

Axis Sourcing Reports \$2 Billion-Plus Active Pipeline as It Expands Buyer-Led Commodity Desk

Wyoming-registered firm says its 12-plus-person team supports cross-border commodity mandates across 40+ countries.

WY, UNITED STATES, August 24, 2026 /EINPresswire.com/ -- Axis Sourcing LLC, a Wyoming-registered independent commodity desk led by founders Emanuel Grgić and Ilija Marković, has announced the expansion of its buyer-led sourcing, logistics, and settlement operations. Driven by a disciplined approach to cross-border trade, the company's active pipeline has now surpassed \$2 billion in potential transaction value.



Founded by Emanuel Grgić (of Bosnian and Herzegovinian origin) and Ilija Marković (who has Croatian roots), Axis Sourcing bridges international markets by maintaining active operational links to Bosnia and Herzegovina, Croatia, and Germany. Under their leadership, the company has scaled its team and operations to involve more than 12 specialists supporting mandates across 40 countries. The desk works dynamically across timber, energy, metals, grain, aerospace assets, and specialized cargoes.

For buyers operating in cross-border commodity markets, the primary challenge is rarely finding a supplier. Instead, it lies in execution: determining whether a source is credible, products meet exact specifications, documents match shipments, and payment terms properly allocate risk. Grgić and Marković designed Axis to act as a single, accountable desk to solve these specific points of friction.

"International commodity markets do not need more people circulating offers that have not

been checked,” said Emanuel Grgić, Chief Executive Officer of Axis Sourcing. “They need clear information, credible counterparties, and people willing to take responsibility for the details. That is the standard we are building around.”

To enforce this standard, Axis works backward from the buyer’s exact requirements—product, volume, delivery window, and discharge location—to structure the optimal logistics route and transaction framework. This includes handling rigorous documentary controls, logistics handoffs, and secure payment structures like cash against documents, letters of credit at sight, and escrow.

Chief Operating Officer Ilja Marković emphasizes that this buyer-led architecture is vital for risk reduction, preventing the failures common to unverified market offers.

“A quote is not a transaction,” Marković noted. “The real work is in making sure the product, counterparties, documents, timing, and commercial terms all support the same outcome. If they do not, the right answer is to identify that early—not after cargo is moving.”

This execution-first mindset has secured Axis confidential mandates involving UN entities, EU institutions, U.S. government counterparties, and major corporate clients. Due to strict non-disclosure commitments, the specific organizations and projects remain confidential.

Reflecting the founders' emphasis on operational transparency, the company explicitly notes that the \$2 billion pipeline figure represents aggregate potential transaction value—not revenue, completed volume, or assets under management.

“We are deliberate about how we describe the pipeline,” Grgić added. “Potential is not performance. Every mandate still has to be validated and executed. That discipline matters more to us than an inflated headline.”

About Axis Sourcing LLC

Axis Sourcing LLC is an independent global commodity desk registered in Wyoming, United States. Led by founders Emanuel Grgić and Ilja Marković, the company supports buyer-led sourcing, logistics, and settlement across timber, energy, metals, grain, aerospace assets, and specialized cargoes, blending Western Balkan roots with global market execution. Learn more at axissourcing.org.

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