

# DycoTrade & KYOS joint Webinar

June 29<sup>th</sup>, 2021



# Agenda

**1**

**Company and  
speaker  
introduction**



**3**

**Data exchange  
between  
DycoTrade CTRM  
and KYOS**



**5**

**Q&A**



**2**

**The role of data  
and CTRM**



**4**

**Why advanced  
Risk  
management?**



## Speaker introduction

- **Richard Cornielje**
- Joined **KYOS** in 2009
- Age 57, resides in **Haarlem**
- **Trading & Risk** management experience
  - ABNAMRO ... RBS 1986 - 2006
  - SJB Trading House 2007 - 2008



*Richard Cornielje,  
Co-owner at KYOS CCA*

# Speaker introduction

- **Nick Hoedemakers**
- Joined **DycoTrade** in 2013
- Age 33, resides in **Rotterdam**
- **ERP experience** starting with Oracle PeopleSoft (2008) before switching to **Microsoft Dynamics**



*Nick Hoedemakers,  
Presales Consultant*

# Company introduction



 2008

 20

 Netherlands,  
USA, Japan



 Software models  
for energy



 Risk management for multi  
commodity exposures

 Cloud-based

 Implementation time

 Competitive pricing

 Easy-to-use interface

# Company introduction



Full focus on food, feed, agriculture and metals



Founded in 2001



Developed in conjunction with customers

80+ employees based in Amsterdam



Build on Microsoft Dynamics 365



Fully Certified Global Microsoft partner



# The role of data and CTRM

DycoTrade CTRM overview



# The role of data and CTRM



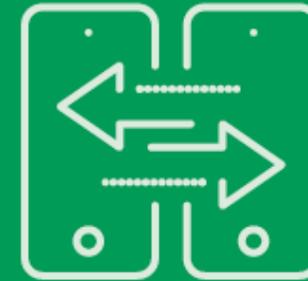
Intangible assets,  
including data, constituted

**84%**,  
or **\$21 trillion**,  
of **S&P 500** company value  
in 2018

Most data sits in private hands –  
by 2025,

**80%**

of data worldwide  
will reside in enterprises

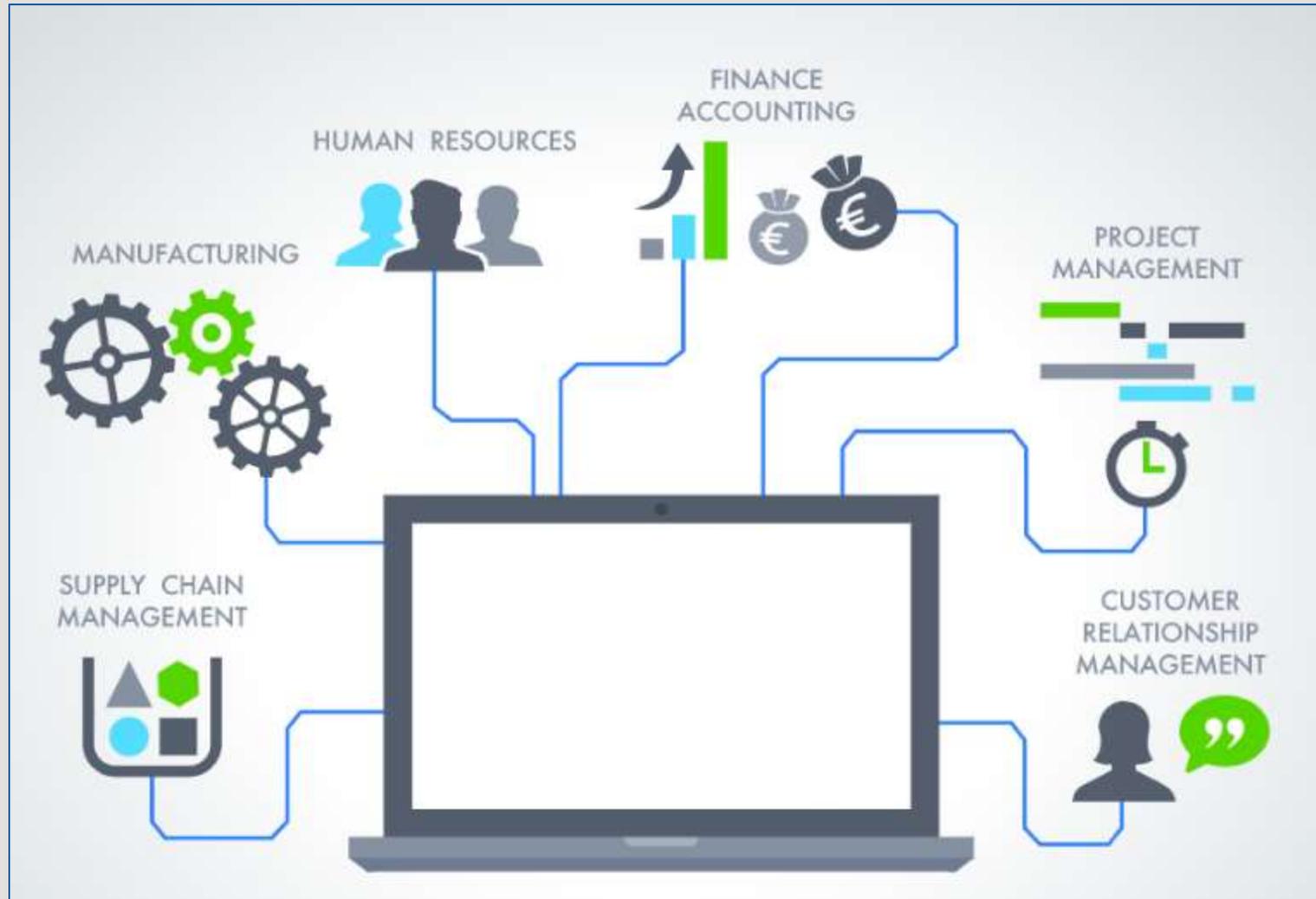


There will be almost

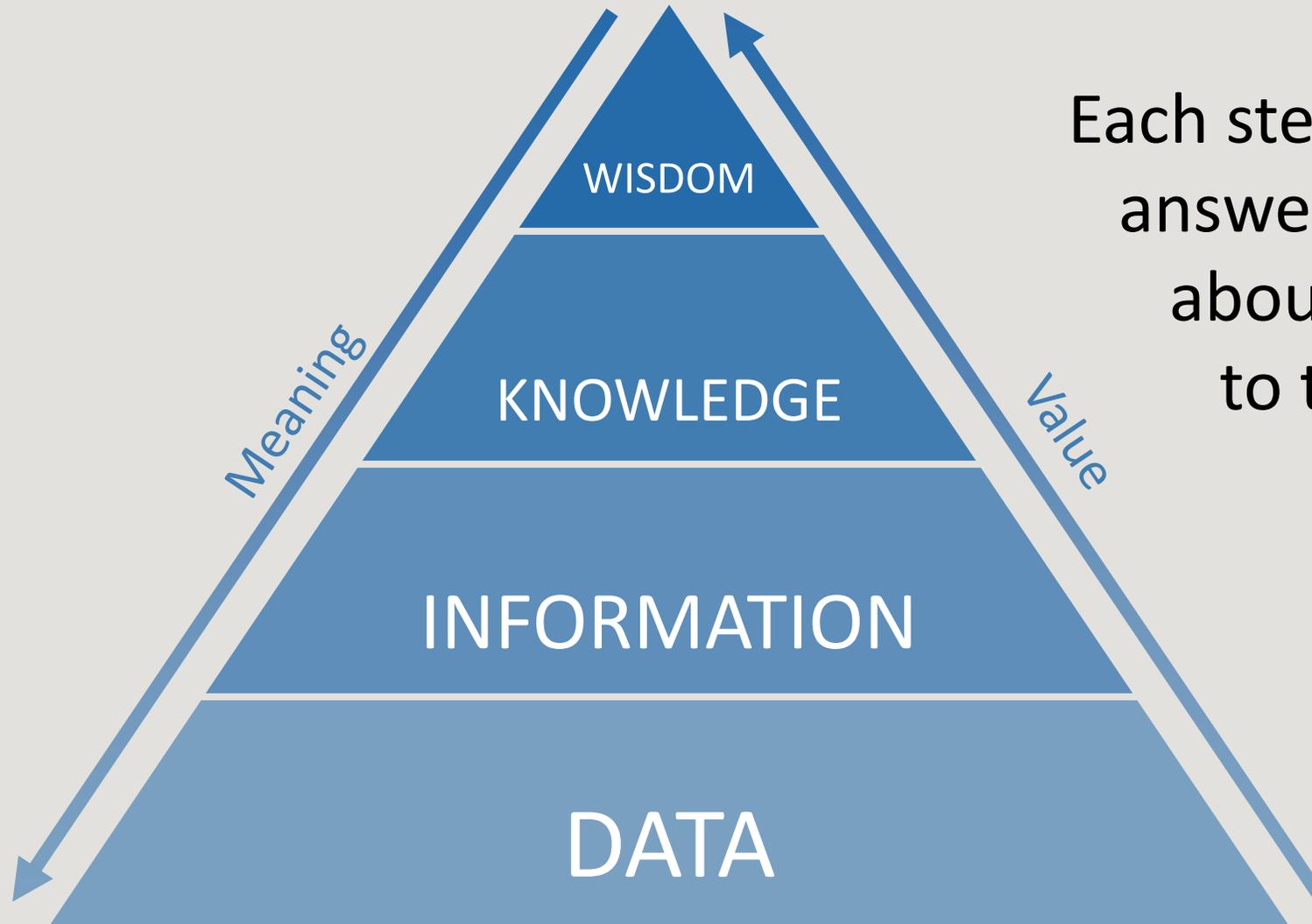
**30 billion**

connected devices by 2023,  
more than three times the  
global population and up from  
almost 19 billion in 2018

# Data acquisition



# Getting value from data



Each step up the **pyramid** answers questions about and **adds value** to the initial data.

**How can CTRM help?**



# DycoTrade CTRM – Homepage

Finance and Operations

Search for a page

TREX

NH

## DycoTrade 365 Demo environment

**Position management**

Delayed order lines	50
Orders on hold	0

**DycoTrade Trading**

Open Purchase contracts	36
Open Sales contracts	41

**DycoTrade Risk management**

EUR, FX Contracts	32
GBP, FX contracts	12

**DycoTrade Logistics**

Inbound Logistic files	22
Outbound / B2B Logistic files	24

**DycoTrade Finance**

Customer invoices due today	0
Vendors past due	17

June 2021

Mo	Tu	We	Th	Fr	Sa	Su
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				

Work items assigned to me

Work items will be displayed here after they are assigned to you.

# DycoTrade CTRM – Position dashboard

Finance and Operations

Search for a page

TREX

Find product price New Configure my workspace Options

Position management

- Commodity exchange contracts
- Sales order
- Purchase order
- Sales contract
- Purchase contract
- Customer

Summary

Item group

Summary

Position

Position overview

Filter Physical Details

Product group	Buy Qty	Sell Qty	Onhand	Position	Company
Chemicals	145,4441	2,7216		142,7226	trex
Cocoa	2,974,0000	3,653,0000	763,0000	84,0000	trex
Coffee	1,495,0000	1,469,8500	50,932,8491	50,957,9991	trex
Cotton	750,0000	60,0000	100,0000	790,0000	trex
Dairy	5,500,0000	113,8000	56,0000	5,442,2000	trex
Energy	0,0136	0,0136			trex
Fertilizer	5,000,0000		5,000,0000	10,000,0000	trex
Grains	12,725,1273	6,503,0000	14,401,3950	20,623,5222	trex
Meat	27,5000	42,5000		-15,0000	trex
Palm	450,0000	50,0000	25,0000	425,0000	trex

To... 88,450,4439

10 rows

Statistics

Focus date: 2021-6-25

Confirmed shipments

Requested shipments

Buy Qty Sell Qty Buy amount Sell amount

# DycoTrade CTRM – Purchase contract

Finance and Operations TREX

Search for a page

Save + New Delete Purchase contract Purchase Manage Receive Invoice General Options

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**View** | Intercompany tracing | History | Commission | Terms | Calculations

Line amounts | Intercompany sales contract | Packing slip journal | Compare to recent version | Commission contract | Contract terms | Costs | Review calculations  
 Original sales contract | Invoice journal | View purchase order versions | Calculations | Close calculations  
 History

---

**CONTRACT** | **ITEM** | **INTERNAL REMARK**

Trader: Nick Hoedemakers  
 Contract type: Contract  
 Contract date: 29-6-2021  
 Contract status: Not active

Multiple items:  No  
 Item: CPO  
**PRODUCT DIMENSIONS**  
 Configuration: BULK  
 Size: Indonesia

Color: --  
 Style: --  
 Customs status: --

**CONTRACT QUANTITY**  
 Purchase quantity: 500,0000

Unit: mt  
 Quantity ordered: 500,0000  
 Position: 500,0000

**MARGIN**  
 Overdelivery: 0,00  
 Underdelivery: 0,00

PER  
 Price quantity: 1,00  
 Price unit: mt

**INTERNAL REMARK**  
 Purchase remark: [Empty box]

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**Purchase contract lines**

Add line Add lines Remove Purchase contract line Financials Inventory Product and supply Update line Tax information Commodity Risk Management

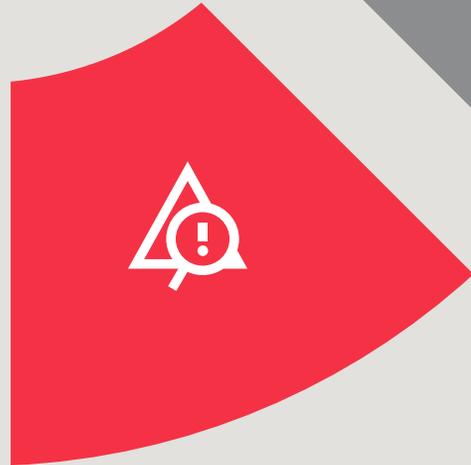
Line	Split	Item number	Configuration	Size	Delivery date	Batch number	Quantity	Unit	Valuation type	Period	Premium	Price	Net amount
1	0	CPO	BULK	Indonesia	1-7-2021	PC0067-1.0	125,0000	mt	Unpriced	21-07	25,00	-906,5000	113,312,50
2	0	CPO	BULK	Indonesia	31-7-2021	PC0067-2.0	125,0000	mt	Unpriced	21-07	25,00		
3	0	CPO	BULK	Indonesia	31-8-2021	PC0067-3.0	125,0000	mt	Unpriced	21-08	25,00		
4	0	CPO	BULK	Indonesia	30-9-2021	PC0067-4.0	125,0000	mt	Unpriced	21-09	25,00		

# DycoTrade CTRM – Key take-aways



## Easy data entry

Empower users to enter their contracts and transactions



## Actionable points

See critical information first and respond on-time to changing conditions



## Safeguard storage

Industry leading Microsoft Azure powered storage



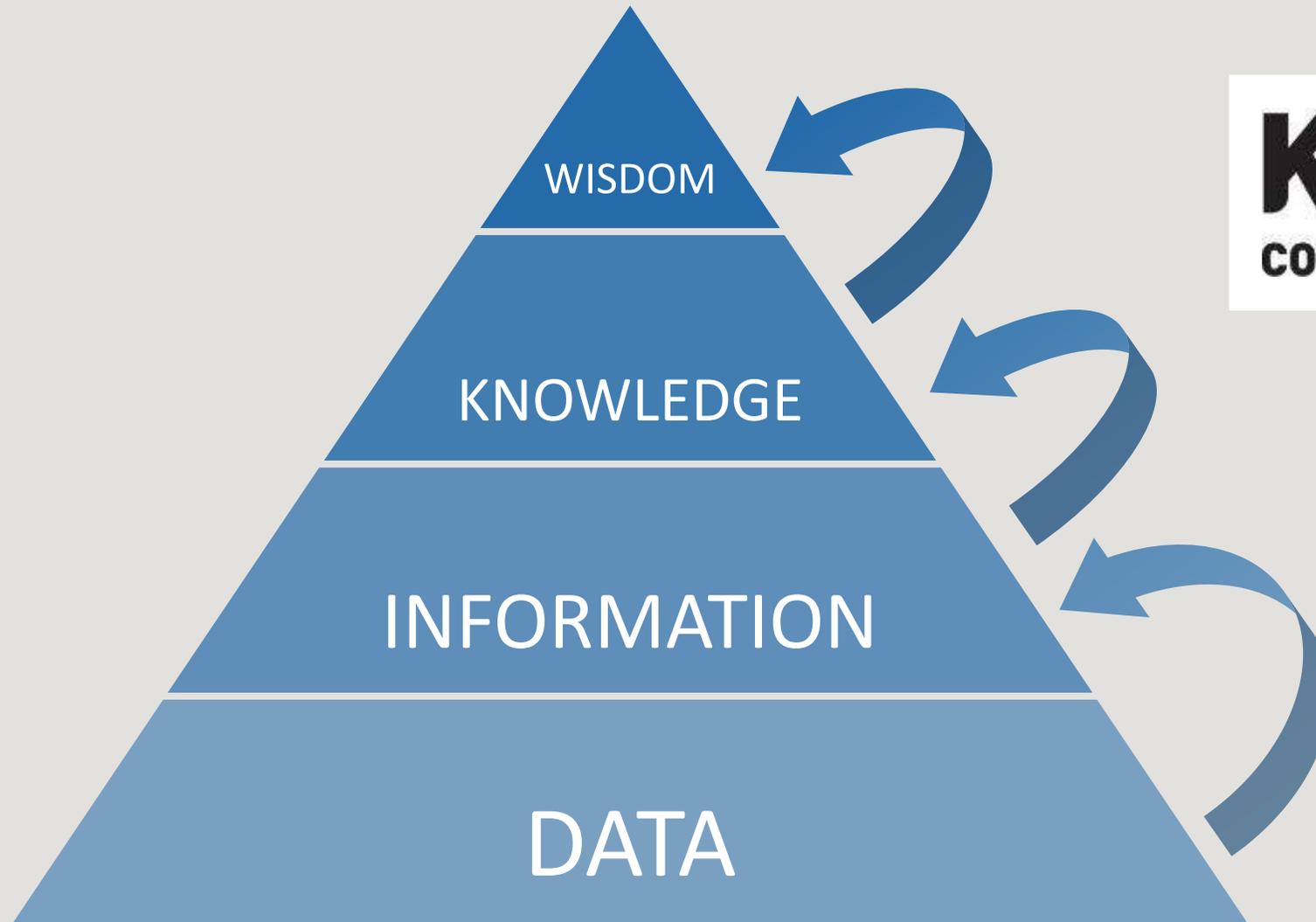
Microsoft  
Dynamics<sup>®</sup> 365

## Getting value from data

Data exchange between DycoTrade CTRM and KYOS



# Getting value from data



# Why advanced Risk management?

KYOS analytical solution overview



# Questions from Q&A



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**KYOS**

**DycoTrade**