

Associated British Foods plc

“Because suppliers often like to provide their own view on prices & costs, having a trusted view of the market and pricing is important.



/ABOUT ASSOCIATED BRITISH FOODS

Associated British Foods plc is a British multinational food processing and retailing company whose headquarters are in London. Its ingredients division is the world's second-largest producer of both sugar and baker's yeast and a major producer of other ingredients including emulsifiers, enzymes and lactose.

/THE CHALLENGE

To have access to commodity pricing data in order to negotiate more effectively with suppliers, understand market conditions and operate more efficiently.

/MINTEC'S SOLUTION

Mintec has implemented their raw materials and commodity price tracking services through Mintec Analytics, its proprietary commodity price dashboard and analytics platform.

This has delivered a combination of data, market insight and analytical tools to companies like ABF. Enabled them to access any of the +14,000 commodity prices, to accurately manage and respond to current price challenges.

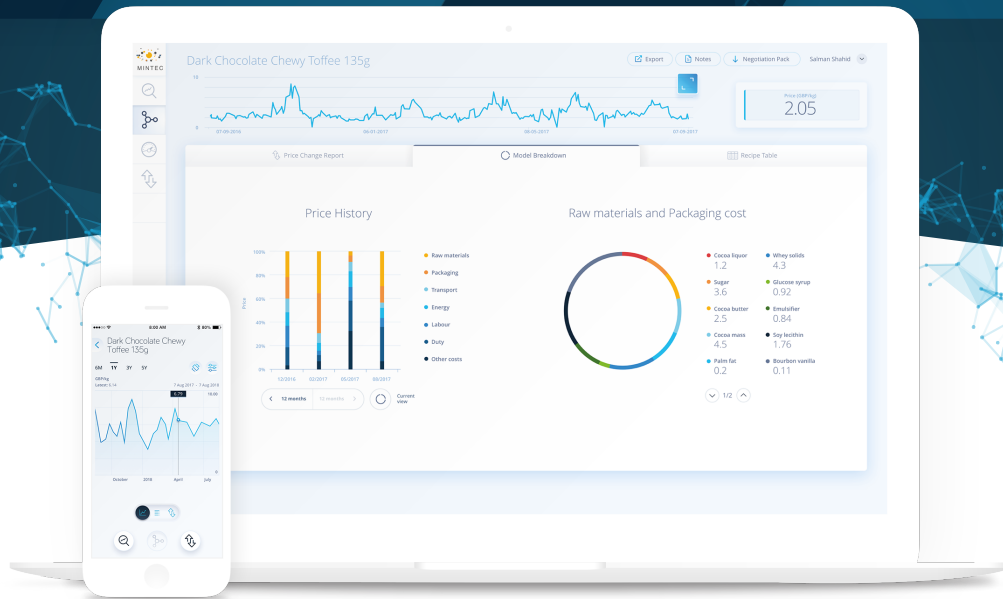
/THE BENEFITS

- Integrated raw material and commodity analysis
- Personalised price dashboards for supplier contract management
- Market insight and extensive price data
- Benchmarking supplier pricing across a range of commodities

“Mintec provides a solid overview of what is happening in the market and through Mintec we're able to strengthen our negotiations with suppliers. This helps us save time & increases internal efficiencies.

Associated
British Foods
plc

- 1 Because the food products you buy come from different sources & suppliers. **They're exposed to different market conditions.**
- 2 A lack of transparency makes it hard to identify their real cost. **So understanding the real price of raw materials is difficult.**
- 3 But time is limited to prepare analysis for complex negotiations. **Meaning suppliers & customers can't always agree on price.**
- 4 Making informed decisions on price means being mindful of market conditions. **To negotiate successfully, you need to have all the relevant information.**



Mintec Analytics provides retailers & manufacturers with **+14,000 independent global prices** & intelligence tools for food ingredients & soft commodity markets.



PRICE CLARITY

Strengthen your negotiating power with suppliers with instant access to independent market pricing & data to inform competitive purchasing strategies.



MANAGE RISK

View price volatility & understand primary cost drivers to better manage risk, assess supply chain impact & identify more efficient alternatives.



REPORT & ANALYSIS

Self-serve data visualisation tools & bespoke dashboards enhance the way you digest, present & share data with your team or across the wider business.



WIN BACK TIME

View & retrieve data quickly plus simplify & automate complex modelling & analysis with dynamic reports, custom alerts & comprehensive negotiations packs.



UNLOCK INSIGHTS

From supply & demand to currency, interest rates & political stability - get birds-eye view of key drivers across your category of interest. Access historic current and forecast views for each.



TREND MOVEMENTS

Strengthen your approach & inform your longer-term strategies by pinpointing future trends & gaining a better understanding of where the market is heading.