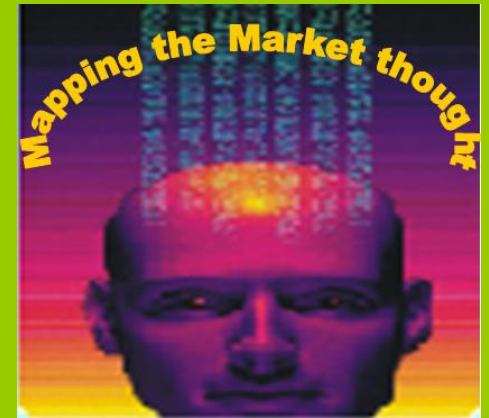


# TransGraph

★ Research ★ Consulting ★ Technology

*Commodity Price Risk Management solutions*



**TRANSGRAPH**  
RESEARCH - CONSULTING - TECHNOLOGY  
commodity market mentors



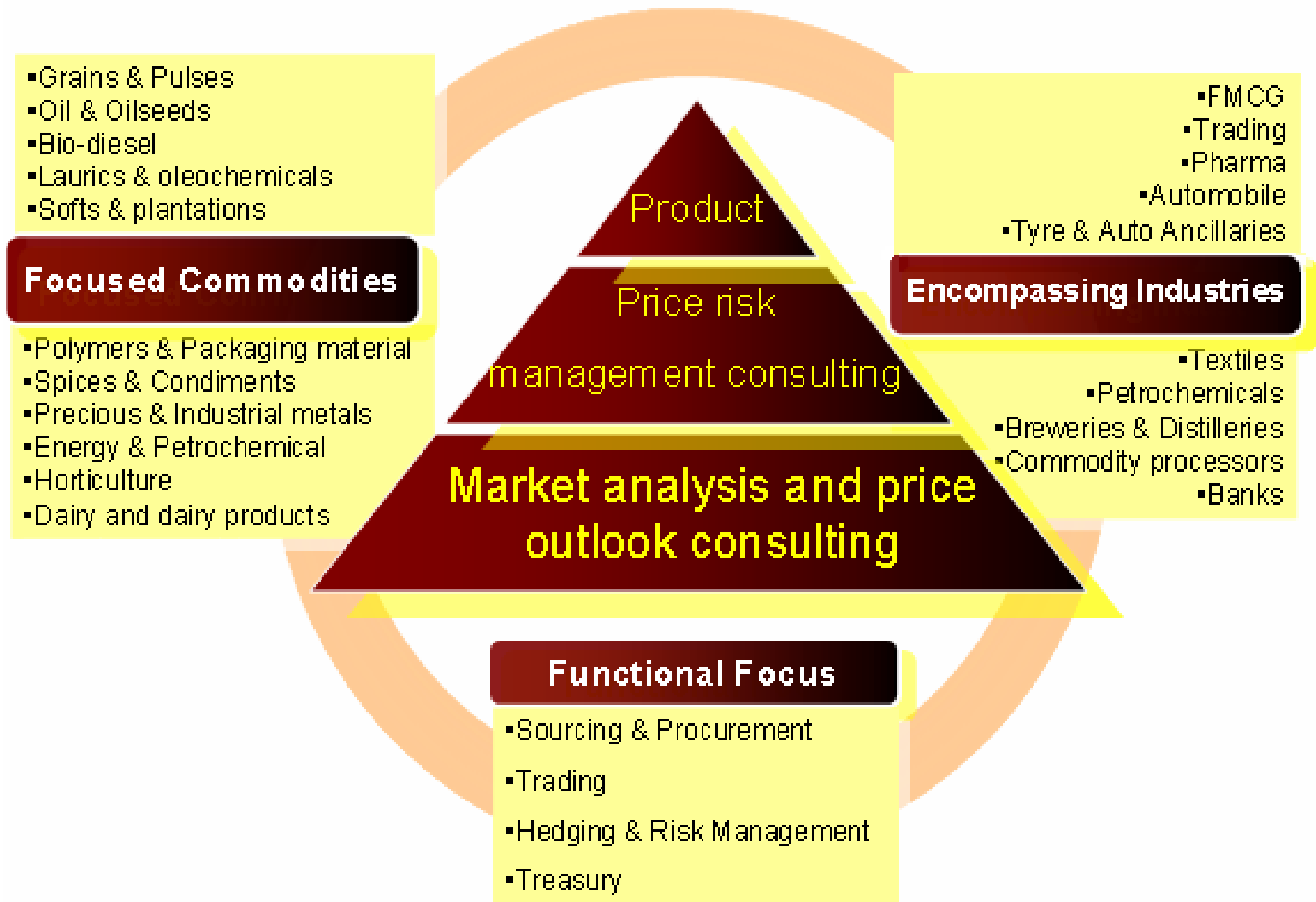
# Company Introduction

<b>Company Name :</b>	TransGraph Consulting Private Limited
<b>Kind of company :</b>	Research, Consulting, Software
<b>Niche area :</b>	Price Forecasting + Risk Management
<b>Asset Class :</b>	Commodities & Currency Global Spot, Derivative and OTC markets
<b>Domain :</b>	Market analysis & Price Forecasting, Procurement advisory, Trading and Hedging Annual Budgeting; Value Chain analysis Hedge models, Risk Management Policy, Hedge Desk setup TransRisk – Risk management software Mix of consulting services and software product
<b>Established &amp; Location :</b>	2003 & Hyderabad, India
<b>Chairman &amp; Managing Director :</b>	Mr. Nagaraj Meda
<b>Main Brands :</b>	TransGraph, TransRisk, Mentor Reports, MTMT
<b>Number of Employees :</b>	85+
<b>Number of analysts :</b>	50
<b>Clientele spread :</b>	30+ countries
<b>Ongoing client base :</b>	70+
<b>One time project client base :</b>	200+

- ❑ Research oriented organization and serves various manufacturing and trading companies across the industry segments
- ❑ Serving diversified stake holders in the commodity value chain – manufacturers, refiners, hedgers, traders, banks, etc.
- ❑ Credited for bringing good things from the investment research and trading to the procurement and hedge table.
- ❑ Unique combination of expertise – price analysis and forecasting, value / supply chain analysis, physical and financial hedging, risk management and software
- ❑ **Unbiased views – not into brokerage or fund based trading**

- ❑ Delivery based consulting and benchmarking of the efficiency of services at every level – Performance audit.
- ❑ Unique organization structure focused towards client satisfaction
- ❑ Largest independent and unbiased commodity desk in India
- ❑ Tracking 65+ commodities

# Business focus



- **Market Analysis and Price Outlook**  
> Procurement advisory > Selling advisory > Trade advisory

- **Commodity Consulting**  
> Commodity profiling > Price Driver analysis > Value chain analysis  
> Knowledge based procurement > Commodity budgeting support

- **Price Risk Management Solutions**  
> Hedge framework > Risk Management Policy

- **Price Risk Management Services**  
> Hedging advisory > Risk analytics > Risk compliance support

- **Market Risk Management Software**  
> Risk Measurement > Risk analysis > Risk simulation > Price analysis  
> Reports and Graphical analysis > Configuration Manager > Limits and Alerts

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**One stop solutions for all  
your commodity consulting  
requirements**

100%

**100% customized services  
and products for efficient  
results**

## ❑ **Improved procurement efficiency:**

Purchase (marketing) managers are supported with un-biased view on the price trend & volatility with appropriate reasoning & analysis resulting in informed, pro-active decisions & procure raw material at a price better than market / industry.

## ❑ **Benefits are visible:**

TransGraph believes in delivery based consulting. Clients can quantify the financial benefits from the project execution using well established performance measures from our audit stable.

## ❑ **Justified ROI:**

Our client relationships result in win-win partnerships. Cost of the project and benefits derived from it could potentially range between 5 to 20 times based on the industry, market dynamics, client's business, etc. Our service charges are significantly competitive.

# Why TransGraph <cont>

## ❑ **Process improvements:**

Our working & delivery style is like client's own internal team combined with the professional expertise gained by working with the industry leaders. We inculcate and improve the process based decision making in procurement, marketing and hedging of commodities.

## ❑ **Support the internal teams:**

Analysis & execution responsibilities require different kinds of skills & mindsets. We bring in decision enabling analysis & supplement the efforts of client's managers to take better & efficient decisions.

## ❑ **Industry's best practices:**

We work with multiple industries connected to the economy and commodity value chain and implement the best practices



# Utility and Benefits at a glance

## Procurement Advisory

- ❖ Timing the purchase and save money
- ❖ Purchase within the budget
- ❖ Gain command on commodity and market analysis
- ❖ Professional way of doing things (Knowledge based procurement)
- ❖ Negotiate with the supplier better
- ❖ Safeguard from volatile and trending nature of prices

## Risk Management

- ❖ Surpass your price risk
- ❖ Reduce net buying price
- ❖ Cap the budget overshoot
- ❖ Increase consistency in profits
- ❖ Gain competitive edge over market players
- ❖ Best fit and dynamic risk management systems that change according to the market nature

## TransRisk Software

- ❖ Holistic control on enterprise risk
- ❖ No cumbersome calculations
- ❖ Enabling hedging decisions
- ❖ Hedge Vis-à-vis VaR simulation
- ❖ A single view of Exposure at Enterprise level as well as portfolio level
- ❖ Performing Business Intelligence for more informed Trading and Procurement decisions

# Thank you



We assure you that an association with TransGraph would result in a win win situation.

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