

# Get ahead of volatility: A solution for FMCG manufacturers

Meet consumer demand without sacrificing profits

## Gain an edge in an increasingly competitive industry

The outlook for critical raw materials essential to fast-moving consumer goods (FMCG) production unveils a landscape influenced by macroeconomic factors, market dynamics and sustainability trends.

The paper and packaging industry faces volatility that is playing out across many key raw material markets. For example, low-carbon aluminum demand is rising and palm oil prices are expected to remain high. Meanwhile, FMCG manufacturers face the challenge of inflation, having to strike a delicate balance between consumer affordability and securing profit margins.

Insights from the metals, forest products and agriculture sectors shed light on evolving supply and demand dynamics, presenting opportunities and hurdles for procurement strategy and cost management. For stakeholders navigating these complexities, insights and data into the market are essential to gaining an advantage in the industry.

## Introducing Fastmarkets' FMCG suite

Overcome challenges in the industry with Fastmarkets' FMCG suite. This comprehensive solution brings together essential market trends and pricing dynamics for critical commodities in the FMCG industry.

Offering unprecedented visibility into global supply chains and reliable market data, the FMCG suite empowers you to make accurate forecasts, manage inventories, and mitigate risks effectively.

Fastmarkets provides independent, trusted benchmarks with a holistic view of global trends. With over 100 years' experience in analyzing and pricing commodities markets, we hold benchmark prices in a wide range of commodities including pulp, paper packaging, animal fats, oils and proteins, vegetable oils and more.

The **FMCG suite** enables manufacturers to navigate the market with confidence.



**We can help  
you overcome:**

### **Rising costs**

Fastmarkets equips procurement teams with insights to anticipate and mitigate price risks, anticipate changing costs, and enhance supplier relationship management

### **The cost of sustainability**

Fastmarkets' industry datasets, packaging and sustainability trend reports assist FMCG manufacturers in identifying suppliers that meet their criteria, including carbon emissions profiles at producer and plant levels

### **Supply chain disruption**

Fastmarkets' expert analysis of the FMCG value chain encompasses cost differentials, prices, forecasts and the effects of policy and regulation across Latin America, North America, Europe and Asia

Empower your decision-making, overcome market shifts and stay ahead of the curve by leveraging our range of solutions.

### Short-term forecasts



- Evaluate the forces driving market dynamics and anticipate their implications over the next 1-2 years
- Market dynamics and sentiment for the global market
- Commodities covered: Paper packaging, recovered paper, pulp, nonwovens, wood products, base metals, steel and steel raw materials

### Long-term forecasts



- Analysis of the market and future capacity developments
- Expertly crafted 5- and 15-year forecasts by industry specialists, thorough macroeconomic analysis, based on 50 years of historical data
- Commodities covered: Paper packaging, pulp, wood products

### Price data and news



- Real-time reporting of commodity price fluctuations
- IOSCO-compliant price assessments and benchmarks
- Commodities covered: Softwood, hardwood, paper packaging, pallets, recovered paper, tissue, nonwovens, pulp, base metals, steel

### Forest products asset analysis



- Compare the cost of production by mill and machine with our cost benchmarking tool
- Use our paper and packaging index builder to understand packaging costs
- Build your own scenario models to help make better investments

## How Fastmarkets' FMCG suite can help



### Procurement

- ✓ Leverage accurate price data: Manage costs and protect profits by anticipating price movements and hedge against price risks
- ✓ Protect supply chain continuity: Understand factors affecting supply and demand dynamics and gain visibility into supplier capacity and industry inventory levels for more effective scenario planning
- ✓ Strengthen supplier management: Identify opportunities to standardize approach to price indexing in supply contracts based on industry-accepted benchmarks



### Analyst

- ✓ Short-term and long-term forecasting: Our pricing data, trend reports and industry datasets allow you to validate and authenticate your own forecast in order to determine the appropriate outlook for your organization
- ✓ Regular updates: Receive regular and real-time updates of commodity price fluctuations and industry trends from a global team of economists and analysts
- ✓ Strategic planning: Leverage data for market trend analysis and better decision-making



## Risk Manager

- ✓ Risk identification: Identify potential risks and vulnerabilities within the organization's supply chain, market dynamics and regulatory environment
- ✓ Risk mitigation: Develop and implement strategies based on Fastmarkets' data, insights and forecasts
- ✓ Compliance management: Ensuring compliance with relevant laws, regulations, and industry standards by keeping up with latest policy and regulation development across the world

## We have strength in the market with these benchmark prices

### Packaging

#### 1 Paper packaging

- Unbleached Kraft Linerboard, 42lb, US East
- Whitelined Chipboard GD2, France
- Testliner 2, 140g, France, UK
- Sack Kraft, Europe
- Boxboard, Brazil
- Kraftliner, Brazil
- Solid Bleached Sulfate Board, 16pt, US East
- Coated Recycled Folding Boxboard, 20pt

#### 2 Fiber to paper packaging

- Old Corrugated Containers (11), US Midwest (Chicago) (Recovered Paper)
- SOP, US East (Recovered Paper)
- Mixed, US East (Recovered Paper)
- OCC Imports to Asia (Recovered Paper)
- PIX OCC 1.04, Europe (Recovered Paper)
- NBSK CIF China (Pulp)
- PIX Pulp BHKP China (Pulp)
- PIX Pulp NBSK, Europe (Pulp)
- PIX Pulp BHKP, Europe (Pulp)

#### 3 Metals

- Aluminium (Rotterdamn) (Base Metals)
- Alumina Index (Base Metals)
- Aluminium billet premiums (Base Metals)
- Copper concentrate (Base Metals)
- Tin premiums (Base Metals)
- Steel (58% and 65%) (Steel)

#### 4 Pallets

- SYP #2 2x4 (central zone, or combined zones), North America (Wood Products)

### Raw Materials

#### 1 Metals

- Steel (58% and 65%)
- Aluminium (Rotterdamn)
- Alumina Index
- Aluminium billet premiums
- Copper cathode (Shanghai)
- Copper concentrate
- Tin premiums
- Nickel melting
- Zinc special high grade
- Lead premiums
- Nickel pig iron
- Scrap (US Midwest)

#### 2 Forest

- Uncoated woodfree A4 Copy (B Grade), 80 g, Germany (Graphic Paper)
- 20-lb copy paper, 92 bright, US East (Graphic Paper)
- Lightweight Coated Paper, U.S. East (Graphic Paper)
- NBSK CIF China (Pulp)
- PIX Pulp BHKP China (Pulp)
- PIX Pulp NBSK (Pulp)
- PIX Pulp BHKP (Pulp)
- NBSK, from Canada (Pulp)
- Fluff Pulp, US East (Pulp)



## Why choose Fastmarkets?



### **Trusted data**

Price data is market-reflective and backed by IOSCO-compliant methodologies



### **Expert analysis**

Gain access to experts, from price reporters on the ground in key markets to analysts researching shifting market dynamics



### **Global coverage**

Broad forest product and metal construction commodity coverage, including roughly 3,000 forest product prices



### **Comprehensive insights**

Detailed upstream and downstream supply chain analysis to identify deep trends and cost drivers

**Get clarity and foresight to make critical decisions with ease.**

**Talk to us**