



## **PRESS RELEASE**

### **DRUM COMMODITIES LIMITED (DCL) ARRIVES IN THE MIDDLE EAST**

#### **FIRST STOP: BAHRAIN**

#### **PRESENTATION TO THE BANKERS' ASSOCIATION OF BAHRAIN**

#### **SUNDAY 27<sup>TH</sup> OCTOBER – 10.30am – GULF HOTEL - MANAMA**

Drum Commodities Limited (DCL) is delighted to announce its arrival in the Middle East with its inaugural Middle East office now established in Bahrain.

Since 2006 DCL has managed over \$3 billion worth of commodities in warehouses, tank farms and supply chains. With 17 subsidiaries across Africa and operations in a further 5 countries, DCL has created a substantial footprint, and experience, from which to launch its services into the Middle East. We currently have over 150 operations and 350 staff handling the full range of commodities, from cocoa, metals and fertilisers to coffee, fuel and grains.

We presently have over \$300 million under management.

Furthermore and importantly, we have been encouraged to set up in the Middle East by at least two international banks who have identified a serious shortage of professional collateral management companies providing these services in the region.

DCL provides collateral management and associated services to the world's leading Trade Finance Banks, whose tri-partite (incorporating the borrower) structured trade and finance facilities have ticket sizes in the region of \$10 – 30 million with one year revolving tenors.

'Collateral Management' is a crucial risk mitigant under the Basel 3 banking regulations enabling a structured transaction that reduces risk weighted assets.

All our Collateral Management Agreements (CMA) and Stock Monitoring Agreements (SMA's) are covered by Lloyds of London insurances. This latter point we believe is crucial when a bank or trader evaluates a collateral manager for credit approval.

DCL is the "eyes and ears" for the bank on the ground providing the "care, custody and control" of products (collateral to the loan).

DCL also works for the world's largest trade houses, often on a bi-partite basis.

Please go to our website [www.drumcommodities.com](http://www.drumcommodities.com) for many more details. On the front page is a video "What We Do" which explains in detail the processes involved in a collateral management transaction.

Drum Commodities Limited is delighted to have set up its first office in the Middle East in Bahrain and Andrew Barr-Sim, its Managing Director, would like to take this opportunity to welcome you to a presentation at the Gulf Hotel, Manama. The presentation is titled "Warehouse and Collateral Management Structures for Managing Commodity Financing Risks".

If you are unable to attend but would like to know more please email us at [info@drumcommodities.com](mailto:info@drumcommodities.com) and our General Manager for the Middle East, Bulent Aydin, will be in contact.