



国开金属



## Wuxi National Development Metal Resources

**Subsidiary:**

*ASK Resources Limited (HK)*

*ASK Resources SA (GVA)*

*Shanghai Guokai Trading Co., Ltd.*

*Shanghai Yujiangyuan Trade Co., Ltd.*

# Introduction

---

- Wuxi National Development Metal Resources Ltd is a modern international integrated service provider in commodity trade managed by an experienced management team made up of a large number of elite in the industry, and jointly invested by Wuxi Industry Development Group Co., Ltd., a large enterprise solely funded by the State. It is one of the fastest growing trade companies in China.
- Wuxi National Development Metal Resources Ltd has its headquarters in Sinar Mas Plaza, No. 501, Dongdaming Road, at Northern Bund Shanghai. It has 2 overseas branches in Hong Kong and Geneva and a company in Shanghai Free Trade Zone. We remain at the heart of the global commodity market, promoting the trading and distribution of physical commodities. We play an important role in the industry, especially in non-ferrous metals market.
- We are dedicated to providing one-stop trade and financial services including procurement and sourcing of physical metals, risk management, trade financing, warehousing , supply chain finance for miners, smelters, production and processing companies and end-users all over the world. Our aim is to channel surplus commodity resources to areas where they are scant through trade so as to contribute to the rapid development of the commodity industry at home and abroad.
- We draw on our shareholder's creditworthiness as a state-owned enterprise, our abundant capital and the enormous business resources of our operation team. We put risk control front and center, focus on physical commodity trade, and provide support services in supply chain management and financing. We spare no effort in helping our customers and cooperative partners achieve their business goals and maximize the value of their achievements despite limited resources.

• **Our core values: credibility, reliability, professionalism, and responsibility**

• **Our vision: to become the most trustworthy service provider in commodity trade**

Introduction

Our Shareholders

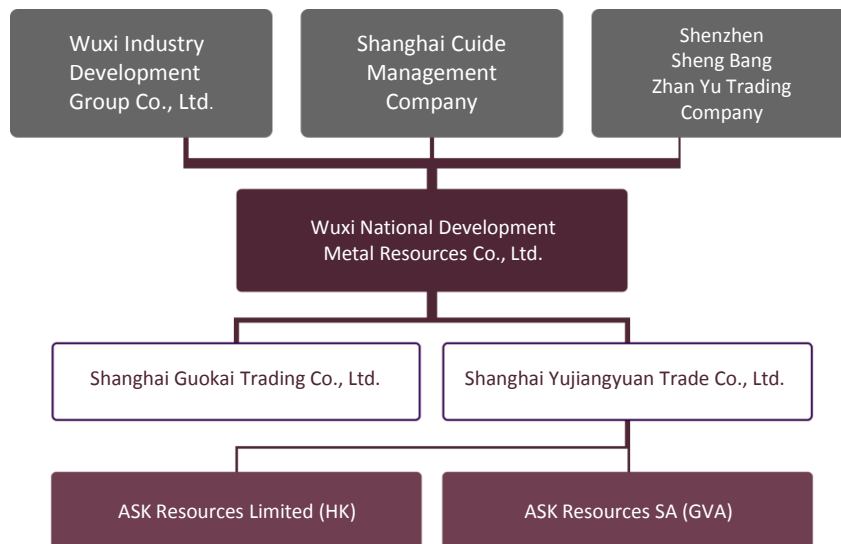
Company Structure

Risk Management

Our Core Team

# Shareholders

- Our shareholder and investor is Wuxi Industry Development Group Co., Ltd., a wholly state-owned enterprise funded by Wuxi People's Government in April 2008. The Group has been a China Top 500 Enterprise for seven consecutive years. As one of the largest state-owned enterprises in Wuxi City, Wuxi Industry Development Group Co., Ltd. has 51 wholly-owned, holding, joint-stock for profit and nonprofit enterprises, including 2 listed companies—Wuxi Weifu Group and Wuxi Taiji Industry Co., Ltd. It is the largest government-funded venture capital enterprise in Wuxi.
- Shanghai Cuide is a company formed for accommodating the core team benefit plan, which enables our management team to own part of the shares of the company collectively. On average, these team members have worked in the business for more than 10 years and have extremely rich experiences in commodity trade and operation.
- The backing of a powerful shareholder gives Wuxi National Development Metal Resources an unparalleled credit standing and provides it with extremely abundant capital.



Introduction

Our Shareholders

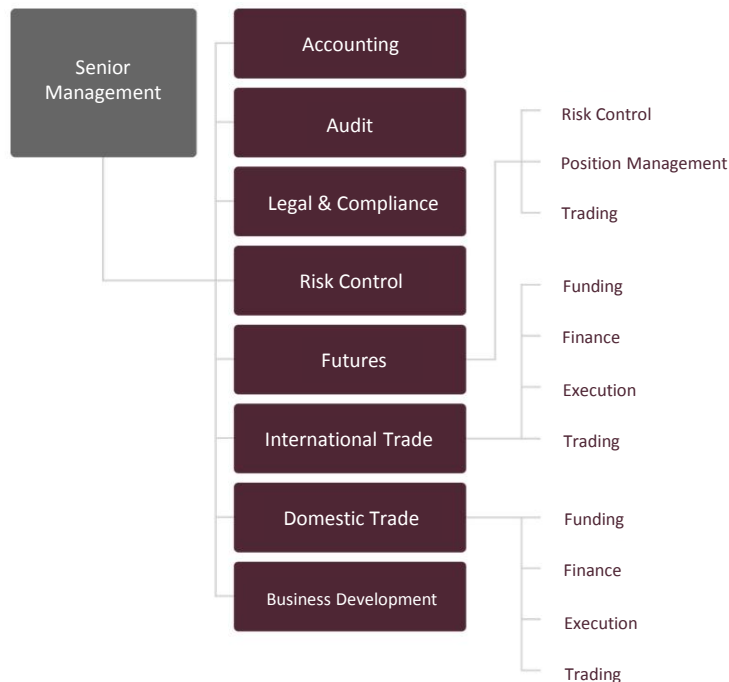
Company Structure

Risk Management

Our Core Team

# Company Structure

- Our management is characterized by relative autonomy and efficiency. We have a clear division of labor along with extraordinary team work. We always put risk control front and center. In addition to the departments of domestic and foreign trade, futures trading, business development, auditing, and finances, we set up an independent risk management department and legal compliance department to ensure prior auditing, rating and prevention of all kinds of risks that may arise and to monitor and standardize the execution of business processes through a professional, sophisticated internal transaction control management system. The aim is to avoid risks that may arise from human error so as to adequately guarantee the security of the capital and commodities of our customers and partners.



Introduction

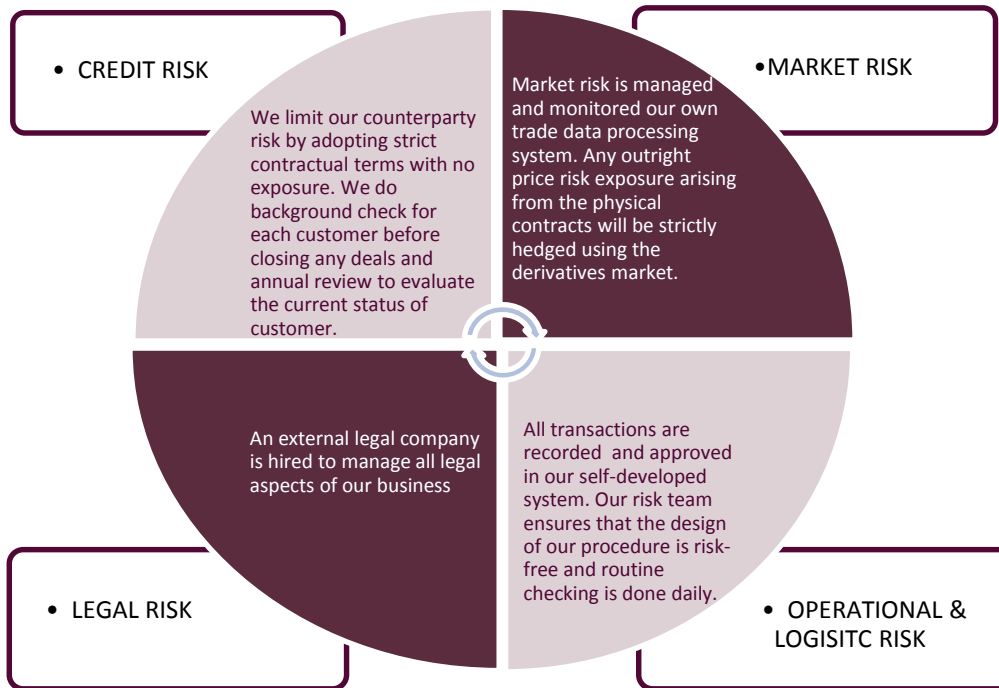
Our Shareholders

Company Structure

Risk Management

Our Core Team

# Risk Management



Introduction

Our Shareholders

Company Structure

Risk Management

Our Core Team



# Our Core Team

- Our core team is made up of returnees from European and US universities, as well as graduates from first-class domestic institutions such as Fudan University, Shanghai Jiaotong University, and Tongji University. On average, these team members have worked in the business for more than 10 years and have extremely rich experiences in commodity trade and operation.

- Our core team has made remarkable achievements in the past. The annual revenue from commodity trade at its best exceeded 100 billion RMB. Among these achievements, copper imports handled by our team accounted for more than 10% of China's total copper imports. It ranked among the top of the world in terms of trade volume and customer market share, has built up a high reputation and goodwill in the market, and has forged business relations with thousands of clients, banks and other partners.



Introduction

Our Shareholders

Company Structure

Risk Management

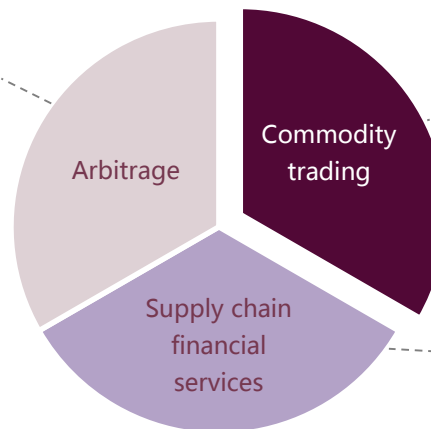
Our Core Team

## What We Do

• Wuxi National Development Metal Resources is an integrated independent professional service provider in commodity trade. Our business is focused on the trade of physical commodities. We expect to connect producers with end-users around the world and realize effective distribution of resources through efficient matching of spaces, times and capital. At the same time, we supplement our main business with supply chain management and derivative financial services to help our clients maximize their commercial values despite limited resources. Our clients include but are not limited to miners, smelters, brokers, manufacturing and processing companies, and end factories all over the world. We strive to provide them with one-stop trade services.

**We provide hedging and interest arbitrage services including futures-physical commodities combination and stock control**

- Physical/futures
- Across markets
- Other commodity asset management



- Procurement and sourcing for non-ferrous metals**
- Provide transit or import business for overseas physical commodities**
- Copper、Nickel、Aluminum、Zinc、Silver and Other metals

**We provide supply chain financial services such as warehouse stock finance, accounts receivable financing, and credit financing.**

- Stock financing
- Receivable financing
- Letter of credit/bank draft financing product

Besides, we also provide our clients and partners with a range of trade-related value-added services such as information, warehousing and physical distribution, asset management and overseas investment.

## Our Advantages

### Diverse and Reliable Services

- Relying on a superior business model, we play the roles of a market maker, a supply chain management service provider, and a financial service provider. We help our customers generate revenue in a reliable, efficient and responsible manner.

### Enormous Business Resources and a Loyal Customer Base

- 2,000 partners around the world, including all major global industry players covering all aspects of the transaction including smelters, end users, traders, banks, warehousing, logistics companies, futures brokers and more.

## Our Advantages

### Respectable Credit Standing and Abundant Capital

- Our background supports our trade activities and helps expand our business boundary to the whole world. Enormous financial strength, powerful shareholders, have enabled us to enhance our business and run effectively in a complex market.

### Original and self-developed Trade Management System specialized in Commodity trading

- We have our own original transaction management system established by taking into consideration the features of large traders in China and the West. We have a safe, highly efficient, and stringent risk control system to ensure the security of funds and commodities.



## Our Service Coverage



Headquartered in Shanghai, China, we have established wholly-owned subsidiaries in Shanghai Free Trade Zone, Hong Kong, and Geneva. Shanghai Guokai Trading Co., Ltd is a wholly-owned subsidiary of Wuxi National Development Metal Resources Ltd mainly involved in domestic commodity trade, supply chain finance, warehousing and physical distribution. ASK Resources Limited (HK) and ASK Resources SA (GVA) are subsidiaries that Wuxi National Development Metal Resources established in Hong Kong and Geneva. They are mainly involved in offshore commodity trade and financial services, providing business services and support for overseas corporate clients and cooperative partners. An extensive network has enabled us to spread our business not only in China but also all over Europe, the Americas, Asia and other parts of the world.

## Clients & Partners



## Headquarter

---

**Address:**

15/F,Sinar Mas Plaza,No.501,  
Dongdaming Road,  
Hongkou District,Shanghai

**Tel:** +86 21 6510 0660

**Fax:** +86 21 5578 8155

**Mail:** [Contact@guo-kai.com](mailto:Contact@guo-kai.com)

## Talk to us

---

**Tel**

+ 86 21 6510 0660

**Fax**

+ 86 21 5578 8155

**Business Contact**

+ 86 21 6510 1190

**Business Cooperation**

+ 86 21 6510 1121