

TRANSGRAPH

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commodity market mentors

presents

Commodity Price Risk Management Workshop - 2012 for Automotive Industry

Tuesday - 28th February 2012

Lemon Tree Hotels, Premier Leisure Valley, Sector 29, Gurgaon.

Introduction

Commodity Market Price Volatility and rising trend of commodity prices are some of the key challenges faced by the Automotive Industry. The notion that commodity prices can be predicted with reasonable accuracy by adding certain premium to the cost of production has changed in the last five years. With commodities emerging as an "asset class", has attracted huge hedge fund investments causing increased commodity price inter-relation with currencies, economy and other asset classes - resulting in more risk / uncertainty. This is causing lot of pain to the procurement managers and to the balance sheets of automotive companies. This has resulted in "strategic" challenges to the job of a procurement manager in addition to the "operational" challenges. This environment necessitates a proper hedging and price risk management mechanism at company level and analytical support for decision making in procurement and finance departments. With the ratio of raw materials to total sales for auto companies ranging from 40% - 45%, raw materials / commodity price management has now become a board room function rather than back end job.

Workshop Objective

To outline the key challenges in commodity pricing and budget management in the automotive industry, discuss best practices in Commodity Price Risk Management for managing costs, bringing stability to the margins and enhancing profitability.

Why you should attend this Workshop

- ✓ Organized by the largest independent commodity focused research company in India
- ✓ Experience of more than 10 years in commodities, focused in the areas of price research, forecast, supply chain, risk management, hedge modeling & risk software
- ✓ Rich consulting experience with widest Industry exposure including more than 5 yrs with Indian Automotive Industry
- ✓ Pioneers in commodity procurement, spend management and risk management solutions.

- 09.00 hrs - 09.30 hrs - Key challenges in price / cost management in the automotive industry – Mr. Sridhar, Sr. V.P- Strategic Sourcing Unit, Mahindra and Mahindra (TBC)
- 09.30 hrs - 10.30 hrs - Commodity Price Risk Management for Automotive Industry: **Need and pain points for the industry**
- 10.30 hrs - 11.30 hrs - **Derivatives** – Futures, Forwards, Options and swaps: Instruments used in price fixing and in price management – An important step towards the solution
- 11.30 hrs - 12.30 hrs - **Procurement, Hedging and Risk Management policy:** Existing practices and scope for improvement
- 12.30 hrs - 13.30 hrs - Lunch Break
- 13.30 hrs - 16.30 hrs - Commodity price outlooks - Steel, Aluminum, Copper, Lead, Natural Rubber, Polymers – A key decision enabler and a crucial step in budgeting / planning.
- 16.30 hrs - 17.00 hrs - **Achieving the best practices:** combining the Risk Management policy with the commodity outlooks - Evolving suitable hedge model for your company
- 17.00 hrs - 17.30 hrs - MCX - An effective platform to manage commodity price risk

Course Benefits

At the end of the course delegates will be able to:

- ✓ Understand the real challenges of Auto Industry and pain points in raw materials / commodity pricing.
- ✓ How Risk Management can address these challenges and turn them into opportunities
- ✓ Derivative instruments – various financial instruments in Risk Management
- ✓ Medium term commodity price dynamics
- ✓ Best Practices in hedging and Risk Management
- ✓ Best processes to adopt for a practical and effective raw material budgeting.

Who should Attend

- ✓ Directors
- ✓ CEOs / CFOs
- ✓ Supply Chain / Risk Managers
- ✓ Purchase Managers
- ✓ Finance and Treasury Personnel

About The Workshop Leaders

Mr. Nagaraj Meda

Managing Director - TransGraph Consulting Pvt. Ltd.




Mr. Nagaraj Meda has deep understanding of commodity price movements and has pioneered the development of TransGraph's proprietary price forecasting methodology "Mapping the Market Thought". He has presented 40+ papers at various international level conferences on commodity outlook & risk management. He has hands on experience in implementing market risk management programs in medium and very large corporations across the Globe.

Mr. Murali Krishna

CEO - TransGraph Consulting Pvt. Ltd.

Mr. Murali Krishna is keenly followed for his price views and market analysis at various national and international forums and has hands on experience in managing hedge and derivatives desk at some of the fortune 500 companies. His experience in trading and hedge fund industry brings the best practices of financial world to the physical world.

RESERVE YOUR PLACE TODAY

Fee Type	Fee Per Delegate (Inclusive of all taxes)
 Normal Rate (Registration After 15th Feb 2012)	INR 6000/-
 Early Bird Rate (Registration Before 15th Feb 2012)	INR 5000/-
 * Group Discount	INR 4000/-

* Applicable on more than 2 delegates from the same organization

REGISTER TODAY!

TransGraph Consulting Pvt. Ltd.

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Book immediately
to avoid disappointment”**

**For express registrations, please visit us at www.transgraph.com (or)
mail completed registrations at
mktg@transgraph.com; sreekanth@transgraph.com; amresh@transgraph.com**

**Enjoy Substantial
Savings With Our
Multiple
Booking Discount!**

**SAVE INR 1000
with the Early Bird Rate!
Book by 15th Feb 2012**

Hotel Information

Lemon Tree Hotels,
Premier Leisure Valley,
48, City Center, Sector 29
Exit No. 7 on National Highway 8
(from Delhi's International and Domestic Airports),
Gurgaon - 122002
Telephone: +91 124 4480200

Cancellations / Substitutions

- ▶ If the registered delegate is unable to attend, a substitute delegate is welcome at no extra charge.
- ▶ Cancellations must reach us at least 10 business days before the start of the event.
- ▶ The delegates will be eligible for a 90% refund, if the request for cancellation reaches us 10 business days prior to the event.
- ▶ The company regrets that no refund will be made for cancellation notifications received less than 10 business days before the start of the event.
- ▶ TransGraph reserves the right to cancel the event with full refund.
- ▶ TransGraph reserves the right of admission.

REGISTRATION FORM

Delegate 1 Details

Name Dr/Mr/Ms : _____
Job Title : _____
Department : _____
Tel : _____
Mobile No. : _____
Email : _____

Delegate 2 Details

Name Dr/Mr/Ms : _____
Job Title : _____
Department : _____
Tel : _____
Mobile No. : _____
Email : _____

Delegate 3 Details

Name Dr/Mr/Ms : _____
Job Title : _____
Department : _____
Tel : _____
Mobile No. : _____
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Payment Information

Kindly remit the payments in the form of Cheque /DD, payable **at par in Hyderabad**, India favoring “TransGraph Consulting Private Limited”.

For online payments through credit card, click on the below link:
http://transgraph.com/AutomotiveWorkshop2012_Register.asp

*Note: For further clarifications regarding the payment, please feel free to contact us.