

TRANS GRAPH

RESEARCH - CONSULTING - TECHNOLOGY
commodity market mentors

Presents

2nd Commodity Price Risk Management Workshop - 2012

for Automotive Industry

In association with

Exchange Partner



Media Partner



Tuesday - 26th June 2012

Hotel Le Méridien, Sovereign Hall, Pune.

Introduction

Commodity Market Price Volatility and rising trend of commodity prices are some of the key challenges faced by the Automotive Industry. The notion that commodity prices can be predicted with reasonable accuracy by adding certain premium to the cost of production has changed in the last five years. Commodities emerging as an 'asset class', has attracted huge hedge fund investments causing increased commodity price inter-relation with currencies, economy and other asset classes - resulting in more risk / uncertainty. This is causing lot of pain to the procurement managers and to the balance sheets of automotive companies. This has resulted in 'strategic' challenges to the job of a procurement manager in addition to the 'operational' challenges. This environment necessitates a proper hedging and price risk management mechanism at company level and analytical support for decision making in procurement and finance departments. With the ratio of raw materials to total sales for auto companies ranging from 40% - 45%, raw materials / commodity price management has now become a board room function rather than back end job.

Objective

To outline the key challenges in commodity pricing and budget management in the automotive industry, discuss best practices in Commodity Price Risk Management for managing costs, bringing stability to the margins and enhancing profitability.

Why Should You Attend

- ✓ Organized by the largest independent commodity focused research company in India
- ✓ Experience of more than 10 years in commodities, focused in the areas of price research, forecast, supply chain, risk management, hedge modeling & risk software
- ✓ Rich consulting experience with widest Industry exposure including more than 5 yrs with Indian Automotive Industry
- ✓ Pioneers in commodity procurement, spend management and risk management solutions.

Programme

09.00 hrs	-	09.30 hrs	-	Key challenges in price / cost management in the automotive industry – Mr. Sridhar, Sr. V.P- Strategic Sourcing Unit, Mahindra and Mahindra (TBC)
09.30 hrs	-	10.30 hrs	-	Commodity Price Risk Management for Automotive Industry: Need and pain points for the industry
10.30 hrs	-	11.00 hrs	-	Currency Volatility - New Paradigm : Need For Integrated Risk Management System
11.00 hrs	-	12.00 hrs	-	Derivatives – Futures, Forwards, Options and swaps: Instruments used in price fixing and in price management – An important step towards the solution
12.00 hrs	-	12.30 hrs	-	Procurement, Hedging and Risk Management policy: Existing practices and scope for improvement
12.30 hrs	-	13.30 hrs	-	Luncheon
13.30 hrs	-	16.30 hrs	-	Commodity price outlooks - Steel, Aluminum, Copper, Lead, Natural Rubber, Polymers – A key decision enabler and a crucial step in budgeting / planning.
16.30 hrs	-	17.00 hrs	-	Achieving the best practices: Combining the Risk Management policy with the commodity outlooks - Evolving suitable hedge model for your company
17.00 hrs	-	17.30 hrs	-	MCX - An effective platform to manage commodity price risk

Benefits

At the end of the workshop, delegates will be able to understand:

- ✓ The real challenges of Auto Industry and pain points in raw materials / commodity pricing.
- ✓ How Risk Management can address these challenges and turn them into opportunities
- ✓ Derivative instruments – Various financial instruments in Risk Management
- ✓ Medium term commodity price dynamics
- ✓ Best Practices in hedging and Risk Management
- ✓ Best processes to adopt for a practical and effective raw material budgeting.

Who Can Attend

Directors

CEOs / CFOs

Supply Chain / Risk Managers

Purchase Managers

Finance and Treasury Personnel

The Workshop Leaders

Mr. Nagaraj Meda
Managing Director

Mr. Nagaraj has 14+ years of exposure into commodity and derivatives markets. He has pioneered the development of TransGraph's proprietary price forecasting methodology "Mapping the Market Thought". He has presented 40+ papers at various international level conferences on commodity outlook & risk management. He has implemented market risk management programs in medium and very large corporations across the Globe. He is sought after for his views by world's leading newswires like Bloomberg, Reuters, Dow Jones etc.

Mr. Sunil Daga
Head - Metals (Research & Delivery)

Mr. Sunil Daga has been associated with financial markets for over a decade now. He is a regular speaker at various metals conferences and regularly contributes to industry journals. Mr. Daga currently heads the Metals – Research & Delivery at TransGraph and is being consulted by automotive companies for procurement, risk management, price forecasting and currency market strategies.

Tremendous Response for the 1st Commodity Price Risk Management Workshop...

1st Commodity Price Risk Management Workshop for Automotive Industry was held at Gurgaon on 28th Feb 2012. The workshop hosted industry players like **AG Industries, Bajaj Auto, Denso, Escort Construction Equipment, Federal Mogul, Fiat India, Shriram Pistons, TVS Tyres** to name a few. The industry professionals participated and appreciated the insightful discussions.

In their Words ...

"TransGraph has showcased that 'Risk Management' is an excellent tool which will help any sourcing organization to deliver in any and even during challenging business scenario. They have succeeded in creating a deeper, specific and relevant input to the automotive sector. Highly recommended, the course was extremely detailed but the faculty made it so easy to understand - Top marks"

- S.R. Rajan, Vice President-Commercial, TVS Srichakra Limited.



Feedback from our Delegates...



Speaker ability



Quality of Content

About TransGraph

TransGraph is an independent, unbiased research and consulting company that specializes in **Market Analysis & Price Forecast, Price and Risk consulting, Value Chain Studies**.

TransGraph's flagship software product **TransRisk** is a Multi Dimensional Market Risk Management solution focused on commodities industry.

TransGraph's basket of reports, consulting services and software products are widely used by leading companies spread across 28+ countries encompassing Plantations, Trading, FMCG, Metals & Mining and Automotive industries.

Having built expertise in developing a proper hedging and risk management process to various industries including automotive industry, TransGraph helps the Auto & Auto ancillary companies to put in place a Hedge Model, Risk Management Policy and a Software to implement the policy.

SAVE ₹1000
with the Early Bird Rate!
Book by 10th June 2012

**"Limited Seats Available
Book immediately to
avoid disappointment"**

**Enjoy Substantial
Savings With Our
Multiple
Booking Discount!**

Venue

Hotel Le Méridien

Sovereign Hall, Raja Bahadur Mill Road
Pune, Maharashtra-411001, India.
Phone: (91)(20) 26050505

Cancellations / Substitutions

- » If the registered delegate is unable to attend, a substitute delegate is welcome at no extra charge.
- » Cancellations must reach us at least 10 business days before the start of the event.
- » The delegates will be eligible for a 90% refund, if the request for cancellation reaches us 10 business days prior to the event.
- » The company regrets that no refund will be made for cancellation notifications received less than 10 business days before the start of the event.
- » TransGraph reserves the right to cancel the event with full refund.
- » TransGraph reserves the right of admission.

REGISTRATION

Delegate 1 Details

Dr./Mr./Ms. : _____
Company : _____
Job Title : _____
Mobile No. : _____ Tel. : _____
Email : _____

Delegate 2 Details

Dr./Mr./Ms. : _____
Company : _____
Job Title : _____
Mobile No. : _____ Tel. : _____
Email : _____

For group bookings, please mail us at mktg@transgraph.com

For express registrations, please visit us at www.transgraph.com (or)
mail completed registrations at mktg@transgraph.com;
sreekanth@transgraph.com; abhishek.parikh@transgraph.com

Payment Information

Fee Type	Fee Per Delegate (Inclusive of all taxes)
 Normal Rate (Registration After 10th June 2012)	₹ 6000/-
 Early Bird Rate (Registration Before 10th June 2012)	₹ 5000/-
 ** Group Discount	₹ 4000/-
** Applicable on 3 or more delegates from the same organization	

Kindly remit the payments in the form of Cheque /DD, payable **at par in Hyderabad**, India favoring **"TransGraph Consulting Private Limited"**

Please furnish your Cheque / Demand Draft Details :

For online payments, Click here :

http://transgraph.com/AutomotiveWorkshop2012_Register.asp

*Note: For further clarifications regarding the payment, please feel free to contact us.