



Commodities Operations Digitization

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Can You Relate With These Situations?



WhatsApp is a massive interaction channel with our clients



Publishing our prices to our customers & suppliers is an issue



We have no automated process between Whatsapp and our systems (Pricers, ERP,...)



Transactions agreed by chat have to be retyped manually into our systems (ERP, CRM...)



This is time consuming, is generating risks: errors, missing a deal, financial, ...

Facing unnecessary risks

Poor Customer experience

Preventing our business to grow

Customer Engagement app /
portal usage declining

**80% of Customer
Service Organizations
Will Abandon Native
Apps in favor of
Messaging by 2025**

Business apps/portals drives
poor adoption

Messaging unlocks new
distribution channels to capture
more volumes

Technology shift toward
messaging systems

Ability to capture business through
messaging systems becomes key



**How about
meeting your clients
where they are?**

Terranoha **Value Proposition**

100%

Conversational
Transaction lifecycle
automation

100%

Enhance
Customer
Experience

0%

**Change in your IT
Landscape**

100%

Languages
covered



Scale your business
& grab market share

+

100%

AI / NLP
Enabled



Go next gen and
outperform
competition

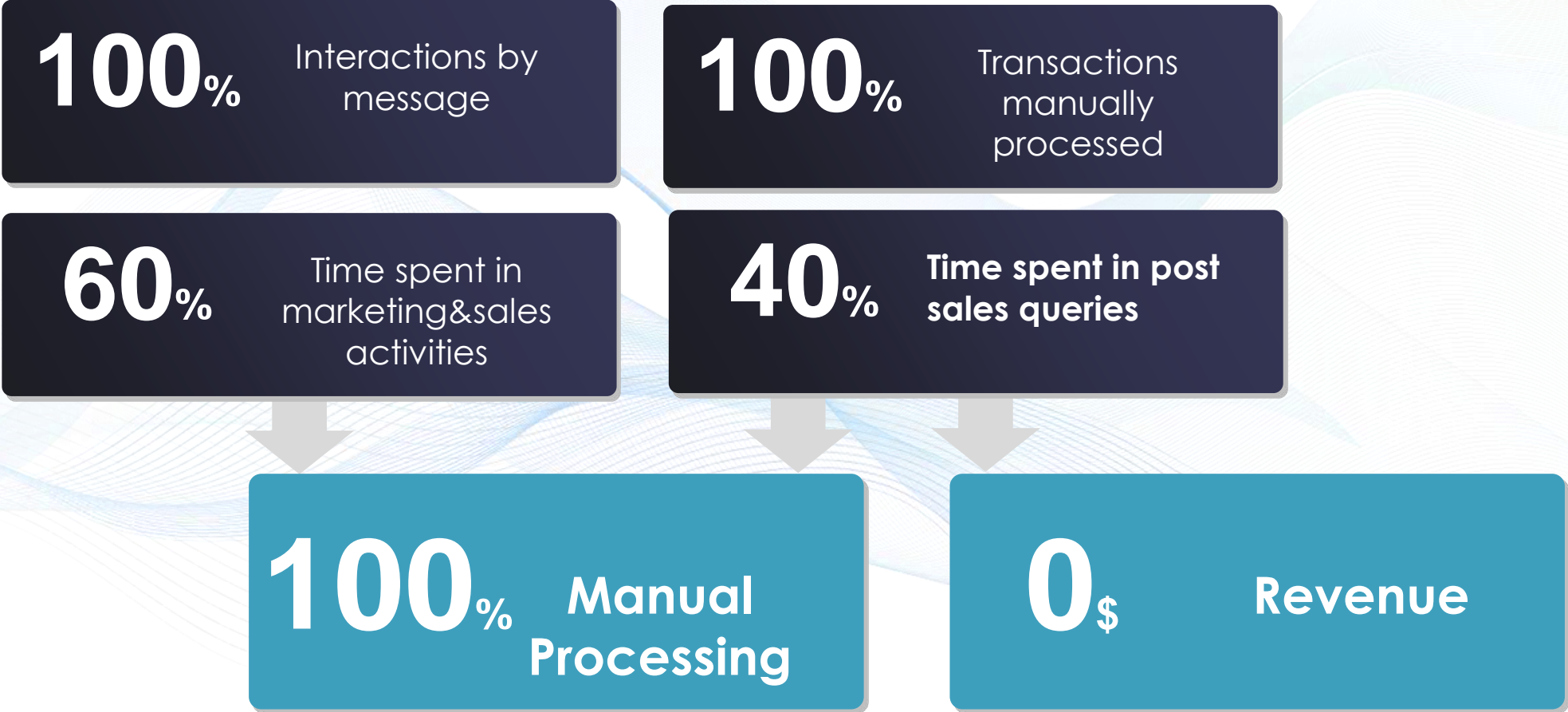


**Secured
& audit trailed**

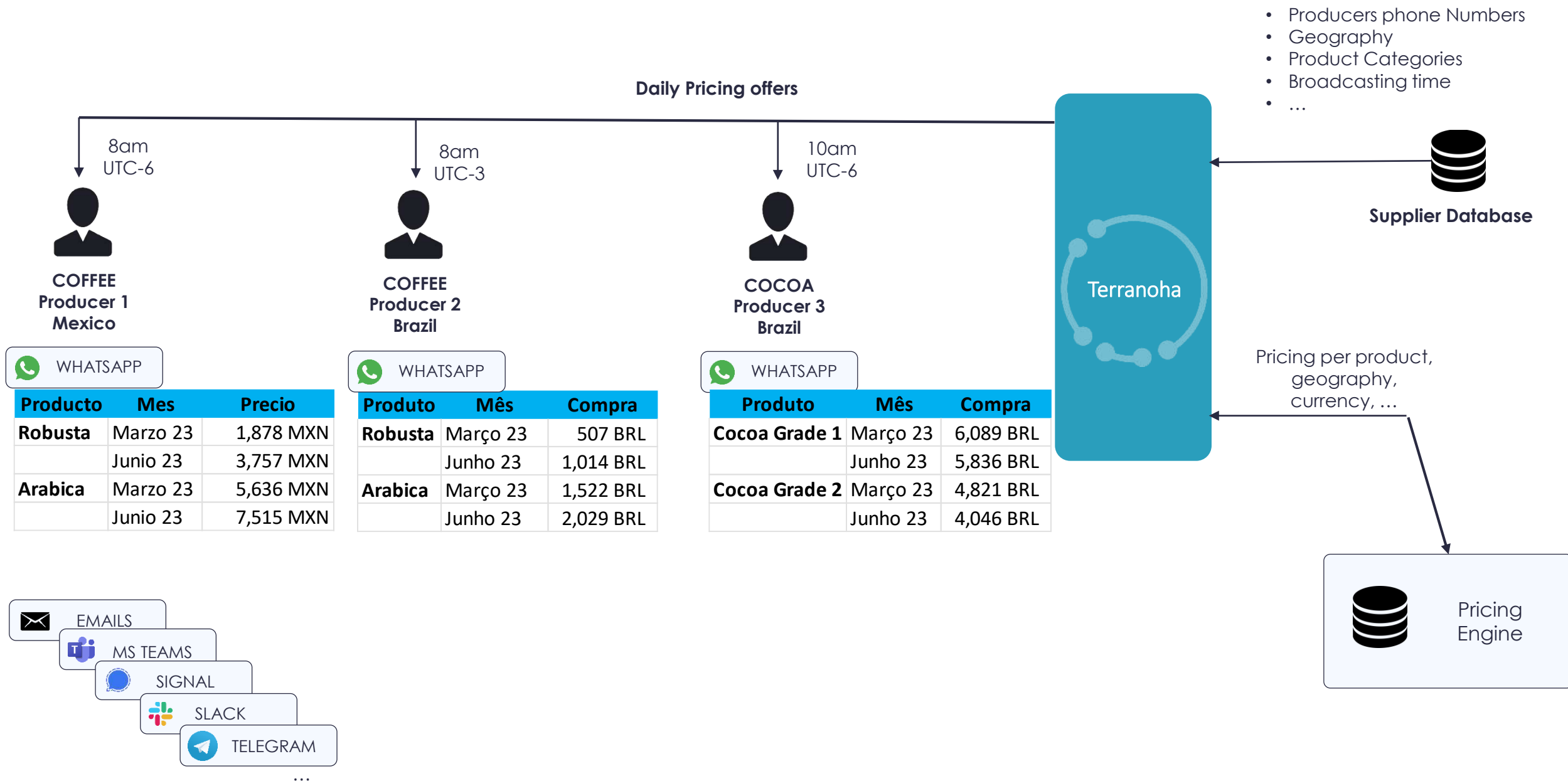


Sourcing & Origination

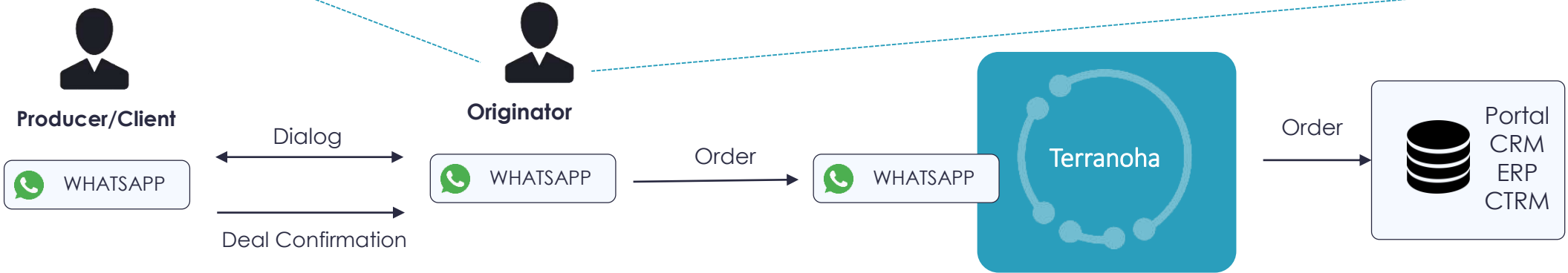
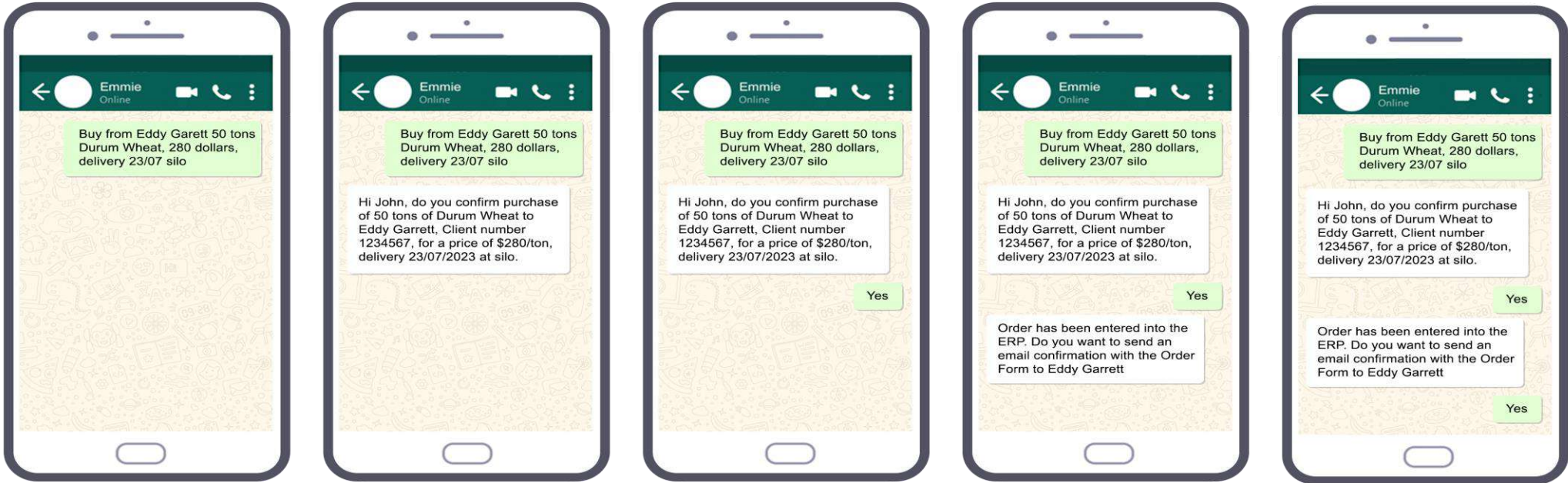
Origination Industry findings



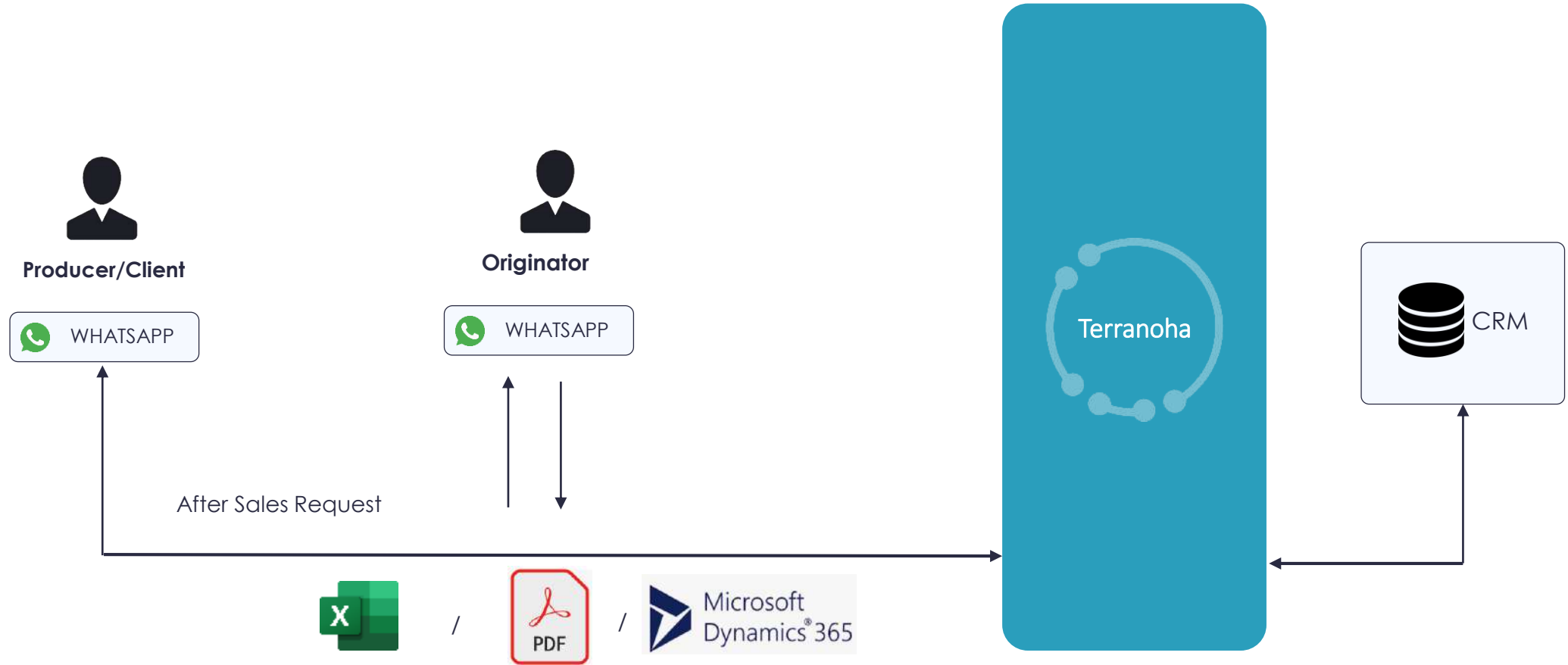
Origination Price Broadcasting



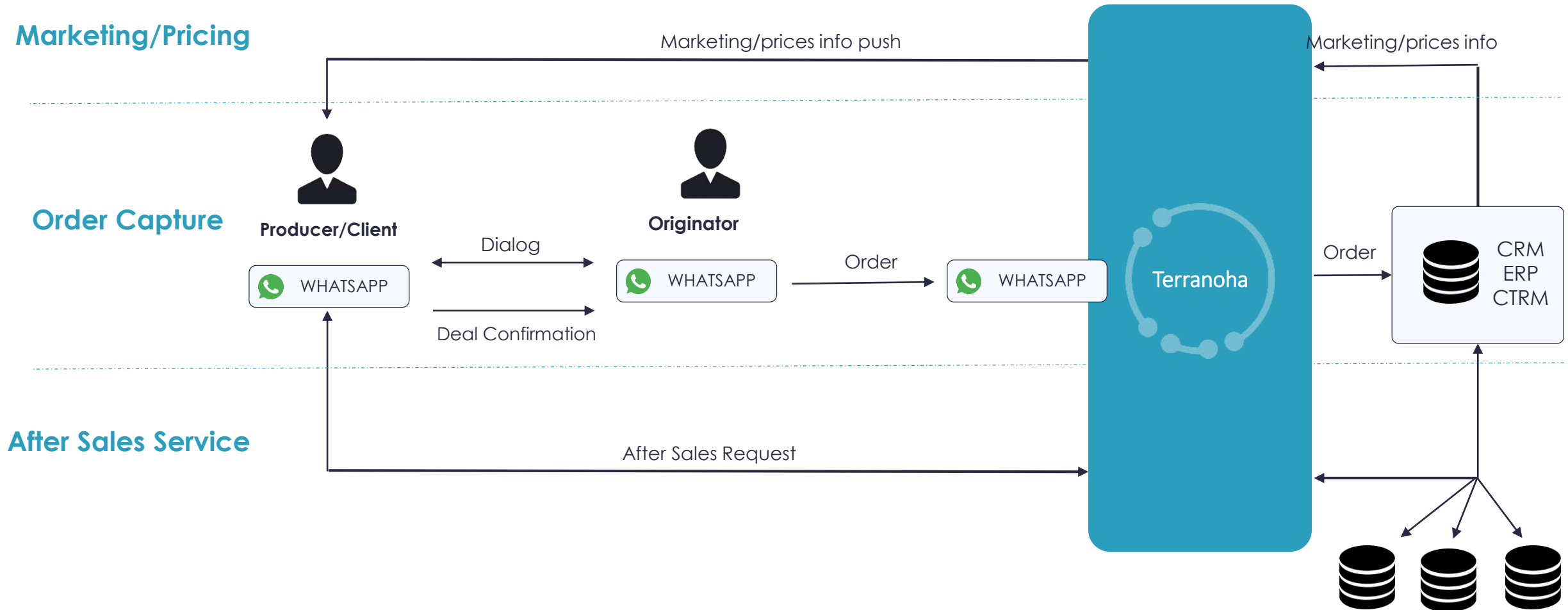
Origination Order Capture

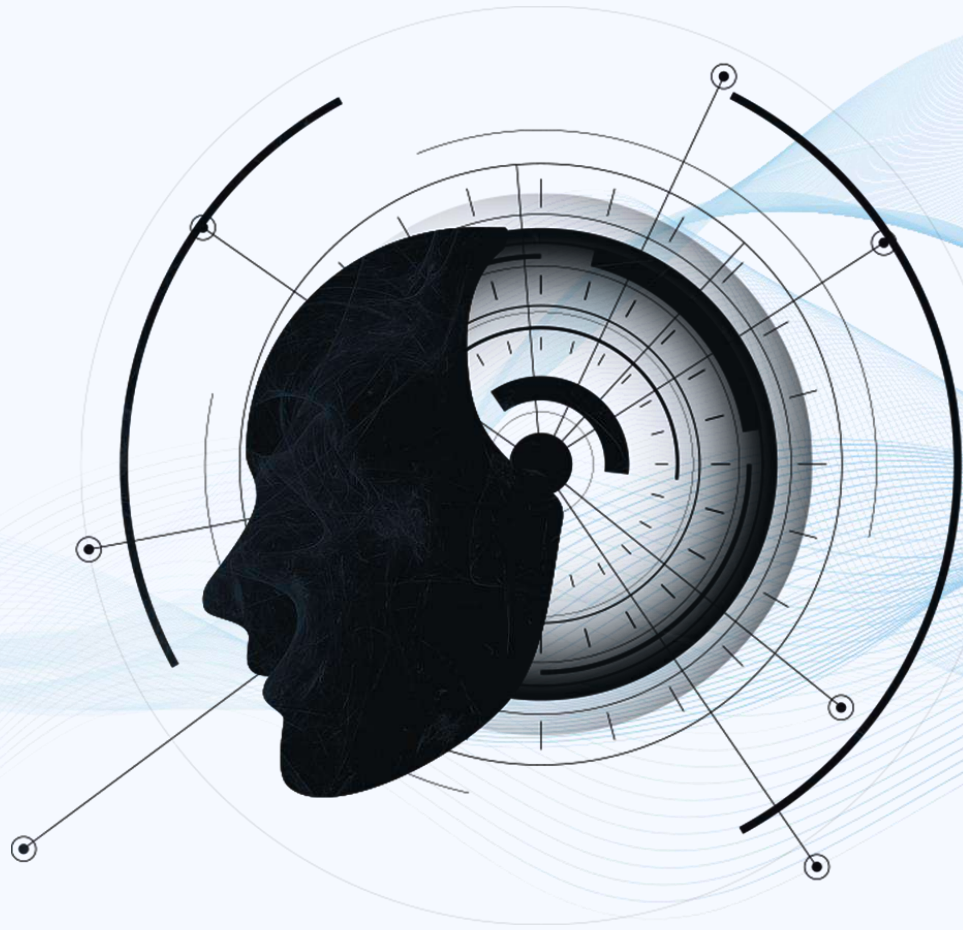


Origination After Sales « self » Service



All in 1 Conversational Transaction lifecycle automation





Introducing
Terranoha Emmie



Introducing Terranoha Emmie AI

Play Video
Buy



Play Video
Sell





Digitizing E-Commerce

Digitizing the E-Commerce (FMCG)

Merchant 1 Mexico

WHATSAPP

Merchant: Comprar 100kg de cacao en polvo regular

Emmie: Confirman compra de 5kg de CACAO EN POLVO REGULAR , Precio total 32'590 MXN, Número de comerciante: 123456

Merchant: Si

Emmie: Gracias, su pedido está confirmado

Merchant 2 Brazil

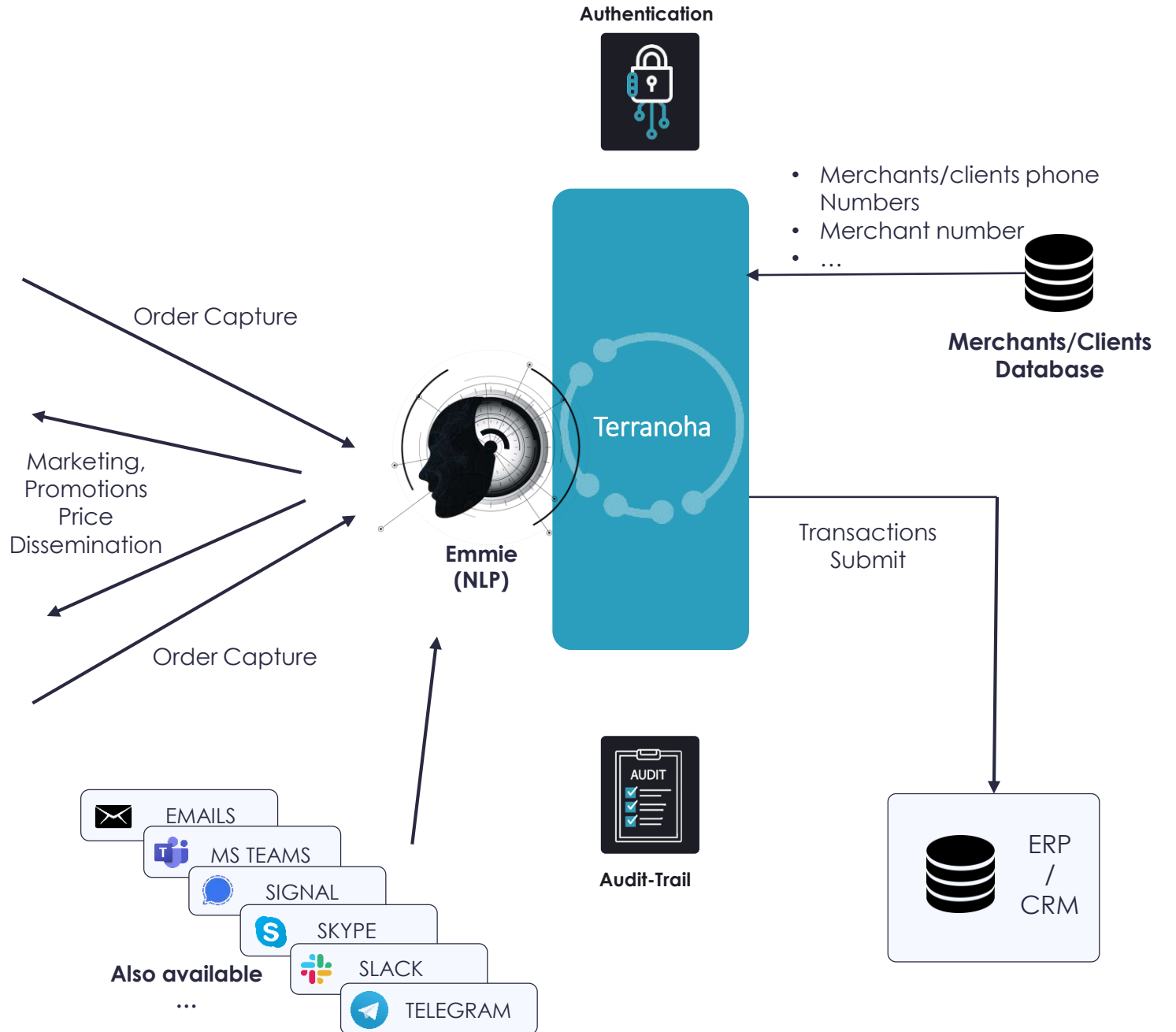
WHATSAPP

Merchant: Comprar 10kg de Robusta em grão verde

Emmie: Confirma a compra de 10k de GRAO VERDE ROBUSTA por um preço total de 15'150 BRL , Merchant 999999

Merchant: Sim

Emmie: Obrigado, a sua encomenda está confirmada



All in 1 Conversational Transaction Lifecycle Automation

Buy from SUPPLIERS

Employees

E-Commerce/Distribution

Supplier: Vender 2 toneladas Arabica Marzo 23

Emmie: Fornecedor 12345, você confirma a venda de 2 toneladas de Arabica Marzo 23 ao preço de 1'522 BRL/ton para um total de 3'044 BRL?

Supplier: Sim

Emmie: Obrigado. A Sua ordem de venda está confirmada com a ref 22222, em breve receberá um e-mail com o contrato

WHATSAPP
MS TEAMS

Merchant: Comprar 100kg de cacao en polvo regular

Emmie: Confirman compra de 5kg de CACAO EN POLVO REGULAR , Precio total 32'590 MXN, Número de comerciante: 123456

Merchant: Si

Emmie: Gracias, su pedido está confirmado

Confirm Purchase

Orders

WHATSAPP

Producto	Mês	Compra
Robusta	Março 23	507 BRL
	Junho 23	1,014 BRL
Arabica	Março 23	1,522 BRL
	Junho 23	2,029 BRL

Price Release

Price Release/Promotion

Categoria	Calidad	Precio/kg
Cacao en Polvo	Regular	6,518 MXN
	Extra	7,450 MXN
Manteca de Cacao	Regular	8,381 MXN

Translation

Audit-Trail

Emmie (NLP)

Terranova

Authentication

EMAILS
MS TEAMS
SIGNAL
SKYPE
SLACK
TELEGRAM

Pricers

SAP/ERPs

Supplier & Merchants Database

Price

Orders



WHATSAPP



Hedging Futures, Options and OTC

Hedging Request Automation





Hedging Service

Play Video
Chat Futures Hedging



Play Video
*Ags OTC RFQ
Automation*



Play Video
Chat FX Hedging



Agnostic

Auditable

User experience

Competitive

Productivity

Real time

Adapt vs adopt

Scalable

Meet your clients where they are

High value tasks

Secured

100%





TERRANOHA

Contact

Eric Languille

eric.languille@terranoha.com

+33631866911