



# *Covering Your Assets*

## *March 2015*



## Overview:

- *PI Financial Corp.*
- *David Derwin ♦ Joseph Alkana ♦ Adam Pukalo*
- *Manage your risks before they manage you*
  - *It can't go any lower...?*
- *A Farmer's Best Friend: The Options Advantage*
  - *2014 Canola Price Protection Program*



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JOSEPH ALKANA  
ADAM PUKALO

CIPE  
Canadian Investor Protection Fund  
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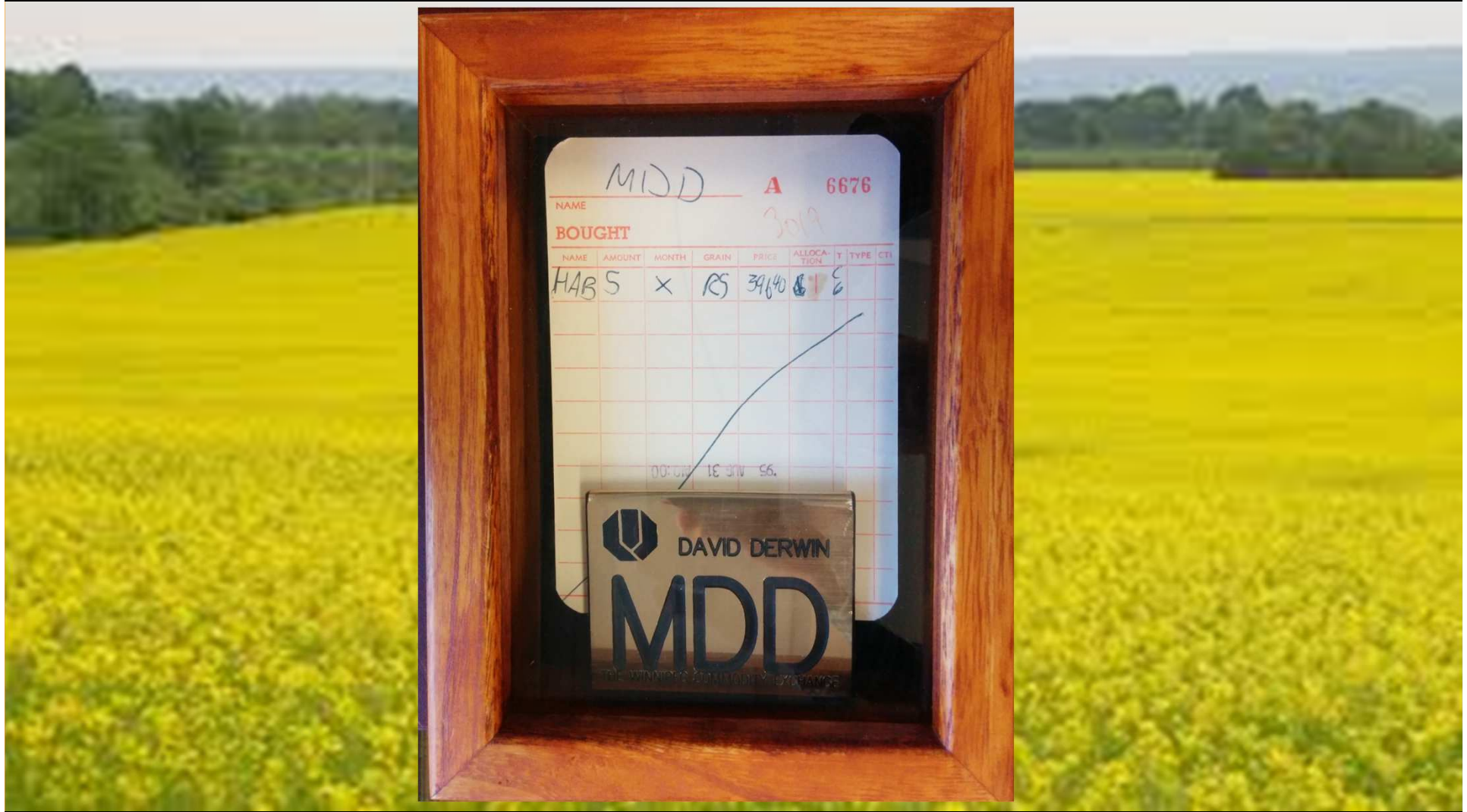
*Portfolio Manager – Commodities & Equities  
Futures & Investment Advisors*

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David Derwin   
 Portfolio Manager – Commodities/Equities  
 Investment Advisor

Joseph Alkana   
 Associate Portfolio Manager  
 Commodity Futures Advisor

Adam Pukalo   
 Investment Advisor  
 Commodity Futures Advisor



Order your complimentary "CME Group Grain Risk Management with Agricultural Options" booklet

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**Cover your Assets**  
**Risk Management Workshop**

Hosted by  Manitoba Canola Growers

In partnership with  PI FINANCIAL  CME Group  FarmLink

Package Includes:  
**Two Workshops:**  
 March 17th and 25th  
 Victoria Inn, Brandon, MB  
 9:00 a.m. to 4:30 p.m.  
**18 Instructional Videos**  
 Value \$495  
 Lunch Included  
**Webinar:**  
 April 8th

Learn about:  
 Hedging  
 Futures  
 Options  
 Puts  
 Calls

Event Fee:  
**Early Bird Pricing: \$300**  
**Farm Pair : \$350**

Register at:  
<http://coveryourassetscanola.eventbrite.ca>

**Business, financial and risk management strategies for the Canadian agricultural producer.**

We have built unique relationships with consultants and service providers to help producers make well-rounded, informed business decisions. The benefits lie in making available a suite of solutions from an alliance of professionals including:

- commodity market price research & data analysis
- education & market resources
- commodity risk management & options/futures execution
- alternative financing & interest rate protection
- crop planning & marketing services
- budgeting & cash management strategies
- investment management & retirement strategies
- tax & succession planning

Together for our mutual agricultural clientele, our joint mission is to provide comprehensive business, financial and risk management strategies to empower the growth of the evolving Canadian agricultural producer.

<b>Managing Risk Through Relationships</b>	
PI Financial Corp.	[+]
Phoenix AgriTec Inc.	[+]
Classic Capital Inc.	[+]
CME Group	[+]
FarmLink Solutions	[+]
Backswath Management Inc.	
Articles & Presentations	[+]
Market Watch	[+]

Funny Business by BEALE

AS USUAL WITH YOU PEOPLE, JACKSON, IT'S TOO LITTLE, TOO LATE

THE RISK MANAGEMENT DEPARTMENT IS OPEN





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***“Manage your risks before they manage you.®”***

**Risk Management: *Education & Application***

- *Proactive*
- *Disciplined*
- *Straightforward*

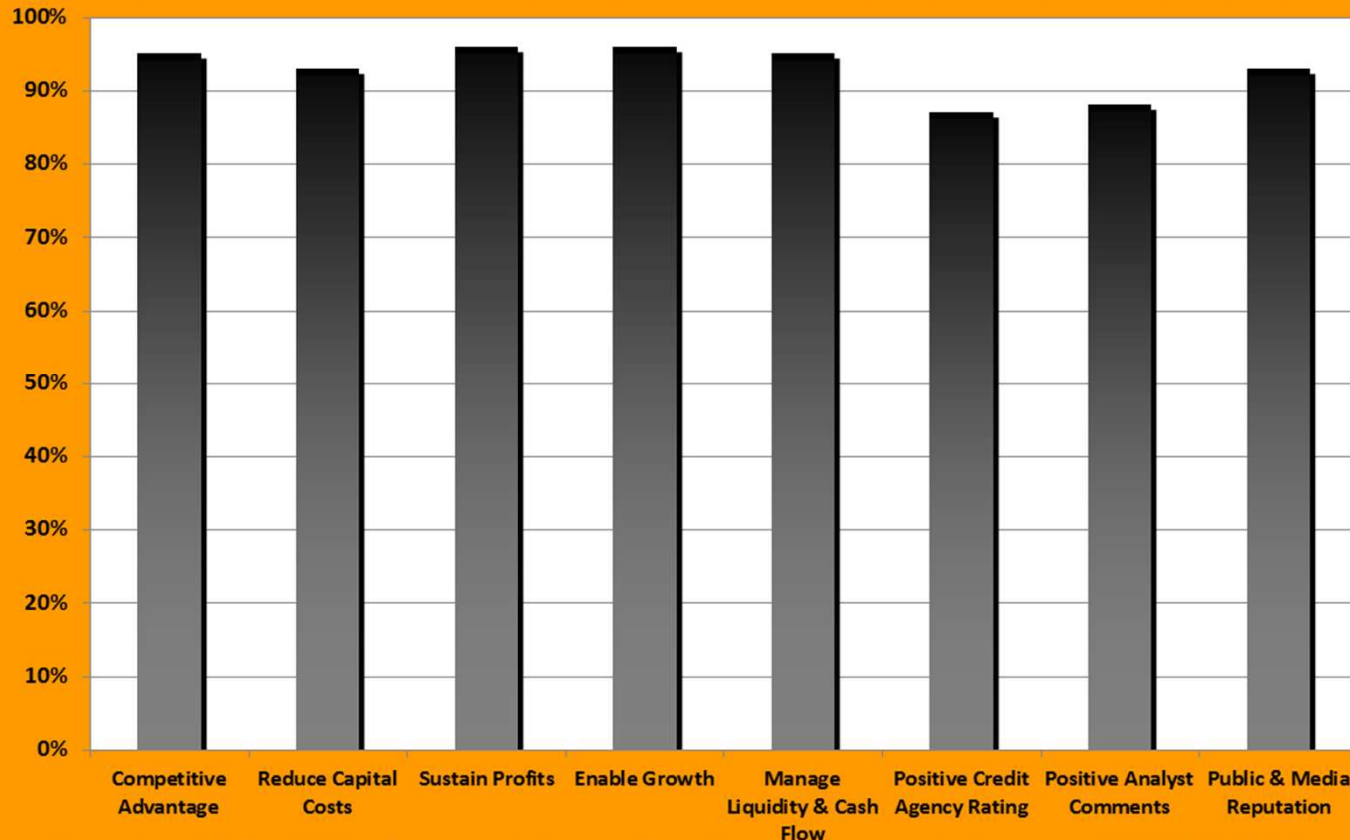
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## Benefits of Risk Management:

% Respondents Affirming a Positive Impact from Risk Management on Specific Outcomes



Source: Managing Risk for High Performance in Extraordinary Times: Report on the Accenture 2009 Global Risk



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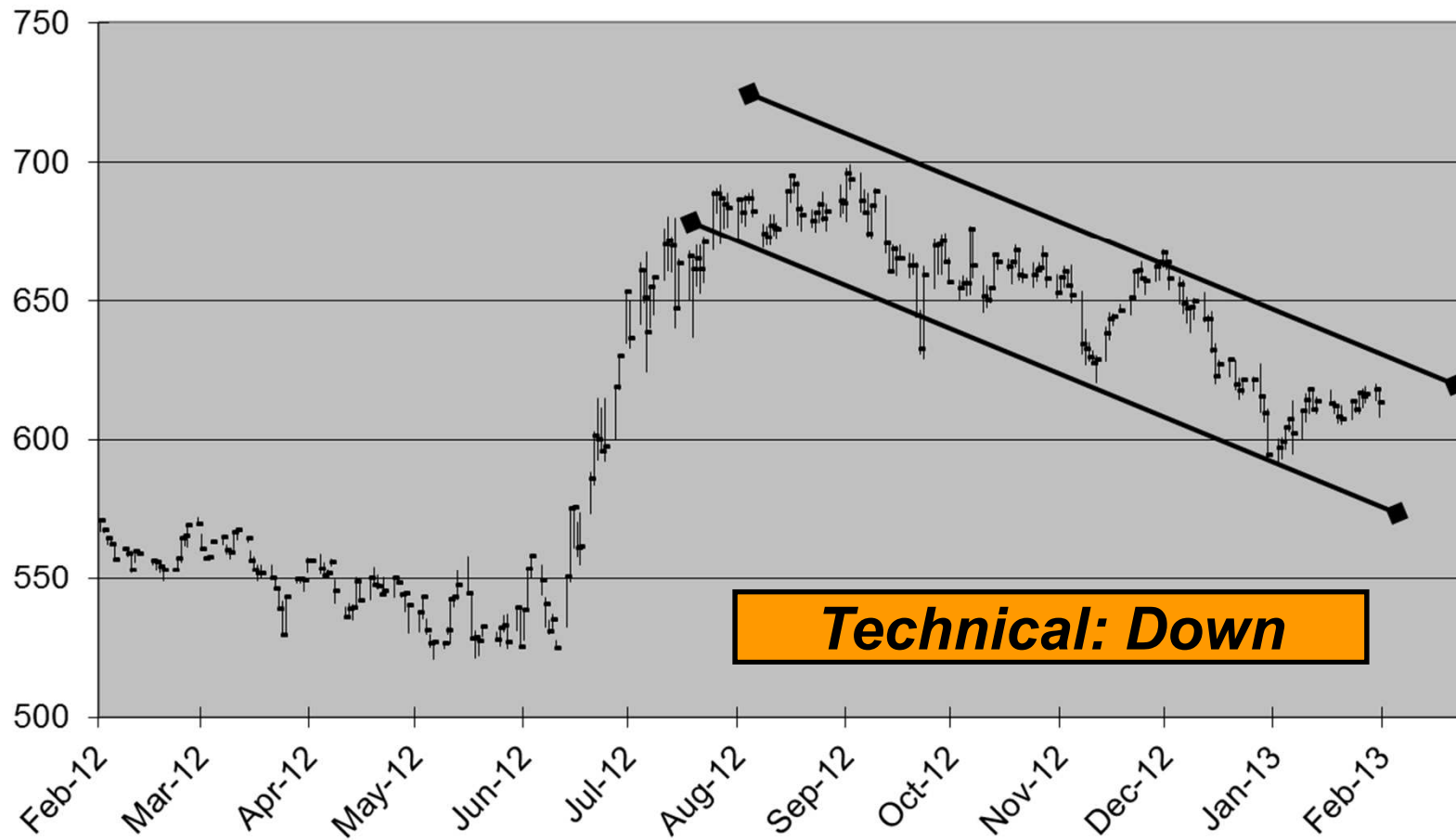


*“It can't go any lower...?!?”*

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### September 2013 Corn



**Technical: Down**

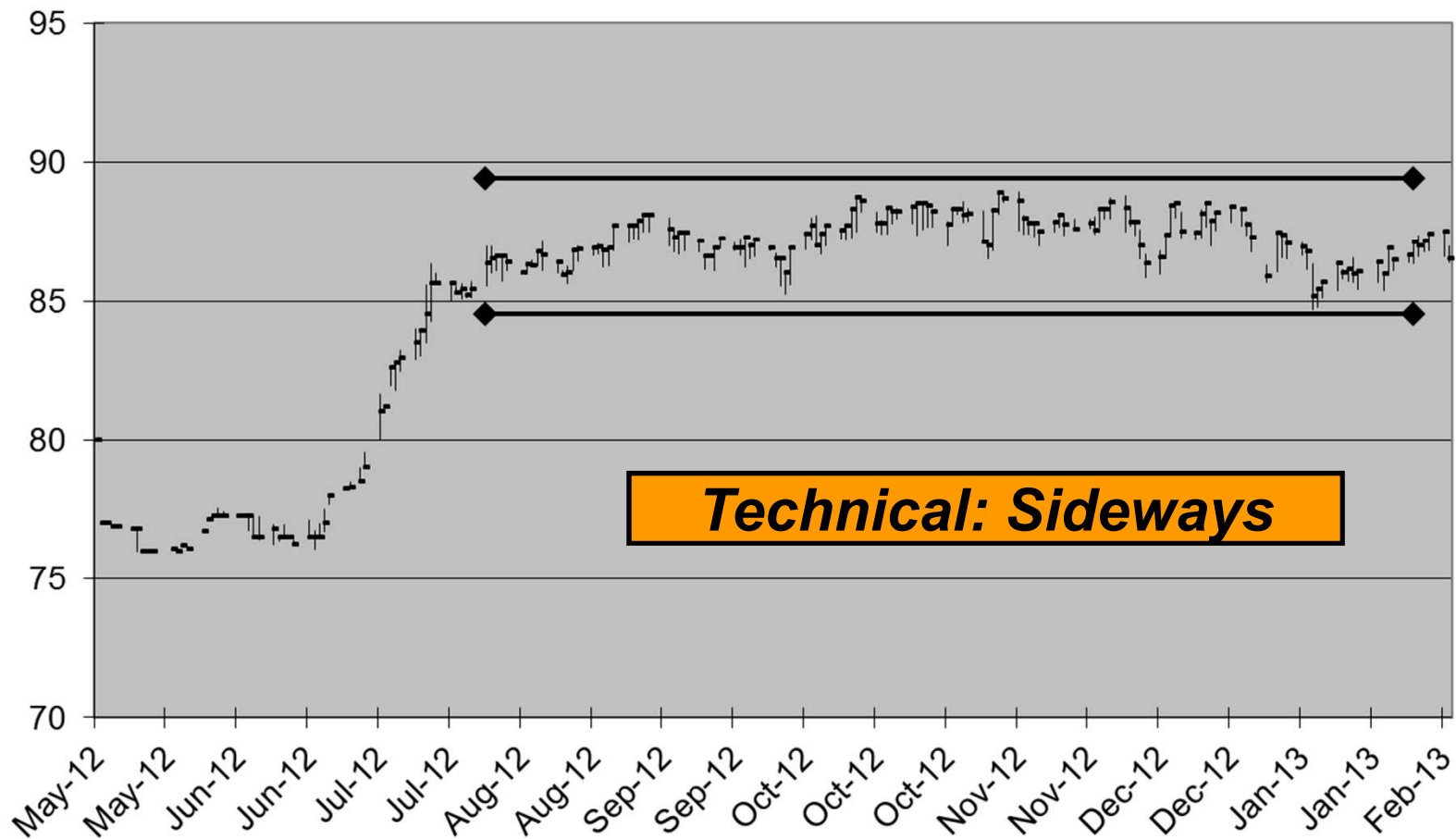


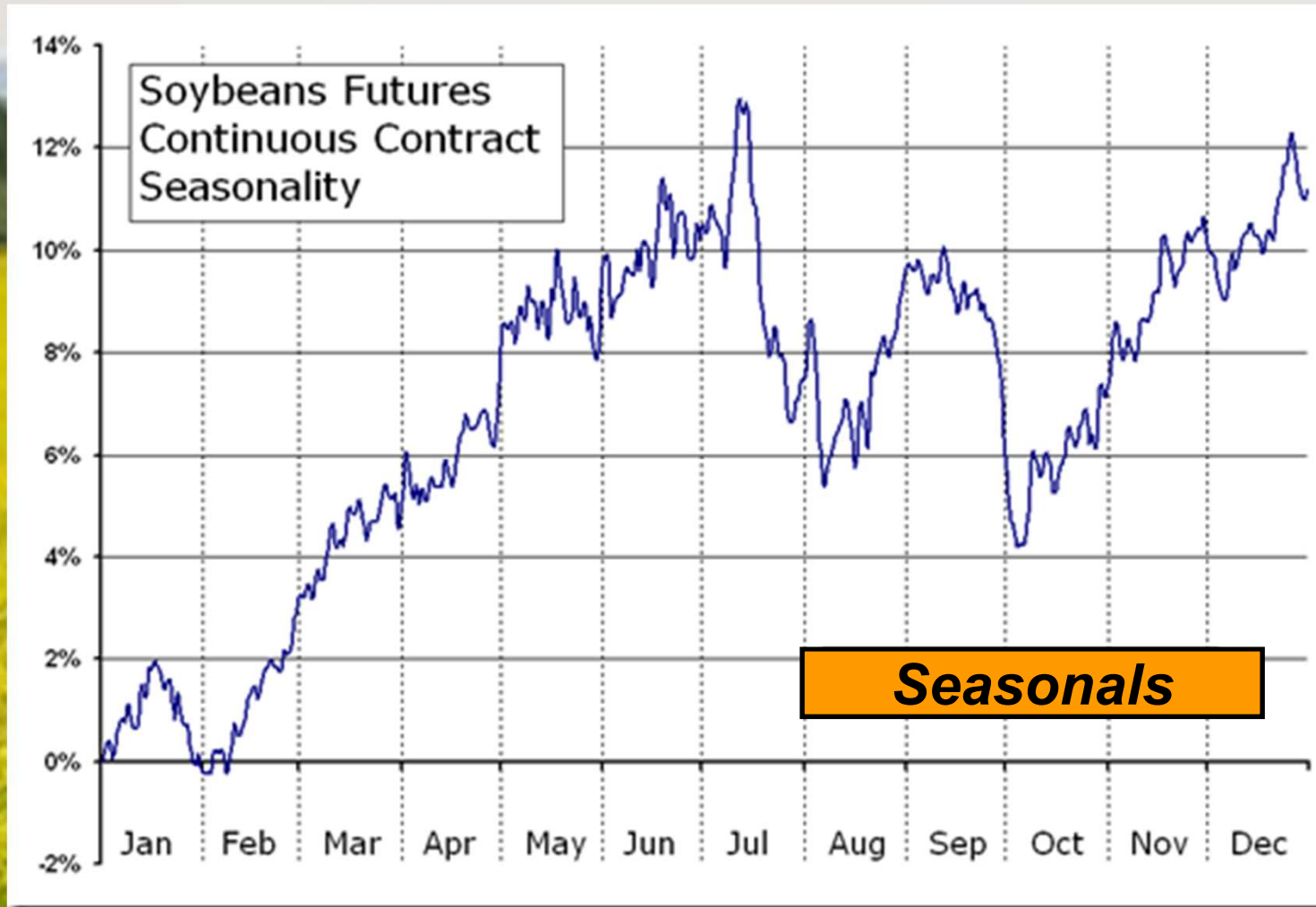
### March 2013 Soybeans

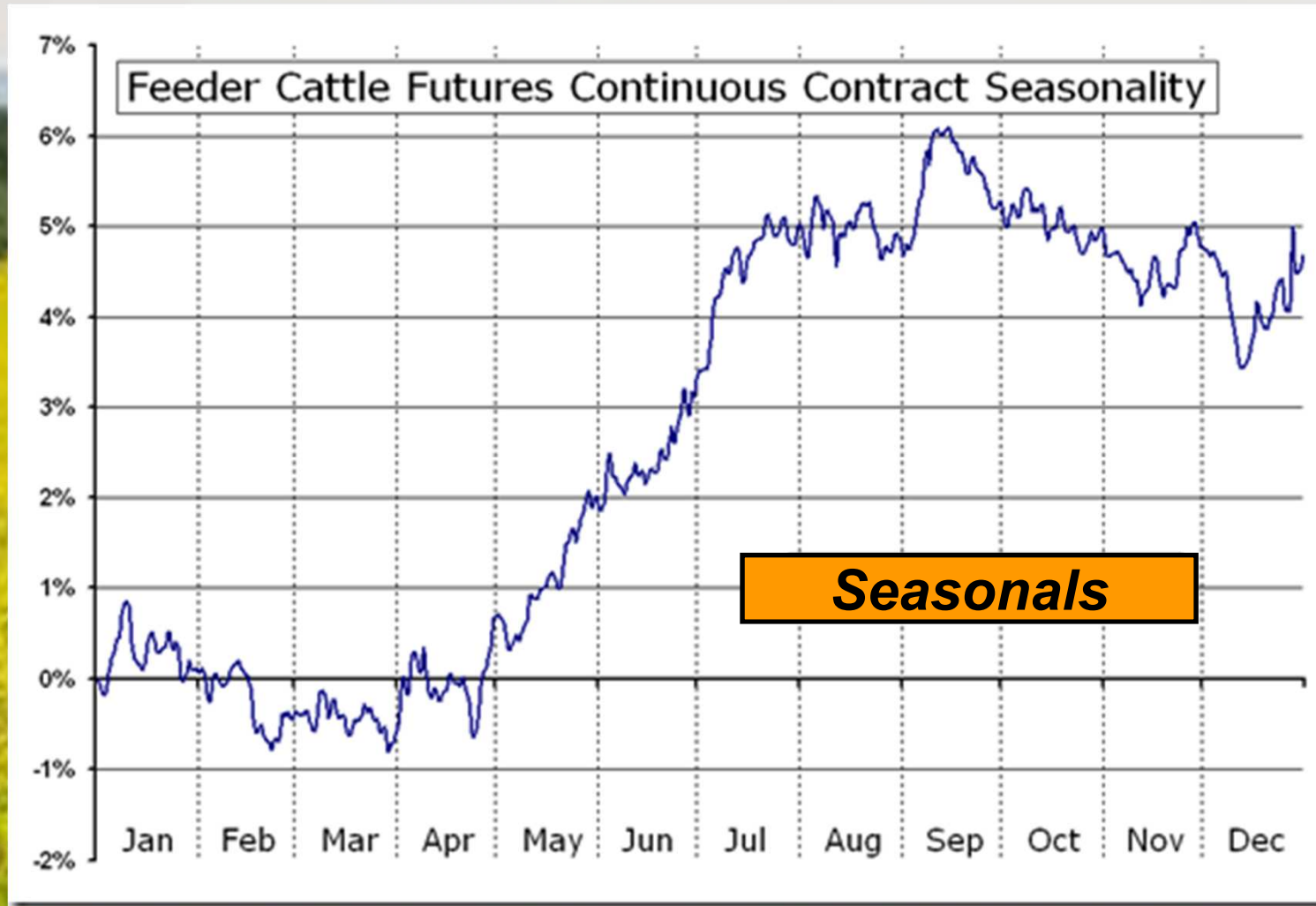


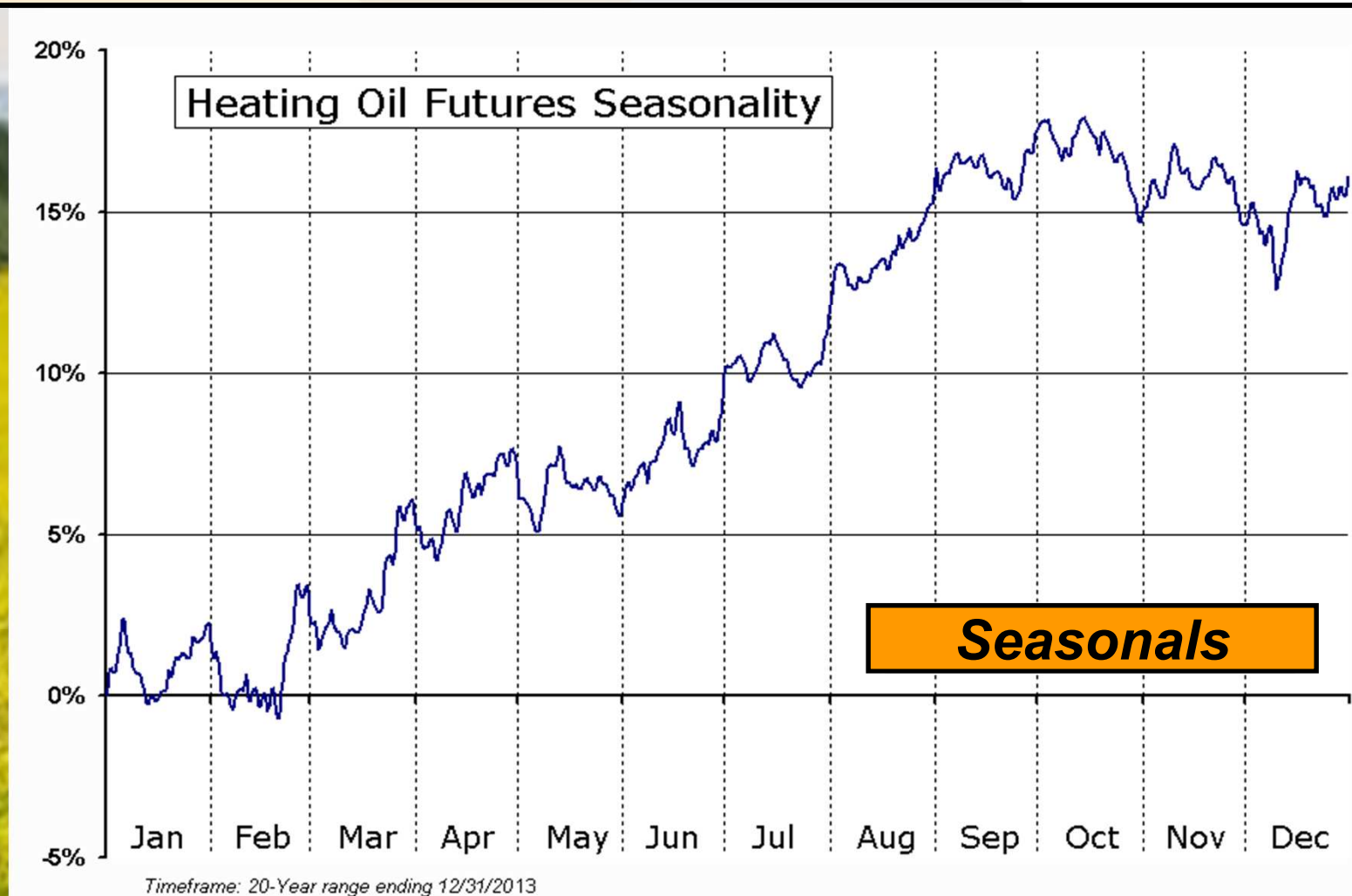


### October 2013 Lean Hogs

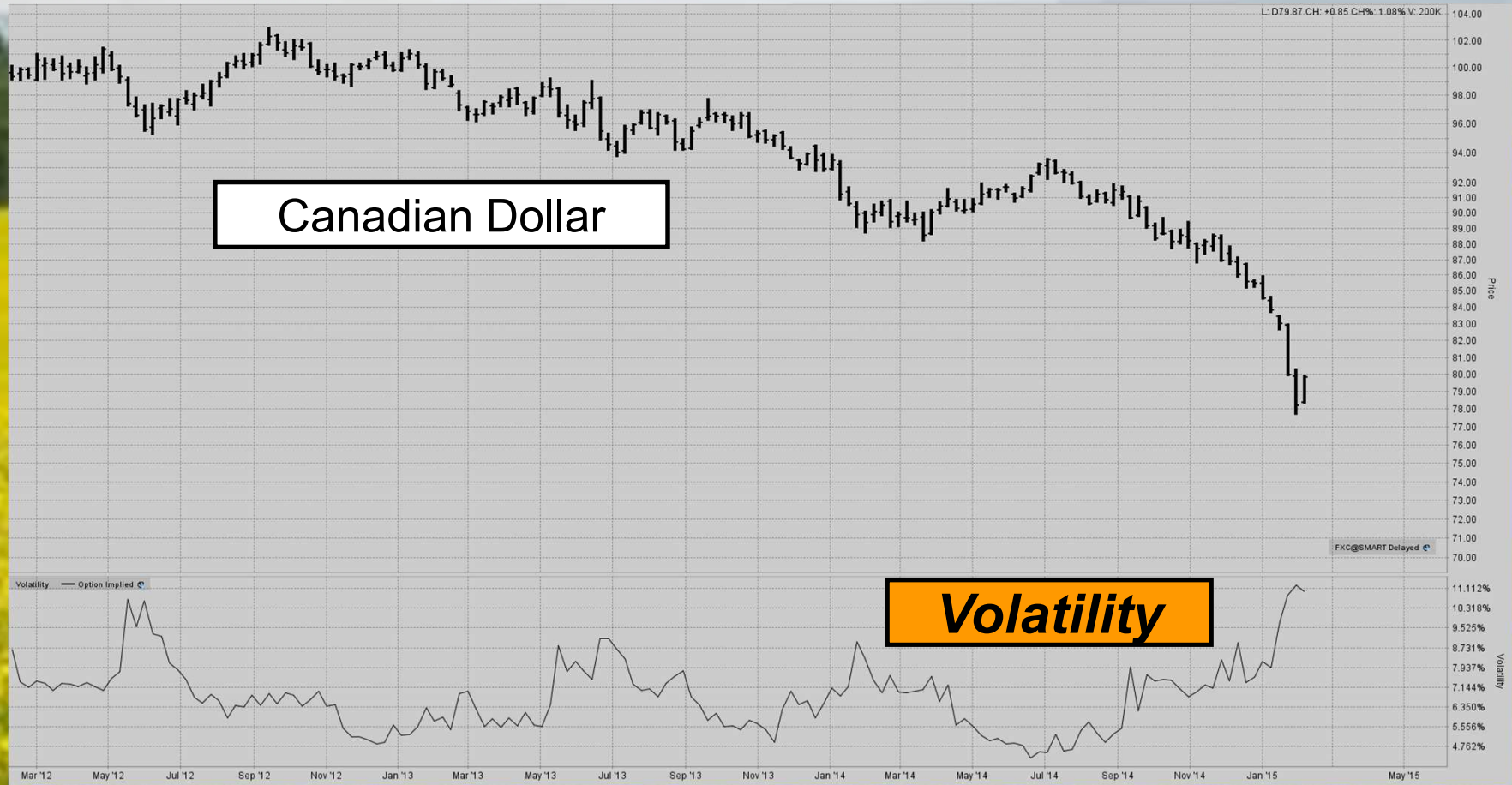














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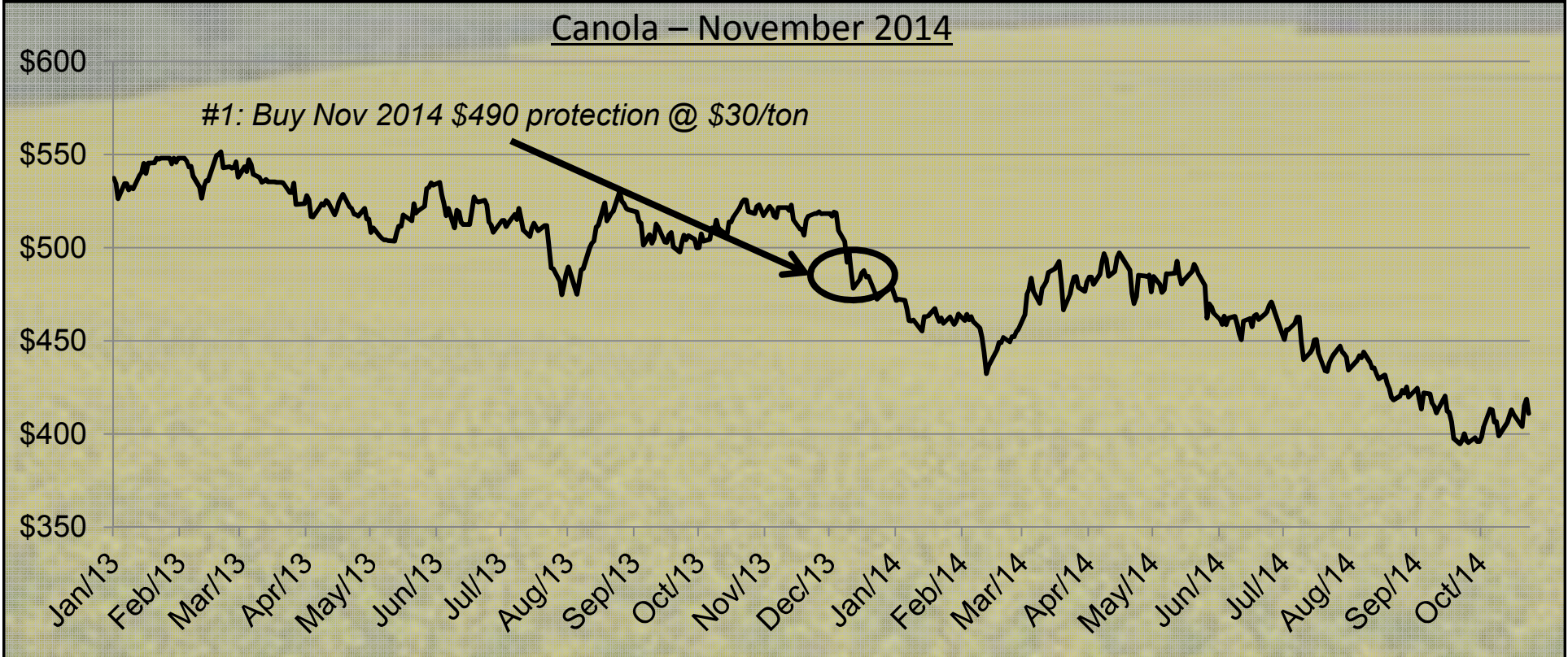
## ***A Farmer's Best Friend: The Options Advantage***

- 1) Downside Protection You Need; Upside Potential You Want***
- 2) No Production Commitments or Delivery Risk***
- 3) Minimal Capital Required***

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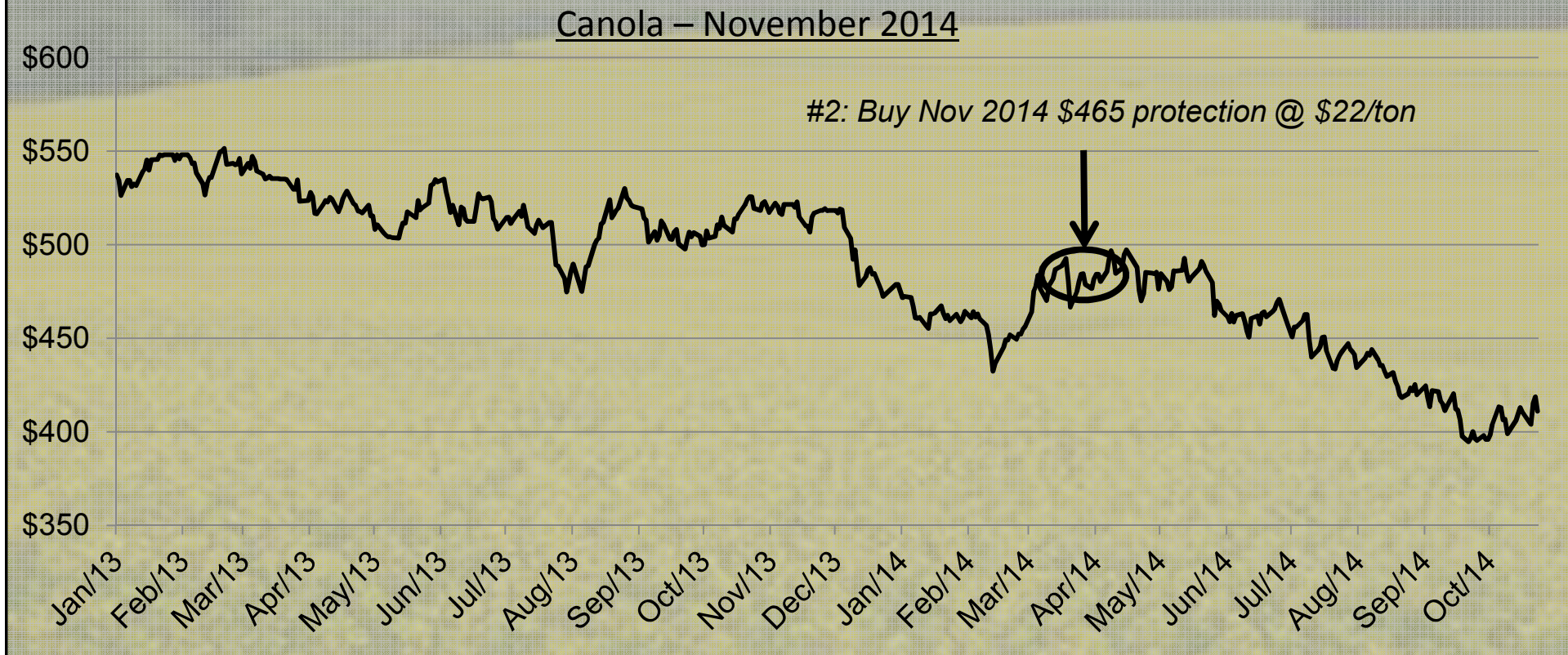


## Canola Price Protection Program 2014: Position #1



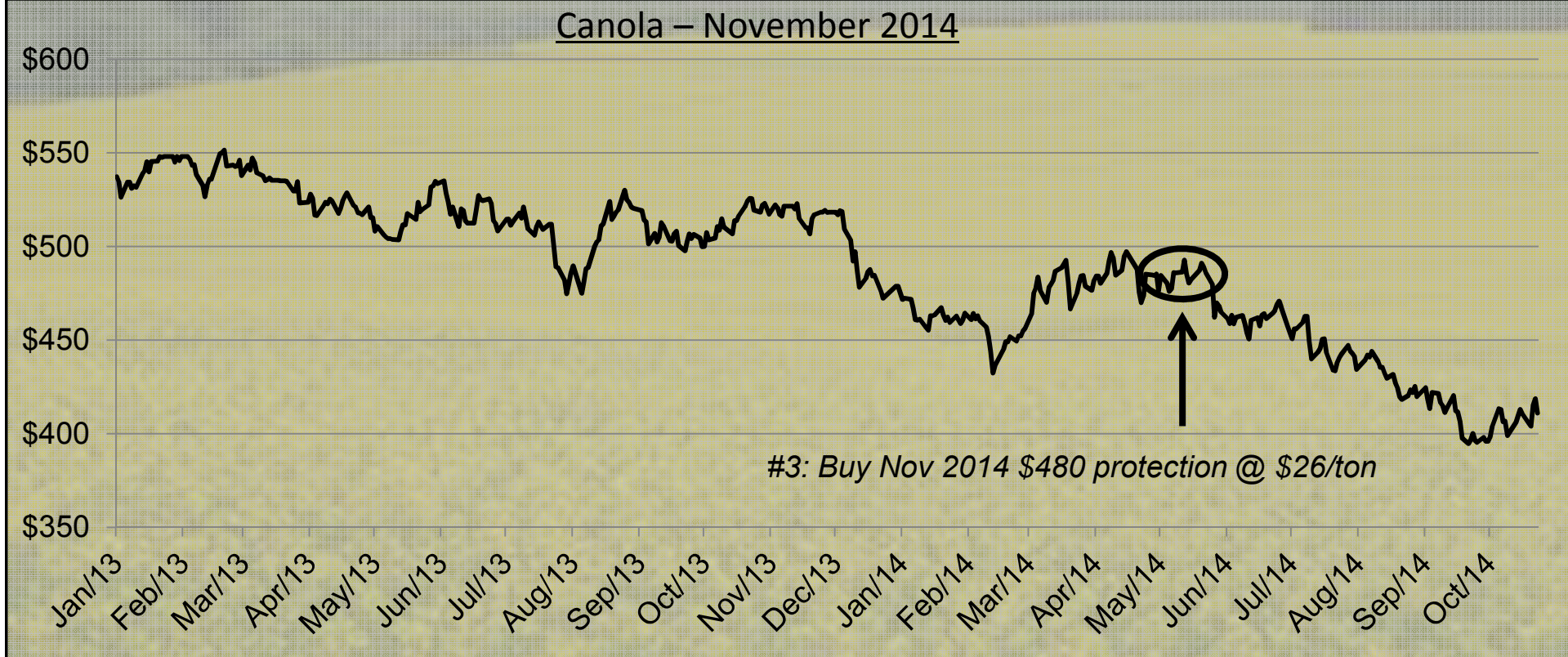


## Canola Price Protection Program 2014: Position #2

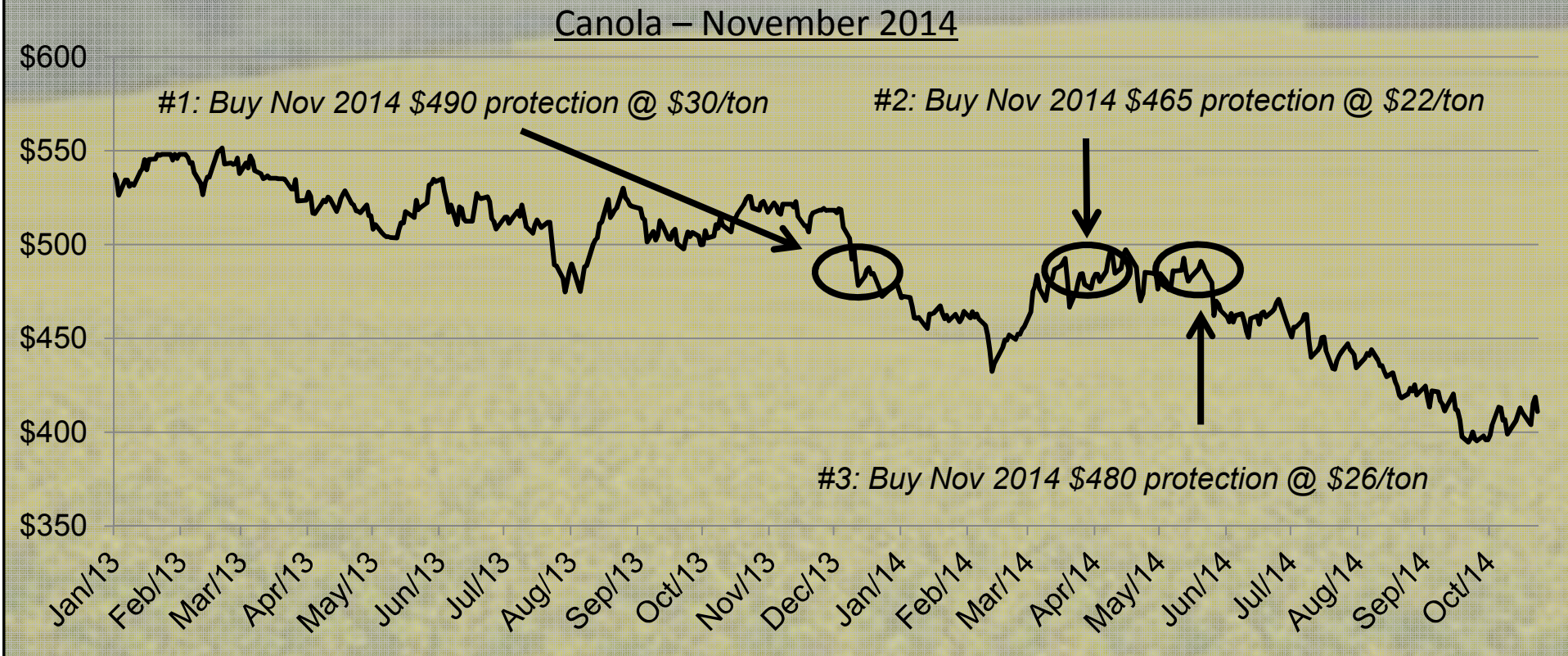




## Canola Price Protection Program 2014: Position #3



## Canola Price Protection Program 2014: Total Positions





## ***Canola Price Protection Program 2014: Summary***

- ***Futures Price: \$406***
- ***Position #1:  $\$490 - \$406 - \$30 = \$54/\text{ton}$***
- ***Position #2:  $\$465 - \$406 - \$22 = \$37/\text{ton}$***
- ***Position #3:  $\$480 - \$406 - \$26 = \$48/\text{ton}$***
- ***Advantage: \$46/ton average gain***
- ***Effective Selling Price:  $\$406 + \$46 = \$452/\text{ton}$***

*(Options trading entails risk; please talk to your commodity futures advisor before trading.)*



## New Crop Canola 2015 ???







## New Crop Minneapolis Wheat 2015 ???

MWZ15 - Spring Wheat - Daily Line Chart





## Feeder Cattle 2015 ???





## Diesel





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## MARKET WATCH

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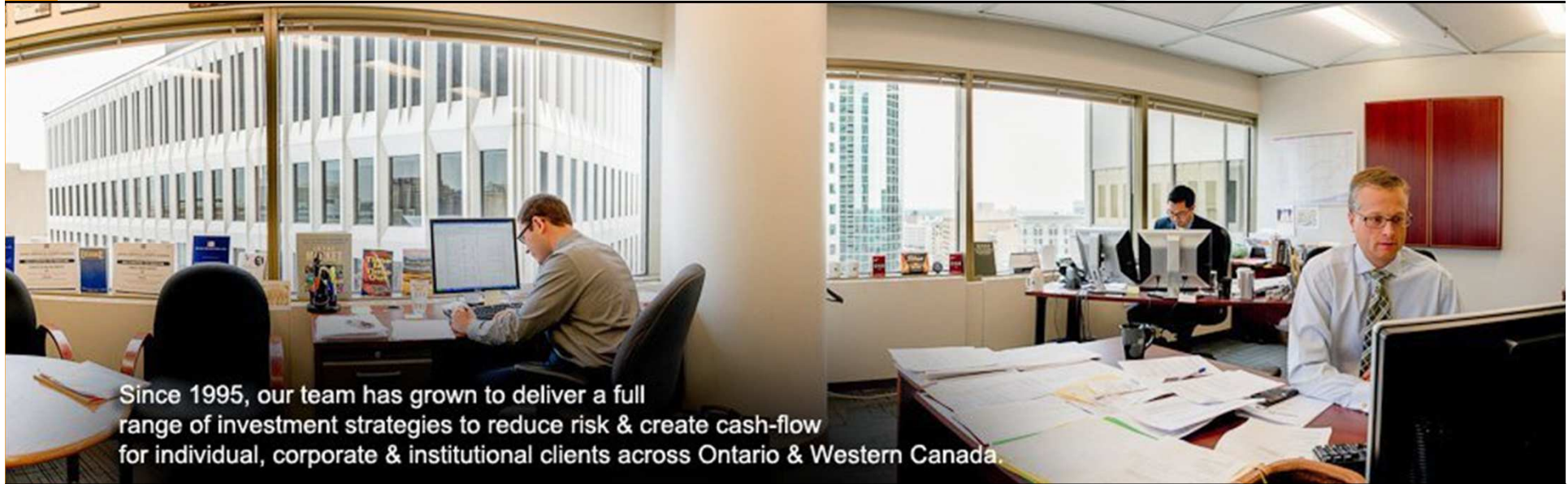
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Since 1995, our team has grown to deliver a full range of investment strategies to reduce risk & create cash-flow for individual, corporate & institutional clients across Ontario & Western Canada.

## QUESTIONS?

**David Derwin ♦ Joseph Alkana ♦ Adam Pukalo**

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# THANK YOU!!!

*Disclaimer: Options and Commodity trading has inherent risks where significant loss of capital may occur. Investors should consult with their investment advisor to determine if options trading is suitable for their portfolio and risk tolerance profile. This document has been prepared by David Derwin & Joseph Alkana, Investment advisors for PI Financial Corp, for information purposes only. This is not an official publication of PI Financial Corp. and the author is not a PI Financial Corp. analyst. The views expressed herein are those of the author alone, not necessarily those of PI Financial Corp. The information contained herein has been obtained from sources believed to be reliable, but the accuracy or completeness of the information is not guaranteed, nor in providing it does PI Financial Corp. assume any responsibility or liability. This document is not to be construed as an offer to sell or a solicitation of an offer to buy any securities and is intended for distribution only to those jurisdictions where PI Financial Corp. is registered as an advisor or a dealer in securities. The inventories of PI Financial Corp, its affiliated companies and the holdings of their respective directors and officers and companies with which they are associated may from time to time include the securities mentioned herein. PI Financial Corp. is a member of the Canadian Investor Protection Fund & the Investment Industry Regulatory Organization of Canada.*

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