

We encourage our clients to think of us as an 'out-sourced, in-house analyst'; a bespoke partnership to enhance their specific price risk management and investment decisions. Communication is therefore critical, so each client benefits from regular and direct analyst contact.

This process begins with a 'Monthly Market Update', which examines the latest supply/demand fundamentals, hedge flows, and physical pricing. We assess price risk outlook, and identify upcoming 'trigger variables' which could either confirm or indeed change that outlook. These variables are often client-specific.

We monitor the 'trigger variables' on an ongoing basis, and immediately update our clients as we receive data or information we deem to be significant to them. In addition, we are available by phone or email to respond to specific questions or requests.

The below 'agenda' outlines a typical 'Monthly Market Update'; please contact us (info@commodity-solutions.com) if you would like to discuss in more detail or arrange a trial.

Supply/Demand Fundamentals

- W Africa update, including latest Arrivals/Purchases data, exports, and political considerations
- Crop forecast discussion (including latest weather)
- Statistical reconciliation from other major origins – Indonesia, Brazil, Ecuador, Cameroon, Nigeria
- Ongoing Grind assessment, including monthly assessment of Origin Grind via product export data
- Supply/demand forecasting and price modeling, including comparison to available public sources

Physical Pricing

- Physical market update, including assessment of cash differentials against tenderable parity
- Terminal market update, including latest certified stock and grading data and trends

Hedge Flow Analysis

- Origin sales analysis – particularly CCC and CMC
- Speculative position assessment basis COT reports and anecdotal information
- Assessment of Industry futures coverage

Price Outlook & 'Trigger Variables'
