

TRANSGRAPH

RESEARCH - CONSULTING - TECHNOLOGY

commodity market mentors

COMMODITY PRICE RISK MANAGEMENT SOLUTIONS

AGRICULTURE METALS ENERGY CURRENCY ECONOMY



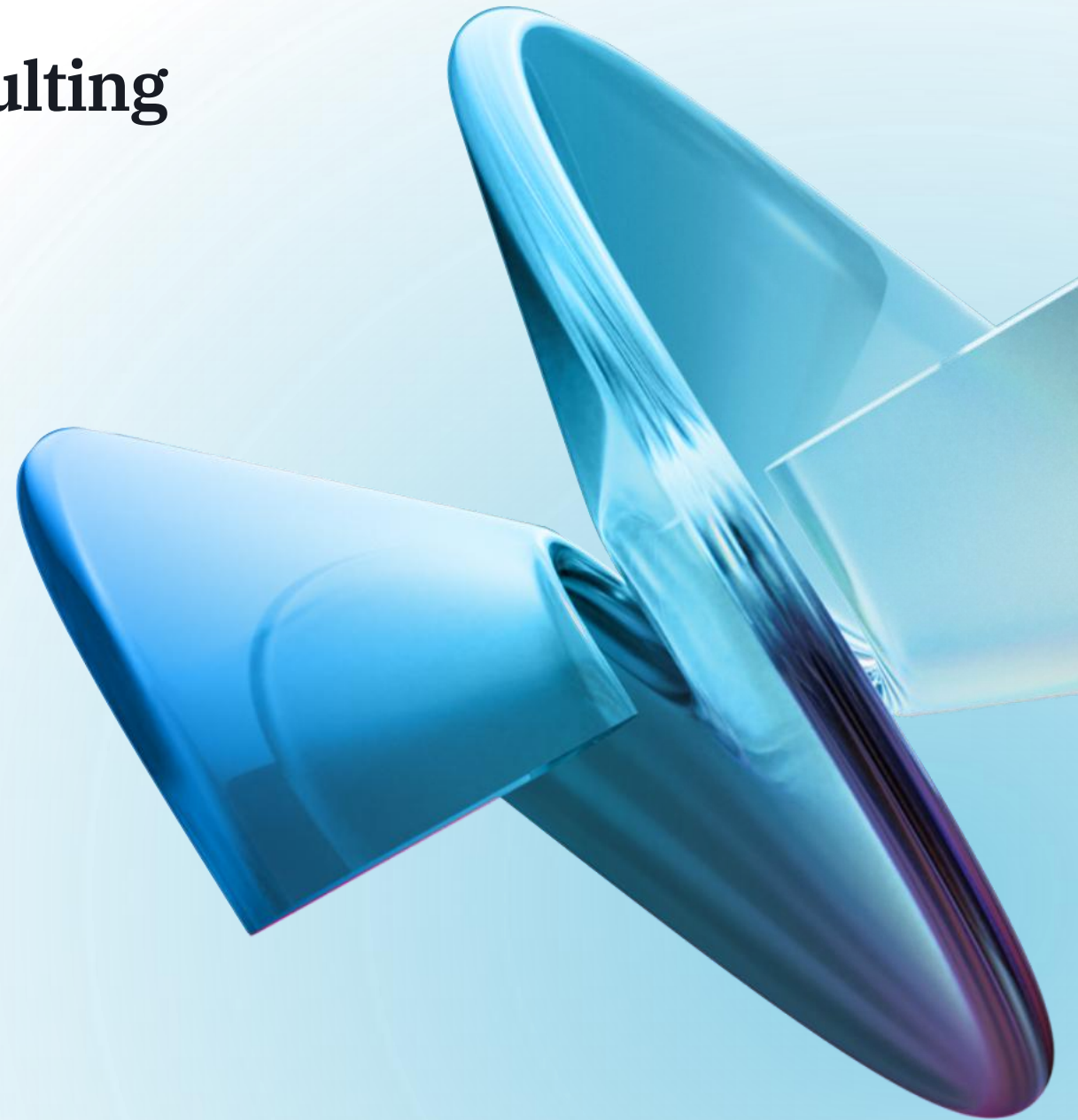
www.transrisk.net



www.transgraph.com



Introduction to TransGraph Consulting



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Company Overview

TransGraph: Commodity Price Risk Management Solutions

22+ years of experience

- 01 Founded in **2003** by **Mr. Nagaraj Meda**. Leading commodity **Research, Consulting** and **Technology** company

Offices

- 02 We are currently headquartered in Hyderabad, India and have branch offices in Delhi, with global presence in

Presence across the Value Chain

- 03 TransGraph serves various Commodity Sellers, Processors / Refiners, Trading, Buying Companies across the value and supply chains enabling clients with rich market intelligence and insight.

115+ Employees

- 04 We are the largest commodity research desk in India with 115+ analysts/consultants. Post-graduates in Management / Energy Trading / Finance / Marketing / Chemical Engineering / Agriculture / Computer Science, CA, CFA

Commodity x Industry x Country Coverage

- 05 TransGraph covers 100+ commodities used in multiple industries operating across the countries with strong

Strategy and Commercial focused Consulting

- 06 150+ Large MNCs companies spread across 25+ countries, for e.g. Thailand, Indonesia, Saudi Arabia, USA, etc. chose TransGraph as they provides strategic and commercial decision enabling insights and delivers quantifiable savings, minimum 10x ROI

Business Verticals



Price Risk Consulting

- Research Reports
- Market Intelligence
- Supply Demand Analytics
- Risk Management Policy
- Hedging Services
- Pricing Forecasting
- Engagement
- Annual Budgeting



Business Consulting

- Market Studies and Research
- Value Chain Analysis
- Monitoring & Evaluation
- Intervention Strategies
- Feasibility Assessment
- Baseline, Endline Surveys
- Policy Advisory
- Management and Strategic Consulting



TransRisk

- Enterprise Application
- Exposure, P&L and Risk in one place
- Margin Analytics
- Risk Quantification (VaR)
- Proprietary Algorithms
- Limits & Alerts
- Flexible Architecture



Price Risk Consulting example

- We are serving IOCL in Polymers Price forecasting services
- Unilever, Fuji Oils, and many more companies are relying on us for various commodities Price Risk Consulting services.



Business Consulting example

- Market Study and Strategy for Enhancing Indian Exports to USA - IOCL
- Study of market & Procurement strategy of Feedstock for production of SAF – IOCL
- Supported many organizations and Govts for consulting projects – WWF, RSPO, etc.

Commodity Coverage



Energy & Economy

- **WTI Crude**
- **ATF**
- **Brent Crude**
- **Gas Oil**
- **Fuel Oil**
- **Biofuels**
- **Bitumen**
- **Pet coke**
- **Economy/Currency**



Petrochemicals & Packaging

- **Polymers (PE, PP, Naphtha, HDPE, LDPE, PET, ABS, PVC, etc)**
- **Propane**
- **Butane**
- **Paper & Paper Boards**



Ferrous & Non-Ferrous Metals

- **Aluminium**
- **Copper**
- **Lead**
- **Zinc**
- **Steel**
- **Tin**
- **Precious Metal**



Agri Commodities

- **Oil and Oilseeds**
- **Grains & Pulses**
- **Softs**
- **Dairy**
- **Spices**
- **F &V**

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 Analysis
- Production Estimates at origin
- Trade
- Seasonality
- Domestic & export demand
- Sector wise demand
- Import Analysis
- Price analytics, parity and spread analyzer
- Tariffs
- Policy updates
- Industry Analysis / Trends

Technical Analysis

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

Economy Analysis

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

Statistical Analysis & Data Science

- AI ML Modelling
- Neural Networks
- Historical Trend Analysis
- Time Series (ARIMA, SARIMA)
- Regression &
- Boosting Models

Service Offerings in Energy - 1



Margin Analytics

Import / export parity, Product / refinery wise replacement, market, refining , raw material, inventory margins using our TrasRisk software



Long-term Forecasting

Economic variables data analysis, modelling and forecasting, price driver analysis, data science, fundamental and technical analysis based demand /supply forecast and price forecast



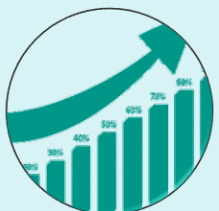
Business Consulting Projects

Demand/supply arbitrage, cost effectiveness, export opportunity, target market land scape, major players / brands, hybrid manufacturing



Primary survey

Primary data collection, design of the questionnaire ,, secondary data, analytics for market entry, demand planning, forward/ backward linkages



Market Intelligence

Product wise profiling of buyer's user industries, quantity break up, pricing mechanism, key players, value /supply chain assessment , Dashboard for continuous update



Feasibility / Business plan

Product wise supply, demand assessment, technology investments, financial model preparation, 20-year projection of P&L, B/S, IRR estimation

Service Offerings in Energy-2



Price Analysis and Forecasting Reports

Covers price outlook for the next 1 week, 3 months and 1 year



Procurement Strategy

Shipment pricing

Extent of the forward cover

Timing the procurement



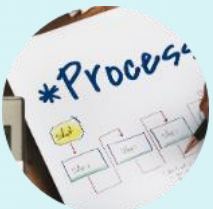
Dashboards

Global Demand Supply Dashboards
Indian demand and supply dashboards
US distillate commercial dashboards
Crude oil balance sheets



Hedging & Risk Management

Risk management Policy
Hedge desk setup & Hedge guidelines
SOPs and MIS
Hedging strategies



Active Engagement

Analyst support
Scheduled weekly and monthly calls
Ad hoc queries/calls
CRM support



Exposure, P&L and Risk Management

Management dashboard
VaR report
Refining margin report
Simulation report
Multi-dimensional reports

Clients in Energy, Petrochemicals and Other commodities



Why TransGraph's Research ?

TransGraph has subject matter experts from across the value chain

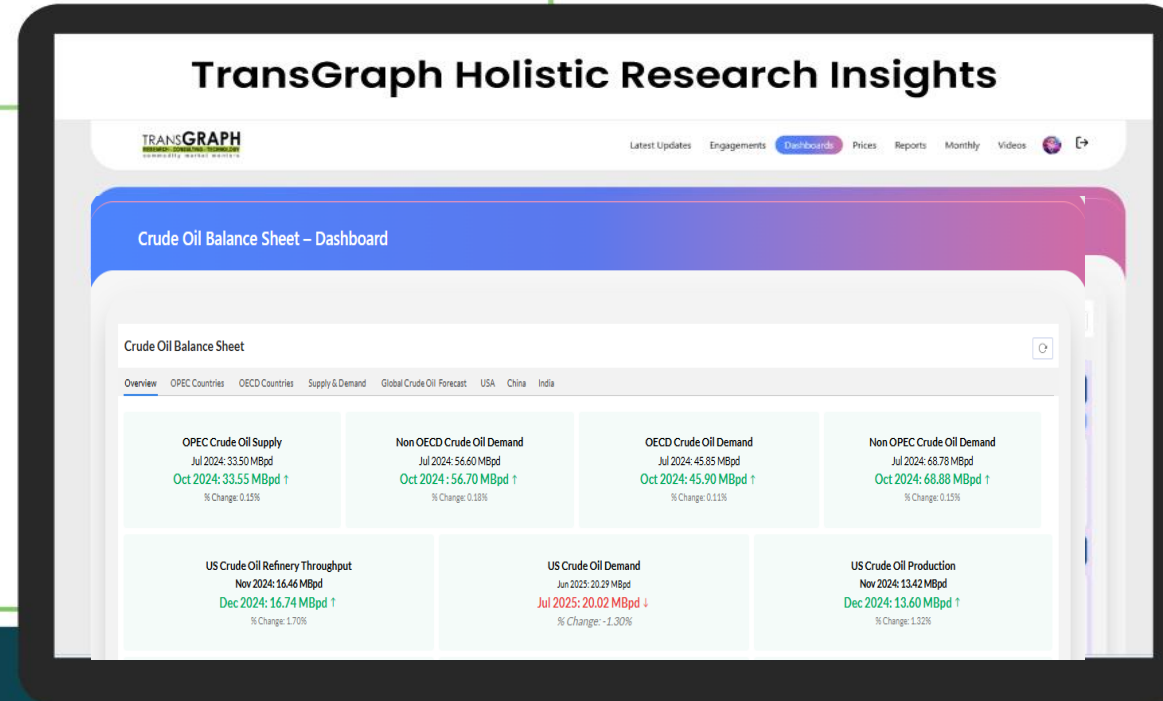
Extensive Crude Oil
& Petroleum
Products Research

Price Drivers
Analysis

Compressive
Biofuels Research
(SAF)

AI/ML Based
Forecasting
Models

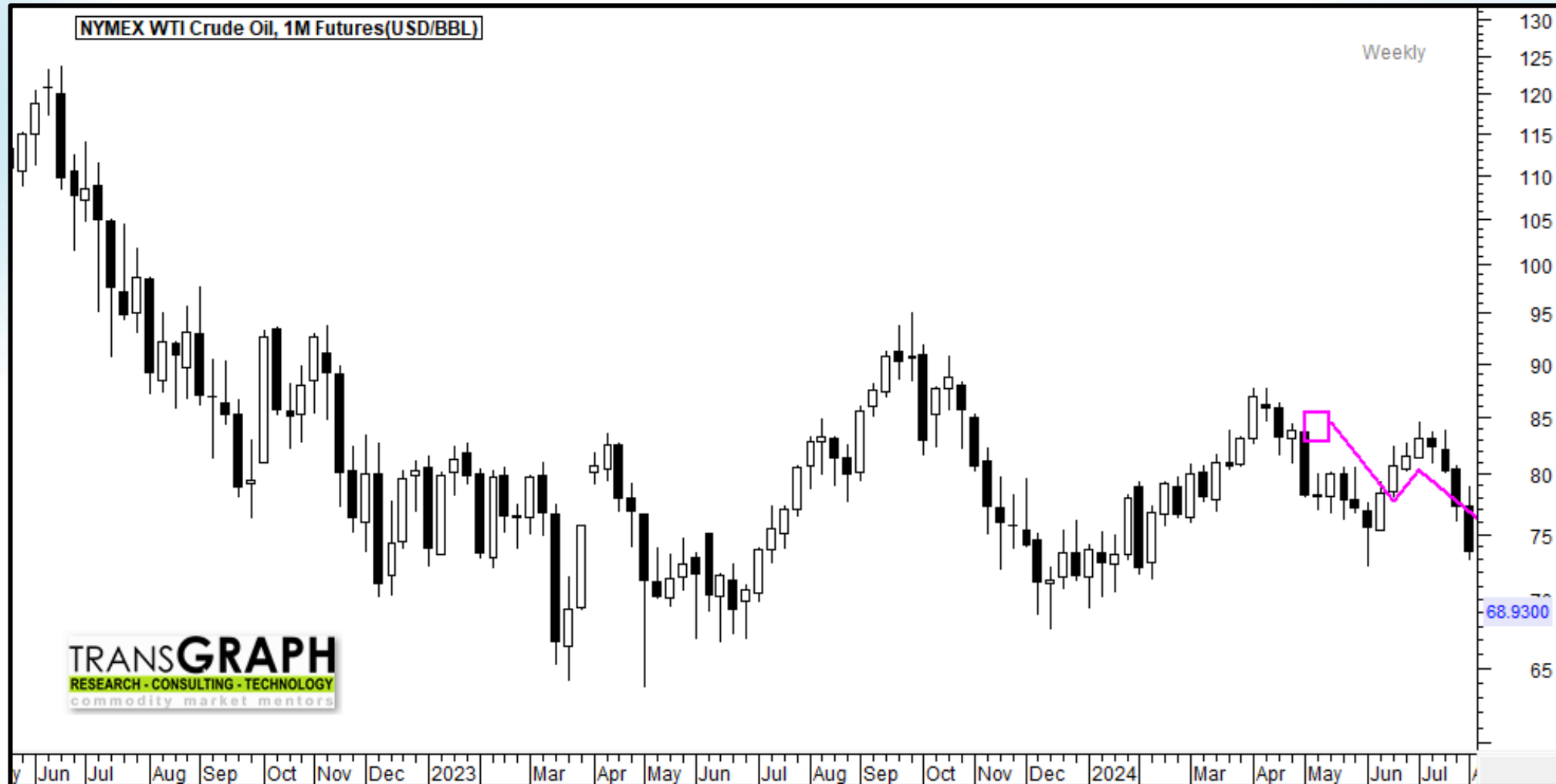
Macro and
Policy Analysis



Our Success Stories



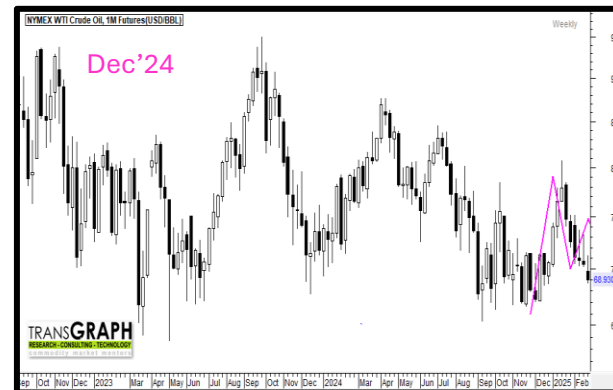
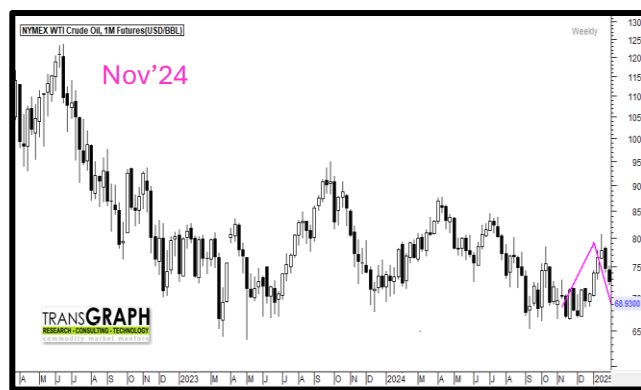
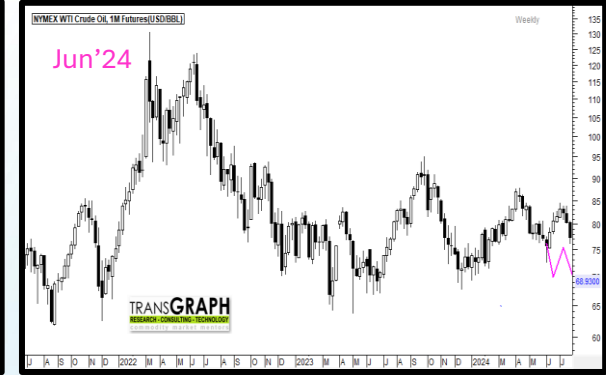
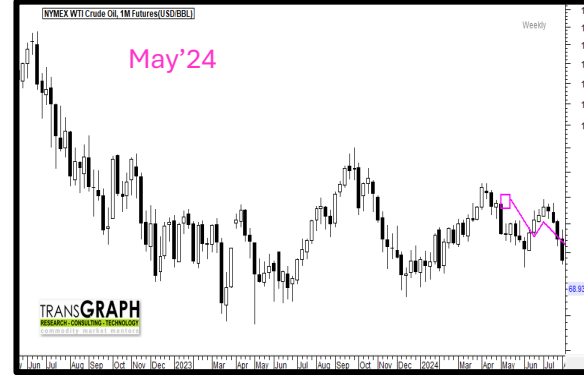
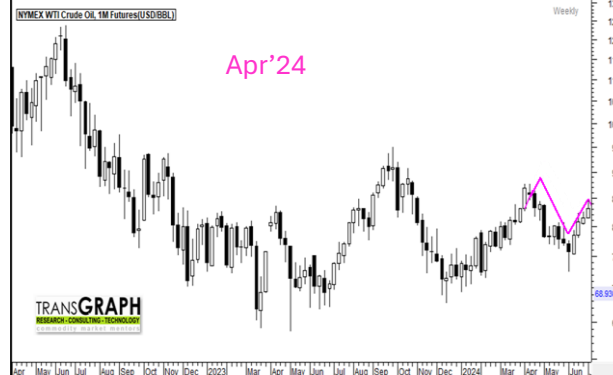
Forecast Vs Actual: Example- May24



Forecast: Prices are likely to hold below the resistance of USD 86 on any gains and retreat lower towards USD 76 by Jul'24.

Actual: Prices stayed below the resistance of USD 86 and retreat lower towards USD 72.5 by Jul'24.

Forecast Vs Actual: Last one year 75% accuracy



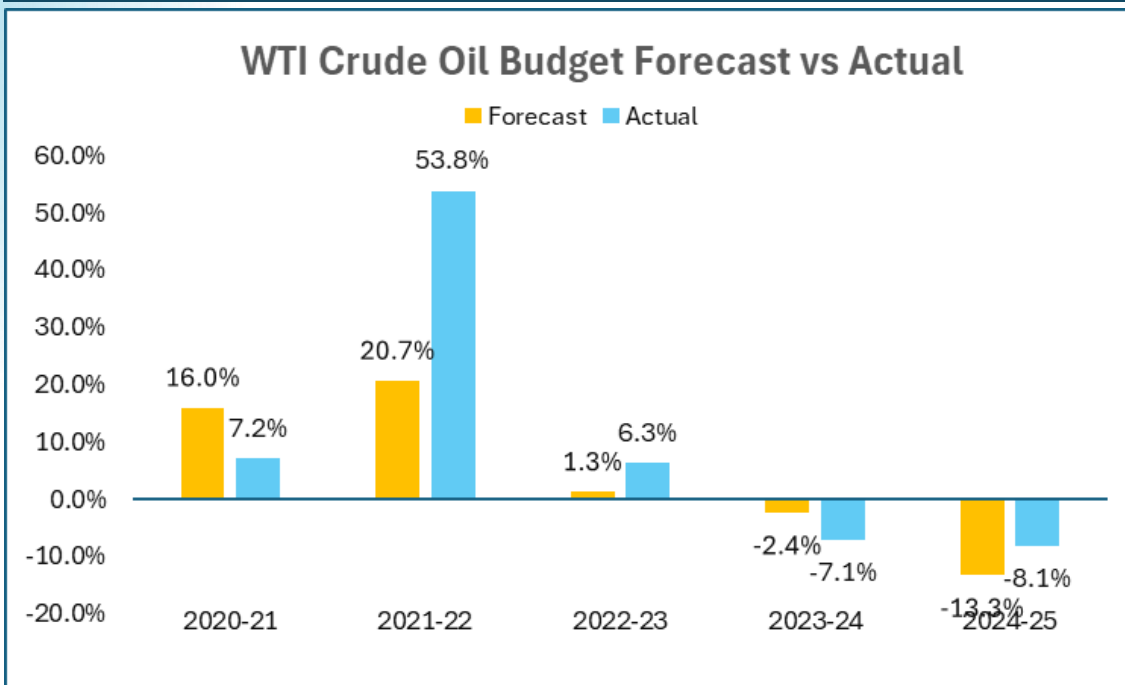
Performance: Directional Accuracy of Monthly Reports

Procurement Savings (%) - Monthly					
Procurement Month	Applicable Month	Forecast Directional Performance	Average Procurement Price (USD/BBL)	Market Avg. (USD/BBL)	% Savings w.r.t Mkt Avg.
Mar-24	Apr-24	✗	82	80.41	-1.95%
Apr-24	May-24	✓	81.5	84.39	3.55%
May-24	Jun-24	✓	77.5	78.62	1.45%
Jun-24	Jul-24	✗	80.125	78.70	-1.78%
Jul-24	Aug-24	✗	79.75	80.48	0.92%
Aug-24	Sep-24	✓	73.5	75.36	2.53%
Sep-24	Oct-24	✓	67	69.37	3.54%
Oct-24	Nov-24	✓	70.75	71.56	1.15%
Nov-24	Dec-24	✓	69	69.54	0.79%
Dec-24	Jan-25	✓	68.75	69.70	1.38%
Jan-25	Feb-25	✓	73.5	75.10	2.17%
Feb-25	Mar-25	✓	70.125	71.52	1.98%

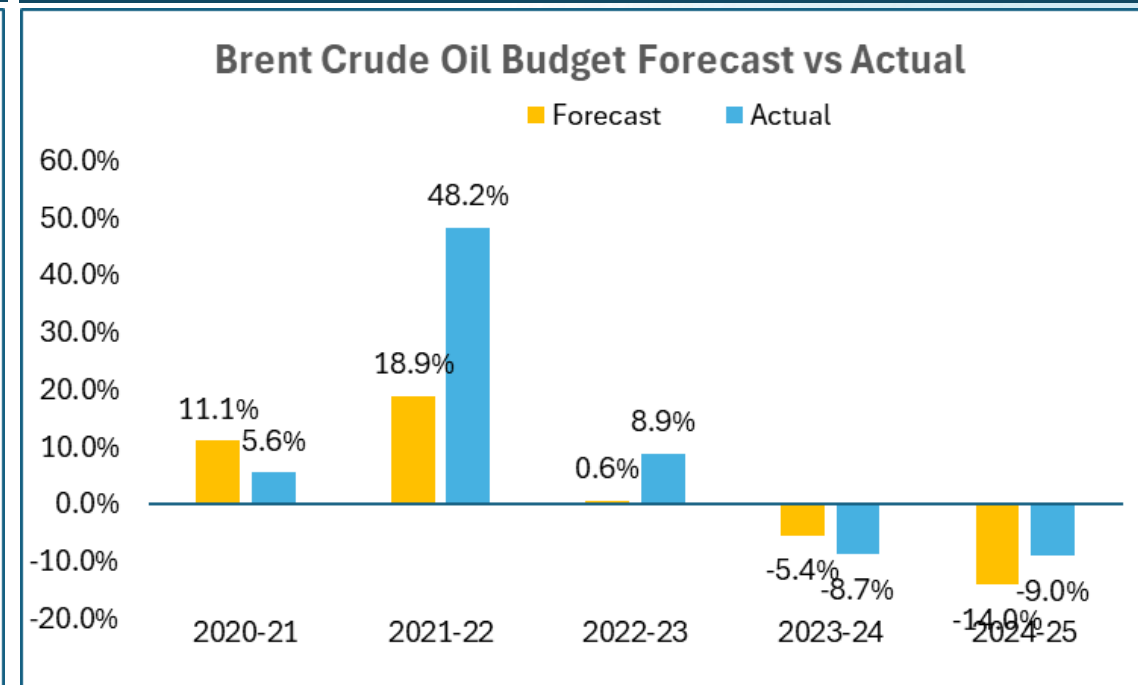
- Out of the last 12 months, the 9-month market unfolded as expected.
- Directional Forecast Accuracy: 75%
- Procurement Savings:
 - Nine months witnessed positive savings and three months of negative savings
 - For the last 12 months, average monthly % savings were 1.2% over market average.

Analysis of Key Decisions

Budget Forecast vs. Actual: WTI Crude Oil



Budget Forecast vs. Actual: Brent Crude Oil



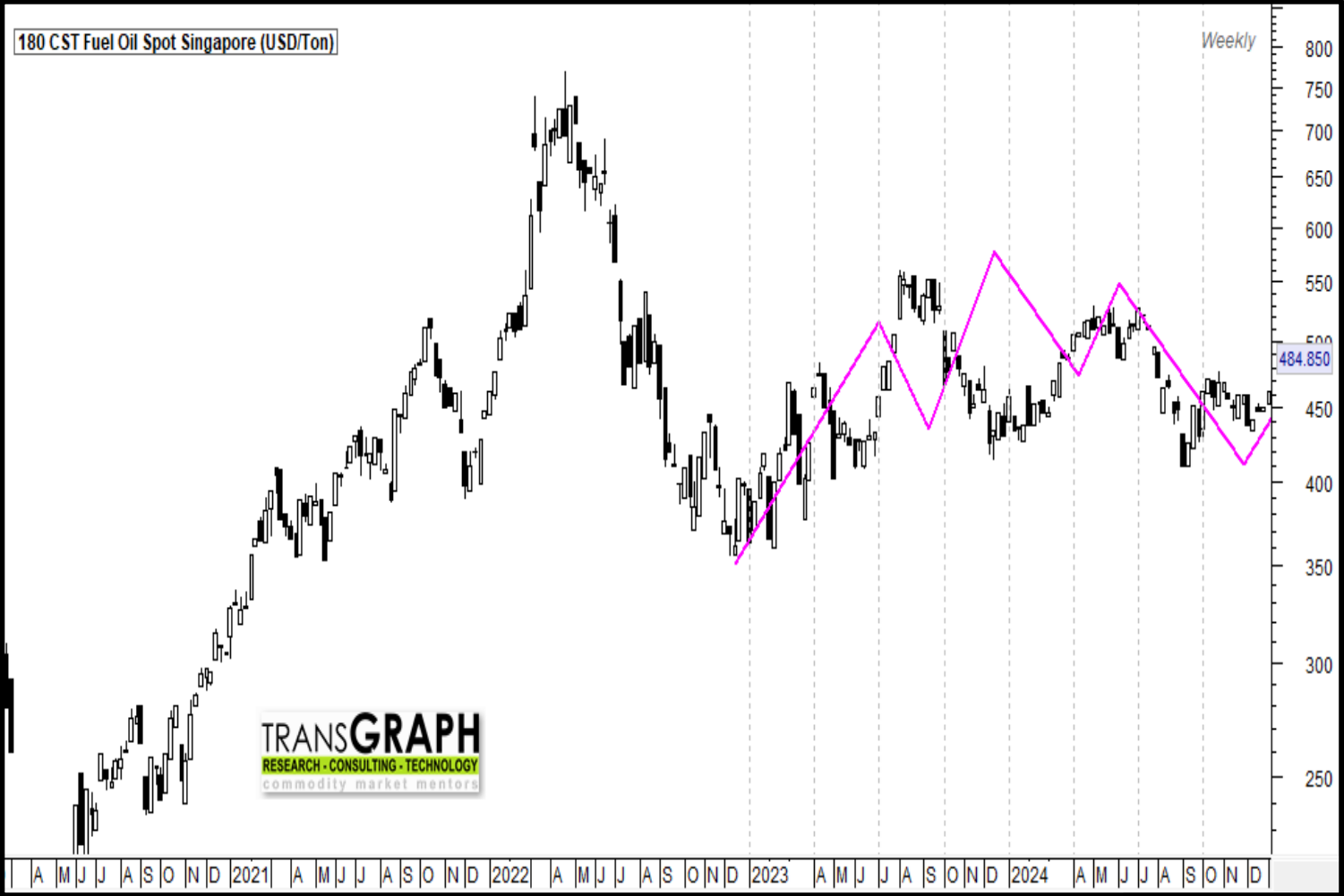
Budget Forecast Accuracy:

➤ *Directional Accuracy:*

➤ *Price Accuracy:*

Please note that the budget forecast will be reviewed and updated every quarter with renewed information on the market.

Case study of Fuel Oil Hedging for a company having indirect exposure



JFM-23	Cover 80% of the hedge quantities at current market price (USD 424)
AMJ-23	Cover 60% of the hedge quantities at current market price (USD 424)
JAS-23	Cover 40% of the hedge quantities at current market price (USD 424)
OND-23	Cover 20% of the hedge quantities at current market price (USD 424)
JFM-24	Cover 20% of the hedge quantities at current market price (USD 424)
AMJ-24	Cover 20% of the hedge quantities at current market price (USD 424)
JAS-24	Cover 20% of the hedge quantities at current market price (USD 424)
OND-24	Cover 20% of the hedge quantities at current market price (USD 424)

	JFM-23	AMJ-23	JAS-23	OND-23	JFM-24	AMJ-24	JAS-24	OND-24
Fuel oil, USD/mt	408	434	521	459	456	509	466	456

A Glimpse of Team TransGraph

Our CMD Mr. Nagaraj Meda spoke at India Energy Week 2025 at the Strategic Conference. Mr. Meda was invited to present a paper at Asia Petrochemical Industry Conference 2023.





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Thank you!

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