



dairy

FCSTONE, LLC'S DAIRY DIVISION SPECIALIZES IN PROVIDING COMPREHENSIVE SOLUTIONS TO THE LEADING COMPANIES IN THE DAIRY INDUSTRY. AN EXPERIENCED TEAM OF PH.D'S, ECONOMISTS, MARKET



ANALYSTS, CONSULTANTS, AND TRADERS WORK IN A COORDINATED MANNER TO PROVIDE UNMATCHED MARKET INTELLIGENCE, EDUCATION, CONSULTING, FORECASTING AND EXECUTION SERVICES. THIS INTEGRATED APPROACH CREATES A COMPLETE SOLUTION THAT MEETS THE NEEDS OF THE MAJOR FIRMS IN THE GLOBAL DAIRY TRADE.

MARKET INTELLIGENCE

INTL FCStone Inc.'s worldwide operations give us unique insight and allow us to assist the largest food and dairy companies. We are able to provide our customers with valuable market intelligence and information that is not available from conventional sources.

- INTL FCStone continuously monitors and tracks major dairy markets and provides daily, weekly and monthly research and analysis.
- Our experienced team analyzes price movements in local and international markets impact one another.
- We provide timely reporting of major government and industry events as they are released.

EDUCATION

INTL FCStone focuses on educating our customers so they will better understand complex dairy markets, exchanges and hedging strategies.

Our services include:

- Regular conferences and hedge schools held worldwide educate industry leaders on new developments, changes and trends in the dairy markets.
- Individualized programs are customized to the client's unique needs.

FORECASTING

Our seasoned veterans use a combination of their market intelligence, professional expertise, industry knowledge and fundamental and technical analysis to create projections that forecast the direction in which we believe the markets will move.

- Forecast of market movements help clients select the most effective strategies to protect their profit margins from adverse market movements.
- Identifies the driving factors of market moves.

CONSULTING

INTL FCStone's experienced team of Ph.D's, economists, market analysts, risk management consultants and account executives come together to create an Integrated Risk Management Program (IRMP). The IRMP creates a comprehensive risk management program tailored to the customer's needs by evaluating the customer's business and assess the goals and objectives. We format and execute a plan and continuously monitor the progress. The customer is kept informed of the progress by regular reports.



EXECUTION

FCStone, LLC is a clearing member of every major U.S. commodity exchange with access to most commodity exchanges world-wide. Our team specializes in timely execution of futures, options and Over-The-Counter (OTC) transactions through our affiliate INTL Hanley, LLC. From timely futures trades, to building complex options strategies, to organizing custom tailored OTC swaps; our team works to provide customers with the most sophisticated risk management tools.

- 24 hour trade desk gives clients continuous access to markets.
- We are a global leader in the development of risk management tools.
- Affiliate FCStone Australia Pty, Ltd. was the first clearing firm to join the NZX, New Zealand's commodity exchange specializing in dairy futures.

FORWARD CONTRACTING

Forward contracting is a tool used for managing risk offered by cooperatives, processors and manufacturers. This allows producers and purchasers to mitigate and lock-in prices. INTL FCStone provides education to the suppliers or customers about the value of risk management and how the program operates. We communicate futures prices, positions, and orders along with executing and confirming trades. We then work with customers to offsets the risk by using futures or options on futures. This allows our customers to enhance the relationship with their customers or suppliers by offering them low-cost and easy to use risk management tools.

- INTL FCStone has a proprietary database to track and manage positions and an experienced staff to administer the program.
- Our daily, monthly and annual statements allow customers to monitor activity with ease.

OTC AND STRUCTURED PRODUCTS

INTL Hanley, LLC is a leader in over-the-counter (OTC) swaps and structured products, which enables us to offer custom tailored solutions to our customers. INTL Hanley, LLC's OTC platform allows the trade of products that may not be available via traditional exchanges and indexes causing our customers need to be better met and issues, such as liquidity, avoided. We are a leader in developing new products for the dairy industry for various regions across the globe.

EDAIRY WEBSITE

edairy.fcstone.com

INTL FCStone's eDairy website, www.edairy.fcstone.com, provides news and information pertinent to the dairy industry. It makes it easy to obtain a vast wealth of data including the list below.

- Broadcast of CME spot markets and chat room to provide real time information.
- Report and articles from a variety of dairy professionals and economists that cover dairy, grains and feed, legislative updates, technical analysis and price projections

