

# Commodity risk management

Our analytics  
Your advantage

**KYOS**

# How can we help you?

*Whether you are in the food, packaging, energy or metals markets – KYOS has the tools and expertise to manage your commodity price exposures.*

*Our software helps to streamline processes, improves financial performance and reduces risks. Our automatic reports give you and your stakeholders consistent and up-to-date information to make better decisions.*

Our analysis.  
Your advantage.

Our team has worked for decades in commodity and energy trading. We understand the needs of commodity market players. Especially if you are dealing with multiple commodities such as raw materials, ingredients, packaging, energy for production - with all of these: we support you with excellent trading and risk management software and services, incorporating best-in-class financial modelling techniques.

In this brochure we outline our various software solutions for the commodity sector, all embedded in the KYOS Analytical Platform. The Platform is a combination of a CTRM and high-end financial analytics. Our Platform is in use by more than 50 corporate clients around the globe. While we are adding many new clients each year, the satisfaction of our clients is what matters to us most.

How can we help you? Let us know the challenges you are facing – we are looking forward to a fruitful discussion!

## Our team



Our core company values are reliability and responsibility. That is driving our contacts with colleagues, clients, society and the environment.

Our mission is to help clients take the right decisions based on accurate analysis, to accelerate the transition to a more sustainable use of our natural resources.

Since 2008, KYOS software has been built on knowledge, skill and commitment of our team. Our head office is an inspiring old building along a canal in the beautiful town of Haarlem, the Netherlands. Here we employ our talented team of quantitative developers and IT programmers.

With more than half of the employees coming from abroad we have an international mix of people to serve our clients. For overseas clients, we have dedicated teams and partnerships in Japan and the US.



**Cyriel de Jong**  
Founder & CEO



**Hiroshi Ishiguro**  
Sales Manager Japan



**Hans van Dijken**  
Founder & COO



**Marieke Diesnis**  
European Marketing  
Director



**Richard Cornielje**  
Director CTRM



**Imran Khan**  
Associate Marketing  
Director



**Ewout Eijkelenboom**  
International Sales  
Director



The KYOS Analytical Platform is our flagship software solution, offered as a SaaS product. It contains an unrivalled range of functions to manage commodity positions and reduce commodity price risks.

You can select the modules depending on your needs. Automated data feeds and calculations ensure you always have the latest information at your fingertips.

Our expert team has years of experience in commodity markets. We offer sophisticated solutions for position management, mark-to-market reporting and risk management. We advise about hedging decisions and valuations of all your commodity exposures.



# KYOS Analytical Platform



**Commodities**



**Multi-commodity**



**Power, Gas & Energy**

**Users**



Industrial manufacturing industry  
Food and beverage companies  
Transport by air, road and rail  
Commodity traders and brokers



Utilities & suppliers  
Renewable & fossil generators  
Power, gas & oil traders  
Gas storage operators

**Specific modules**



Cashflow forecasts  
Hedge accounting  
Coverage reporting  
Option valuation  
Accumulator valuation



Budgets  
Accumulators  
Inventories



Gas storage  
Gas swing contracts  
LNG contracts



Power plants  
Solar, wind & PPAs  
Batteries & storage

**General modules**



CTRM  
Option valuation  
Mark-to-market  
Risk reports



Profit-at-Risk  
Value-at-Risk  
Stress tests  
Option Greeks



ETRM  
Price data management  
Forward curve generator  
Monte Carlo simulator



# Our services



## Software for commodities

The KYOS system captures your demand and production data, all your deals and all relevant price data. It creates forward curves for a wide range of commodities, values standard and complex deals and generates price simulations to better understand price risks.



## Price data services

Up-to-date and consistent price data are key to managing your commodity positions. We connect directly to many price data sources and provide you with own market price forward curves. Both market prices and forward curves are essential for trading, structuring and risk management.



## Advanced risk reports

Our fully integrated system offers a range of commodity risk reports. It provides insight into positions, exposures, P&L, cash-flows and MtM. Drill down from portfolio to book, from counterparty to individual contracts, from the company as a whole to a specific category. Advanced at-Risk models complement our offering with clear insights in projected cashflows versus benchmark levels.



## Consultancy and training

Our experienced consultants and trainers are specialists in commodity trading, valuation, optimization and risk management in energy and commodity markets. We advise on individual assets and contracts, help design hedging strategies or assist in M&As and arbitration cases.

Analysis you can trust





### Agri

Corn, coffee, sugar, wheat, soybeans, cotton, potatoes



### Dairy

Milk, whey powder, cheese, butter



### Metals

Aluminum, copper, gold, iron ore, lead, nickel, tin, steel, zinc



### Packaging

Glass bottles, aluminium cans, plastic cover



### Transport fuels

Crude, jet fuel, diesel, biofuel



### Energy

Coal, natural gas, power (wind/solar), batteries, electricity from waste



### Chemicals

Ethane, propane, butane, naphtha, benzene, styrene



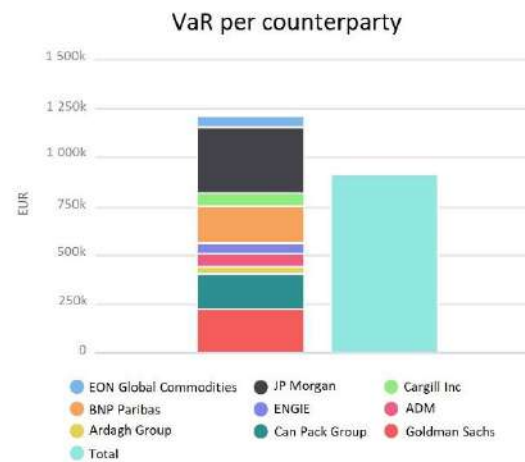
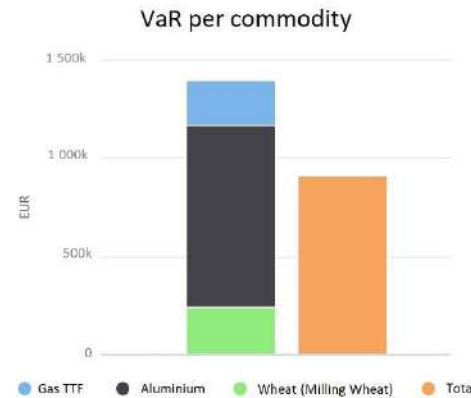
### Emissions trading

EUA

# From risk reports to risk analytics

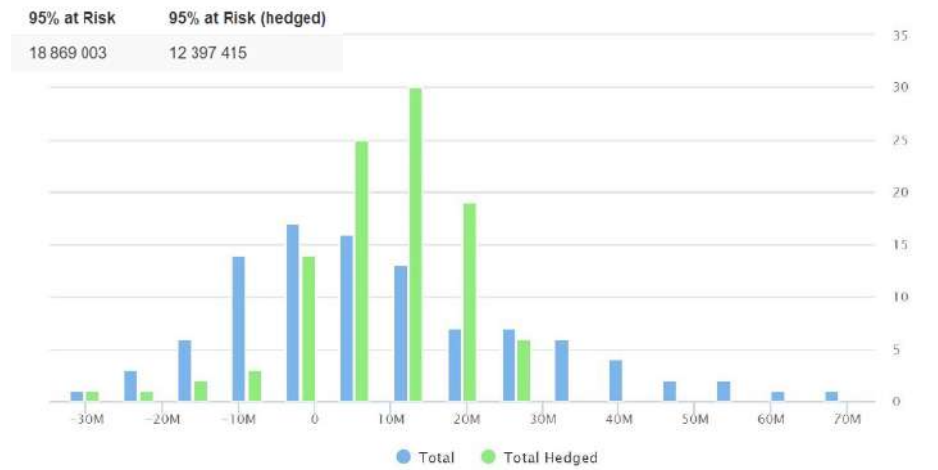
## Risk reports: understanding the current situation

- **Position reports:** what is your net position per BU, book, commodity, region, etc?
- **P&L reports:** how much money did you make in the past few months or year-to-date?
- **MtM reports:** what is the current market value of your trades, both standard and complex?
- **Cashflow forecasts:** what will be your expected costs and earnings; are they in line with company targets?



## Risk analytics: simulating the future

- **Stress tests:** how are your financial results if there is a specific change in market prices, volatilities or positions?
- **Options and accumulators:** what are the values of your options and accumulators, using Monte Carlo simulations?
- **Value-at-Risk:** what is a '95% worst-case' impact on your MtM due to various price changes in the short-term?
- **Cashflow-at-Risk / Profit-at-Risk:** what is a '95% worst-case' scenario of your cash-flows over a longer period?



### Options are everywhere

Almost all commodity trading companies have option-type products in their books. The KYOS CTRM system captures them all, from very standard to highly exotic. Our analytical functions give you a competitive edge in price negotiations. And all these products become an integral part of your daily position and risk reports.

Options may be plain-vanilla calls and puts or contracts with embedded optionality, such as accumulators, PPAs, storage and swing. The most versatile valuation methodology for option products is based on Monte Carlo simulations, showing market value, deltas (price sensitivity), vegas (volatility sensitivity), and distributions of prices and volumes.



This is just a brief overview of what we can offer you. Have a look at our website [www.kyos.com](http://www.kyos.com) for more detailed information. Find under 'Events' an overview of the conferences where we will be present, and a list of our upcoming webinars.

Also, our knowledge center is a great resource for the latest news, and where we will publish interesting articles.

Do not hesitate to contact us for more information, or a short demonstration: [info@kyos.com](mailto:info@kyos.com)



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