Skyocean

Global Commodity Trading & Supply Chain Finance

Physical Trading · Verified Supply Chains · Global Payment Connectivity

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Executive Summary

Skyocean is a global commodity trading platform that buys, ships, and sells physical goods. We connect merchants and buyers directly to verified supply chains through **an open platform that settles through any payment method worldwide.**

MVP Live
Platform Status
Operational and accepting users

5 to 8%+
Margin Per Trade
Conservative est. (45 to 60 day cycle)

$21 to 23M
Pilot Pipeline
Confirmed, first cycle

15 yrs
Founder Experience
Commodity trading operations

Platform Highlights

- **MVP live**, accepting merchants and investors
- **Owns the commodity end to end**, full supply chain control
- **Global payment connectivity**, any method, any region
- **Direct merchant access**, SME and wholesale

Key Partnerships

Government of Sudan
Essential commodity imports

Port of Thessaloniki (ThPA)
EU logistics gateway

World Trade Center Accra
Ghana trade corridor

How It Works

Skyocean owns the commodity at every stage. Merchants and buyers access goods directly through our platform.

1

Buyer Orders

Merchant or buyer places an order directly on the platform.

2

We Procure & Ship

Skyocean buys the commodity. We retain title throughout.

3

Verified Delivery

Quality inspection. Digital verification. Payment on delivery.

4

Returns Generated

Trade margin earned. Capital recycled to the next trade cycle.

Traditional Trade Finance

Bank lends money, charges interest, borrower repays or defaults, and the bank loses everything on a default. Requires security worth 150%+ of the loan. 30 to 45 day processing.

Skyocean Model

We buy the commodity and hold title until the buyer pays. If the buyer defaults, we resell. The default is a resale, not a loss. No lending, no interest.

The Problem We Solve

$2.5 trillion
global trade finance gap

70%
of first-time applicants rejected

40%
rejection rate in Africa

Why Banks Cannot Close the Gap

- No supply chain visibility, betting on strangers
- Usury caps (8 to 15%) make risky trades unprofitable
- Credit assessment costs exceed profit on small deals
- Binary outcome: borrower pays or total loss
- Cannot price high-risk markets appropriately
- Seller payment gaps from buyer defaults

Skyocean's Approach

- We own the commodity, full supply chain control
- Pricing through trade margin, not interest rates
- Self-consignment eliminates buyer credit risk
- Buyer defaults? We resell to the next buyer
- Digitally verified supply chain data for all parties
- Direct merchant access, no intermediaries needed

Verification Technology

Every shipment is digitally verified. Documents are tamper-proof. Payments release automatically when conditions are met.

Document Verification

Every document (bill of lading, quality inspection, customs clearance) gets a unique digital fingerprint. It cannot be forged, altered, or disputed. Verified in seconds, not weeks.

Independent, Tamper-Proof Records

Records are cross-checked against independent sources and cannot be altered. No single point of failure. The same class of technology used by Walmart, Swiss Railways, and major logistics companies.

Automated Settlement

Payments release automatically when verified milestones are confirmed: goods shipped, quality inspected, customs cleared, delivery confirmed. No manual intervention.
No disputes.

Why It Matters

2 sec verification vs 5 to 10 days at banks

$0.02 per verification vs $500+ bank fees

0% document fraud, mathematically impossible

24/7 global operation, no office hours

100% audit trail, every action recorded

Global Platform & Payments

Merchants and buyers access goods directly. We connect to any payment system used in any region worldwide.

Who Uses the Platform

SME Merchants

SME buyers place orders directly on the platform for commodities at fair market prices. Full KYC onboarding, order tracking, document access.

Wholesale Buyers

Government agencies, cooperatives, and large importers access bulk commodities with verified quality and full supply chain transparency.

Investors & Capital Partners

Fund real commodity trades, per trade or as a longer-term facility. Returns come from real trade margins on 45 to 60 day cycles.

Global Payment Connectivity

- Bank transfers (SWIFT, SEPA, local rails)
- Mobile money (M-Pesa, MTN, Airtel, etc.)
- Cash against documents (CAD)
- Letter of credit (LC)
- Gold-backed payment (select markets)
- Multi-currency support (USD, EUR, GHS, etc.)

How Capital Participates

Three entry points. Every option is backed by physical commodity trades and the same verification and reporting.

01

Equity

Ownership in the trading company through the pre-seed round. Participates in every corridor and in platform growth. Longest horizon, highest upside.

02

Trade Finance

Fund real, secured trades directly. Structure it per trade, a single cargo on a 45 to 60 day cycle, or as a longer-term revolving facility across many cycles. Open to any institution or financier. Skyocean holds title to the goods throughout, and capital is repaid as each trade completes.

03

Yield Engine

For licensed securities firms. We deliver the trade-finance yield into a structured product the firm wraps and distributes to its own investors under its license. A distribution channel for regulated firms, not the only way to finance long term.

Structures can combine: equity plus trade finance in a single allocation, sized to the investor's mandate.

Pilot Program: Trade Corridors

Initial corridors to prove the model. The platform is global; pilot numbers represent the launch phase only.

SUDAN: Flagship Pilot Corridor

Commodity	Volume	Value	Source
Wheat / Flour	10,000 MT	~$4M	Turkey
Sugar	10,000 MT	~$4M	Brazil
Milk Powder	20 containers	~$1M	Poland
Sunflower Oil	40 containers	~$1.2M	Turkey
Lentils / Pasta	Mixed	~$1.3M	Turkey / Italy

Pilot cycle: ~$14 to 16M per cycle

Government demand: 30,000 MT wheat/month (~$12M/mo)

Partnership: Ministry of Investment, Republic of Sudan

Status: Government partnership, MOU signed

GHANA: Diversification Corridor

Commodity	Value	Source
Dairy / Milk Powder	~$1M	Poland
Chicken / Poultry	~$1M	Brazil / EU
Sugar	~$4M	Brazil

Pilot cycle: ~$7M · 0% tariff under EU-Ghana EPA

Lower risk: established port (Tema), proven trade route

EU Gateway

Port of Thessaloniki, the shortest transit to East Africa. Sofia Dry Port for rail consolidation to Central Europe.

Business Model & Revenue

Trade Margins

5 to 8%+

Conservative estimate per trade. We buy at origin and sell at destination. Multiple cycles per year compound annualized returns.

Transaction Fees

1.5 to 2.5%

Platform fee per trade. Covers KYC verification, data integrity, document processing, and settlement infrastructure.

Capital Participation

3 to 4%/cycle

Returns from real trade margins per cycle of 45 to 60 days, available per trade or as a longer-term facility. Multiple cycles per year. Backed by real commodities.

Corridor Yields (Gross) Sudan approximately 23 to 30% APY. Ghana approximately 15% APY. Yields compress as the track record builds.

Pilot Program Revenue Projections (Initial Corridors Only)

Period	Trade Volume	Trades	Revenue Est.	Milestone
Year 1: Pilot	$40M	4 to 6	$1 to 1.6M	First trades, prove margins, build track record
Year 2: Scale	$120M	12 to 15	$3.3 to 5.5M	Multi-corridor, 5 to 7 countries, expand pipeline
Year 3: Expand	$175 to 200M	18 to 25	$8.8 to 12.3M	Institutional partners, new regions, full scale

Market Opportunity

$2.5T TAM

Global SME trade finance gap. ICC Banking Commission 2024.

$260B SAM

EU and emerging market corridors addressable from our platform.

$52 to 65B SOM

Africa and EU corridors, initial target regions.

Commodity Focus: Agricultural Products | Essential Goods (FMCG) | Industrial Equipment | Construction Materials | Containerised Cargo

Global Platform: Pilot Numbers Represent the Launch Phase Only

Pilot corridors (Sudan + Ghana): $21 to 23M confirmed pipeline, first cycle. Sudan government demand: 30,000 MT wheat/month (~$12M/month). The pipeline is institutional-scale; execution is capital-constrained, not demand-constrained.

Global platform: Pilot success validates expansion to LATAM, Asia, and additional African markets. Capital scales directly into volume.

Sources: ADB 2023, ICC 2024, WTO 2023, World Bank 2023

Competitive Positioning

Capability	Skyocean	Drip Capital	Banks
Quick SME Financing	✓	✓	✗
Owns the Supply Chain	✓	✗	✗
Earns Trade Margins (not interest)	✓	✗	✗
Digital Verification & Transparency	✓	✗	✗
No SME Collateral Required	✓	✓	✗
No Interest Charged to SMEs	✓	✗	✗
Global Payment Connectivity	✓	✗	✓
Direct Merchant Access	✓	✗	✗

Key Differentiator: Competitors either lend capital (Drip Capital, banks) or run platforms that never take ownership of the goods. Skyocean owns the commodity, controls the supply chain, and earns margin from trading, not interest. Failed platforms (TradeLens, Marco Polo, we.trade) did not own the value chain. We do.

Risk Management

Buyer Default

Self-consignment: Skyocean retains title to goods. A buyer default means goods are resold to the next buyer. No capital loss.

Security (Sudan)

Cleared, operational port access under current authorities. War risk plus marine cargo insurance. Egypt backup route verified. First-come-first-serve model.

Commodity Price

Short cycles (45 to 60 days). Essential goods with stable demand (wheat, sugar, dairy). Minimal price exposure window.

Financial / FX

All contracts USD-denominated. No local currency exposure. Gold accepted as an alternative in select markets.

Quality / Dispute

Pre-shipment inspection (SGS / Bureau Veritas). Independent surveyor. ICC arbitration clause. Digital verification.

Sanctions

Food and essential goods exempt from most sanctions. Rigorous KYC/KYB on all parties. SDN list screening. Full compliance framework.

Insurance: Marine Cargo ~1.5% + War Risk ~3% + Warehouse ~0.5% = ~5% of cargo value, fully covered

Team

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PR, Ghana

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Roadmap

In progress now

First Corridor and Foundation

MOU signed for a food commodity corridor into Sudan

Operating entity in Sudan, European base in Lithuania

First pilot shipments, financed by partners

Platform moving from MVP to production; live audit dashboard shows verified sample trades

In parallel

Verifiable Donation Program

A traceable donation program: donors follow their money from contribution to delivery

Partnerships with NGOs and aid organizations, in discussion

Phase 2

Retail Trade Finance

Open trade finance to individuals so everyday participants can help finance real commodity trades

Launching under EU regulation from the Lithuania base

Planned

Expansion

Extend the platform to new countries and trade corridors beyond the first

Use of Funds & Investment

$3M **Pre-Seed Round** $15M pre-money valuation

Bootstrapped to date. Founder-owned.

Allocation

Working Capital, 85% ($2.55M)

SG&A, 15% ($450K)

Equity Tiers at $15M Pre-Money

$150K = 1.0%
$250K = 1.6%
$500K = 3.2%
$750K = 4.8%
$1.0M = 6.3%

Why Now

- MVP live, platform operational today
- Government partnership signed
- Pilot pipeline ready, real demand confirmed
- Global payment connectivity built
- Trading company profitable from Year 1

Revenue projections are based on analysis and assumptions; actual results may vary. Consultation with financial experts is advised. Pre-seed pricing: Series A will not be at this valuation.

Let's Talk

Skyocean is bridging the $2.5 trillion trade finance gap by doing what banks cannot: owning the commodity, controlling the supply chain, and sharing the trade margin with investors. Our global platform connects merchants and buyers directly, through any payment method, in any market.

Next Steps

1. **Introductory meeting:** corridors, model, pipeline
2. **Structure discussion:** equity, trade finance, yield engine, or a combination
3. **Due diligence:** full data room access, platform demo
4. **Term sheet:** commercial terms, governance
5. **First trade:** capital deployed, trade cycle begins

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