



**dycotrade**

**Customer Event 2024**

***Working Together  
on a Better Tomorrow***



dycotrade

Customer Event 2024

*Business Insights and data-driven decision making*

Herwin Mulder  
Milo Schoonheijm

# Who are we?



## **Herwin Mulder (1982)**

- >15 years commodity trading experience (grains, oilseeds & proteins)
- Data analysis, Risk Management, Risk Reporting



## **Milo Schoonheijm (1984)**

- >12 years commodity trading experience (food & non-food)
- Lived and worked in Uruguay and Singapore
- Founder of Addupp – a DycoTrade partner

**Today we discuss the importance of data  
and how you maximize the value of your  
data**





# A few opening questions...

**Please raise hands**

**Who has used AI (ChatGPT, Copilot, Gemini, Quillbot, etc) in the last week?**

**Please raise hands**

**Who believes he is not utilizing his data to the fullest?**



# The power of data

*Case 1: CSRD / Sustainability compliance*



# Meet Samantha...



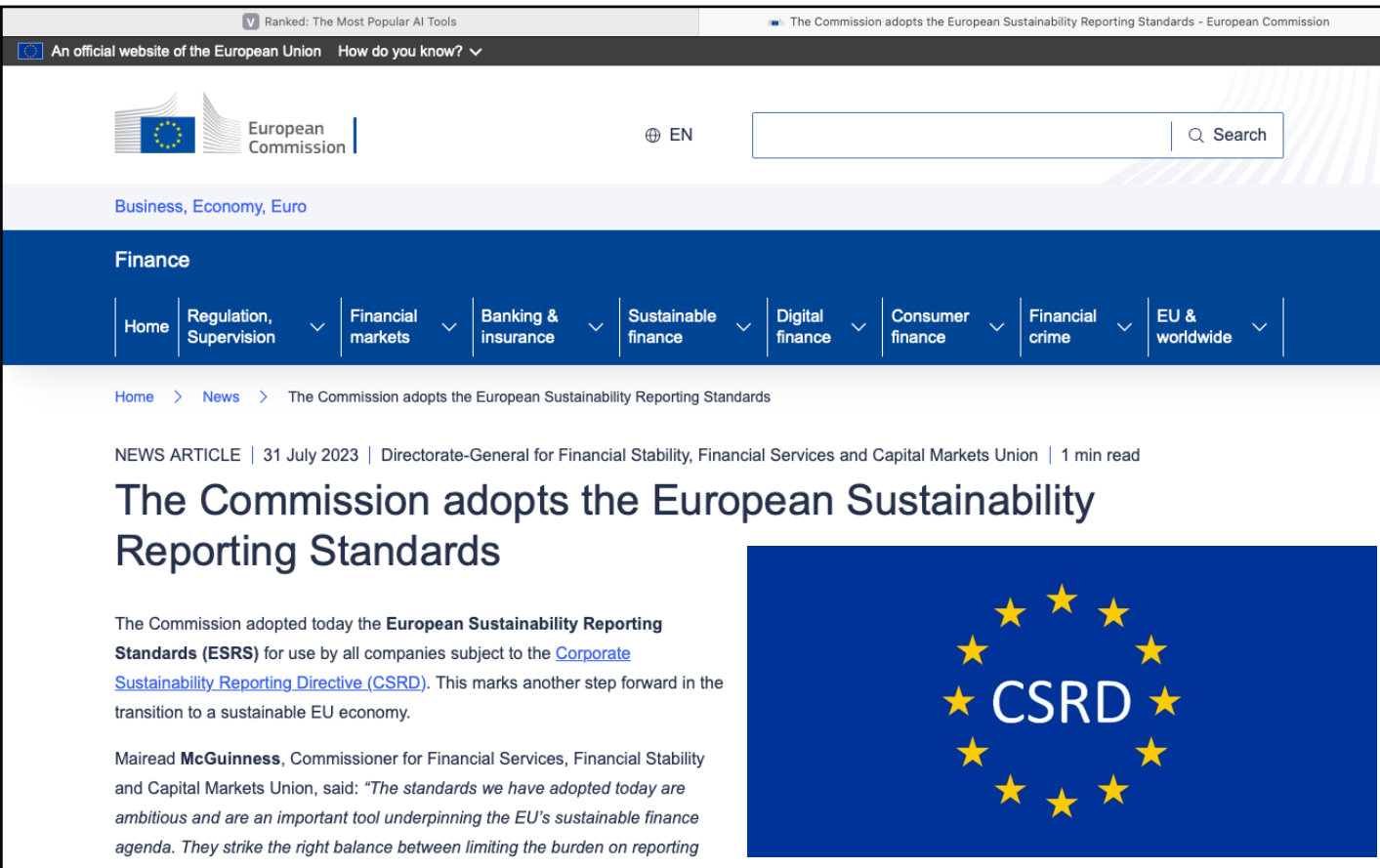
<b>Company</b>	NexTrade Solutions
<b>Name</b>	Samantha McCallum
<b>Role</b>	Director
<b>Sales</b>	65 Mio EUR/ year
<b>FTEs</b>	13
<b>Product</b>	Soft commodities

# Samantha and her team will need to comply with >3 000 pages of legal text and >1 200 sustainability data points

>3 000 pages  
Legal EU text

12  
Categories

>1 200  
Data points





# What this means for Samantha and her team?



Threat...



Opportunity...

**The average trading firm with >50 Mio EUR sales is 12 FTE...**

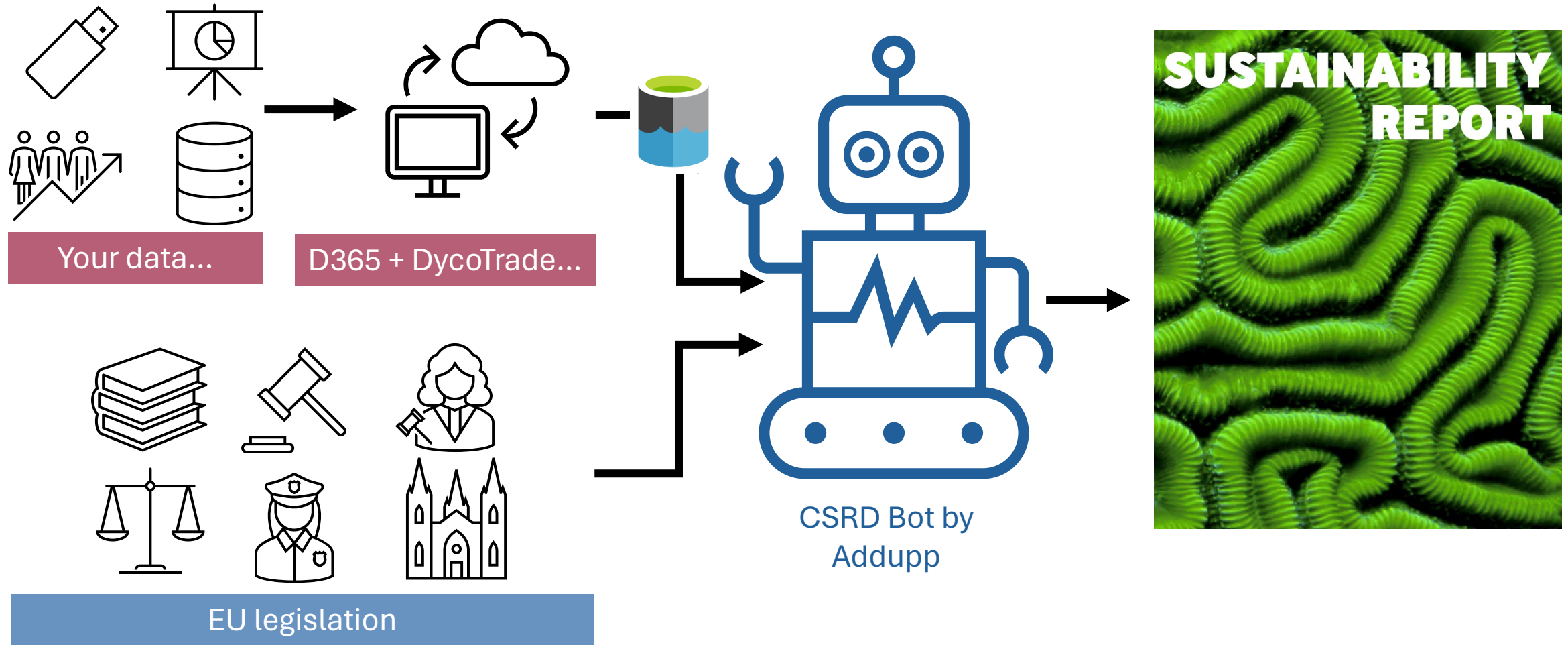
**How....?**





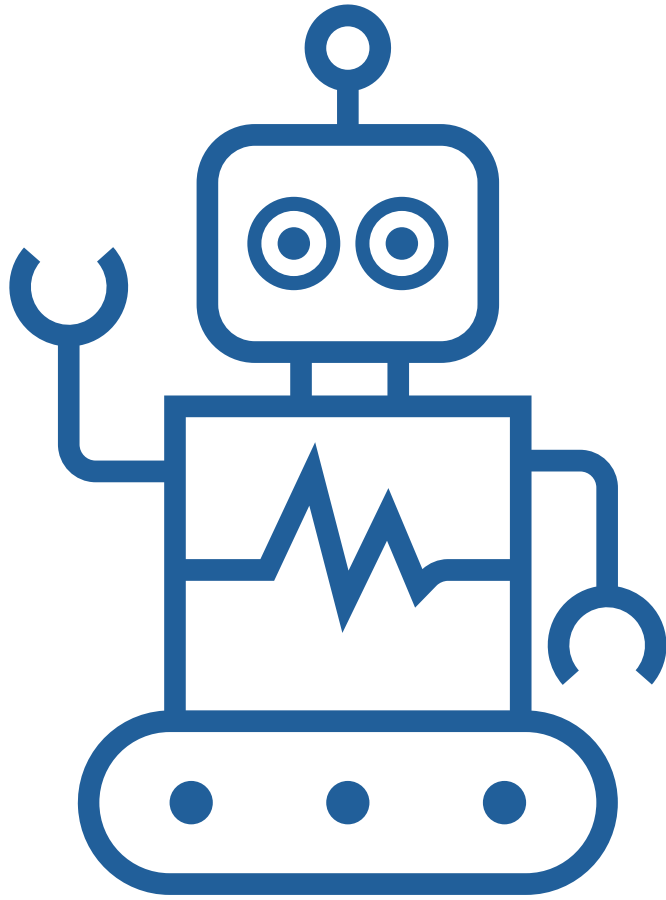
# Our Dycotrade vision

# With data centralization and analytics we will reduce the CSRD burden



**Why is this important for you?**

# With data centralization and analytics, we drastically reduce your CSRD burden



CSRD Bot by Addupp

CSRD #	Topic	Applicable?
1	General Requirements	Applicable
E1	Climate Change	Applicable
E2	Pollution	Not applicable
S1	Workforce	Applicable
S4	Consumers & end-users	Not applicable
G1	Business Conduct	Applicable

*"Company ABCD is committed to upholding ethical standards and ensuring fair compensation for all employees. As part of our dedication to corporate social responsibility and sustainable business practices, we affirm that all employees... etc etc"*

*"At Company ABCD we recognize that fair compensation is not only a legal obligation but also a moral imperative... etc. etc."*



# Let the data work for you so you can focus on the final product

Sustainability Report 2022

GLENCORE



## 2023 highlights

- \$78 million** invested in efficiency and sustainability projects within our operations
- More than **870,000** farmer trainings delivered in 2023
- Provided more than **20 million** meals globally through our corporate giving efforts
- More than **9 billion** liters of water restored
- Advanced regenerative agriculture practices on **880,000 acres** of North American farmland since 2020
- Improved nutrition and economic livelihoods of more than **21 million** people through Hatching Hope<sup>3</sup> since inception in 2018
- 10.97%** reduction of Scope 1 & 2 emissions from 2017 baseline   

Calendar year 2021	5.52%
Calendar year 2022	10.97%
Goal 2025	10%
- Distributed more than **\$115.5 million** to our partners and local communities
- Increased representation of women in leadership to **34.8%**

<sup>3</sup> The aim of the Hatching Hope Global Initiative is to improve nutrition and economic livelihoods by reaching 100 million people by 2030 through the production, promotion, and consumption of poultry.

# What's next?



# Which data do we use from you and your Dynamics 365 system?



Logistics



Production



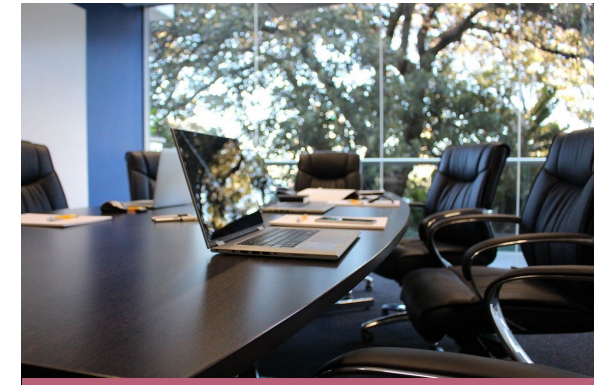
Compensation



Workforce



Energy mix



Governance

# Leverage on the data in your system. Make your life simple

- **CSRD** compliance is **not going away**.
- Face the reality and **make your life as simple as possible**
- You track & trace data in your system. **Let's use it** to the fullest
- By using best practices, standards and data analytics **CSRD is an opportunity**, not just plain compliance







# The power of data

## *Case II: Trading Simulation in Commodities*

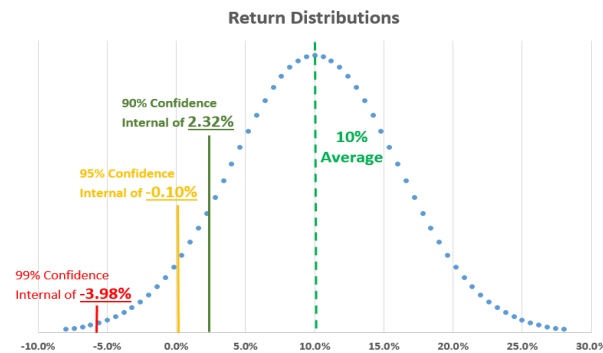
# The reality of trading

- The average trading firm with **>50 Mio EUR** sales is **12 FTE...**
- **Complicated** trading positions
- Risk events **can** and **will** happen!!

# Different Tools for Risk Management



Mark to Market



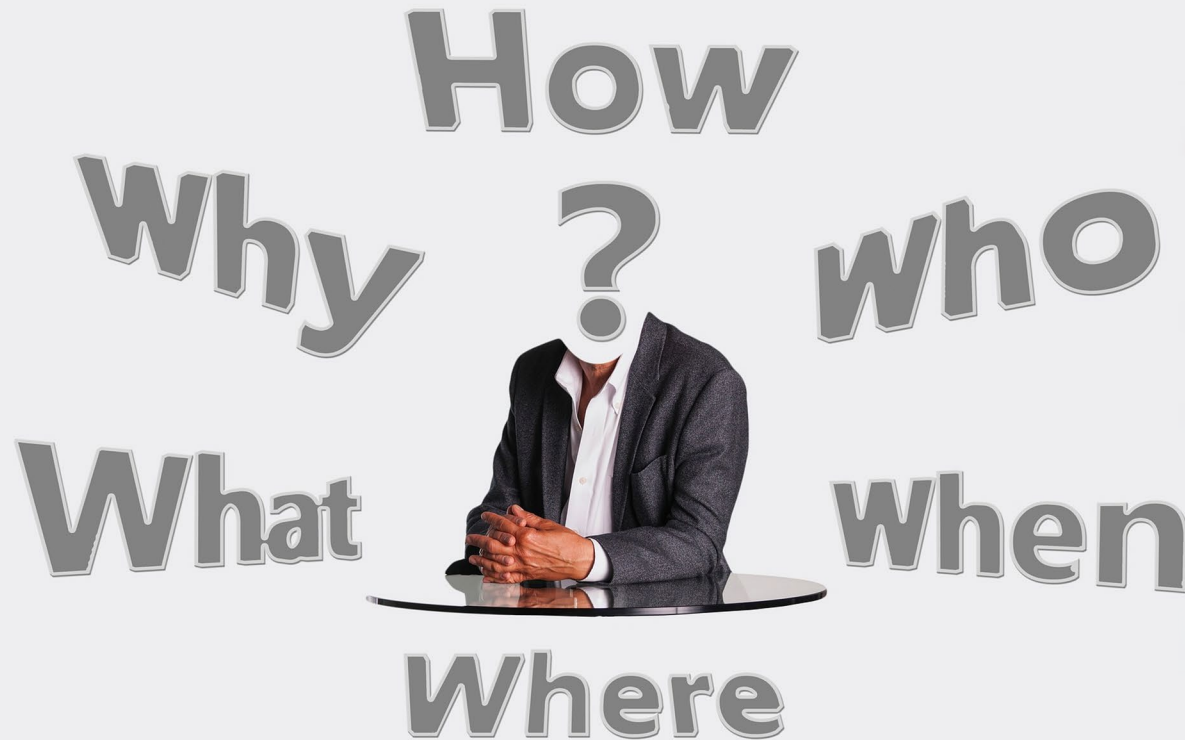
Value at Risk



Trading Limits

# Expect the unexpected!

- Realized
- Expectati
- Margin C





# Business case: Romanian wheat delivered to Dunkerque

- Initial trading plan: buy
- **At market opening: SELL!!**
- Why: wheat at the delivery point was not guaranteed French origin anymore
- **MARGIN CALL!!**
- **Preparation** and **Explanation**

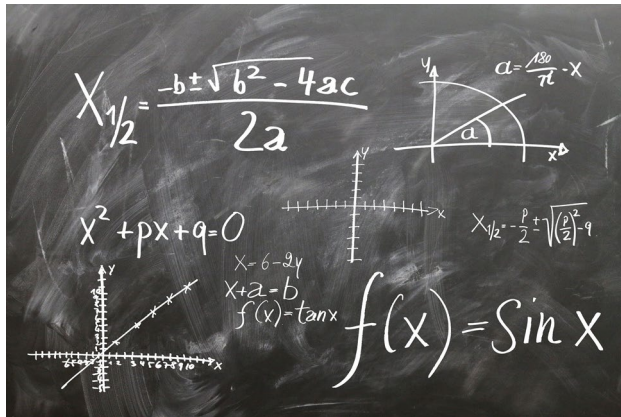


# What can DycoTrade do for you?

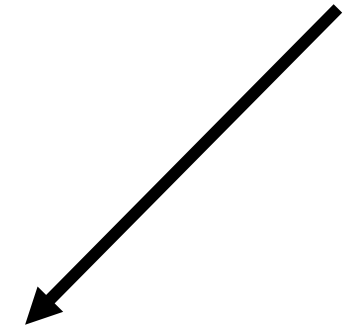
# Generative AI – Trading Simulation



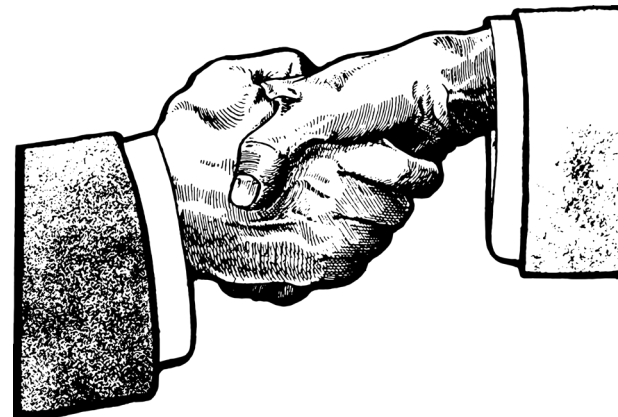
Preparation



Explanation



Awareness



Trust

# Takeaways

Trading teams are often **small** compared to their **sales revenues**

Risk events **can** and **will** happen!!

Trading Simulation:

- increases **Risk Awareness**
- supports **Decision Making**
- supports **Trading Discipline**
- builds **Trust**

**The data is already in your system...!**

# Q&A

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**Thank you for  
your attention**

*Let's work together on  
a better tomorrow!*

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