

# INTL · FCStone®

## COMMODITY TRADING SERVICES FOR FINANCIAL INSTITUTIONS

We help banks grow by offering more products and services to their clients.

The FCM Division within INTL FCStone Financial Inc. partners with financial institutions to help their clients access a robust suite of commodity trading and risk management services – without having to take on balance-sheet risk or go through a competitor.











***The goal: enable banks to keep and win more business.***

### WHY WORK WITH US

- Global market maker in multiple commodities, currencies, and interest rate products
- Publicly traded and well-known market maker in the industry
- Exchange-traded, OTC and physical trading capabilities<sup>1</sup> in energy, metals, and agricultural products.
- We do not compete with your bank for lending business
- Low credit risk as we trade either via clearing or via Zero threshold CSA
- Clearing member on multiple exchanges

[1] OTC products provided by INTL FCStone Markets, LLC; physical trading provided by FCStone Merchant Services, LLC.

## WE UNDERSTAND YOUR CLIENTS' BUSINESS OBJECTIVES

Industries	Why They Hedge
<b>Oil and Gas</b> 	<ul style="list-style-type: none"> <li>• hedge oil and gas they produce to protect revenue generation</li> </ul>
<b>Manufacturing</b> 	<ul style="list-style-type: none"> <li>• hedge input cost such as metals and resins used in manufactured products</li> <li>• hedge energy cost used in production</li> </ul>
<b>Transportation and Logistics</b> 	<ul style="list-style-type: none"> <li>• hedge fuel cost of trucks, ships and plane</li> </ul>
<b>Petrochemicals</b> 	<ul style="list-style-type: none"> <li>• hedge resins used in production of final products</li> <li>• hedge energy used in production</li> </ul>
<b>Mining</b> 	<ul style="list-style-type: none"> <li>• hedge metal production</li> <li>• hedge fuel used in transportation of ore</li> </ul>
<b>Airlines</b> 	<ul style="list-style-type: none"> <li>• hedge jet fuel costs of planes</li> </ul>
<b>Construction</b> 	<ul style="list-style-type: none"> <li>• hedge copper, zinc, aluminum, steel and other materials used in construction projects</li> </ul>
<b>Bottling</b> 	<ul style="list-style-type: none"> <li>• hedge resins and aluminum used in bottling</li> <li>• hedge energy used in production</li> </ul>
<b>Agriculture</b> 	<ul style="list-style-type: none"> <li>• hedge grains, beans, and other agricultural commodities they produce</li> <li>• hedge fertilizer</li> </ul>
<b>Pulp &amp; Paper</b> 	<ul style="list-style-type: none"> <li>• hedge pulp and paper they produce</li> <li>• hedge transportation cost of selling their product</li> </ul>

## WE TRADE THE PRODUCTS THAT MEET THEIR NEEDS

### Energy

- WTI
- Brent
- Dated Brent
- Natural Gas (various indexes)
- ULSD
- Gasoline
- Jet Fuel

### Base Metals

- Copper
- Aluminum
- Zinc
- Lead
- Nickel
- Tin
- Iron Ore
- Steel

### Agriculture

- Corn
- Wheat
- Soybeans
- Sugar
- Coffee

### Precious Metals

- Gold
- Silver
- Platinum
- Palladium

### Resins & Natural Gas Liquids

- HD Polyethylene (HDPE)
- Propane
- Butane
- Benzene
- Polymer Grade Propylene (PGP)

### Currencies

- Canadian Dollar
- Mexican Peso
- Euro
- British Pound
- Yen

\*\*\*Not a complete list

To learn more about how INTL FCStone can help you grow your business by offering a more robust and sophisticated set of products and services to your clients, please contact me.

[WWW.INTLFCSTONE.COM](http://WWW.INTLFCSTONE.COM)

# INTL · FCStone®

Commodities · Global Payments · Foreign Exchange · Securities

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*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.*

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