- Manufacturers and industrial operators
 - Retail chains and supermarkets
- Government agencies and institutions
 - Construction and engineering firms
- Import/export agents and trade intermediaries

Primary markets span Europe, the Middle East, Asia, Africa, and North America.

11. Competitive Advantage

- Direct access to premium agricultural sources in Nigeria
 - Strong farmer networks and cooperative partnerships
 - Efficient supply chain and logistics infrastructure
 - Competitive pricing and dependable delivery schedules
 - Full compliance with international export standards
 - Customer-centric service delivery and flexible trade solutions
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12. Corporate Structure

Eminent Global Export Ltd is managed by a team of experienced professionals led by the Chief Executive Officer and supported by well-structured departments including:

- Export & Trade Operations
- Procurement & Supply Chain Management
 - Quality Control & Inspection
 - Logistics & Distribution
 - Finance & Administration
- Marketing & Business Development

This structure ensures operational efficiency, accountability, and smooth coordination across all business functions.

13. Corporate Social Responsibility (CSR)

Eminent Global Export Ltd is committed to contributing to societal development through:

- Empowering smallholder farmers and rural communities
 - Promoting sustainable agricultural practices
- Supporting youth and women participation in agribusiness
 - Providing training and capacity-building programmes
 - Encouraging environmentally responsible operations

14. Future Outlook

Eminent Global Export Ltd envisions expanding its product portfolio, entering new international markets, investing in advanced processing facilities, and strengthening strategic alliances to enhance its global competitiveness. The company is committed to continuous innovation, operational excellence, and sustainable growth to remain a trusted leader in international trade.

Eminent Global Export Ltd stands as a reliable and trusted partner in global trade, dedicated to promoting Nigeria's agricultural strength and delivering high-value, quality-driven trade solutions to clients worldwide.

Detailed Guidelines for Partnership and Direct Client Orders

1. Purpose of This Document

This guideline provides a comprehensive framework for managing:

Strategic Partnerships.
Direct Client Orders.

It ensures transparency, efficiency, legal compliance, and professional standards in all business transactions.

PART A: GUIDELINES FOR PARTNERSHIP

1. Definition of Partnership

A partnership is a formal business relationship between two or more entities collaborating to achieve shared commercial objectives, such as joint exports, distribution, logistics, or investment ventures.

2. Types of Partnerships

Strategic Partnership.
Distribution Partnership.
Joint Venture.
Supply Chain Partnership.
Franchise or Licensing Partnership.

3. Procedure for Establishing Partnership

Step 1: Initial Engagement

Formal expression of interest (EOI).
Introductory meeting (physical or virtual).
Exchange of company profiles and portfolios.

Step 2: Due Diligence

- Verification of legal status.
- Review of financial capacity.
- Business track record assessment.
- Compliance with regulatory bodies.

Step 3: Proposal Development

- Scope of partnership.
- Roles and responsibilities.
- Investment or resource contribution.
- Revenue sharing model.

Step 4: Negotiation & Agreement

- Terms and conditions negotiation.
- Drafting of Memorandum of Understanding (MoU).
- Legal review and approval.

Step 5: Signing & Implementation

- Formal signing ceremony.
- Action plan development.
- Performance monitoring schedule.

4. Key Elements of Partnership Agreement

- Objectives.
- Duration.
- Financial obligations.
- Profit-sharing ratio.
- Confidentiality clause.
- Dispute resolution mechanism.
- Termination conditions.

5. Responsibilities of Partners

- Compliance with agreed standards.
- Timely execution of assigned duties.
- Transparent communication.
- Periodic reporting and review.

6. Monitoring & Evaluation

- Quarterly performance reviews.
- KPI assessment.
- Risk management procedures.
- Improvement strategies.

PART B: GUIDELINES FOR DIRECT CLIENT ORDERS

1. Definition of Direct Client Order

A direct client order refers to transactions where clients place orders directly with the company without intermediaries.

2. Order Processing Workflow

Step 1: Client Inquiry

Product specification request.
Quantity and delivery location.
Pricing request.

Step 2: Quotation & Proforma Invoice

Price breakdown.
Delivery timeline.
Payment terms.

Step 3: Order Confirmation

Client approval.
Signed purchase order.
Advance payment confirmation.

Step 4: Production & Packaging

Quality control checks.
Compliance with export standards.
Packaging based on client requirements.

Step 5: Logistics & Shipping

Booking of freight.
Export documentation.
Tracking and insurance.

Step 6: Delivery & Confirmation

Proof of delivery.
Client satisfaction survey.
Final settlement.

3. Documentation Required

Proforma Invoice.
Sales Contract.
Packing List.
Commercial Invoice.
Bill of Lading
Certificate of Origin.
Quality Certificate.

4. Payment Terms Structure

Advance payment (30-70%)

Balance before shipment
Letter of Credit (LC)
Bank Transfer
Escrow payment

5. Quality Assurance

Compliance with international standards.
Inspection certificates.
Third-party verification.

6. Risk Management

Insurance coverage.
Fraud prevention.
Legal compliance.
Currency risk control.

7. Customer Relationship Management

Dedicated account manager.
After-sales support.
Feedback mechanism.
Repeat order incentives.

PART C: OPERATIONAL COMPLIANCE

1. Legal Compliance

Adherence to national and international trade laws.
Customs and export regulations.

2. Ethical Standards

Transparency
Anti-bribery policy
Fair trade practices

3. Record Keeping

Digital and physical documentation.
Transaction history maintenance.

PART D: COMMUNICATION & REPORTING

Regular progress updates.
Email and formal correspondence.
Reporting templates.

PART E: DISPUTE RESOLUTION

Amicable negotiation.
Arbitration clause.
Legal action as last resort.

CONCLUSION

These guidelines aim to promote structured business operations, strengthen partnerships, and ensure seamless execution of direct client orders while maintaining professionalism and global best practices.



About the CEO

Sir Ibrahim Aminu Lawan is the **co-founder, Chief Executive Officer, and Managing Director** of **Eminent Global Export Ltd and Maqam Ibrahim Global Travels Agency Ltd.** A highly distinguished industrialist and visionary entrepreneur, he is celebrated for his dynamic leadership, global perspective, and transformative approach to business. His extensive international experience spans Hospitality Management, Social Security and Economic Investment, Security Architecture and Management, Business Administration, Human Resources Management, Supply Chain Management, Leadership Development, Innovation, and Information Technology.

Sir Ibrahim, is known for his exceptional strategic foresight and diplomatic skill, complemented by a rare blend of professional competencies, including results-driven management, emotional intelligence, independent decision-making, outstanding public and interpersonal communication, analytical problem-solving, policy formulation, security design and management, resilience, integrity, and ethical professionalism. These qualities establish him as a transformational leader and a catalyst for sustainable growth, institutional excellence, and impactful societal contribution.

Academically accomplished and intellectually versatile, **Sir Ibrahim**, holds multiple qualifications, including a Master's of Science in Peace Studies and Conflict Resolution, Master of Art in International Affairs and Diplomacy, and a Bachelor of Science in Criminology and Security Studies. He also possesses certifications in Law, Human Resources Management, and Information and Communication Technology (ICT), complemented by numerous national and international awards recognizing his contributions to leadership, business, and social development. He is currently pursuing a **PhD in Sociology** with a specialization in **Complex Organizations** at **Bayero University, Kano**, reflecting his commitment to research-driven leadership and organizational innovation.

CEO MESSAGE

Dear Esteemed Clients and Partners,

On behalf of the management and entire team of **Eminent Global Export Ltd**, I extend my sincere appreciation for your trust, loyalty, and continued partnership with our organization. Your confidence in our capabilities remains the foundation of our growth and the driving force behind our commitment to excellence.

At **Eminent Global Export Ltd**, our mission is clear: to deliver high-quality agricultural and export-grade products that meet international standards while ensuring reliability, transparency, and efficiency in all our transactions. We are dedicated to building lasting relationships based on integrity, professionalism, and mutual respect.

In a rapidly evolving global trade environment, we remain proactive in adapting to market demands, strengthening our supply chain, and leveraging innovative solutions to consistently offer products that add value to your business. Our focus is not merely on trade, but on partnership creating sustainable opportunities and shared prosperity across borders.

We assure you of our unwavering commitment to quality control, timely delivery, and customer satisfaction. Every product we supply represents our promise of excellence and our dedication to upholding your expectations.

Thank you for making **Eminent Global Export Ltd** your trusted export partner. We look forward to strengthening our collaboration and achieving greater milestones together.

Warm regards,

Yours Faithfully,



Ibrahim Aminu Lawan, P.hD
CEO/MD

