

# ION Solutions for Agriculture

Manage the entire value chain  
from farm to fork.





**Forecast, trade, ship,  
store, hedge, and monitor  
— all in one place**

Mitigate risks, maximize margins,  
and secure more of your  
financial margins using data  
you can trust.

## Commodity management for front, middle, and back-office operations

ION Commodities is the leading provider of commodity management solutions (CMS).

Our reliable and auditable products address the entire agriculture value chain — from origination, processing, and storage to logistics and distribution. We automate the complete trade lifecycle. And we empower agricultural businesses with real-time data to make smarter decisions and manage risk across commodities, desks, and business units.

## Commodity management for smarter, data-driven decision making











Whether you're a farmer-facing originator, a trader, or a procurement specialist, our solutions meet your needs, whatever your size or region.

ION's solutions cover a range of agricultural commodities — softs, dairy, grain, oilseeds, biofuels, fertilizers, animal feeds, and raw materials for food and beverages.

Our solutions include Agtech, Aspect, TriplePoint, RightAngle, and Openlink. They can be integrated with ION's complementary solutions, including Softmar for vessel chartering, WAM for supply chain optimization, and FEA for portfolio optimization.

### With ION, your business can:

-  Gain visibility across the entire value chain and multiple plants.
-  Connect the front, middle, and back-office for full transparency.
-  Optimize your trading portfolio to maximize margins.
-  Mitigate risks and exposures with effective hedging strategies.
-  Manage logistics, storage, and inventory valuation.
-  Compute production of finished goods and by-products.
-  Manage vessel chartering and freight risks exposure.
-  Expedite reconciliation, settlement and accounting processes

From farm-gate originators to processors to manufacturers of finished products, ION serves the following sectors:



Origination and merchandising



Food and beverage manufacturing



Feed manufacturing



Physical trading



Crushing, refining, milling, malting,  
and feeding operations



Financial trading and risk





## What challenges does it solve?

### Act quickly on accurate, real-time information when price volatility erupts

As volatility increases, commodity price risk mitigation is crucial to avoid hedge slippage and undesired shifts in profit. You need access to the latest market data to deploy effective hedging strategies and facilitate the trading of more manageable price components.

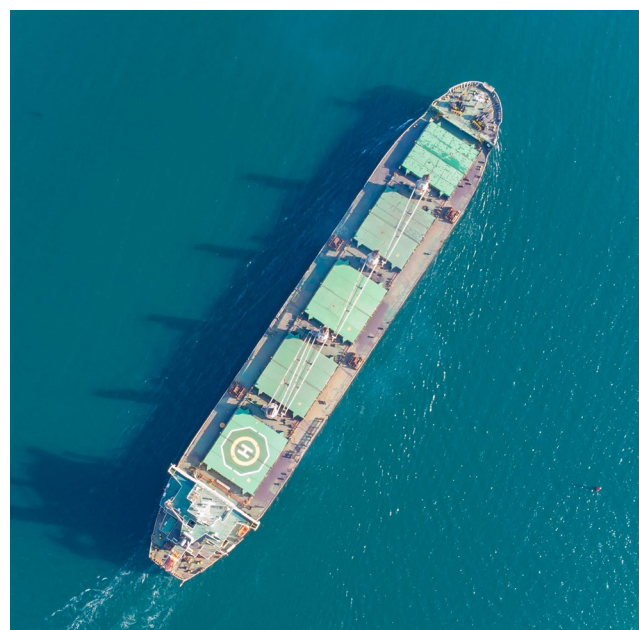
**With ION, you can manage the full trade lifecycle from contracting to settlement, and see your real-time positions, exposures, and profit margins for improved risk mitigation.**



### Rely on accurate positions for operational efficiency

Arbitrage opportunities require quick decisions with accurate data to generate a profitable outcome. Whether you're keeping the plant running at ideal capacity or trading a position, it's crucial to manage contract obligations efficiently through effective logistics, inventory, and positions monitoring.

**With ION, you can manage contractual obligations and inventory with long and short position views, aggregating positions across plants and market exposures.**



### Maximize the value of your inventory

Empty space returns nothing — but filling empty storage is harder than ever. In today's markets, relationships with producers are key to filling storage space and managing the warehousing of both owned and unowned inventory.

**ION solutions give your customers real-time access to contracts, tickets, and settlement data. They support all front, middle, and back-office activities, making customer interactions smoother and more transparent.**



### Navigate effortlessly through unpredictable markets

Maximizing margins while facing supply chain bottlenecks makes procurement departments scramble for answers. Price volatility in raw materials is difficult to pass on to end customers. So the ability to generate and track risk positions is crucial to cover the price risks associated with raw materials.

**ION solutions offer raw material coverage, spend, and performance reporting, plus formula and cost-based manufacturing, so you can compute the production of finished goods and by-products.**





Speak to one of our experts about your digital transformation to find out how we can help

# Who is it for?

## Merchandisers

Contract, communicate, build

- Capture producer contracts.
- Communicate and maintain posted bids and discount schedules.
- Utilize farmer grain portals to build relationships.

## Risk Managers

Analyze, hedge, measure

- Assess market movements and identify risk strategies.
- Minimize commodity price risk using derivative hedge instruments.
- Measure portfolio performance relative to the market.

## Settlement and Accounting Managers

Reconcile, pay, receive

- Reconcile paper and physical positions and trading and accounting P/L.
- Send invoices and manage payments.
- Manage cashflows and generate journal entries.



## Traders

Monitor, execute, manage

- Monitor market data long and short positions.
- Capture, price, verify, and confirm physical and financial trades.
- Manage real-time impacts on positions and P/L.



## Logistics and Operations Managers

Plan, schedule, track

- Manage operational risks and ensure operational reliability.
- Plan, schedule, and monitor the logistics of purchases and sales.
- Optimize asset utilization and manage storage levels and inventory quality.



## Procurement Managers

Forecast, plan, monitor

- Implement cost-effective procurement strategies.
- Establish budgetary and plant volume requirements across fiscal periods.
- Monitor financial coverage and performance by cost component and material.



# 5 reasons to choose ION for Agriculture and Commodity Management

ION simplifies complex business processes and seamlessly connects the commodity value chain. With our solutions, you can increase your ROI up

to and over 3%, reduce your total IT spend, increase your operational efficiency, better manage risks, and support business growth.

Here are 5 reasons why you should choose ION:

- 1

**No two companies are the same: Solutions to suit your needs**  
ION offers you choice. Our solutions range from SaaS solutions to highly customizable platforms with configurable workflows.
- 2

**One-stop shop: Benefit from ION's ecosystem**  
ION addresses the breadth and depth of the agriculture value chain. Forecast, trade, ship, store, hedge, and monitor — all in one place.
- 3

**Real-time data: Reporting and cross-system reconciliation made easy**  
ION consolidates data across your technology ecosystem by integrating your CMS with third-party systems, ERPs, and data warehouses via standard APIs.
- 4

**Configurable workflows: Achieve operational efficiency**  
ION automates your business-critical processes and complex calculations with configurable workflows and calculation engines for more accurate data.
- 5

**Maximize profits: Make every dollar count**  
ION offers powerful tools to monitor your portfolio, simulate market scenarios, predict potential, and identify possible cost savings.

## Solution Overview

### Trading, hedging, procurement, origination, and merchandising

Pre-trade analytics | Scenario simulator | Portfolio sensitivity | Portfolio optimization | Physical contracts | Financial trades (futures, options, swaps) | Supplier price agreements | Contract management | Cost management

### Risk management

Market risk | Counterparty risk | Operational risk | Liquidity and financial risk | Advanced risk and hedging | Limit monitoring | Streaming risk

### Operations and inventory management

Ticketing | Inventory management | Scheduling and logistics | Vessel chartering | Freight management | Asset optimization | Supply chain optimization | Predictive supply and demand management

### Finance and back office

Transaction confirmation | Settlement | Accounting | Cash and liquidity management | Hedge accounting | Automated post-trade processing

### Data analytics and reporting

Business performance (MTM, P/L) | Position reports | Advanced risk | Curve and price management | Executive dashboard | Data visualization

## Additional benefits

- SOX compliant and auditable
  - Robust and scalable
  - Fully configurable workflows
- Single source of truth with real-time data
  - Hosted in the ION Cloud
  - Standard APIs ready to use: ERP, market data, third-party systems

# Together, we're transforming agriculture and commodity management

Navigate market volatility and operational complexity with ION's solutions.

A suite of comprehensive trading, risk, and advanced decision support solutions to empower businesses of all sizes across all industries, commodities and regions.

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Speak to our team of experts and discover what ION can do for you



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