

Trade with the
pioneer



NMCE
Trade with the Pioneer
National Multi-Commodity Exchange of India Ltd.



Raison d'etre

WHY COMMODITY EXCHANGES?

In this era of globalization, commerce and trade was exposed to enhanced price risk and volatility and badly needed authentic, transparent, regulated, financial tools. Promptly responding to the changed scenario, our government initiated innovative steps to meet the requirements of the whole supply chain. Introduction of multi commodity exchanges is one such great step.

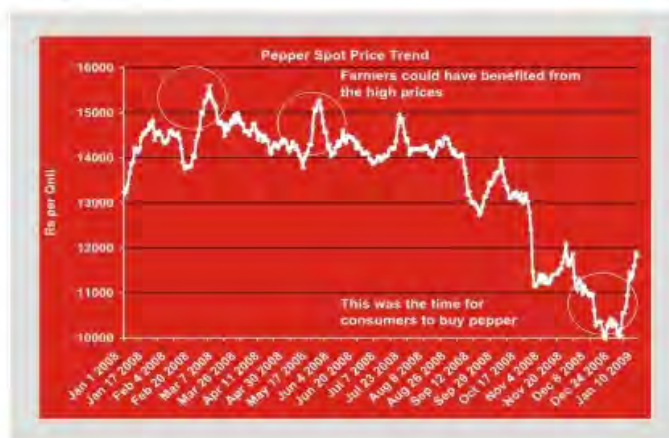
In the commodity supply chain, producers, farmers, traders, processors, importers, exporters, industrial users or user industry etc were all exposed to the price risk and had no tool to manage this risk. NMCE platform provides this very tool to them.

A commodity exchange like NMCE not only gives current price but also the price at future date. This very indication insures supply and demand balancing. If the future price is high, it encourages increase in production which can meet enhanced demand. If it is less, it discourages production which reduces the supply and thus supply-demand balance is achieved which results in price stability.

Commodity Futures Markets

It attempts to perform two main functions – **Price Discovery** and **Price Risk Management**

- **Price Discovery:** When many buyers and sellers compete freely from every nook and corner of the country through their computers, on the Exchange, it becomes an efficient means of determining the real price of a commodity. The price so discovered is transparent. It not only discovers current, but also price for future date as well.
- **Price Risk Management:** This means that a buyer or seller of commodity (hedger) transfers the price risk to those speculators who are willing to assume it. Speculators have risk bearing capacity and expertise in risk management. They take risk in the **hope** of increased profit.



The chart explains how the farmers could have benefited from high prices during March and June, while in December it was the time for consumers to buy pepper. This clearly depicts that **the exchange provides opportunities to different types of stakeholders to benefit from price movements at different points in time. The exchange is never biased towards any one stakeholder, but provides a fair trading platform to all.**



The Pioneer

ORIGIN OF : THE PIONEER

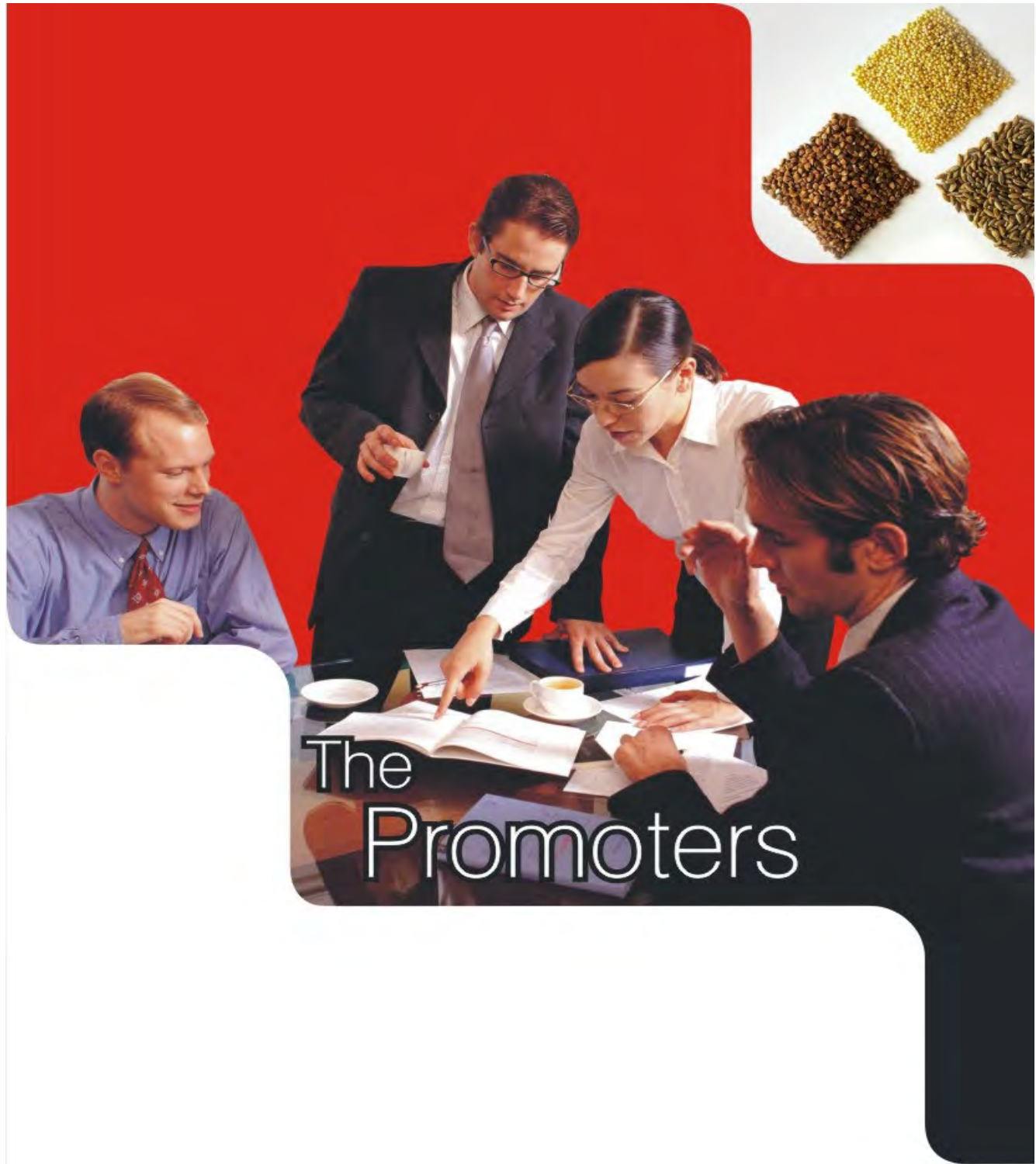
With prime objective of providing a legally regulated and technically perfect platform for Commodity futures trading, The National Multi-Commodity Exchange of India Limited (NMCE) was the first commodity exchange to be incorporated on December 20, 2001 at Ahmedabad and commenced trading operations on November 26, 2002.

It not only revived futures trade in the commodities in India after a gap of 41 years on its electronic platform, but also integrated the centuries old fragmented commodity market with the help of latest technology. It was hailed as a revolutionary step.

NMCE facilitates electronic derivative trading through robust and tested trading platform, Derivative Trading Settlement System (DTSS). NMCE provides a highly transparent way of operations in commodities trading as provided by the best Commodity Exchanges existing around the world. The standards set by NMCE in terms of technology, market practices, contract designs and products have become benchmarks for the industry.

: The Pioneer was first to

- Establish an Online Demutualized Multi Commodity Exchange in India
- Get the 'National' Status
- Introduce Online Trading and Settlement Software using state-of-the-art technology capable of national reach
- Introduce futures trading in Rubber in India
- Initiate Cardamom futures in the world
- Introduce Rice and Wheat futures which were inaugurated by the Honorable Prime Minister Sri Atal Bihari Vajpayee
- Introduce Warehouse Receipt System for deliveries in graded and standardized commodities
- Establish Trade Guarantee Fund – Guaranteed settlement by assuming counter-party risks
- Have V-SAT based connectivity through-out the country
- Initiate and implement Price Dissemination project by installing Price Ticker Boards in APMCs of Gujarat.
- Commence futures trading in important food grains & pulses (Tur, Moong, Urad, & Masoor) in India



THE PROMOTERS

NMCE IS PROMOTED BY well recognized institutions; the institutions that are strengths for agricultural commodities, facilitates warehousing, and warehouse receipt based delivery settlement, financing the trade on warehouse receipt and offer commodity expertise and marketing infrastructure.



- A. **NMCE'S** principal promoter and shareholders – **Central Warehousing Corporation Ltd., (CWC)** – Has the largest network of 493 warehouses with storage and material handling capacity of over 9.95 million metric tones. CWC also owns 50% equity in 17 State Warehousing Corporations offering a network of 2,054 warehouses with storage capacity of over 30 million metric tones. Thus, making CWC the largest warehousing facility in the world.

NMCE'S alliance with CWC makes the delivery based settlement concept meaningful. CWC offers services of clearing & forwarding, handling & transportation, procurement and transportation and most importantly that of quality check. Warehousing receipts issued by the CWC is a trusted negotiable instrument as collateral and transfer of receipt from seller to buyer settles the delivery based settlement of futures transaction.



- B. **NMCE'S** shareholder – promoter **Punjab National Bank – PNB** – is a hundred year old banking institution having largest banking presence in rural India after the State Bank of India. With CWC and PNB as strategic shareholders, the alliance offers opportunities to the futures trade for securing finance against CWC Warehouse receipt accompanying with Forward Sale Contract of NMCE without any other collateral up to 90% of the value of warehoused commodity.



- C. **National Agricultural Cooperative Marketing Federation of India Limited – NAFED** – is a national apex body along with 25 state level marketing federations, 3 apex level marketing federations, 24 state level tribal and commodity federations, 777 Primary Marketing / processing societies other GOI and National level organizations.



- D. **Gujarat Agro Industries Corporation Limited – GAIC** – markets and exports agro based products and undertakes activities of development of agriculture sector in Gujarat.



- E. **Gujarat State Agricultural Marketing Board – GSAMB** – is the regulator of Agricultural Produce Marketing Committees (APMCs – Mandis) in over 200 locations in the Gujarat State where agri-commodities are auctioned on daily basis.



- F. **Neptune Overseas Limited – NOL** – is one of the pioneer promoters, having decades of excellent commodity domain knowledge, national as well as international.



- G. **Reliance Money Limited – RML**, an Anil Dhirubhai Ambani group company has now partnered with NMCE. RML is a comprehensive financial services and solution provider. It has over 2.5 million customers and a wide network of over 10,000 outlets and 20,000 touch points in 5,000+ locations.



Myths about the Exchange

MYTHS ABOUT THE EXCHANGE

1. Trading on the Exchange is risky

No, in fact it helps in risk management.

RISK MANAGEMENT

The two basic economic fundamentals which an exchange follows are Price Discovery and Price Risk Management. Risk Management being the fundamental function of an exchange, the exchange follows rigorous measures for **risk management**. It takes into account the following

- A minimum net worth as a precondition for membership of NMCE
- An automated clearing and settlement system
- A system enabling the Trade Clearing Member (TCM) to select the commodities in which the Trading Member (TM) can trade and also fix the trading limits for each TM. TCM can also monitor the position of Trade Members
- Initial margin (IM) is levied on all open positions (Buy or sell positions) of the members and their clients
- Security deposit at the time of registration is mandatory
- All daily transactions and all open positions for the day are marked to closing price for the respective delivery/contract; notional gain or loss is worked out; and loss or gain are debited or credited to respective member's account.
- Special margins act as a speed breaker for sharply rising or falling price
- Delivery Margins are applicable to the contracting parties (both, buyer and seller) from the 12th day of the contract maturity month
- Daily and life time caps on all commodities are imposed to prevent extreme volatility and unhealthy practices of cornering the market.
- On and off Line Surveillance is done to ensure that there is no violation in trading
- The regulator, FMC, overseas that risk management is perfectly complied
- The regulator could impose restrictions/ limits if it felt the need for it

2. It is a den of Speculation

This is a major MYTH attached to online commodity futures' trading.

A speculator is a market participant who tries to profit from buying and selling futures and option contract by analyzing market fundamentals of demand & supply as well as price trend analysis, thus anticipating futures price movements. Speculators assume market price risk and add liquidity and capital to the futures markets. More clearly, Speculators generally have their own opinion about the direction of price movements and try to make profit from that opinion. It is a myth that speculator always makes profit. If his estimates go wrong he incurs huge losses.

Contrary to popular belief, speculation is healthy for the markets. Without speculation there can be no effective hedging. Because of these speculators, a hedger gets counter party in transferring risk. Speculative activity increases the liquidity of the market and thereby enabling hedgers to transact large volumes of business.

As is true for everything, excessive speculation is not desirable and is controlled by the exchange and the regulator by imposing various limits and restrictions.



About The Exchange

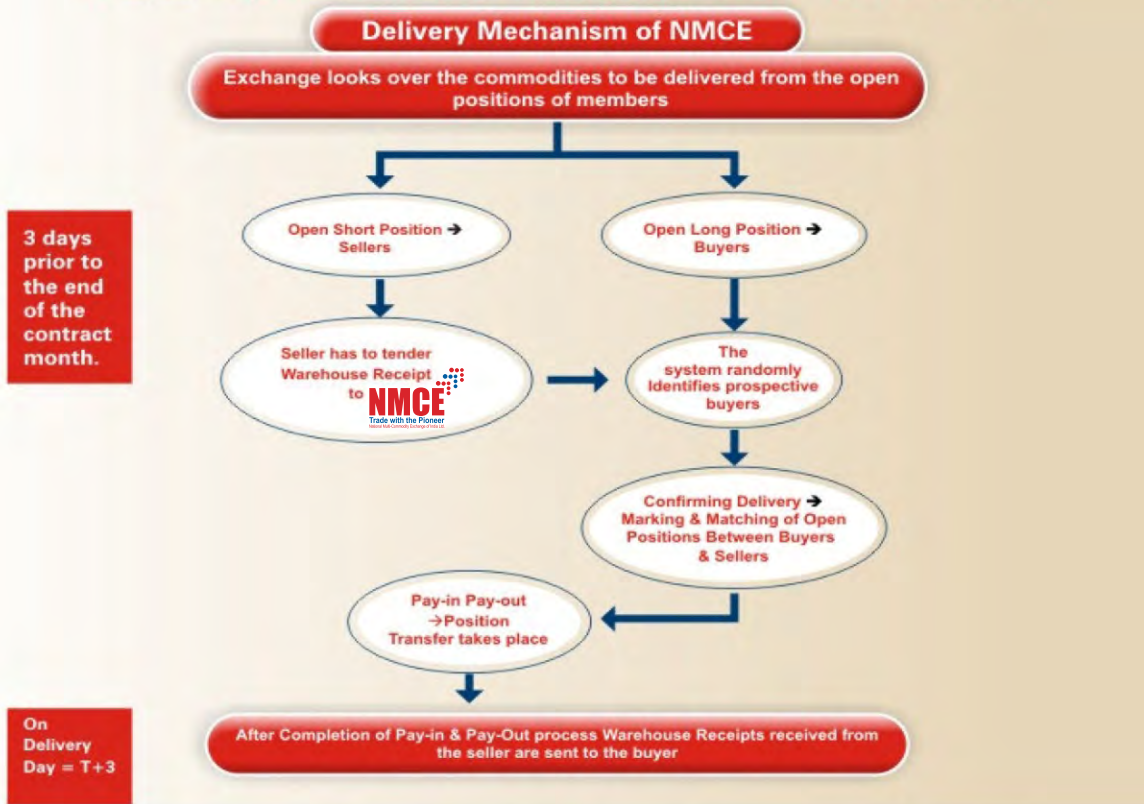
MORE ABOUT THE EXCHANGE

Will I get delivery at exchange?

Yes. All the open contracts at the end of the contract month have to be compulsorily delivered by the seller and buyer has to take delivery. One of the crucial functions of the Futures Markets is to provide a sound and robust Delivery/Settlement Mechanism, which the USP of NMCE.

However, world-over, a very small percentage of contracts traded on the commodity exchanges results in actual delivery.

The unique Delivery Settlement Mechanism of the Exchange is explained in the form of a flow chart below:



For example, if the maturity date of a contract is on 15th of each month, and is settled through physical delivery then, the process of delivery commence from the outstanding short and long positions from 11th of the month.

Note: - A warehouse receipt is a document issued by warehouse operators as evidence that specified commodities, of stated quantity and quality, have been deposited at a particular licensed warehouse by the named depositor.



Sample Warehouse Receipt

Spot & Futures Convergence



It can be observed from the chart, that as the expiry of the contract nears, the price of the futures contract converges towards the spot price and the difference between the spot and future price is zero on the date of expiry

How does the IT infrastructure support the Exchange functions?

INFORMATION TECHNOLOGY INFRASTRUCTURE

Trading Connectivity

NMCE has a perfect electronic platform with the following connectivity options:

- V-SAT based connectivity
- Internet based trade platform
- Leased Line connectivity
- MPLS connectivity

Note: - The IT department vigilantly monitors the V-Sat uptime and solves any related issues dot on time.

Advanced Technology

- NMCE has the state of the art technology which is highly user friendly. It is being continuously enhanced and upgraded to rationally meet the emerging demand conceived in terms of rural India. NMCE has most efficient and error free risk management module and surveillance system

Transparency

- NMCE website, www.nmce.com, provides regular updates on the warehouse stock positions. It also provides updates on warehouse receipts like availability of valid receipts.

To know more about NMCE's IT infrastructure refer

<http://www.nmce.com/Technology/ConnectivityFAQ.jsp>

Dos and Don'ts for Commodity Futures

Certain points need to be kept in mind before trading in commodity futures

Dos

- ✓ Understand the basic features of the commodity you desire to trade in, for example, its harvesting season, various qualities, uses, supply, demand, stocks etc.
- ✓ Rules and regulations laid down by the exchange should be read and followed thoroughly
- ✓ Go through the contract specification of the commodity and understand every aspect of it
- ✓ Strictly follow the risk management measures taken by the exchange.
- ✓ Margins should be maintained as per rules and open position limits should be respected
- ✓ All outstanding open positions on expiry should end in physical delivery.
- ✓ Regularly keep track of announcements and circulars issued by the exchange

Don'ts

- ✗ Don't trade in a commodity without having any knowledge about it
- ✗ Don't ignore/break the rules of the exchange
- ✗ Don't ignore the announcements and circulars of the exchange
- ✗ Don't default on delivery
- ✗ Do not indulge in unfair trade practices like market-cornering/squeezing, circular trading
- ✗ Don't default on margin payments
- ✗ Avoid over-speculation
- ✗ Do not exceed open position limits prescribed
- ✗ Do not deal in cash. Pay by cheque
- ✗ Always insist for contract confirmation. Don't accept verbal confirmation

Stakeholders in the Commodity Market

- Producers, farmers, traders, processors, importers, exporters, industrial users or user industry are the different stakeholders. Main players in the commodity futures market can be broadly categorized as Hedgers, Speculators and Arbitrators. These three must co-exist.

Hedgers

- Hedgers are the ones who deal in the physical commodity and carry the price risk. They need to transfer this price risk and lock the price and thus profit margin. For example, producers, processors, exporters, importers, industrial users etc.
- Hedging, in its broadest sense, is the act of protecting oneself against loss. In context of futures trading, hedging is regarded as the use of futures transactions to avoid or reduce price risks in the spot market.

Arbitrators

- Markets are seldom perfect and there is a possibility to take advantage of time or space differentials that exist. Arbitrage means the simultaneous purchase and sale of similar commodities in different market to take advantage of the price discrepancy and acquire risk less profit. An arbitrageur profits by trading a given commodity, or other item, that sells for different prices in different markets. Arbitrage opportunity is short-lived and needs very sharp observation and action.

Speculators

- As already explained, speculators try to profit from buying and selling derivatives by anticipating futures price movements. Speculators assume market price risk and add liquidity and capital to the futures markets. They generally have their own opinion about the direction of price movements and try to make profit from that opinion. A speculator may not always make profit. If his estimates go wrong he incurs huge losses.

How can YOU use the Exchange?

The exchange platform can be used by different participants in their interests in the following manner:

Farmers

- Farmers get an idea about the expected price of the commodity 2-3 months in advance
- They can organize cropping based on futures price signals
- Farmers may lock their sale price through futures market in anticipation of the produce to be harvested after a period of 2-3 months
- With the support of futures market, farmers can avoid distress sale at the time of harvest
- Farmers can avail the opportunity of trade-off between the spot and futures price at the time of settlement of the contract
- Futures trading provide a tool to manage commodity price risk through hedging
- Farmers can also avail finance against the Warehouse Receipt obtained on depositing the goods at the Warehouse

Traders/Exporter

- Producers, exporters, importers and processors can take buying or selling decisions based on prevailing futures prices
- They can also cover their risks by hedging in the futures market
- Such a market not only provides ample opportunities for effective management of price risks through hedging, but also assists in efficient discovery of prices, which can serve as reference for trade in physical commodities in both the internal and external markets
- To meet their physical commitment they could take delivery of the commodity

Regulatory Authority



Training



REGULATORY AUTHORITY

Forward Markets Commission (FMC) headquartered at Mumbai, is a regulatory authority of all commodity exchanges in the country. FMC comes under the Ministry of Consumer Affairs and Public Distribution, Government of India. It is a statutory body set up in 1953 under the Forward Contracts (Regulation) Act, 1952.

Commodity exchanges have to obtain permission from FMC in order to commence trade in any new commodity. It also needs to renew permission in the commodities permitted for futures trading. Any modifications in these contracts cannot be made without the approval of FMC. Moreover it overlooks all the risk management measures taken by the exchanges in order to prevent manipulation of prices and unfair trade practices. These measures include various risk management tools like open position limits, daily price limits, initial margin etc.

SALIENT FEATURES

- De-mutualised Corporate structure
- V-SAT based connectivity
- Real time trade and price information dissemination
- Efficient Clearing and Settlement system
- Warehouse Receipt System for deliveries in graded and standardized commodities
- Impartial and transparent professional management
- Institutional investors support

TRAINING PROGRAM FOR MEMBERS' EMPLOYEES AND STUDENTS

- NMCE is involved in organizing various training programs on the commodity futures market for the employees of the Members and also students of Management institutes. During these programs NMCE distributes educational material about the Commodity market. Officials from NMCE give presentations on various topics.
- All these programs spread knowledge on commodity futures market in India.



Important Events



13th December, 2003, New Delhi:
Shri Atal Bihari Vajpayee Hon'ble Prime Minister inaugurated Futures trading in Wheat & Rice



9th September 2008, Bangalore:
Mr. Anil Mishra CEO, NMCE, (left) presents a bouquet to Mr. B.C. Khatua Chairman, FMC, IAS (right) on the occasion of inauguration of Coffee REP Bulk Futures on NMCE platform

9th September 2008, Bangalore:
Mr. B.C. Khatua Chairman, FMC lights the lamp on the inauguration of Coffee REP Bulk Futures.





3rd November, 2008, Surendranagar:
Mr. B. C. Khatua Chairman, FMC at the Launch of Kapas Future at Surendranagar, Gujarat

12th January, 2009, Vibrant Gujarat, Ahmedabad:
Mr. Kailash Gupta MD, NMCE greets Mr. Narendra Modi CM, Gujarat at Science City during Vibrant Gujarat



12th January, 2009, Vibrant Gujarat, Ahmedabad:
NMCE team shakes hands with Gujarat Chief Minister, Mr. Narendra Modi

30th January, 2009, Ahmedabad:
Parliamentary Standing Committee on visit to NMCE.
Mr. Kailash Gupta, MD, NMCE (seated - center) in conversation with members of the Parliamentary Standing Committee as Mr. Anil Mishra CEO, NMCE, (standing - right) and M.R. Shah Advisor, Spot Market (standing - center) look on.



30th January, 2009, Ahmedabad:
Parliamentary Standing Committee on visit to NMCE.
Mr. Kailash Gupta, MD, NMCE welcomes the members of the Parliamentary Standing Committee with a bouquet.

30th January, 2009, Ahmedabad:
Parliamentary Standing Committee on visit to NMCE.



30th January, 2009, Ahmedabad:
Parliamentary Standing Committee on visit to NMCE.
Meeting between NMCE and the Committee in progress





National Multi-Commodity Exchange of India Ltd.



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