

# TRADING AND GLOBALISATION: NEW SERVICES PROVIDED BY COMMODITY GRAIN EXCHANGES

---

RAMIRO COSTA

DEPUTY EXECUTIVE DIRECTOR,  
BUENOS AIRES GRAIN EXCHANGE,  
ARGENTINA






# The Buenos Aires Grain Exchange is



- ...a non-profit association that operates as an **intermediate service provider**,
- ...fosters the development of the Argentine agricultural sector,
- ...represents **all the chain members**, keeping the balance between the supply and demand,
- ...functions as a research institution, serving both public and private interests.

# Source of Reliable Data

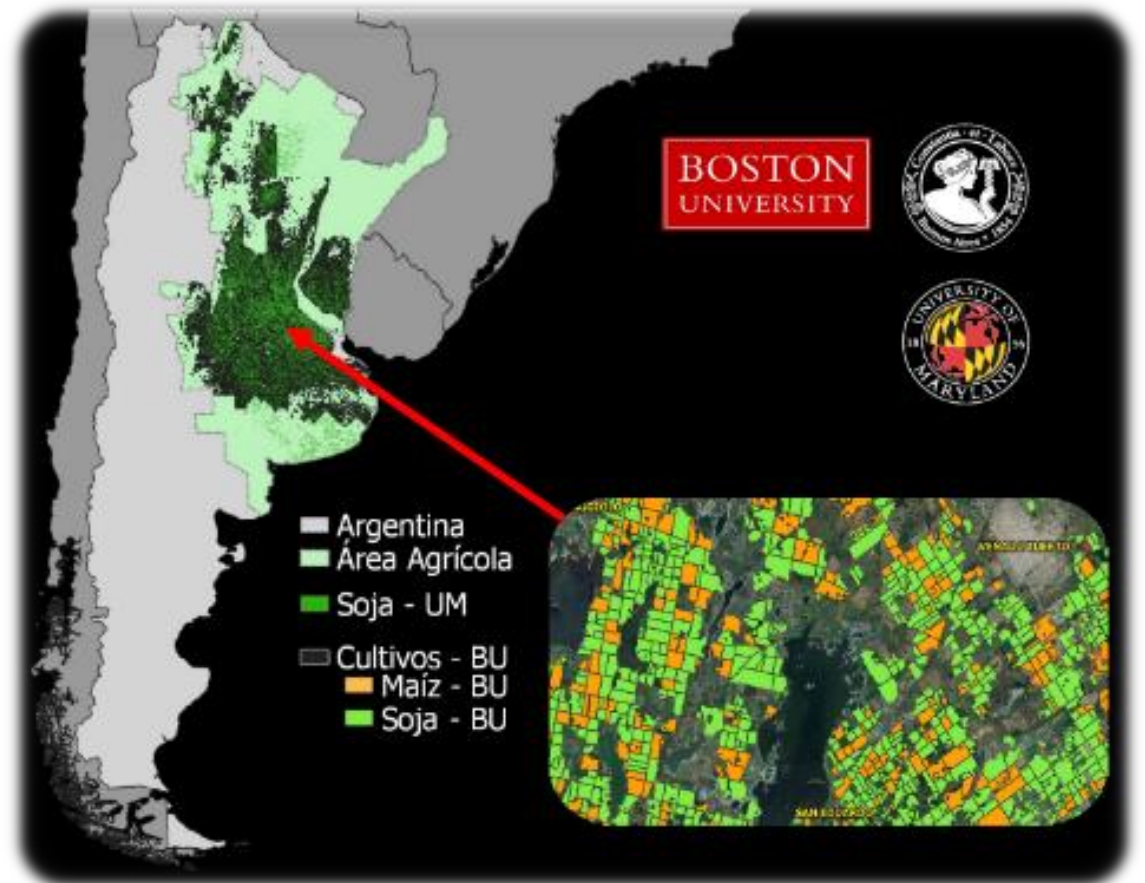
The Exchange seeks to provide accurate information and is a reliable reference in terms of production, yields, technology, prices and projections.

- Economic Studies  ICOM
- Agricultural Estimates  PAS  ECC
- Agricultural Applied Technology Survey  ReTAA
- Climate  PAC

# Estimations

At The Exchange we combine different technologies and data to **improve the quality of our estimates:**

- Databases
- Direct contacts with qualified informants
- Impact simulation models
- **Remote sensors**
  - Crop identification (satellite)
  - NDVI and humidity studies



# Estimations

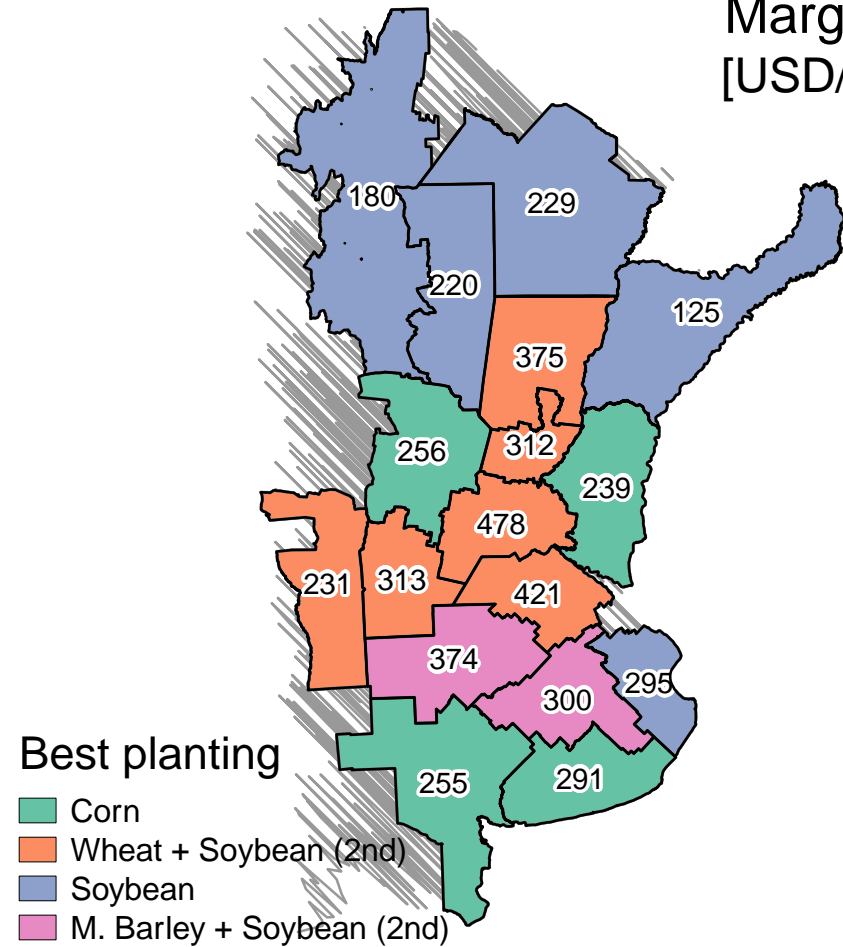
- Collaborations are being held with several research institutions around the world.
- The NASA Harvest consortium opened us the doors, as well as to other groups of researchers that are working on the science frontier in earth observation techniques, specifically focused on agricultural activity.



# Economic Studies

- We combine data about *technological inputs, yields, prices and policies* to:
  - Analyze the **farmers planting decisions**, their incentives and **margins**.
  - Monitor the agricultural sector, estimating its **contribution to the Argentinian GDP**, national exports and tax revenue.
  - Study the **impact of local and foreign policies** or events that could affect production and consumption.
  - Contribute with **public policy analysis** for the sector to achieve its potential.

2019/20  
Margins  
[USD/ha]



# The Exchange's responses to COVID-19

The coronavirus outbreak fostered some of The Exchange's initiatives.

- Digital trading solutions
- Digital learning option
- Key role in coordinating responses

# Digital Trading Solutions

These solutions are developed and maintained by The Exchange together with other Grain Exchanges.

- CONFIRMA

- Electronic contract registry
- Buyers, brokers and sellers can use it to sign their grain purchase contracts.
  - Fast operational time
  - Mitigates fraud risk

<https://www.confirma.com.ar>





# Digital Trading Solutions

- SIO-GRANOS

- Public Platform to real-time monitor operations and reference grain prices.
- Mandatory usage for all the operations in the grain market.

<https://www.siogranos.com.ar>

The screenshot displays the SIO-GRANOS public platform interface. At the top, the URL is `siogranos.com.ar/Consulta_publica/compra_vta_preciohecho_mas30dias.aspx`. The SIO-GRANOS logo is visible. The main navigation bar includes 'COMPRAS PRECIO HECHO AGRUPADOS POR ENTREGA' and 'TODAS LAS OPERACIONES'. Below this, there are filters for 'INMEDIATA' and 'MAYOR 30 DÍAS', and buttons for 'ÚLTIMAS 72 HS' and 'EXPORTAR OPERACIONES'. The search criteria are set to 'CONSULTA POR COMPRA VENTA - PRECIO HECHO - MAYOR 30 DÍAS'. The search filters include: 'Fecha Concertación' (empty), 'Producto' (CEBADA CERV.), 'Precio puesto en' (TODOS...), and 'Mostrar menores a' (20 TN). There are 'ACEPTAR' and 'EXPORTAR' buttons. Below the filters is a table of transactions.

FECHA CONCERTACIÓN	OPERACIÓN	TIPO	PRECIO	PRODUCTO	CANT. (TN)	CALIDAD	
18/05/2020	Contrato	Compraventa	Precio Hecho	TRIGO PAN	500,00	Cámara	E
18/05/2020	Contrato	Compraventa	Precio Hecho	MAIZ	900,00	Cámara	E
18/05/2020	Rectificación	Compraventa	Precio Hecho	MAIZ	420,00	Cámara	S
18/05/2020	Rectificación	Compraventa	Precio Hecho	SORGO	860,00	Cámara	S
18/05/2020	Contrato	Compraventa	Precio Hecho	MAIZ	90,00	Cámara	C
15/05/2020	Contrato	Compraventa	Precio Hecho	MAIZ	300,00	Cámara	L
18/05/2020	Contrato	Compraventa	Precio Hecho	MAIZ	420,00	Cámara	S
18/05/2020	Contrato	Compraventa	Precio Hecho	SORGO	860,00	Cámara	S
18/05/2020	Contrato	Compraventa	Precio Hecho	MAIZ	1000,00	Cámara	C
18/05/2020	Contrato	Compraventa	Precio Hecho	SORGO	500,00	Cámara	E
18/05/2020	Contrato	Compraventa	Precio Hecho	MAIZ	1000,00	Cámara	E
18/05/2020	Contrato	Compraventa	Precio Hecho	TRIGO PAN	1000,00	Cámara	E

# The Exchange's responses to COVID-19

The coronavirus outbreak fostered some of The Exchange's initiatives.

- Digital trading solutions
- Digital learning option
- Key role in coordinating responses

# Digital Learning Option

As part of our commitment with the sector and to remain connected with our students we launched **open online courses**.

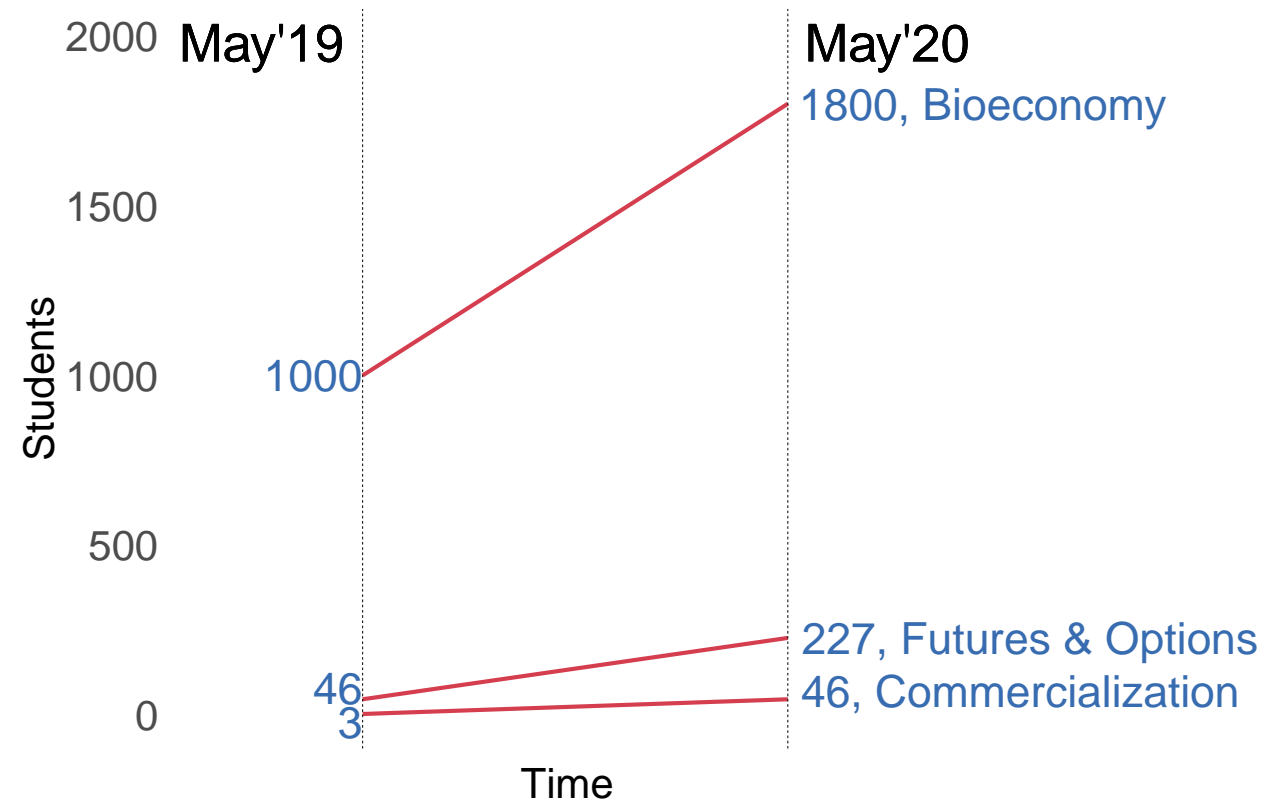
## POPULAR COURSES

BIOECONOMY

FUTURES AND OPTIONS

COMMERCIALIZATION

COVID-19: ITS IMPACT IN AGRICULTURAL MARKET



# The Exchange's responses to COVID-19

The coronavirus outbreak fostered some of The Exchange's initiatives.

- Digital trading solutions
- Digital learning option
- Key role in coordinating responses

# Key Role in Coordinating Responses

...to our Employees

- Contingency plan before the official lockdown
- Remote workforces



...to our Members

- Coordinated efforts to the bottlenecks around logistics
- Group leader of Institutions committed to strength the access of our agricultural products to the international markets

# Final Remarks

- The Buenos Aires Grain Exchange is **one of the oldest institutions in Argentina.**
- One of our strengths is to **closely work with trade unions, chambers, etc.**
- Beyond its 166 years and by virtue of its **capacity to adaptation**, today it has an **active and key role...**
  - ...not only to avoid disruptions in the agricultural sector;
  - ...but also to make it stronger.



Bolsa  
de Cereales

1854-2020  
May 15th

*166-years with the Argentinian Agricultural Sector*