Aterian plc said its subsidiary Eastinco has signed a long-term supply agreement with a Rwanda-based producer and exporter of tin, tantalum and tungsten, expanding its critical minerals trading operations in East Africa.

The agreement establishes a framework for sourcing and supplying 3T concentrates from Rwanda and is expected to increase feedstock volumes for Eastinco's trading business. Aterian said the deal supports its strategy to build a scalable, cash-generative trading platform alongside its exploration and development portfolio across Africa.

The company said the trading operation is designed to generate internal cash flow, reduce dilution risk, support exploration funding, improve market intelligence and strengthen commercial relationships in the critical minerals sector.

The agreement includes provisions on responsible sourcing, traceability and operational cooperation. Aterian said it expects trading volumes to increase over time as supply ramps up in line with demand and operational targets.

Chairperson Charles Bray will assume direct oversight of the trading business, while Chief Executive Officer Simon Rollason will focus on the company's exploration projects in Morocco, Botswana and Rwanda.

Bray said the agreement strengthens Eastinco's access to responsibly sourced strategic minerals and enhances its ability to expand trading volumes in the region.

He said the market has yet to fully recognize the value of the trading platform, describing it as a compliant, revenue-generating business with growth potential.

"I believe now is the appropriate time for me to increase my executive focus on the trading business and support the next stage of Eastinco's development," Bray said.

Aterian said Eastinco has secured a new 500-square-meter warehouse in Kicukiro, Rwanda, to expand storage capacity and improve logistics efficiency.

The company also said it has appointed David Kayigire as head of trading and director of Eastinco. He brings experience in mineral sourcing, supply chain management and traceability systems in Rwanda and will focus on expanding supplier networks and increasing supply volumes while maintaining compliance with responsible sourcing standards.

Aterian said the appointment reflects its investment in local operational capacity and governance systems, including due diligence, supplier verification and chain-of-custody controls.

The company said it expects the expanded infrastructure and supply relationships to support up to a 50% increase in targeted trading revenues before year-end.

Aterian is building a diversified critical minerals business combining exploration assets with trading operations across Africa.