



# WALEXI NIGERIA LIMITED

## EXECUTIVE SUMMARY/INVESTOR DECK

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# Team

- Adeyemo Adewale : Founder, Degree in Geology, commodity trader.
- Bisi Shoetan : Director, Degree in Geology, Diploma in Electrical Engineering.
- Madam Alice Adeyemo : Facilitator, Commodity trader.

## Advisors

- Engr Wasiu Bello : Council of Mining Engineers & Geoscientist(COMEG)
- Oyeniyi S.O: Legal Practitioner.
- Doctor D.k Olukoya: General Overseer MFM Worldwide.

## Previous Investors

- Adeniji Adeyemo, Bisi Shoetan, Madam Alice, Adeyemo Adewale.



# Elevator Pitch

- “Our Company, Walex is into Lithium-Tin Exploration & Mining to help provide materials for smelters, chemical and lithium-ion battery manufacture, in excence to generate clean energy.”
- **OUR VISION** : We will be recognized and respected for exceptional economic, environmental and social performance.



# Problems / Customer needs

- Persistence increase in global warming due to damage induced through the use of fossil fuel forms of energy .
- The oligopoly that controls the lithium trade.
- The toxic nature and environmentally harmful metals such as lead, mercury and cadmium need substitution.
- The corrosive nature of chromium and nickel in stainless steel need better replacement.



# Solutions

- Expanding access to lithium-tin deposit must remain a priority for Electric Vehicles lithium-ion batteries and other basic applications.
- A more diverse lithium supply will help break-up or neutralise the Oligopoly that controls the trade.
- Expanding associated tin minerals deposit will replace the toxic lead, mercury and cadmium and also replace the corrosive nature of chromium and nickel in stainless steel.



# Market

- Combined Current Market Size for Lithium-Tin



- Market share of 0.33%.

## Available Market (2020-2025)

- Geographically, the target market is worldwide, no restricted region.
- Demographically, there is no restriction in terms of gender, income level or education.



# Products / Services

- High grade Lithium concentrate ,minimum of 6.00% Li<sub>2</sub>O and low iron content of 0.5% Fe<sub>2</sub>O<sub>3</sub>.
- High grade Tin concentrate of 45% to 70%.
- Associated by-products like Columbite and Tantalite.
- **UNIQUE SELLING POINT:**” Environmental Sustainability and Responsible Extractive Activities”





# Business model

- Metal commodities specialist, traders and Lithium Carbonate/Lithium Hydroxide producers.
- 40,000tons of 6% Li<sub>2</sub>O concentrate and 10,000tons tin concentrate to be produced per year at 10% yearly increase.
- Price of US\$615 and US\$2,000 per ton of lithium and tin concentrate respectively.
- Revenue comes from lithium, tin concentrate and other by-Products.
- General Business Model is Mixed.



# Competition/Competitors

- We have big time competitors. We may have to compete with them when it is time to sell to open market or secure contract.
- These companies do have huge resources which are spent on maintaining their dominant position of their existing products.



# Competitive Advantages

- We have a differentiating strategy, coupled with cheap local labor force to produce at low cost.
- Walexig's sustainable advantage are its drives for advance technology and custom system design, packages, human capital and strategic positioning.
- For any of our model not to be copied easily, we will have contractual control over a sales channel, which can be more powerful than having a patent.



# Marketing

- Direct contact with mineral products specialist (Customer Acquisition) and long term contract.
- Reasonable price would be charged in comparison to open market view.
- Distribution channels are Direct (Internet), paid search such as Google Addwords, Direct/Catalog, Consultants and Dealers etc.



# Financial Projections

	YR 1	YR 2	YR 3
<b>Quantity of Concentrate</b>	<b>50,000Tons</b>	<b>54,000Tons</b>	<b>60,500Tons</b>
Revenue(US \$))	45,100,000	49,610,000	52,710,625
Expenditure (US\$)	17,909,300	19,706,014	23,139,198
EBITDA	27,190,700	29,903,986	29,571,427
EBITDA Margin	60.29s%	60.28%	56.10%



# Investment Plan/Exit Strategies

- A sum of US\$1.5Million as seed is required to achieve/complete immediate milestone.
- Total investment is US\$50.0Million. This represent 60% Equity fund and 40% Debt. The funds are meant to secure growth, development, further exploration work, capital expenditure and marketing.
- **EXIT STRATEGIES** :IPO or Management Buyout.