



# **COCOA PROGRAMS**

Price-Risk Management. Financing. Physical Merchandising.

The StoneX Cocoa Team draws on our deep network and market expertise to help make connections and improve pricing for producers, exporters, importers, traders and end-users alike.

### The StoneX Difference

**Deep market knowledge** – We go out in the field to talk directly with growers, co-ops, importers, and end users about their businesses.

**Price-risk management expertise** – We understand the price risk you face, and can help manage it with a full set of tools – from basic exchange-traded futures and options to currency price-risk management and trade financing.

**Personal service** – We work hand-in-hand with companies across the entire supply chain to create innovative yet transparent strategies tailored to meet their specific needs. Nothing more, nothing less.

**Global Reach** – We have over 50 offices around the world, including locations in Miami, Brazil, Colombia, London & Singapore.

**Custom Pricing Solutions** – We provide hedge price structures within physical purchase and sale contracts that simplify accounting processes.

### **Services**

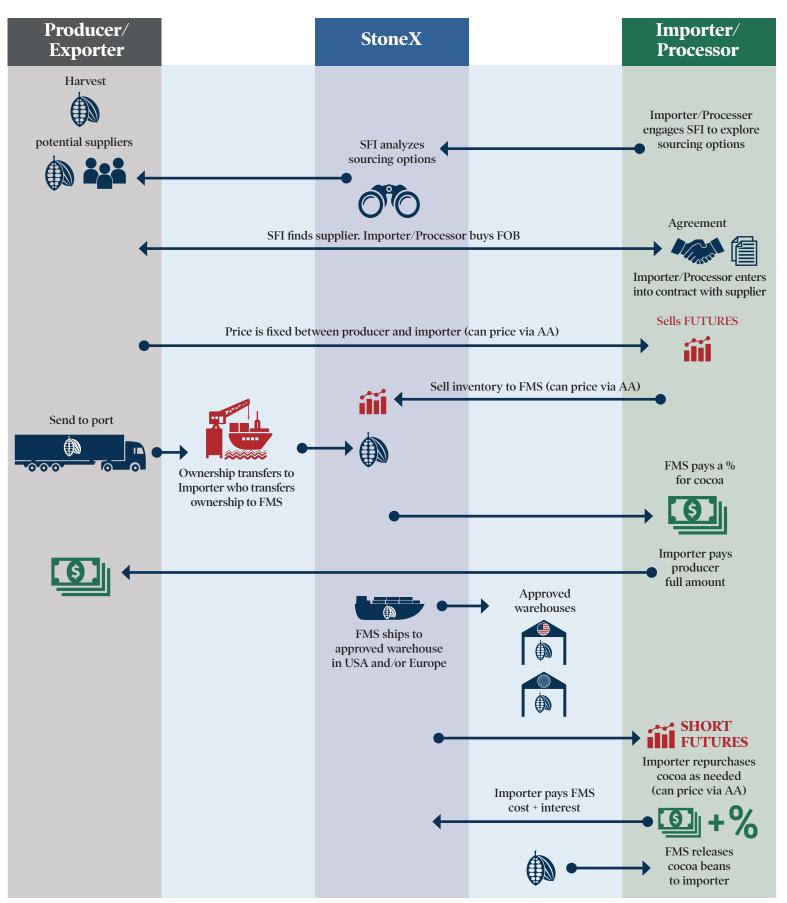
- Price-Risk Management Consulting
- Cocoa Futures and Options Execution
- Currency and Cocoa Structured Pricing Products
- Market Intelligence via CommodityNetwork
- Commodity Finance, Logistics and Warehousing
- Physical Cocoa Merchandising and Brokerage

# **Producer/Exporter Tradeflow**

## Producer/ **Processor**/ StoneX **Exporter** Chocolatier Harvest Exporter buys cocoa & **SELLS futures** Sell inventory to FMS (can price transaction via AA) Send to port Approved FMS ships to warehouses approved warehouse in USA and/or Europe FMS pays an advance on cocoa Cut analysis done SFI markets to Samples distributed Potential customers potential buyers SFI reaches agreement with buyer and supplier Provisional release to Provisional release Producer to buyer Producer repurchases inventory from FMS SHORT (can price via AA) **FUTURES** to supplier SHORT FUTURES **✓** LONG Producer and processor price contract (AA if they choose) **FUTURES** Buyer pays supplier Producer pays FMS FMS releases beans cost + interest Producer releases to producer beans to processor

### AA = Against Actual FMS = FCStone Merchant Services, LLC SFI = FCM Division of StoneX Financial Inc.

# **Importer/Processer Tradeflow**



AA = Against Actual

FMS = FCStone Merchant Services, LLC

SFI = FCM Division of StoneX Financial Inc.



### **StoneX Financial Inc. - FCM Division**

#### Albert Scalla

Senior Vice President of Trading 1221 Brickell Ave. Suite 2500 Miami, FL 33131 +1 (305) 925-4847

or

### **FCStone Merchant Services, LLC**

#### **Alberto Nacer**

Vice President – Softs Merchandiser 155 East 44th Street Suite 900 New York, NY 10017 +1 (212) 379 5454

E-mail: cacao@stonex.com

StoneX Group Inc. (formerly INTL FCStone Inc.) provides financial services worldwide through its subsidiaries in accordance with applicable law in the jurisdictions where services are provided. StoneX Markets, LLC ("SXM"), is a member of the National Futures Association ("NFA") and provisionally registered with the U.S. Commodity Futures Trading Commission ("CFTC") as a swap dealer. References to certain over-the counter ("OTC") products or swaps are made on behalf of SXM. StoneX Financial Inc. ("SFI") is a member of the NFA and registered with the CFTC as a Futures Commission Merchant ("FCM") and Commodity Trading Advisor ("CTA"). References to exchange-traded futures and options are made on behalf of the FCM Division of SFI.

The trading of derivatives such as futures, options, and OTC products or "swaps" may not be suitable for all investors Derivatives trading involves substantial risk of loss, and you should fully understand those risks prior to trading.