



TRUNG TÂM GIAO DỊCH CÀ PHÊ BUÔN MA THUỘT  
Buonmthuot Coffee Exchange Center



Singapore Mercantile Exchange  
Where the world trades

## **BCEC (Vietnam) partners SMX**

*Closer cooperation to jointly develop derivatives trading in coffee and other agricultural commodities around the region*

**Singapore, 14 November 2011** – Singapore Mercantile Exchange (SMX), the first pan-Asian multi-product commodity and currency derivatives exchange, and the Vietnam-based Buon Ma Thuot Coffee Exchange Center (BCEC) have signed a Memorandum of Understanding (MoU) to cooperate with each other to explore bilateral business opportunities, product research and development, and foster continuing partnerships beneficial to the financial services and trading communities in both countries.

Under the terms of the MoU, the exchanges will strive to work together on the design and development of derivatives products including, but not limited to, coffee and other agricultural commodities, business development and market awareness promotion activities, with a view to advancing the development of markets operated by each exchange.

**Mr. V Hariharan, interim CEO of SMX**, said: “The strategic partnership with BCEC will enable us to work together for the development of agricultural commodities, currencies and other markets within the region and explore the growth potential of the Asian continent. In sync with our pan-Asian outlook and bespoke product range, SMX continues to pay special attention towards building cooperation between trade platforms and promoting interlocking markets. The terms of this MoU are adaptive and allow for significant cooperative developments to be made in both countries and we look forward to a longstanding and mutually fulfilling partnership.”

**Mr. Vo Thanh Chau, Vice Director, BCEC**, said, “The cooperation between Singapore Mercantile Exchange (SMX) and Buon Ma Thuot Coffee Exchange (BCEC) will open up a big opportunity to develop both markets and leverage the connection between a producing market and consumption market in the region. The MOU will also enable BCEC and SMX to develop the commodity futures market within the two countries and participate in the development of Asian commodity markets.”

Among many other cooperative features, the MoU will pave the way for BCEC and SMX to establish processes for regular bilateral meetings between senior executives to enhance understanding of each other’s market developments and activity.

Established in December 2006, Buon Ma Thuot Coffee Exchange Center (BCEC) aims to create a direct, secured and effective trading environment in spot and futures for the producer and trader. It has also helped create a new channel of investment for financial investors to enable the development of a stable coffee sector and position Vietnam in the global coffee trade. BCEC operation is fully regulated by the competent authority in Vietnam.

SMX went live for trading on 31 August 2010 as the first pan-Asian multi-product commodity and currency derivatives exchange. As an Approved Exchange licensed and regulated by the Monetary Authority of Singapore (MAS), SMX offers participants multi-asset and multi-currency pricing, trading and clearing for a diverse range of tradable commodities and other assets with guaranteed settlement and delivery.

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### **About Singapore Mercantile Exchange**

Singapore Mercantile Exchange is a pan-Asian multi-product commodity and currency derivatives exchange situated in Singapore. It offers a comprehensive platform for trading a diversified basket of commodities including futures and options contracts on precious metals, base metals, agriculture commodities, energy, currencies and indices. SMX offers market participants the benefits of market transparency, time zone convenience, price discovery and benchmarking, price risk management and multiple connectivity options. Counterparty clearing and settlement risk is effectively managed through its clearing house, the Singapore Mercantile Exchange Clearing Corporation. The regulator of Singapore’s financial markets – the Monetary Authority of Singapore (MAS) – has granted SMX “Approved Exchange” status since 2010. SMX is backed by the world’s leading creator of exchanges - Financial Technologies (India) Limited - which has successfully established 10 exchanges across India, Dubai, Singapore, Africa, Mauritius and Bahrain. SMX is a member of leading international derivatives industry associations, such as the Futures Industry Association (FIA), the Swiss Futures and Options Association (SFOA), the Association of Futures Markets (AFM) and the Futures and Options Association (FOA).

More information is available at [www.smx.com.sg](http://www.smx.com.sg)

### **About Buon Ma Thuot Coffee Exchange Center**

Buon Ma Thuot Coffee Exchange Center (BCEC) has been established under the Decision No 2278/QD-UBND on 4 December 2006 of Dak Lak People’s Committee, with the aim to reduce the go-between in coffee trading by creating a direct, secure and effective trading environment for producers and traders. In doing so, BCEC also seeks to create a new channel of investment for financial investors, thereby contribute to stable development of Vietnam’s coffee industry and raise the international standing for Vietnam coffee in the world. The Center operates a concentrated and open trading floor using a comprehensive technology platform. BCEC’s operations are governed by a set of rules and regulations issued by BCEC, and duly supervised by the local authority.

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