



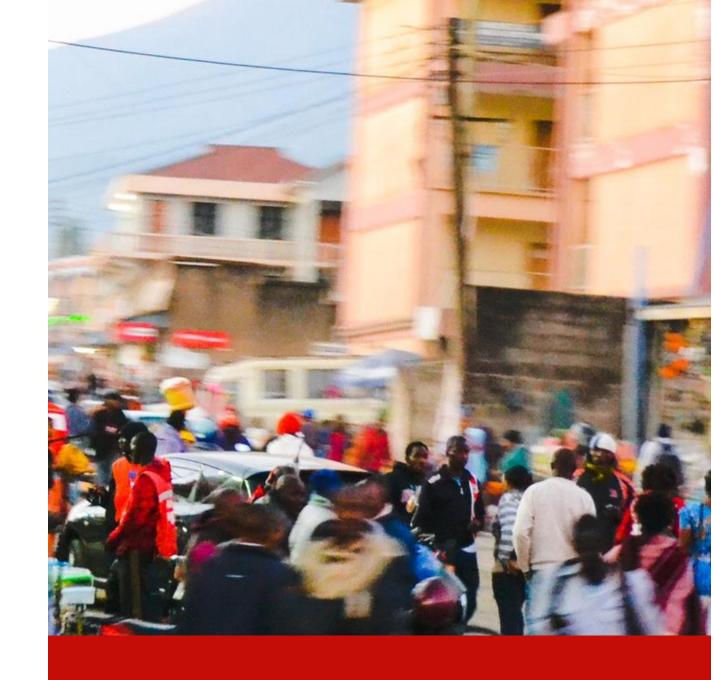
# Use of Derivatives for Raw Cashew Nuts

With derivatives, the quality and quantity of raw cashew nuts procured is guaranteed.

This guarantee is based on the back of the grading systems that have been implemented and the collateral management function of AFEX as an exchange.

#### Direct Linkage to End-Users





#### **AFEX Ecosystem Components**

These solutions guarantee farmers can produce more efficiently, access premium prices and trade efficiently with both local and export markets.



## Direct Linkage to Farmers with Technology

In modern day commodity trading, knowing the farmer is treated with as much importance as the concept of knowing your customer in the financial industry. Traceability of commodities from fork to farm is a check against child labour, deforestation, and other unsavoury practices in agriculture.



Pricing for kernels can be done as a ratio of the raw material prices, which allows buyers and sellers to hedge their production especially considering that contracts are operational throughout the year.



### Quality



Long Term Stock Storage Agreements - AFEX operates over 120 warehouses across the nation, with 85% of them leased on long term basis.



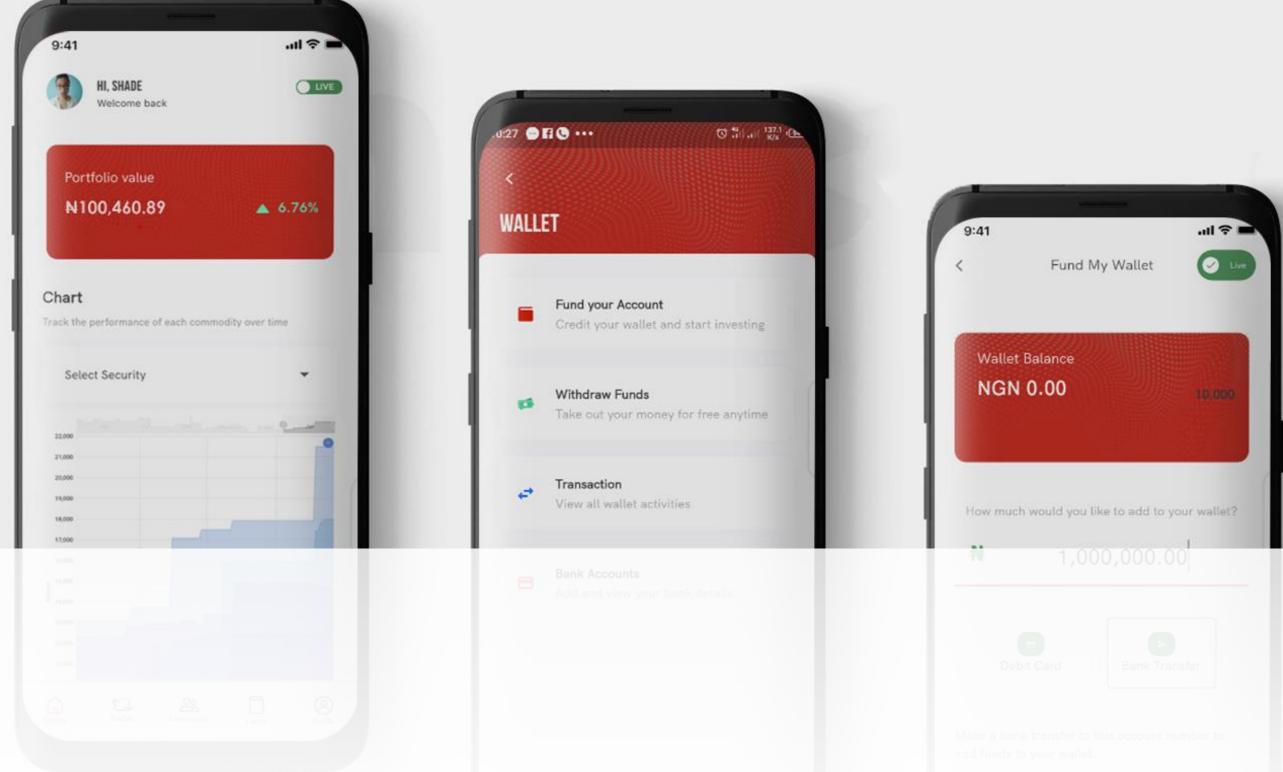
Each crop operation at the warehouses have specific standard operating procedures to ensure quality meets standard of end users.



### Logistics

AFEX operated warehouses are strategically placed to ensure close proximity to farmers/suppliers and proximity to end buyers. This ensures cost savings and reduced lead time for farmers and end customers.





ComX is an award-winning digitally enabled marketplace that brings commodities into a financial market environment, enabling ease of transactions and eliminating concerns around storage and other commodity associated costs.



### THANK YOU