

18

Years in Service

# TRANSGRAPH

RESEARCH - CONSULTING - TECHNOLOGY

commodity market mentors



[www.transgraph.com](http://www.transgraph.com) | [www.transrisk.net](http://www.transrisk.net)

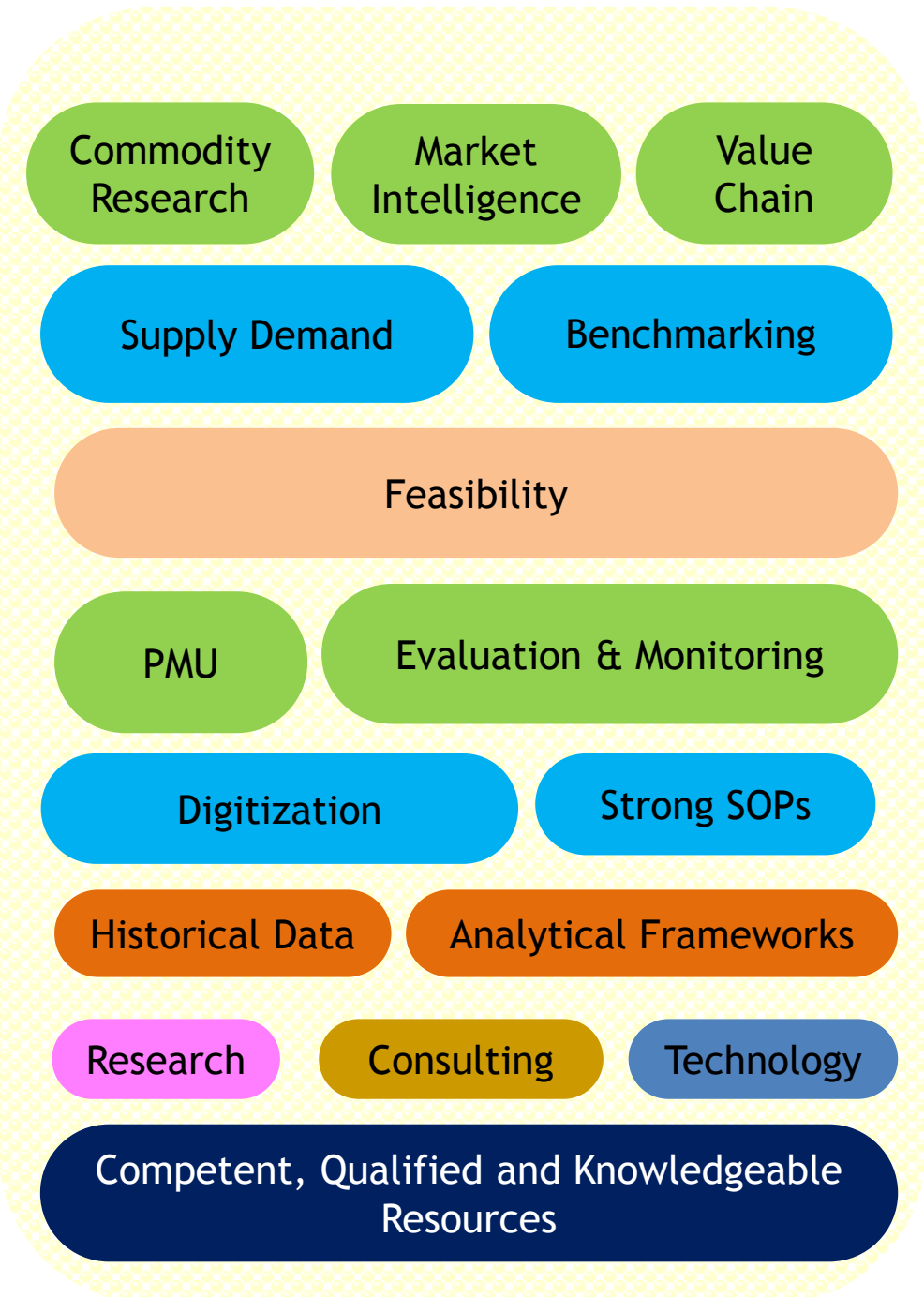
## ABOUT TRANSGRAPH & SERVICES

TRANSGRAPH CONSULTING, HAVING COMPETENCIES IN PRICE FORECASTING, PROCUREMENT ADVISORY AND RISK MANAGEMENT OF COMMODITIES, SERVES VARIOUS COMMODITY BUYERS, SELLERS AND PROCESSORS IN MANAGING PRICE RISK AND IN TURN HAVE TRACK RECORD OF ACHIEVING 2-4% SAVINGS ON THE COMMODITY SPEND, SUBJECTED TO THE IMPLEMENTATION OF SUGGESTED STRATEGIES.



Largest commodity research desk in India with  
70+ employees & 18 years of service!

# TRANSGRAPH PROFILE & COMPETENCIES



# ● ● ● SERVICE OFFERINGS

## PRICE RISK MANAGEMENT

RESEARCH REPORTS

PRICE CONSULTING

ANNUAL BUDGETING

RISK MANAGEMENT- HEDGING

ENGAGEMENT

BUY/SELL ADVISORY

## BUSINESS CONSULTING

BENCHMARKING STUDIES

VALUE CHAIN ANALYSIS

SUPPLIER MAPPING

SUPPLY CHAIN ASSESSMENT

DEMAND STUDIES

MERGERS & ACQUISITION

GOVT PROJECTS

## TRANSRISK

RISK QUANTIFICATION (VAR)

PROPRIETARY ALGORITHMS

LIMITS & ALERTS

ENTERPRISE APPLICATION

EXPOSURE, P&L AND RISK IN ONE PLACE

FLEXIBLE ARCHITECTURE

### FOCUSED COMMODITIES

OIL & OILSEEDS | SOFTS & PLANTATIONS | GRAINS | HORTICULTURE | DAIRY & DAIRY PRODUCTS | BASE METALS | IRON & STEEL | CURRENCY | CRUDE OIL, POLYMERS & PACKAGING MATERIAL | BIO- DIESEL | LAURICS & OLEO CHEMICALS |

### INDUSTRIES

REFINERS | COMMODITY PROCESSORS | TRADING | FMCG | AUTO & ANCILLARIES | TYRES | WIRE & CABLE | TRANSFORMERS, ELECTRICAL, ENGINEERING | INVESTMENT COMMUNITY | HEDGE FUNDS |

# ● ● ● COMMODITY COVERAGE

## Grains & Pulses

- Wheat
- Maize
- Rice
- Millets
- (Feed)
- Chickpea
- Pea
- Pigeon Pea
- Lentils
- Green Gram
- Black Matpe

## Oil & Oilseeds

- Soy
- Mustard
- Groundnut
- Coconut
- Palm
- Rice Bran
- Sunflower
- Castor
- (Oilmeals)

## Softs & Plantations

- Sugar
- Coffee
- Cocoa
- Rubber
- Cotton

## Other Agri

- Guar
- Mentha
- Laurics
- Dairy
  - Milk
  - Ghee
  - SMP
  - Butter
- Spices

## Horticulture

- Mango
- Grapes
- Pineapple
- Potato

## Currency, Metals & Crude

- Currency
- Crude Oil
- Steel
- Copper
- Aluminium
- Lead
- Zinc
- Polymers
- Paper & Paper Boards

# ● ● ● CLIENTS SPREAD ACROSS



## INDIA

Major FMCG companies and one of the largest auto mobile companies : Betering market average of spend in categories, Commodities and Packaging.

Institutionalising Hedging & World Class Risk Management Practices.

## SOUTH EAST ASIA

TransRisk to the Biggest Commodity Trading Houses, based in Singapore. Timing forward sales, Protecting from downside risk and Hedging to Some of the largest Plantations in Indonesia & Malaysia :

## MENA REGION

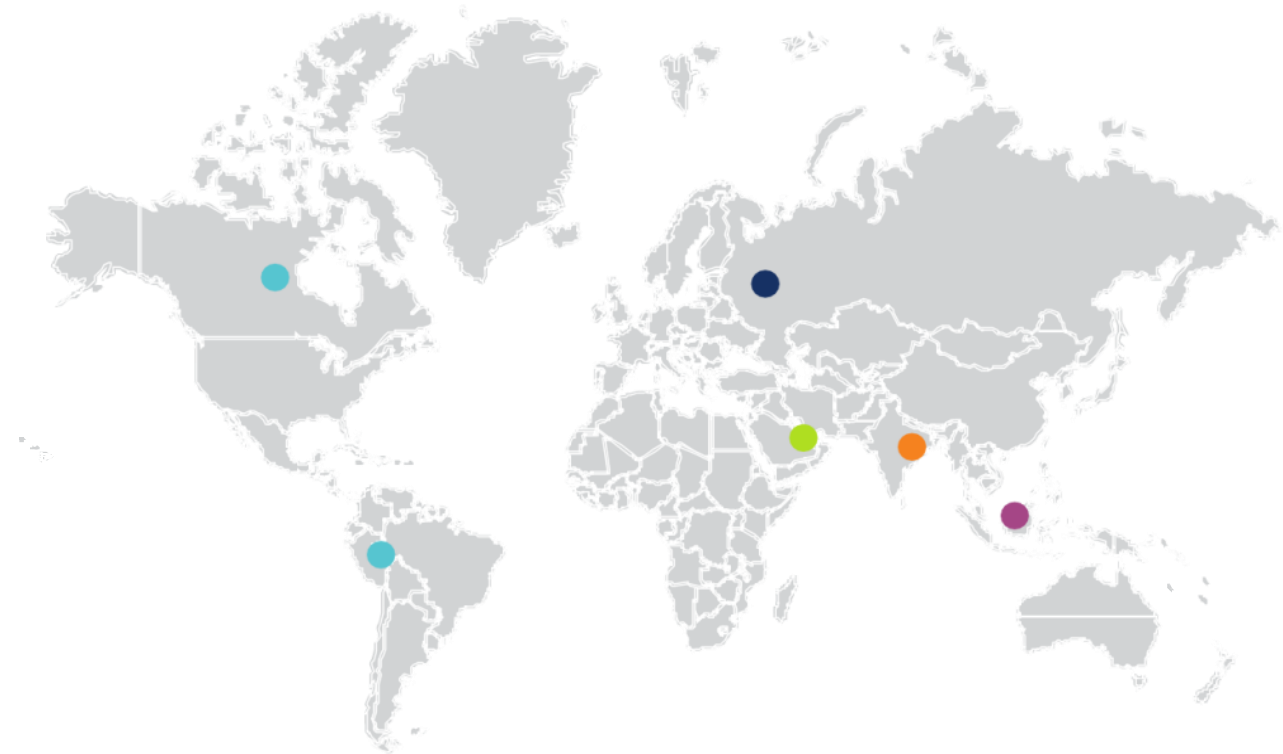
The best known FMCG and Vegetable oil Brands in the Region : Advising on their Shipment Pricing

## EUROPE & RUSSIA

Research support to the largest Rubber / Tyre manufacturer in Russia and Edible Oils & Lauric processor in Europe

## AMERICAS

Research support in Lauric oils for Personal Care markers





# OUR VALUABLE CLIENTS

## INDIA



## SE ASIA



## EMEA & AMERICAS



# PRICE RISK MANAGEMENT DELIVERABLES



## PRICE CONSULTING

- ❖ **COMMODITY RESEARCH** (Comprehensive Fundamental analysis, supply-demand & technical analysis)
- ❖ **PERIODICAL REPORTS** (Daily/Weekly, Biweekly/ Monthly, Quarterly)
- ❖ **ANNUAL BUDGETING** (One year price outlook with quarterly high, low and averages; Reviewed every quarter)



## RISK MANAGEMENT

- ❖ **PHYSICAL HEDGING/PROCUREMENT STRATEGIES**
- ❖ **FINANCIAL HEDGING** (derivatives)
  - Inventory Hedging
  - Budget Deviations
- ❖ **POSITION NOTES/ REPORTS**

Delivered through



Engagement Manager

Subject Matter Experts | Monthly Scheduled Calls | Ad Hoc Support |  
Performance Tracking & Auditing | Customised Solutions



# PRICE CONSULTING - RESEARCH APPROACH



## ‘Mapping the Market Thought’

is an integrated approach which involves Fundamental Analysis, Technical Analysis, Economy Analysis & Statistical Modeling, combined with the experience of the analysts/team

### Fundamental Analysis - Supply Demand

- Supply Demand Analysis
- Production Estimates at origin
- Weather
- Arrivals, Seasonality
- Domestic & export demand
- Sector wise demand
- Import Analysis
- Price analytics, parity and spread analyzer
- Price spreads
- Trade analysis, tariffs
- Policy updates
- Government Policies
- Industry Analysis / Trends

### Statistical

- Econometric Modeling
- Historical Trend Analysis
- Cross Commodity Correlation
- Currency Impact
- Other Indices

### Technical

- Price Trends
- Mother Chart Analysis
- Elliot Wave Analysis
- Other Indicators

### Economy Analysis

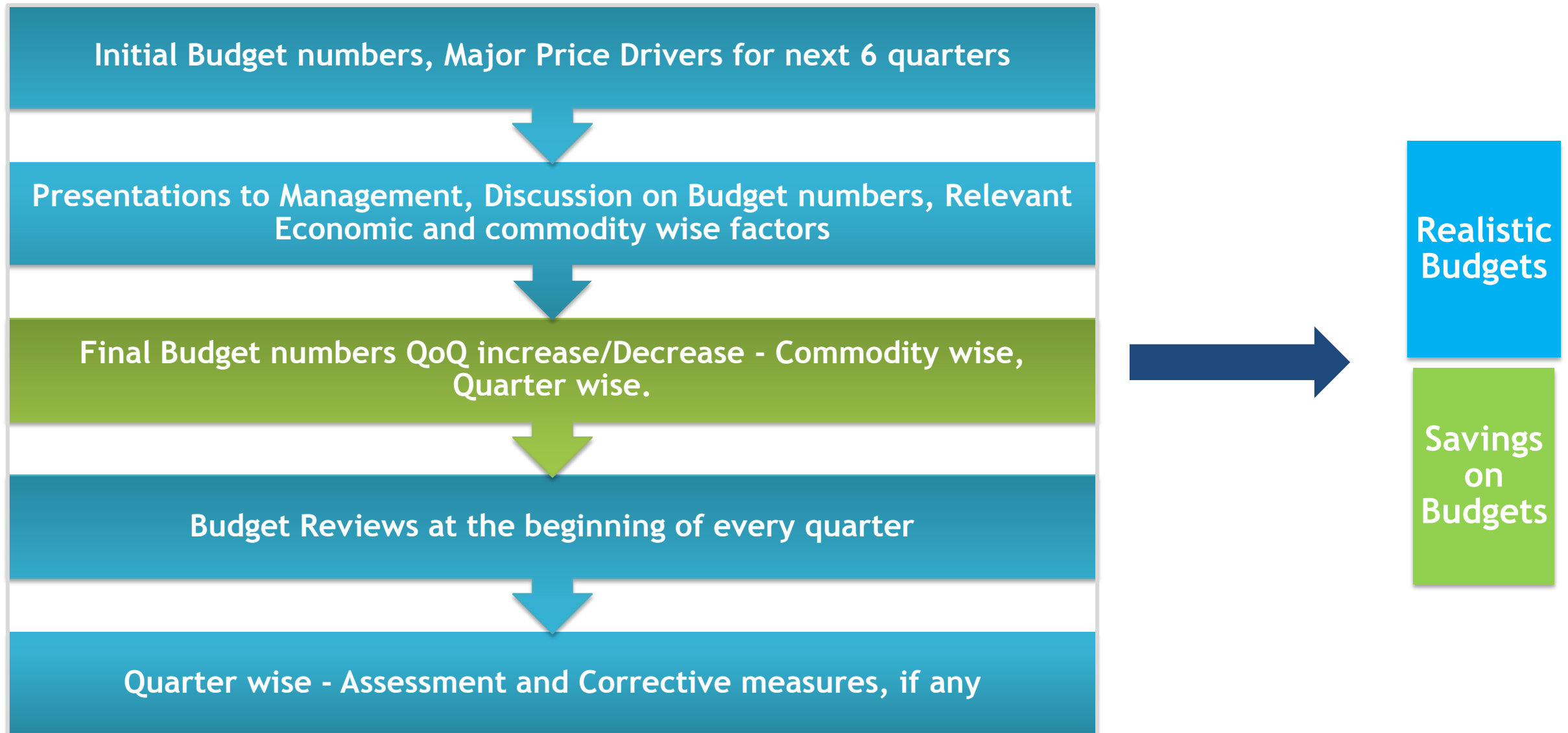
- Global Economic Situation
- Industrial Production
- Credit Markets
- Interest Rates, Inflation
- Geo/Socio Political issues
- Trade Policies
- Macro Economic Indicators

# HOW DO WE SERVE?

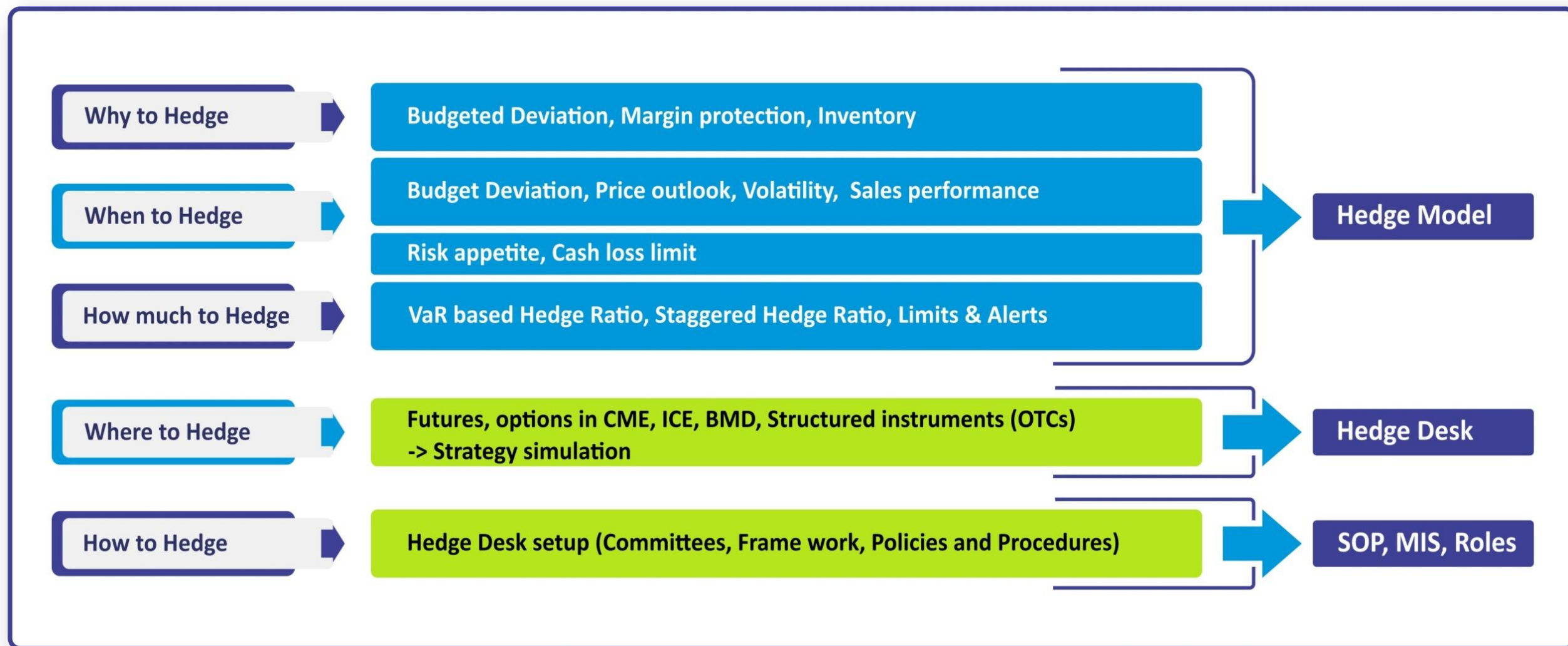


- ❖ Price Outlook Reports through Daily/Monthly Reports
- ❖ Implementation support on day to day basis will be given by the EM, through our app and recorded
- ❖ Hedge & Engagement reports will be prepared accordingly

# ● ● ● ANNUAL BUDGETING

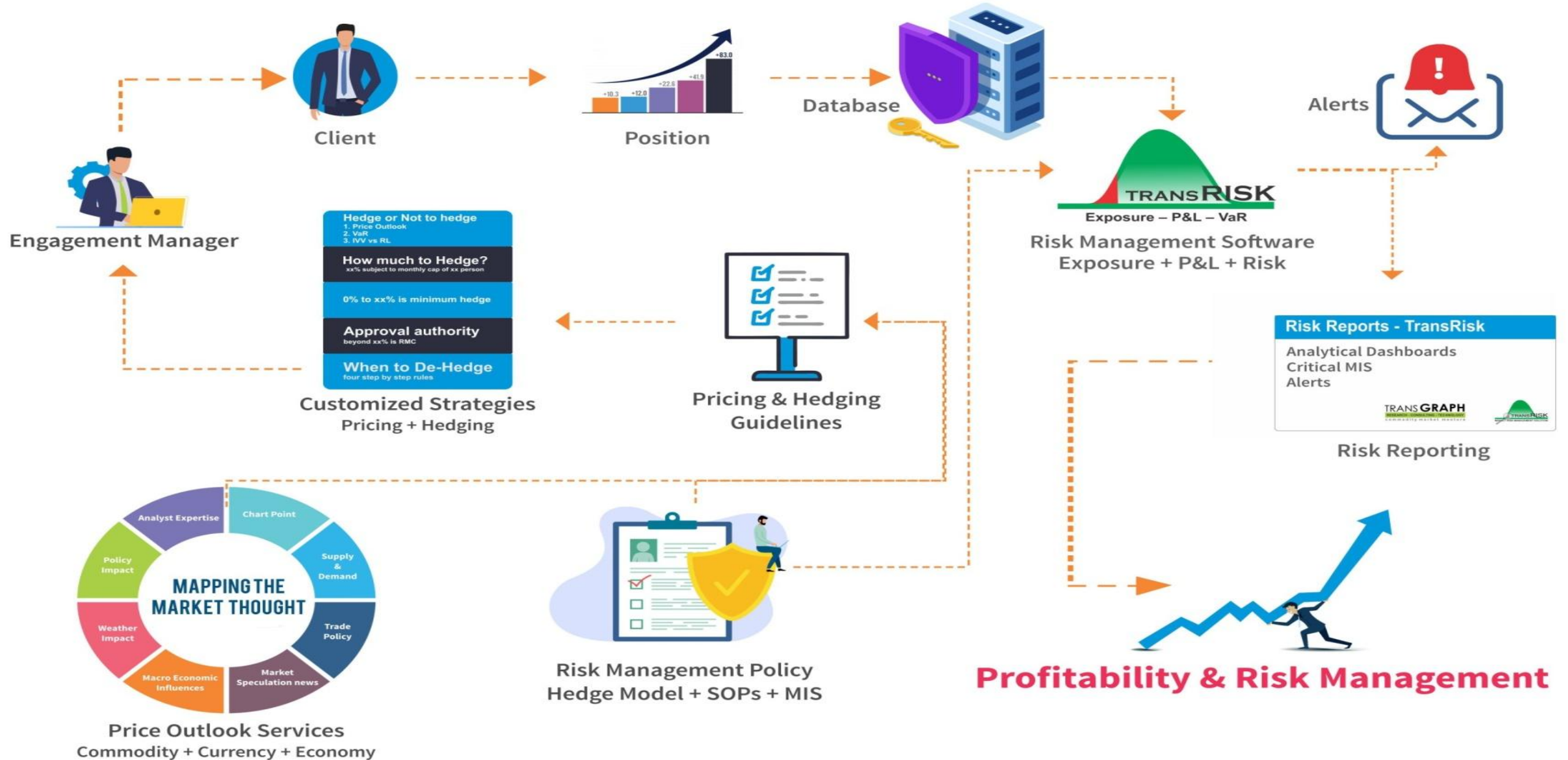


# PRICE RISK MANAGEMENT





# FLOW OF PRICE RISK MANAGEMENT





# ● ● ● WHY TRANSGRAPH?

## 18 Years of Niche Experience

- Commodities Research and Consulting domain
- Industry best expertise in Price Risk Management
- Mapping the Market Though approach for price forecasting

## Active Engagement

- Implementation support
- Technology Enabled Consulting

**75% PRICE FORECASTING ACCURACY**

**2-3% SAVINGS ON MARKET AVERAGE**



# THANK YOU!



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