Expression of Interest: Direct Allocation Offer: Exclusive Distributorship & Off-take Partnership in the Nigerian Market

Dear Prospective Partners,

We at Malprojel and IK Services Limited as a 100% privately held Nigerian firm and managed by Nigerian having it's principal head office situated at 20, Creek Road, Omoku Rivers State are thrilled to present an exclusive distribution opportunity to partner with us in the Nigerian market. Having successfully secured the exclusive rights for the distribution of **Vestel's premium consumer electronics and ADNOC's high-performance Lubricants in** Nigeria, we are pleased to announce our upcoming inventory arrival and are currently expanding our distribution network by securing 3-tier product offtakers (Tier 1: National Distributors, Tier 2: Regional Wholesalers, Tier 3: Key Retailers) for this premium consignments upon clearance at Nigerian seaports.

Our portfolio brings unmatched value to your business, backed by strategic marketing support and strong projected margins. To effectively penetrate the Nigerian market, we structure our distribution into three tiers to best fit market dynamics and accommodate different investment levels and business capacities and are currently accepting applications for exclusive 3-tier distributorship program featuring a carefully curated portfolio of premium SKUs.

Product Portfolio & Consumer Demand (Nigeria)

Targeting the growing Nigerian automotive and consumer electronics markets, the following SKUs meet current demands:

ADNOC Engine Oils: ADNOC Voyager Gold/Silver (5W-40, 5W-30, 20W-50,10W-40) for high-performance passenger cars, ADNOC Diesel Plus (15W-40) for commercial transport.

Vestel Electronics: Vestel Smart LED/OLED TVs (43" to 65" SKUs), Vestel Smart Inverter ACs (1HP to 2HP), and Vestel Frost-Free Refrigerators.

Proposed 3-Tier Distribution Structure

To ensure seamless product deployment, market penetration and accommodate businesses of varying capacities, we have structured our network into three tiers:

Tier 1 (National Distributor): Establish agreements with primary regional off-takers capable of managing bulk volumes directly upon port clearance with a minimum order quantity (MOQ) of 2,000 units/cartons per SKU. **Minimum Capital Investment:** ₦50,000,000.

Requirements: 10,000+ sq. ft. warehousing capacity, fleet of delivery trucks, and established B2B/Retail network nationwide.

Tier 2 (Regional Distributor): Medium-scale offtakers managing direct distribution to state-level retail networks and specialized outlets with a minimum order quantity (MOQ) of 1,000 units/cartons per SKU. **Minimum Capital Investment:** ₦25,000,000.

Requirements: 5,000 sq. ft. warehousing, minimum of 3 delivery vehicles, and regional operational history.

Tier 3 (Key Retailer's): Localized offtakers, fleet managers, and corporate entities procuring directly for end-user consumption with a minimum order quantity (MOQ) of 500 units/cartons per SKU. **Minimum Capital Investment:** ₦10,000,000.

Requirements: Secure storefront/retail showroom, local logistical capability.

Benefits of onboarding this product line include:

Verified Origin: 100% genuine Vestel and ADNOC Distribution products with direct manufacturer warranties.

Competitive Pricing: Direct-from-the-dock pricing to maximize your profit margins.

Marketing Support: Co-branded promotional materials and localized campaigns for the Nigerian market.

Distributor Onboarding Criteria

To maintain brand integrity and service excellence, we require all prospective partners to meet the following criteria:

Business Registration: Must be a registered entity in Nigeria with valid CAC (Corporate Affairs Commission) documents and a Tax Identification Number (TIN).

Storage Facilities: Must have adequate, secure, and weather-appropriate warehousing (especially for lubricants and electronics).

Financial Capability: Proof of liquid capital or a verifiable line of credit from a reputable Nigerian commercial bank.

Distribution Network: Existing route-to-market channels, retail presence, or fleet for B2B/B2C deliveries.

Because demand is high, inventory is strictly allocated on a first-come, first-served basis upon execution of a distribution agreement. If your company has the operational capacity and reach to dominate your target region, we invite you to join our growing network. Please complete and return the Distributor Application Form (Annexure A) to marprojel2020@gmail.com on or before 30th November 2026 along with:

Copy of CAC Certificate & Form CO7

Company Profile / Business Plan

Valid Tax Clearance Certificate

6 Months Bank Statement (Company Account) / Bank Reference Letter

Profile of your existing distribution network

For any inquiries, feel free to contact our distribution team at 07069442140. We look forward to a mutually profitable partnership.

Sincerely,

Tgst. Jonah Marshal

For: Malprojel and IK Services Limited

(MD/CEO).

Distributor Application & Assessment Questionnaire

Please complete this questionnaire and return it to marprojel2020@gmail.com to proceed with your distributorship application.

Section A: Company Information

Registered Company Name: _____

RC Number (CAC): _____

Registered Office Address: _____

Contact Person & Title: _____

Email Address: _____

Phone Number: _____

Business Website: _____

Section B: Distribution Profile

Which tier of distributorship are you applying for?

[ ] National/Mega

[ ] Regional

[ ] Key retailer's

Which product lines are you primarily interested in distributing?

[ ] ADNOC Engine Oil

[ ] Vestel Electronics

[ ] Both

What is your current distribution coverage area (e.g., specific states/regions in Nigeria)? _____

Do you currently distribute products for other major brands? If yes, please list them: _____

Section C: Financial & Logistics Capacity

Estimated available investment capital for this venture: _____

Do you own or lease your warehouse/storage facility?

[ ] Own

[ ] Lease

Please specify the total square footage and storage conditions: _____

Please provide two (2) trade references (companies you currently do business with):

Reference 1 Company & Contact: _____

Reference 2 Company & Contact: _____

Section D: Branding & Marketing

Do you have an established sales team capable of actively pushing these products?

[ ] Yes

[ ] No

Are you willing to allocate a dedicated marketing budget for co-branded campaigns, point-of-sale displays, and local promotional events as required by our marketing guidelines?

[ ] Yes

[ ] No

Declaration

I hereby certify that the information provided in this questionnaire is true and accurate. I understand that any false information may lead to the rejection of this application or the termination of the distributorship agreement.

Signature: _____

Date: _____

Name (Print): _____

Title: _____