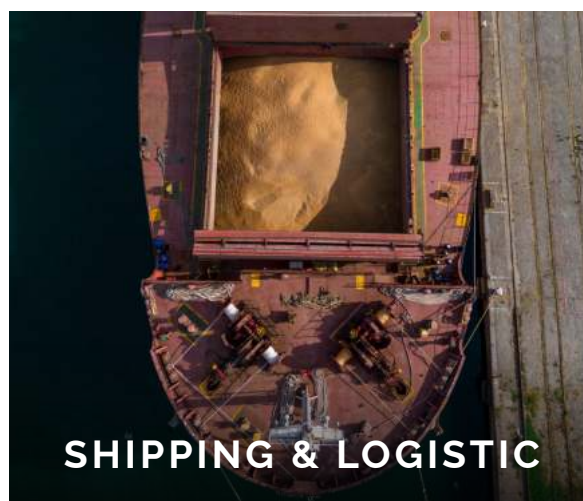




# QUADRA

COMMODITIES





# About the Company

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

Founded in 2010 by the former executive team of AWB Geneva, Quadra Commodities specializes in buying and selling agricultural commodities like wheat, corn, barley, and soybeans. With expertise in Structured Trade Finance, Shipping, and Logistics, the company is headquartered in Geneva and operates offices in Australia, Singapore, Ukraine, Italy, Spain, Romania, Moldova, and Egypt. Quadra provides tailored solutions to its international clients, offering a professional alternative amid 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 straightforward: through deep market knowledge and a few strategic long-term partnerships, the group is in a strong 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.



# Quadra 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

**ROBERT PETRITSCH**  
CFO & CO-FOUNDER

Responsible for the overall management and strategy of the organisation. Peo has over 30 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.

Responsible for the overall management and strategy of the organisation. Robert has over 35 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 builds enduring relationships through extraordinary service, deep market knowledge, and a knack for finding new ways to add value for over 70 years.



### FKS GROUP

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



### MACQUARIE GROUP LIMITED

Australian multinational investment bank and financial services company, and a major player in the commodity paper and OTC markets globally. Headquartered and listed in Australia (ASX: MQG), Macquarie employs over 14,000 staff in 25 countries, is the world's largest infrastructure asset manager and Australia's leading mergers and acquisitions adviser, with \$495 billion in assets under management.

# Physical Supply Chain

## From the Farm Gate to the End User

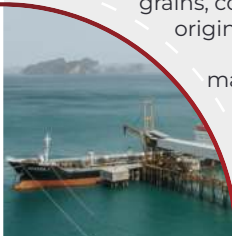
### ORIGINATION

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 supplychain, 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 through 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



# Quadra Offices



## SWITZERLAND

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COMMODITIES

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