

### WELCOME FROM COMMODITIES PEOPLE



BEN HILLARY
Founder &
Managing Director,
Commodities People Ltd.

ben@commoditiespeople.com

Dear Reader,

I and my team here at Commodities People are delighted to welcome you to the 2022 edition of the Commodity Trading Annual Industry Survey.

This truly presents the voice of the global commodity trading industry – with an impressive total of 5,852 participants, contributing to polls and questionnaires across our multiple events and activities throughout the year – with respondents from over 80 countries participating in all levels of the commodity value chain.

Really, the timing for this year's release couldn't be more appropriate – if the world of commodity trading rarely stands still – right now we truly are travelling at warp speed.

On one hand, we have the ultra-disruptive black swan events of pestilence and war. On the other side, we have the ongoing megatrends of decarbonisation, digitalisation, decentralisation – all combining to cause a very heady and explosive mix of extreme volatility, uncertainty, inflation and a probable deep recession for parts of the world.

What does this mean for our industry? Opportunity absolutely exists everywhere, but you'd better be at peak performance in managing risk, and ensuring your technologies and processes are up to scratch.

It is my hope that this survey can help form and shape some of you and your teams' strategies and approaches in navigating and thriving during these uncertain times.

Please enjoy, and I'll also hope to welcome you to some of our upcoming events in the year ahead, online and in Europe, the Americas and APAC region. Do not hesitate to contact me for future collaboration via the details to the left.

With very best wishes,

Ben Hallary

## **BASIS OF THE SURVEY**

### The data was collected from the following of our events:

- Commodity Trading Week London 2022 (26th 27th April 2022)
- Commodity Trading Week Online (1-3 March 2022)
- ESG Online (29th 30th June 2022)
- Commodity Trading Week Americas (8th 9th June 2022)
- Various client webinars over the last 12 months exploring: Maritime Risk, Volatility, Contracts, Digitalising Trade Finance, Agri Trade Execution

The total number of attendees across the above events was **10,890**, of which **5,852** responded to surveys and polls that we have taken our data for this paper from.

### SURVEY CONTRIBUTORS AND ANALYSTS



Paul Sebastien Co-Founder, Director, Climate Neutral Commodity



Scott Wellcome
Director, Grains Risk
Management,
GoodMills Group GmbH



Eddie Tofpik
Head of Technical Analysis
& Senior Markets Analyst,
ADM Investor Services
International Limited



Olivier Boujol
Vice President & Global
Head Structured Trade
Finance, ADM Investor
Services International
Limited



Paula Freire EMEA and APAC Region CIO and Global Head of Applications, COFCO International



**Richard Watts**Director, HR Maritime



Ana Yaluff Sustainability Manager, ADM Investor Services International Limited



**Aitana Conca** Director, EMEA, Chinsay



Christopher Nuzum Head of Product, Chinsay



**Ben van der Laan** Solution Advisor, DycoTrade

## A SPECIAL THANKS TO OUR COMMODITY TRADING ANNUAL PARTNERS

















OLIVIER BOUJOL
Vice President & Global
Head Structured Trade
Finance, ADM Investor
Services International
Limited

As a Global Head for Trade Finance & Structured Finance, also a 25 years Risk Management Expert, former Controller and CFO in the commodity trade industry, my perspective for the challenges ahead is the following in a few bullet points:

- 1. The commodity trading industry will remain vibrant as the disparity between supply and demand will widen as a result of:
  - Demographic changes (increased population in Asia)
  - Water access and scarcity of water in certain regions
  - Climate change being a reality nobody can ignore anymore after such a disastrous year (heat waves, fires, flooding etc.)
  - Geopolitical disruptions (more black swans than ever before, i.e. Ukraine/Russia war)
- 2. The push for a more sustainable world will remain and trigger:
  - A form of deglobalisation if and when permitted (i.e. where S&D imbalance is not too severe)
  - Regional approach versus international OR reshoring/nearshoring versus offshoring
  - A desire to change commodity origination practices, i.e. regenerative agriculture versus classical
  - Instill a more rapid energy transition, impacting fossil fuels consumption in the midterm (mostly in developed countries)
  - A necessity for the Government to come up with more aggressive policies to preserve their population (while trying not to dent their economies -> emerging markets)
- 3. Digital & AI
  - The pace of digitalisation should continue with a flurry of new applications and other tech companies (fin/clean tech)
  - A support to traceability and sustainability requires multiple touch point reviews and electronic system applications
  - Simplification of documentation handling and payments à cryptos resurrection in the coming years ?
- 4. Human & Animal Food production
  - The world can't feed itself without solid agricultural practices/footprint and improvement of practices
  - Lowering water and fertiliser consumption will be key to support 2) above
  - Better and more healthier food requirements are triggering new applications (food tech)
  - Agri by-products have a lot of applications that should replace unsustainable practices (i.e. replacement of plastics)

In a nutshell, this is my perspective on commodity trades for the next few years.



The world can't feed itself without solid agricultural practices/ footprint and improvement of practices



ANA YALUFF Sustainability Manager, ADM Investor Services International Limited

The results from the Commodity Trading Survey 2022 confirm strong interest for sustainability solutions across a variety of commodities. Participants were looking for tools, guidance and to learn from each other's experiences around a number of sustainability topics including ESG metrics, decarbonisation, traceability and transparency.

Despite the challenging environment, companies continue in their efforts to advance their sustainability agenda, which demonstrates that sustainability is embedded within the commodity trading business model. From the ComRisk forum, 67% of the companies committed to environmental targets, and 92% believe that companies should continue to be focussed on ESG. ESG and Carbon Risk were scored among the main risk areas that require attention from the market.

It is predictable due to expectations from stakeholders and the increase in regulations. The challenge we will face will be related to harmonisation. With the multiplication of initiatives for sustainability metrics and reporting, close collaboration will be crucial to avoid duplication and create synergies. That's going to be our next challenge.





The world can't feed itself without solid agricultural practices/ footprint and improvement of practices



BEN VAN DER LAAN Solution Advisor, DycoTrade



Overall, we see trading companies expanding vertically; adding more chains in the supply chain, which makes it easier to manage and control and make visible the whole logistic supply chain. At the same time, many companies see additional opportunities for their existing operations by adding additional commodities and using their current contacts and supply chains for multi-commodity trading.

The Commodities People research indicates that improvement of the contracting process is only actively pursued by 25% of the respondents. The remaining 75% have no focus on this, meaning either they are convinced that their current processes are perfect, or it is just not in focus. Both are very dangerous given the fast pace markets are changing and the speed of technology. Again, Darwin prevails; it's not the strongest that survive but the most adaptable. Leaning back means being overtaken.

Your IT systems need to enable you to permanently improve internal and external processes. Going 'into the cloud' is the strategy, and Microsoft (and DycoTrade) are the direction to choose.

Recognising the need of managing foreign currency risk with Forex, hedge accounting, partial settlements, etc., and keeping an overview via a Futures Risk Scorecard is a functionality that is very quickly picked up by DycoTrade users and largely contributes to the final trade results.

#### **Commodity Digitalisation - DigiCom**

The hottest item in the digitalisation of commodity trade systems is sustainability. Commodities People research shows two thirds of companies have environmental targets but at the same time for most companies, decarbonisation challenges are not clear or (20%) not even on the radar.

DycoTrade is releasing (in close cooperation with selected customers) Supply Chain Sustainability functionality to its users, enabling them to manage certifications and determine carbon footprint for individual shipments. In the short term, we expect the first trading companies to take carbon footprint into the equation of price and margin calculation.

Sustainable banking makes financial companies take their environmental and social responsibility and makes them push their credit line holders to make their operations transparent and to provide them with the right reporting.

Seeing in the research that 50% of the respondents are using in-house market risk systems and 20% are using plain old spreadsheets shows there is also a lot to be gained in this area. The vulnerability and error-prone character of spreadsheets make control and risk management difficult, and in-house software development is not a key activity of a trading company.

#### **AGS** specific data

Following the earlier mentioned vertical integration, the combination of AGS data from third-party systems and your commodity trading solution is obviously, (and confirmed by the outcome of Commodities People research) an important development. Luckily, modern ERP and trading systems are more and more open to data exchange, and market leader Microsoft PowerBI should be on your shortlist.





The vulnerability and error-prone character of spreadsheets make control and risk management difficult, and inhouse software development is not a key activity of a trading company



PAUL SEBASTIEN
Co-Founder, Director,
Climate Neutral
Commodity

Participants in 'Commodity Risk' sessions consider that ESG and carbon risk now require the same attention and focus as credit and market risks. This shows how sensitive and topical ESG and climate change issues are in the industry. This is definitely a real paradigm shift that commodity players are facing with the new pressure from partners (clients, financiers, regulators). But ESG and carbon risks are also the area industry stakeholders are suffering a lack of appropriate tools to manage (42%).

Whereas the market for 'green' commodities and responsible supply chains is quickly growing; the need for guaranteeing credible environmental or ESG claims via standardised, transparent criteria becomes a topical issue to mitigate risks of pitfalls and backlashes (e.g. greenwashing charges).

Indeed, at Climate Neutral Commodity we are meeting more and more producers, traders and maritime companies willing to develop green commodity offers or logistics solutions that are increasingly cautious about the credibility of their ESG approach. Likewise, most of trade finance banks we meet are working to define robust frameworks to propose preferential access to financing 'low carbon' transactions.



ESG and carbon risks are also the area industry stakeholders are suffering a lack of appropriate tool to manage

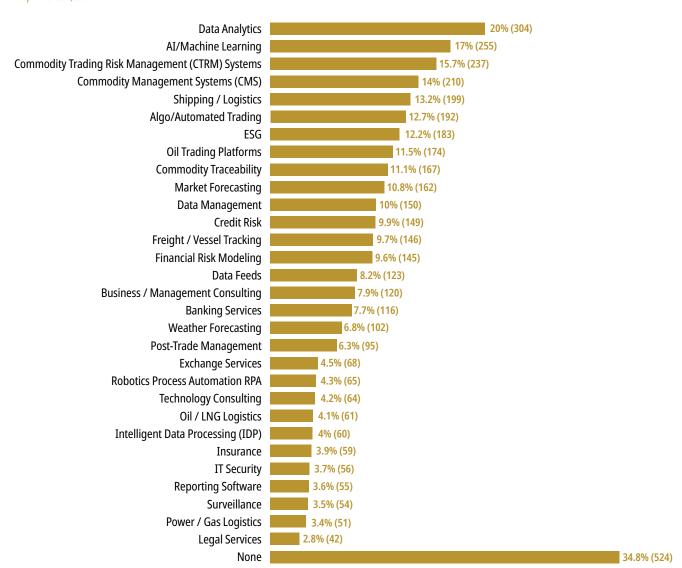
## **REGISTRATION SURVEYS**

Commodity Trading Week (London, in-person and online), Commodity Trading Week Americas (in-person and online), Commodity Trading Week Online webinar series, ESG and the Path to Net Zero webinar series

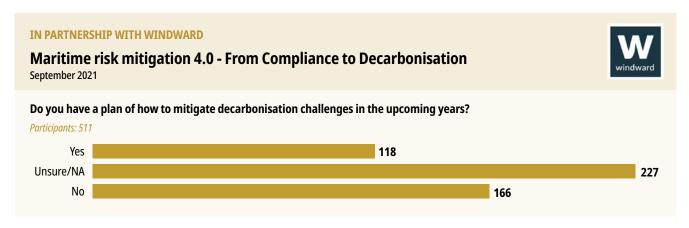
Total participants: 5,852

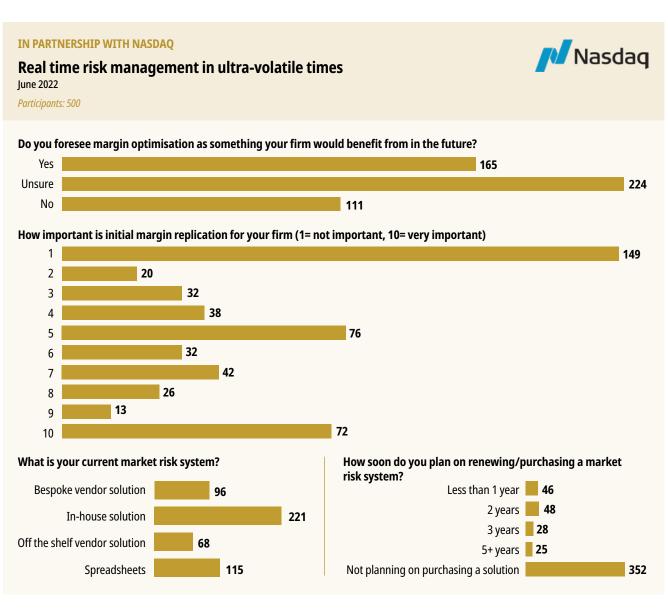
## Please tick if you are actively considering purchasing solutions, services or advisory in any of the below areas in the next 18 months

Respondents: 1,505



## WEBINAR REGISTRATION SURVEY QUESTIONS FROM THE PAST 12 MONTHS

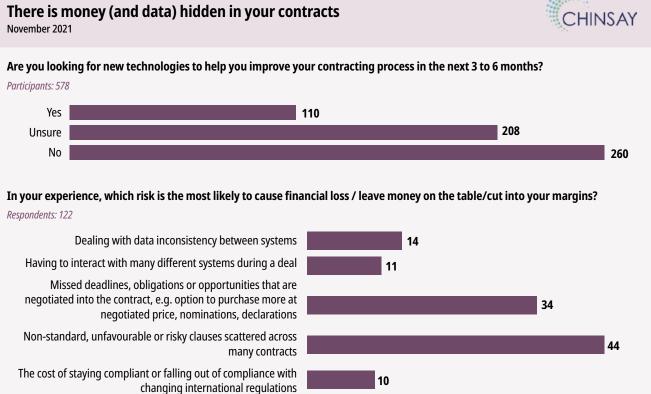




The level of effort required to get a deal approved to completion

## IN PARTNERSHIP WITH CHINSAY





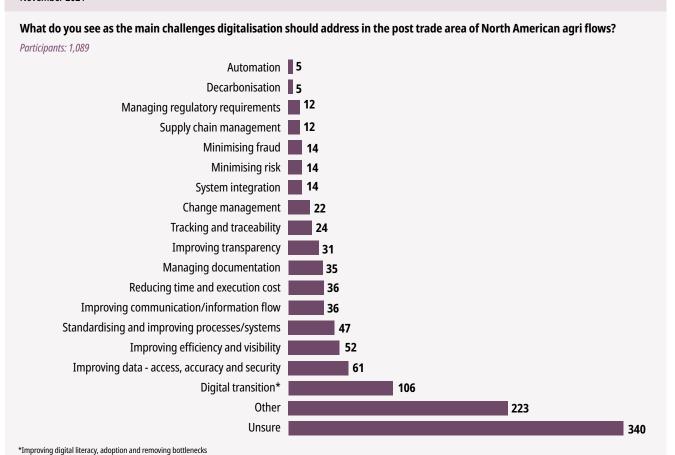


#### IN PARTNERSHIP WITH COVANTIS

## A New Era in Global Commodity Trading: Covantis' eagerly anticipated arrival into North American Agri Markets



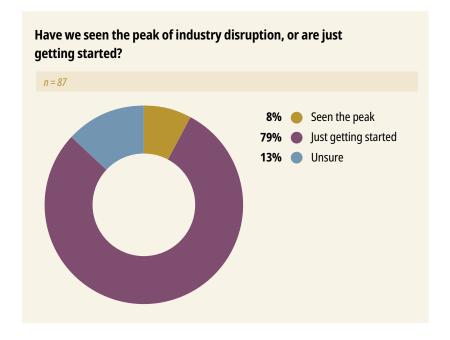
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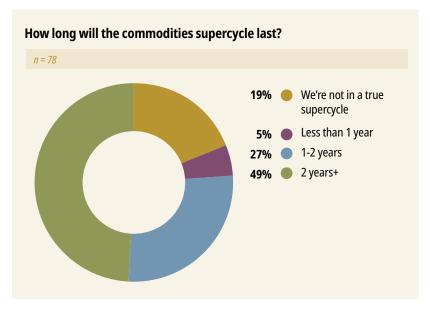


# LIVE POLL QUESTIONS FROM COMMODITY TRADING WEEK IN LONDON, APRIL 2022



## **General questions**







SCOTT WELLCOME Director, Grains Risk Management, GoodMills Group GmbH.

In my opinion as a producer in an industry with tight margins, price risk will always remain the main challenge/risk to our bottom line, and this incorporates both the raw material price risk and then energy price risk, cost of energy to run our facilities, and I think this is borne out by the responses in your survey.

After that, I see the biggest challenge is how we meet the need to reduce GHG's, become "greener" whilst at the same time still providing a good return for our stakeholders, as at the end of the day, whilst we have a need both personally and professionally to transition to a greener environment, we also need to recognize the need to generate profit, and at the same time, supply our customers with what they say they want – a very difficult balancing act.

I also feel that geopolitical risks will remain elevated for the next few years, and I was surprised to see this was not very high on the list of challenges we face in the surveys.

Looking at the highlighted surveys, I am not surprised that out of 511 participants, 77% had no plan or were unsure about how to mitigate decarbonisation in the maritime sector, and I feel this is due to a mixture of lack of alternatives to current maritime ways, or the cost of alternatives are prohibitive to our business. This needs to be addressed to find a solution, and probably needs some government intervention.

I'm very surprised that 67% of respondents were unsure or said no that margin optimisation was something their firms would benefit from; maybe they did not understand the question, or need more detail to show the benefits, but we are always looking at ways to optimise our margins.

I'm interested by the survey on what current market risk system do participants use, and that nearly half use in-house or spreadsheets as opposed to vendor solutions, is this down to cost? Do they not add value as their business is too complex, or vendors are not offering what the customer wants? Probably, or a mixture of cost and the latter, as the next question shows 352 out of 500 not planning on purchasing a solution... so again vendors should be asking themselves - why not?

The question on trade finance was interesting. I would be interested to find out how respondents feel technology companies are going to be the primary advancers in this sector; to me it should be banks and large trading companies, and this follows on that those who are providing trade finance need to do more to make it more suited to our current and future trading environment.

Whilst I write this, the other area that is often overlooked: how do we attract new talent into the commodities space and/or how do we keep hold of talent/succession planning? This does not come under my remit, but I am sure it is a big risk to a lot of commodity trading companies - how do we address it in this post-COVID, hybrid working world we are currently in?





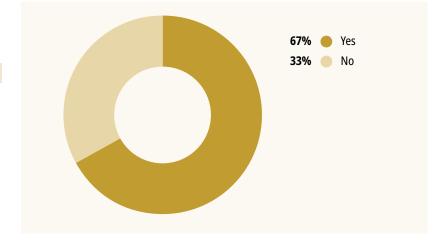
The cost of alternatives are prohibitive to our business, and this needs to be addressed to find a solution

## **COMRISK FORUM**



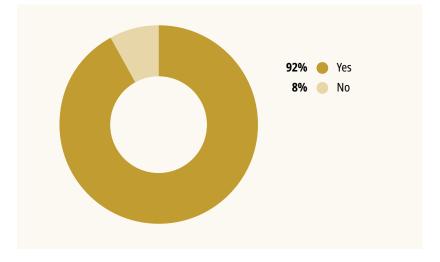
## Does your company have environmental targets?

n = 15



## Do you think that your company is more likely/less likely to be focused on ESG in the current environment?

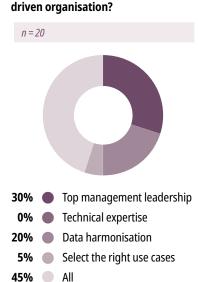
n = 13



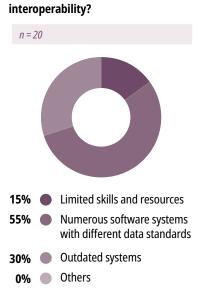
## **DIGICOM FORUM**



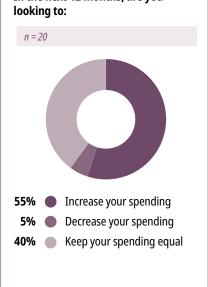
#### What do you consider to be the most important factor to achieve a data driven organisation?



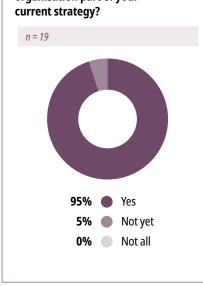
#### What do you think are the main barriers to achieve interoperability?



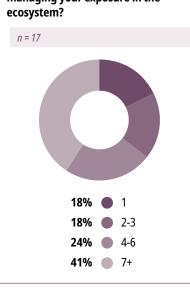
## Spending on CTRM systems: In the next 12 months, are you



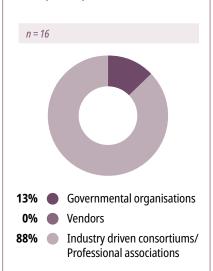
## Is becoming a data driven organisation part of your



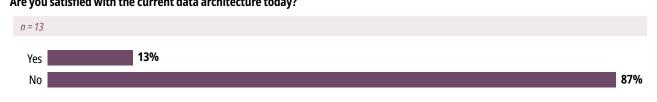
## How many systems do you have managing your exposure in the

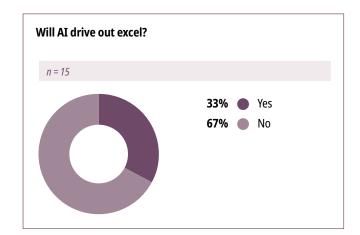


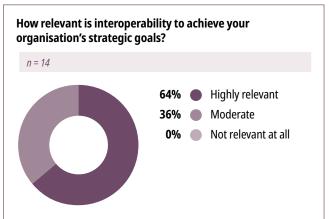
#### Who should be developing interoprability standard?

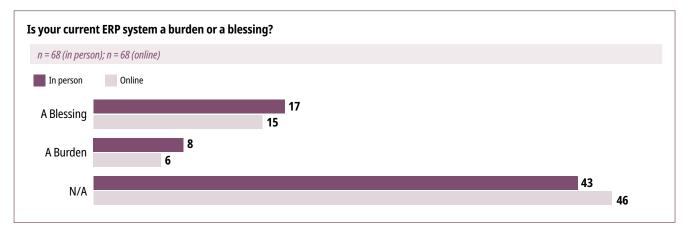


#### Are you satisfied with the current data architecture today?











PAULA FREIRE
EMEA and APAC Region
CIO and Global Head
of Applications, COFCO
International

2022 Digicom offered technology professionals in the commodity industry the opportunity to showcase their current initiatives, and also to exchange on those that will continue to transform the essence of our industry. Each of the sessions were carefully organised around a specific technology trend, and all of them aimed at proving the participants with a guiding map to navigate our current and future ever-changing realities.

Four topics focused the main attention:

- The data-driven organisation as having access to the right data is one of the most valuable commodities today,
- Interoperability and the best practices to exchange data between systems, devices and organisations
- The further need to empower our community of business users through the democratisation of information technologies, self-service solutions and low code development tool; and finally,
- Innovation, with a special focus on hyperautomation through the implementation of Artificial Intelligence solutions in each of the different steps of our value chain, including algorithmic trading.

The most frequent discussion among attendees revolved around the following three topics:

- Realisation that the digital transformation of our industry business model is now an imposition and there is no way back; either we are in or out of business;
- The acknowledgement that a social transformation was achieved during the last two years by allowing millions of people to work from anywhere anytime. We all got time back to spend with our loved ones and ourselves while continuing to be productive, even more than before
- Finally, the importance to focus on digital ethics initiatives by ensuring that the privacy of our own data and the date in our organisations, remains a priority. Also, we should pay greater attention not to pass the current biases of our analogue world into the new metaverse.

However, the greatest opportunity we had this year and that we had been waiting for, was to have the possibility to gather again, to continue building bridges and to welcome in person our colleagues. In some case even for the first time for those who joined our organisations over the last two years!

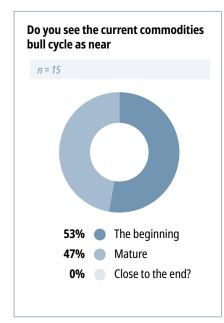


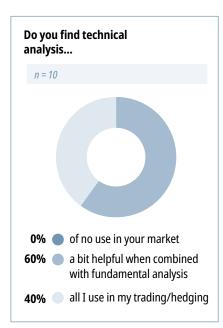


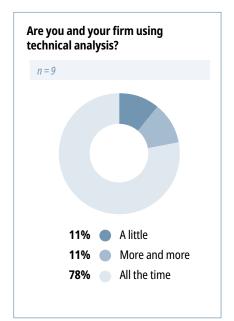
We should pay greater attention not to pass the current biases of our analogue world into the new metaverse

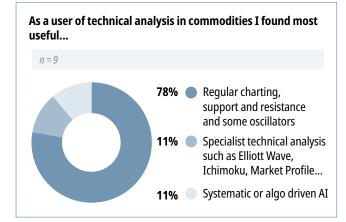
## TRADERS LIVE FORUM

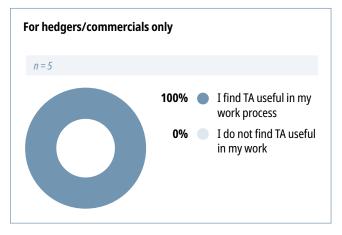














EDDIE TOFPIK
Head of Technical Analysis
& Senior Markets Analyst,
ADM Investor Services
International Limited

For me, the key panel session was 'Technical Analysis: Looking for the Edge'. This put on show over a century's worth of market expertise and knowledge at the disposal of the audience. There were lively and insightful questions and this carried on into the post-event survey where the highest interest seen in the next 18 months or so is in Data Analytics and AI/Machine Learning, key elements in Technical Analysis. Compare that to the lowest 'interest' in the survey, of Electronic Settlement Matching (eSM) and it seems the commodity industry knows how to do its work... but wants to make the most use out of what it has.

Two of the other panel sessions also were in their own way, related to this choice. I refer to the panel session on 'Data Driven Trading Strategies' and to a very timely session 'When it Rains it Pours? Developing and Defending Your Portfolio Against Climate Change Driven Disruptive Weather'. All of these had seemingly "protective"... qualities about them, where participants were looking for the best way to use what they have and "protect" against increasingly volatile markets.

Why are these markets so much more volatile than in recent years? Many reasons can be given and most are of a temporary nature, lasting as one would hope in the case of Ukraine, only a few months longer. However, there was a greater force in play, one that would change the fundamental nature of the markets... and preparation for this huge, dramatic period, was best seen in the discussion held in the panel session on 'Trading the Transition - Maximising Opportunities in Carbon and Other ESG Linked Markets'. It was interesting to see that ESG easily came in the top ten actively considered areas for attendees of CTW. I suspect ESG will be there for a quite a while yet and not subject to fashion, as other areas may.

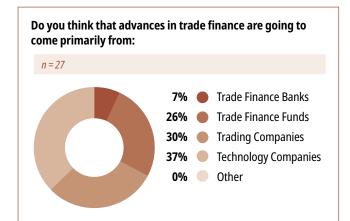


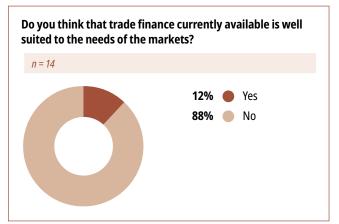


I suspect ESG will be there for a quite a while yet and not subject to fashion, as other areas may.

## COMMODITY TRADE FINANCE FORUM

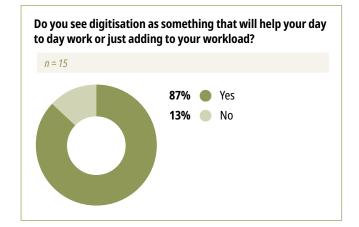


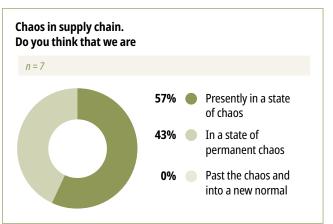


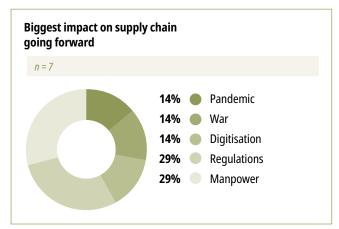


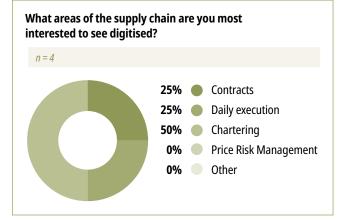
## SUPPLY CHAIN AND LOGISTICS FORUM













**RICHARD WATTS**Director, HR Maritime

In 2022, Commodity Trading Week returned to being an in-person event with great success while expertly combining with the online elements. While there have been a huge number of negative effects from COVID, the ability to hold conferences online and in a hybrid form has been one of the success stories. This year's event was, again, an excellent event and extremely well organised. As a professional mainly involved with operational issues on the Commodity Trading and Shipping side of the business, I was delighted to chair the Supply Chain stream of the conference and also be closely involved with the Trade Finance stream. There were excellent discussions ranging from the present state of markets, to the impact of recent events and also covering the future potential of the business.

Looking at the survey results which have now been published, there are a number of enlightening conclusions that can be drawn:

There is evidently a major focus on decarbonisation, sustainability and how to use technology to improve our business going forward. The challenges in this area are highlighted by the response to the question asking if participants have a plan to mitigate decarbonisation challenges in the upcoming years. Out of over 500 responses, 227 said yes, 166 said no and only 118 said yes. This demonstrates that there is a huge amount to be done in this area going forward.

When looking at CTRM systems and the source of such systems, out of 500 responses, 115 admitted that they rely on spreadsheets, 68 use off the shelf vendor solutions, 96 use bespoke vendor solutions and the vast majority use in-house solutions. This would indicate that there are many differences between how different trading companies manage their day-to-day business and furthermore there is a lot of work to be done by entities such as Covantis looking to harmonise the way trading works in certain sectors of the industry.

There were also a number of live polls during the various panel discussions during the live event, and the results are rather revealing. It is also quite interesting to note that there seems to be less response to live polls during in-person events than for online ones, which in hindsight is not hugely surprising.

A number of the results of these polls deserve particular attention. When asked if we had reached peak disruption, the vast majority (79%) said that we were just getting started. This demonstrates some caution when people are looking to the future and also possibly some weariness with the scale of disruptions experienced over the last couple of years.

As shown in a number of questions asking about risks, a majority of respondents focused on ESG and emissions as the principal risks going forward. Interestingly when asked if respondents firms manage risk holistically, the majority indicated that there is room for improvement.

When looking specifically at systems used, there seems to be many overlapping systems in use and a fear of a lack of standardisation in data standards and interoperability. Interestingly, the respondents overwhelmingly indicated that it should be industry driven consortiums and professional associations who should be driving standardisation in the industry.

There were a number of questions raised during the Trade Finance stream and interestingly the majority of those responding said that they did not think that the Trade Finance currently available is well suited to the needs of the market. This would indicate a tremendous opportunity for disruption in this area going forward.

Finally, with regards to supply chain it is interesting that respondents said that the 2 biggest impacts on the supply chain going forward were regulations and manpower.

These results tell us a huge amount of the present feeling and future direction of the field.

There seems to be a slightly reduced focus on technology revolutionising the business than we saw last year. This may even be because we are coming to accept it as part of the background instead of an active participant in our daily lives. We will see continued focus on sustainability and quantifying and reducing emissions while trying to manage the never-ending supply chain shocks we seem to keep experiencing.





There is evidently a major focus on decarbonisation, sustainability and how to use technology to improve our business going forward



AITANA CONCA Director, EMEA, Chinsay



CHRISTOPHER
NUZUM
Head of Product, Chinsay

Digitalisation has reshaped supply chains, and the latest supply disruptions due to the COVID-19 pandemic, climate change, the war in Ukraine and the inflationary pressures have forced an acceleration of change within the sector.

While opinion is split on whether this current state of chaos is temporary or permanent, it is nonetheless a wake-up call to why companies should aspire for more innovative, resilient, and responsive supply chains.

#### Customers expect a more efficient and transparent supply chain

The digitalisation of consumer supply chains has raised the bar for the experience that commodity customers expect from suppliers. Why can't purchasing wheat, crude oil, or iron ore pellets be as simple as ordering it from Amazon and tracking the delivery to the destination?

Industry collaborations have also raised expectations by creating next-generation platforms to facilitate trade.

Ultimately, customers seek a seamless, efficient experience that also provides the opportunity to leverage the data that allows them to improve their businesses.

## Digitalisation transforms supply chains, organisations, and improves how we serve our customers

Technologies like the Internet of Things, smart warehousing, blockchain, and data exchange via APIs have enabled a more integrated, transparent, resilient, and responsive supply chain across many commodities sectors.

Data no longer needs to be re-keyed when it crosses the barrier between companies or internal systems, eliminating many causes of error and inefficiency.

Driven by data, platformisation, and connected ecosystems, leading commodity companies are collaborating on building a next-generation commodity supply chain, opening the opportunity for further digitalised interactions with adjacent concerns such as logistics.

All of this creates revolutionary opportunities to improve how we serve our customers. The data at our fingertips allows us to streamline our processes to improve the services we deliver while providing customers with immediate access to the latest information, for example via dedicated customer portals.

#### In conclusion

We expect commodity companies to double down on technology investment in modernised, efficient, digital supply chains, since this helps improve the ability to respond quickly to market changes, improves visibility, and service customers better. Additionally, digitalised supply chains help improve compliance, attract new talent, improve margins, reduce risks, and maximise profits.





The digitalisation of consumer supply chains has raised the bar for the experience that commodity customers expect from suppliers



Singapore 24-25 January 2024



London 25-26th April 2023



Chicago 9-10th June 2023



London 28-29 September 2022



Houston 27-28 October 2022

## commoditytradingweek.com

Month	In-person events	Online events (Global)
September	Energy Trading Week Europe 2022 - London, UK	Oil Trading & Markets
October	Energy Trading Week Americas 2022 - Houston, USA	DigiCom: Commodities Digitalisation Forum
November		CTF: Commodities Trade Finance
		ETD: Energy Trading Digitalisation
December		ComRisk: Global Commodities Risk Management Forum
January		
February		Power Forecasting
		Commodities Shipping & Maritime
March		ETRC: Energy Trading Regulations & Compliance
April	Commodity Trading Week Europe 2023 - London, UK	LNG Trading & Risk
May		ESG & the Path to NetZero
June	Commmodity Trading Week Americas 2023 - Chicago, USA	











