

Oil & Gas Field Services Risk Management

WE HAVE HELPED SCORES OF CUSTOMERS REDUCE THEIR FINANCIAL RISK SIGNIFICANTLY WITH THE HELP OF OUR INTEGRATED RISK MANAGEMENT PROGRAM (IRMP).

The FCM Division of INTL FCStone Financial Inc. understands that the Oil & Gas Field Services sector is highly sensitive to movements in crude oil prices. Our experts can help to ensure that you are making the most advantageous financial risk management decisions for your business. We employ a comprehensive risk management process which empowers you to succeed in the competitive energy marketplace.

What Is Risk Management?

The identification and quantification of financial risks coupled with the development and implementation of strategies to help mitigate those risks.

Identify Goals & Objectives



Analyze Risk Exposures



Develop Quantifiable & Methodical Strategy



Ensure Access to Liquid & Transparent Markets



Implement Plan and Execute to Strategy



Monitor Results



IDENTIFY OBJECTIVES

- **Defend market share:** Prevent lost ground to competition
- **Protect margins:** Maintain profit margins in the face of pricing pressure
- **Secure budgets:** Achieve a more predictable and profitable future
- **Stabilize pricing:** Mitigate swings in commodity prices
- **Eliminate surprises:** Avoid being caught off guard by the unknown
- **New avenues of business:** Engage in new opportunities

CHOOSE AN APPROACH

- **Passive:** No risk policy; float with the market
- **Ratable:** Ratable implementation regardless of market environment
- **Tactical:** Trading the markets; using market timing to optimize price entry
- **Dynamic:** Hybrid of ratable and tactical programs; designed to optimize the benefits of both the ratable/disciplined and tactic programs

INTL FCSTONE INC. FINANCIAL SERVICES

- **Clearing and Execution:** Access to both domestic and international markets on 33 global exchanges¹
- **OTC Product Offerings:** Full suite of OTC products that are flexible and tailored to meet client needs²
- **Merchant & Debt Services:** Optimize fixed assets and debt agreements³
- **Advisory & Market Intelligence:** Extensive fundamental and technical market information

(1) INTL FCStone Financial Inc. (2) INTL FCStone Markets, LLC (3) FCStone Merchant Services, LLC

Energy Team | INTL FCStone Financial Inc. – FCM Division

Kansas City 800-255-6381 | Chicago 312-373-8250 | New York 212-379-5418 | Houston 713-820-4980

energy@intlfcstone.com

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