



# QUADRA

COMMODITIES



**SHIPPING &  
LOGISTIC**



**COMMODITY  
TRADING**



**TRADE  
FINANCE**



# About the Group

**QUADRA COMMODITIES IS AN INTERNATIONAL TRADING FIRM AND SUPPLY CHAIN MANAGER OF AGRICULTURAL PRODUCTS.**

Founded in 2010 by the executive management team of the former Australian Wheat Board (AWB Geneva), Quadra Commodities core business is the purchase and sale of physical agricultural commodities such as wheat, corn, barley or soya beans, with related activities in Structured Trade Finance, Shipping and Logistics.

Head-quartered in Geneva with offices in Australia, Singapore, Ukraine, Italy, Spain, Romania, Moldova and Egypt, Quadra Commodities is a medium-sized organisation aiming to provide tailor-made solutions to its long-standing international customers and to offer a sophisticated and professional alternative in the environment of on-going grain market consolidation.



## Business Model

**IN-DEPTH MARKET ACUMEN, SOLID EXPERTISE, ENDURING STRATEGIC ALLIANCES AND A COMMITMENT TO DELIVERING EXCEPTIONAL, COMPETITIVE SERVICES.**

Quadra's business model is straight forward: through deep market knowledge and few strategic long-term partnerships, the group is in a position to provide competitive prices on any major agricultural commodity throughout the world.

Thanks to the group's regional offices and to a large network of agents, Quadra offers a reliable alternative to the large multinationals.

Its lean structure and agile decision process allow Quadra to take quick decisions and optimise the company's financial performance for its Shareholders.



# QC

## Founders

### SOLID TRACK-RECORD AND DEEP KNOWLEDGE OF THE MARKET

*"Since the first day we created this company, our expertise and flexibility are at the core of our success. Providing a reliable and professional alternative to our strategic customers around the world is what we do best."*



### PEO RAVANO CEO & CO-FOUNDER

Responsible for the overall management and strategy of the organisation. Peo has over 20 years' trading and management experience in global commodities markets, primarily trading derivatives and physical ocean freight. In 2002 he became one of the founders of AWB's Geneva office, where he spent 8 years, first as Trading Manager responsible for all ocean freight trading strategies for the group and ultimately as Managing Director with overall managerial responsibility for AWB's international businesses. Before that, Peo held senior freight and tanker trading positions at Tradigrain and Ifchor. Peo holds a law degree from the University of Lausanne.

### ROBERT PETRITSCH CFO & CO-FOUNDER

Responsible for the overall management and strategy of the organisation. Robert has over 25 years of experience in international banking and commodity trading, having held senior management roles at various international banks in Vienna, New York and Singapore. Prior to joining Quadra, Robert was Head of Treasury and Trade Finance for AWB Geneva. Robert Petritsch holds a master's degree from the Vienna University of Economics and Business (WU).

## SHAREHOLDERS



### THE ANDERSONS, INC.

Agribusiness established in 1947, that began as Andersons Truck Terminal (ATT) in the 1940s for the grain industry, headquartered in Maumee, Ohio. The Andersons grows enduring relationships through extraordinary service, a deep knowledge of the market and a knack for finding new ways to add value as we have done for more than 70 years.



### FKS GROUP

PT Fishindo Kusuma Sejahtera was established in Jakarta in 1992. Started as a fish meal and fish oil manufacturer, FKS is today the leading food and feed ingredients conglomerate in Indonesia. Listed on the Indonesian Stock Exchange since 2002, FKS Group is a market leader in sugar refining, flour milling, and soybean distribution.

### MACQUARIE GROUP LIMITED

Australian multinational independent investment bank and financial services company, and one of the largest players in the commodity paper and OTC markets globally. Headquartered and listed in Australia (ASX: MQG), Macquarie employs more than 14,000 staff in 25 countries, is the world's largest infrastructure asset manager and Australia's top ranked mergers and acquisitions adviser, with more than A\$495 billion in assets under management.

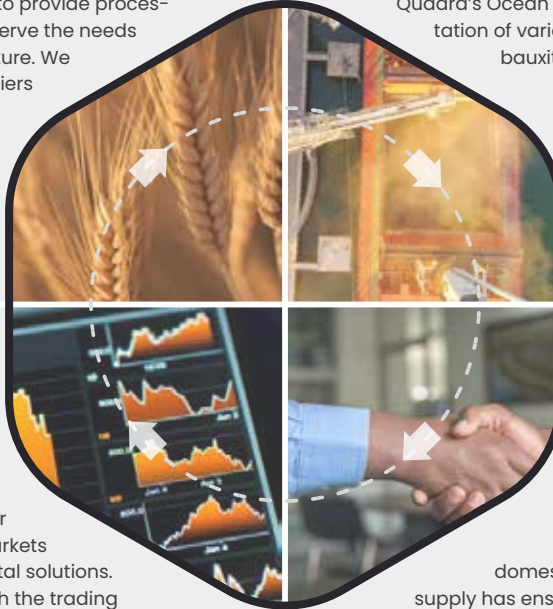


# PHYSICAL SUPPLY CHAIN

## FROM THE FARM GATE TO THE END USER

### ORIGINATION

At Quadra, we are confident in our ability to provide processors with the raw materials they need to serve the needs of their customers both now and in the future. We use our excellent network of reliable suppliers worldwide to originate wheat, corn, soybeans, oilseeds, pulses and meals. We are constantly seeking to improve the efficiency of our existing supply chain, and expand into new areas to meet our customers needs.



### TRANSPORTATION

Quadra's Ocean Freight Desk is responsible for the transportation of various bulk commodities (such as grains, coal, bauxite and steel related products) originated by both Quadra and third parties. The Ocean Freight Desk charts and manages ships and coordinates Quadra's bulk transportation needs on a daily basis, including the day to day management of routes, fuel needs and associated hedging.

### FINANCING

Quadra advises its customers on the most effective risk management and financing strategies for their business. Quadra works with clients to optimise their pricing and hedging strategies across markets and to create cost-effective working capital solutions. Financing activity is closely integrated with the trading team, ensuring that customers have access to the most up-to-date market information for optimal risk management.

### MARKETING

Quadra understands its customers' needs by working in partnership with them to optimise their supply chain management and hedging requirements, which allows them to concentrate on their domestic operations. The consistent quality of our supply has ensured long-term customer relationships and trusted partnerships. Just as we are meticulous in our selection of suppliers, we are equally careful in selecting our destination markets.

## Governance, Risk & Compliance

### **QUADRA BELIEVES IN GOVERNANCE, RISK MANAGEMENT AND COMPLIANCE (GRC) AS THE WAY FORWARD FOR A SUCCESSFUL PERFORMANCE**

Successful trading organisations are the ones that can efficiently manage the various risks (market, credit, and operational risk). Quadra continuously reassess risk and compliance to drive its strategy, capabilities and performance. Since its creation, Quadra has a strong focus on Risk Management.

Specifically in terms of Compliance, Quadra has adopted a number of internal policies (anti money laundering, conflict of interest, anti-corruption, etc.) to comply with the high standards that have been set by the Board of Directors. All employees have subscribed to these policies, and the Corporate Risk team documents and records any situation that relates to compliance.

For what relates to Market Risk, Quadra, through its risk management committee, has defined stringent position limits for all commodities and trading groups in order to manage the market exposure. These limits, associated with tight stop losses and peak to trough drawdowns, largely explain why the company never lost money since its creation.

Finally, Quadra adopts solid vetting procedures to manage customers exposure. Credit Risk is supervised by an independent Risk officer and any breach is reported to the Risk Committee.





# Sustainability:

## Health, Safety, Environment & Human Rights



**COMMITTED TO A HEALTHIER PLANET AND TO THE PRINCIPLE OF SUSTAINABLE AGRICULTURE, WE SEEK TO MINIMISE OUR IMPACT ON THE ENVIRONMENT WHEREVER WE OPERATE**

There have always been many reasons to focus on sustainability: the sourcing and transportation of raw materials negatively contributes to climate change; customers have heightened interest in sustainability and prefer to buy ethically-sourced products; extreme weather events disrupt supply chains; and increased regulatory requirements lead commodity firms to implement sustainable practices.

Quadra endeavours to source raw materials from eco-friendly farms, work with ethical suppliers and favour production methods that reduce the carbon footprint. On the business development and trading activities side, Quadra focuses on improving water/land/waste management, and lowering gas emissions. Last but not least, Quadra has adopted a sustainability policy that is embraced by all its employees.

Quadra Commodities proudly holds ISCC Plus certification, reflecting our commitment to sustainability, responsible sourcing, and environmental stewardship. It positions us as industry leaders in sustainable business practices.



## MEMBERSHIPS



### **GAFTA — The Grain and Feed Trade Association**

International, London headquartered trade association consisting of traders, brokers, superintendents, analysts, fumigators, arbitrators and other professionals in the international grain trade.



### **NGFA — National Grain and Feed Foundation**

Established in 1965, the National Grain and Feed Foundation supports public education and research projects that benefit the grain, feed and processing industry, enhance the industry's presence to the public, and positions it for future growth.



### **FOSFA — Federation of Oils, Seeds and Fats Associations**

International, London headquartered trade association consisting of traders, brokers, superintendents, analysts, fumigators, arbitrators and other professionals in the international grain trade.



### **GTA — Grain Trade Australia**

Advocacy organisation for the Australian Grain Industry. Formed in 1991 to formalise commodity trading standards, develop and publish the trade rules and standardise grain contracts across the Australian grain industry.



### **THE BALTIC EXCHANGE**

The Baltic Exchange is the world's only independent source of maritime market information for the trading and settlement of physical and derivative contracts.



### **STSA — Swiss Trading & Shipping Association**

STSA represents companies active in commodity trading and shipping activities, trade finance and related services in Switzerland.

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