Risk & Energy Risk COMMODITY RANKINGS 2012

HITTING THE TOP IN TURBULENT TIMES

After a rollercoaster year in the markets, Morgan Stanley seized the top spot in the 2012 *Risk* and *Energy Risk* Commodity Rankings, while its traditional rival, Goldman Sachs, slipped to number two. Alexander Osipovich reports. With additional reporting by Gillian Carr and Jay Maroo

Turbulence in both the physical and financial worlds spilled over into energy markets in 2011. The Arab Spring sent the price of Brent crude soaring to more than $126 per barrel (/bbl) in April, but then Standard & Poor's downgrade of the US credit rating, coupled with the worsening European debt crisis, pushed the benchmark down to around $101/bbl by October. Meanwhile, a boom in unconventional oil and gas supplies in North America caused huge dislocations between US and European markets. Traders spent much of the year being whipsawed by volatility, while on both sides of the Atlantic they pondered the effect of new regulations that threatened to completely reshape the business of commodities trading.

Against this backdrop, Morgan Stanley was voted top overall energy dealer in the annual *Risk* and *Energy Risk* Commodity Rankings, largely on the strength of its oil and refined products business, where it remains a potent physical player. Goldman Sachs, the champion for the past two years, took second place. While the famed Wall Street giant still performed strongly in a variety of areas, ranging from oil to natural gas to index products, it faced tough competition in some key markets such as US gasoline and structured hedging (corporates), which weighed on its position in the overall rankings.

Market participants say Goldman's traditional strength in proprietary trading turned into a weakness last year amid a tough trading environment, while morale at the firm was sapped by the daunting costs of compliance with the Dodd-Frank financial reform bill. But Greg Agran, global co-head of commodities trading at Goldman, pushes back against such notions. "This is obviously a period of change in the regulatory environment," he says. "What the financial services business is going through is definitely forcing us to re-evaluate the way we run our businesses in some ways. But overall, I think this was a pretty interesting and opportunistic year for the commodities business. I think the asset class as a whole is becoming a bit more of a focal point for investor flows globally. We're still bullish about the opportunities in the space."

Beyond the top two, the major players maintained their rankings from 2011. Deutsche Bank, which has gradually built up its commodities business in recent years, took third place, while also managing to report healthy trading profits despite the volatility. Société Générale Corporate & Investment Banking (SG CIB), which was rocked by dollar liquidity issues last year that forced it to rethink its commodities strategy, maintained its fourth-place ranking. Also holding steady were Barclays Capital, which took fifth; JP Morgan, in sixth; and Credit Suisse, which took seventh place.

Oil and refined products

Poll respondents chose Morgan Stanley as the number-one oil dealer and gave it top honours in a range of refined product markets, including US distillates, residuals and gasoline and European crude, jet fuel and gasoline. "We have a very strong physical presence in oil, and that certainly worked to our advantage this

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year," says Simon Greenshields, global co-head of commodities at Morgan Stanley. "Physical volumes increased, even when it got a little lighter on the derivatives side."

Goldman Sachs was voted the number-two oil dealer, helped by its traditional strength in the US WTI and domestic crude markets, where it took first place. Poll respondents chose SG CIB as the number-three oil dealer, giving it the top spot in key European markets such as Brent crude, European gas oil and European fuel oil.

Jonathan Whitehead, newly appointed global head of commodities at SG CIB, says physical end-users spooked by price volatility helped drive business last year. "If anything, I would say there was more hedging activity in 2011 than 2010," he says. In particular, clients on the fuel-consumer side were eager to hedge once prices dropped off in the third quarter. "When we got that decent downward move in prices in August and September and on into October, there was a tremendous amount of activity in the oil markets in hedging," Whitehead recalls. "With some clients, we committed more in that two-month period than we did during the rest of the year."

Fourth place in oil went to Deutsche Bank. Notably, the German bank captured the number-two spot after Goldman in the US WTI crude market, jumping up from fourth place last year. David Silbert, global head of commodities at Deutsche Bank, says the bank has taken steps to bolster its North American operations, including moving its global head of oil, Brian Logler, from London to New York. "Having the head of the oil desk in New York and having him oversee the risk in New York probably helped us a lot in the WTI market," Silbert says.

Even as many trading desks stumbled in 2011, Deutsche Bank enjoyed record performance in commodities in the second and third quarters. That was despite some brutal days on the markets, such as May 5, when both Brent and WTI unexpectedly fell by around $10/bbl, hammering hedge funds and other commodity investors. Silbert attributes Deutsche Bank's trading success to its iron discipline in risk management. "As a professional trader, I've always been trained to think about risk in a very systematic and non-emotional way," he says. "Whenever we have a position, we always have a plan. There is a plan for when we think we're going to get out of that risk and how, what levels of risk would be acceptable, and certainly what would give us pause. We've always got stops on those positions. I'm not treating this business like a pure trading business, but the discipline around managing risk is the same. When we're talking to traders about their position, we want them to know what they're going to do when situation A, B, C or D arises. Because when things go haywire, you don't have time to think. You're not thinking clearly. You need to have a plan."

Some market participants note that trading in oil options became particularly intense in 2011, and they expect the trend to continue this year. "We're seeing more and more concentration on using options in the marketplace," says Dennis Crum, chief executive of Icap Energy, which held its place in the rankings as the number-one energy brokerage. "That may just be the nature of a voice broker in this business, as options are more complex than a futures strip, for example. But this concentration in options, particularly in natural gas and crude oil, has been very good for us."

T1. Top 10 dealers overall – energy (excluding metals)

2012	2011	Dealers	%
1	2	Morgan Stanley	12.1
2	1	Goldman Sachs	10.7
3	3	Deutsche Bank	9.5
4	4	SG CIB	9.3
5	5	Barclays Capital	8.5
6	6	JP Morgan	7.6
7	7	Credit Suisse	6.9
8	9	EDF Trading	6.5
9	10	BNP Paribas	5.8
10	8	Citi	5.7

T2. Overall brokers (excluding metals)

2012	2011	Brokers	Total points
1	1	Icap Energy	86
2	3	Tullett Prebon	63
3	2	GFI	44
4	4	Tradition	42
5	5	PVM	16
6	6	Marex Spectron	14

Kamal Naqvi, head of commodity sales for Europe, Credit Suisse

Natural gas and power

Goldman Sachs was voted number-one dealer in natural gas, and it dominated the North American rankings, winning the top spot in the eastern US natural gas and Henry Hub markets; JP Morgan came out on top in the western US. Like many of its peers, Goldman sees the US gas market as oversupplied due to the glut of shale gas and doesn't see that going away in 2012. "We've been bearish about natural gas in the US for a good part of the year," says Agran. "To us, the supply-demand looks to be in reasonable surplus. Production grew quite a bit last year, and here in commodities trading we expect it will increase again in 2012, although at a smaller rate than it did in 2011."

In electricity, Citi took the number-one spot in the rankings, edging out Morgan Stanley for the second year in a row. North American electricity prices have slumped along with natural gas prices, limiting opportunities for power traders. But Citi's Houston-based electricity

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team squeezed some business out of downward volatility in the gas market, says Matt Wareing, head of commodities for the Americas at Citi. "In North American energy, the decline in natural gas prices did create some opportunities, though it also slowed down some traditional client businesses on the hedging front, so we had to readjust resources to adapt to that," he says. "On the other hand, I would say we had a good year in the power business. Some power market opportunities were created by natural gas market volatility. So despite a low-growth overall North American economy, there were some bright spots in the power business we were able to realise."

Unlike in North America, natural gas prices in Europe ended 2011 close to where they had started the year. The poor performance of the eurozone economy and dropping demand made it a challenging year for traders.

In the rankings, European gas trading firms showed strong consistency, with many of this year's winners having held the top spot in their respective categories for a number of years. EDF Trading took the top spot in the UK, as well as Belgium. "Even though 2011 was a difficult year for many market participants, we were able to continue to successfully develop our gas portfolio both upstream and downstream," says Steve Lewis, the firm's head of gas trading. GDF Suez Trading also performed well, taking first place in France and second in Germany, Belgium and the Netherlands. Notably, the company was only formed in May last year by the integration of the former Gaselys and Electrabel trading teams. In the Dutch market, first place went to E.on Energy Trading; in Germany, the top dog was RWE Supply & Trading; and in Italy, a new category making its debut in the rankings this year, gas trader ENOI captured the top spot.

SG CIB had a turbulent year in gas trading. It entered the North American physical power and gas business in January 2011 by buying assets from RBS Sempra Commodities, only to exit that business in December. "The dollar liquidity issue SG has been facing forced it to take some very tough decisions across the board," says Whitehead. In Europe, things were a bit more constructive: the French bank launched its own in-house gas trading team to replace Gaselys, its former joint venture with GDF Suez, which was bought out by GDF Suez in late 2010. SG CIB's new team took the number-two spot in France, and Whitehead thinks it is well positioned to grow elsewhere. "We were essentially starting from a pretty blank sheet of paper," he says. "Now that business is going from strength to strength. We now have a pretty big client franchise in Benelux, France, Germany and the UK, and we're expanding that to Spain, Italy and other places."

Looking forward, market participants are waiting to see how liquefied natural gas (LNG) will impact the trading business. "The gas world is opening more with the development of LNG, which offers many opportunities: flexibilities, arbitrages and new players," says Jean-Pierre François, deputy head

of trading at GDF Suez. François also views interconnectivity as a key theme for the future. "With more interconnection, especially towards Eastern Europe, we might have a very liquid driver and many basis spreads."

As for electricity, key players in the European power markets expect another tough year in 2012. Tom Sargent, director of trading for western European power and emissions at E.on Energy Trading,

T3. Top 10 dealers overall – energy & metals

2012	2011	Dealers	%
1	4	Morgan Stanley	10.6
2	1	Goldman Sachs	10.3
3	3	Deutsche Bank	9.8
4	2	SG CIB	9.7
5	5	Barclays Capital	8.7
6	6	JP Morgan	7.8
7	7	Credit Suisse	7.1
8	–	BNP Paribas	6.2
9	8	Citi	5.9
10	10	UBS	4.8

T4. Top brokers – energy & metals

2012	2011	Brokers	Total points
1	1	Icap Energy	88
2	4	Tullett Prebon	76
3	3	Tradition	59
4	2	GFI	52
5	5	PVM	16
6	6	Marex Spectron	14

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which placed first in the UK power markets, sees larger tail risks increasingly exerting an influence in the power industry. "We face markets where the states of economies are going to be a major factor in how they play out," Sargent says. "We're in unprecedented times

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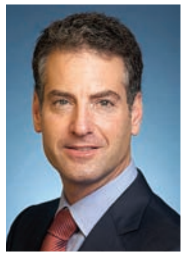

where there's been an increase in unpredictable event-type risk. This means greater attention is now paid to some of the tail risks present in the market." The lack of clarity around upcoming regulation is also adding to uncertainty in the markets, he adds.

Change is also coming to the Nordic markets, says Karsten Engen, head of trading at EGL Nordic, which ranked first in the Nordic power markets. Engen expects a shift in the forward curve in the coming year, which will provide challenges and opportunities for traders. "I think we are witnessing a change in the Nordic electricity market where trading focus and trading volumes will be shifting from the long end of the forward curve to the short end," he says. "Fear of oversupply among producers will possibly give a depressed and less volatile long end of the curve. At the same time, the sharp increase in installed wind power capacity in the Nordics will give us increased volatility in the very short end."

Coal, freight and weather

Credit Suisse, which has ruled the coal rankings for the past few years, did it once again, winning the top spot in US, European and Asian coal. The bank's expertise and access to information flows allow it to market-make more consistently than other players, says Kamal Naqvi, the Swiss bank's head of commodity sales for Europe, the Middle East and Africa. But 2011 was not the most spectacular year for the coal business, according to Naqvi. "Thermal coal was less volatile last year than many other commodities, with prices under pressure, although not as dramatically as the natural gas market, of course," he says. "We saw project-related interest, particularly in parts of Asia, such as Indonesia. Elsewhere, we saw more sporadic trading activity, both from utilities and the occasional burst of institutional money."

In freight, Citi jumped to the number-one spot in the forward freight agreement (FFA) market for dry freight, while Morgan Stanley remained the dominant player in wet freight FFAs, followed by Goldman Sachs. Interestingly, the rankings for wet freight FFAs saw a couple of newcomers. Trafigura and Cargill took the third and fourth places, respectively, whereas in previous years that list has been populated mainly by financial institutions, not physical traders. Jonas Kihlberg, Trafigura's global head of shipping, isn't sure why that happened. "We are an active member of the freight derivatives community," he says. "Maybe we are a little more visible because of trading patterns internally. But there really has been no change in volumes."

Others say physical traders are playing a greater role in wet freight FFAs because banks have become less likely to speculate in shipping. "The physical traders have been in the market the longest, and they actually have the physical exposure, so their volumes are naturally going to be greater than some of the financial players who were trading in this market in the past," says James Ronan, who heads the New York wet freight derivatives desk at GFI Group, the top-ranked brokerage in wet freight FFAs. "The financial players, if they didn't actually have physical assets that they needed to hedge, were trading in this market more speculatively, or they were trading it on behalf of customers. Now, I think the market has shifted a little bit away from being speculative to one where people are actually using it to hedge their physical exposure. And that's why I think the physical traders were probably more active in the rankings."

The shipping market has suffered from oversupply since the 2008 financial crisis, but Ronan thinks the outlook may finally be picking up. "The trend in the past three months is that we've seen a little bit of firming in shipping rates due to what's going on in the global market, especially with oil volatility," he says. "As we've seen oil prices creep up, that has had a positive impact on shipping rates, which has created a bit more inter-day volatility in wet freight derivatives. We've seen volumes pick up over the past three months or so because of that."

In the weather rankings, Renaissance Re held onto its commanding lead of previous years to again take first place in US weather derivatives. In European weather derivatives, the Bermuda-based reinsurer tied for first place with Swiss Re.

Energy structured products

The trend towards next-generation index products that attack the futures curve in ever more creative ways accelerated last year. Dealers now tout a variety of alpha index products that may, for example, go long the back end of the US natural gas curve while shorting the front end. In a year when many directional bets on commodity prices led to losses, such strategies have proved appealing.

Goldman Sachs, which won first place in the index products category, has seen more clients expressing interest in alpha-driven products. "The market has gotten a bit more sophisticated, and it's gotten a lot more about alpha products, rather than beta products," says Goldman's Agran. "For the first decade or so of this business, customers were primarily interested in buying index products with standard roll features, and really just wanted beta exposure to the commodity market. But as the customers have gotten more sophisticated, I would say a much larger portion of our client franchise is looking for alpha-type products."

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Bank of America Merrill Lynch took second place in index products. Trent Stout, the bank's co-head of global commodity index and products, also sees growing interest in alpha. "We ignited a trend in 2006 when we first launched the MLCX, which was the first second-generation index that actually rolled second to third month rather than front to second, and rolled over 15 days instead of five," says Stout. "From that point, we've been leading the marketplace on index enhancement, and though we've got a few extra competitors on the alpha side, we're a leader in the market with these products."

Goldman Sachs took the top spot in structured notes and exotics, while SG CIB won first place in structured hedging (corporates), even though the French bank's dollar funding woes have raised questions about its traditionally strong trade finance business.

How the poll was conducted

We received 1,567 valid responses to this year's survey. Participants were asked to vote for their top-three commodity dealers and top-two brokers in order of preference in any category in which they had traded over the course of the year.

This year some categories were amalgamated or cut after consultation with market participants. Based on feedback from brokers and dealers the number of categories was cut to 72 from 98. Notably some of the oil and products options categories were not listed separately as in the past, so that votes were collected for the desks rather than for contracts. We felt this better represented the way most desks are set up and also helped streamline the survey, which has become longer each year due to expanding markets. The organisation of the rankings will be revisited again next year and feedback is welcome.

This poll is not designed to reflect volumes traded in any particular market and is therefore not necessarily a direct reflection of market share. Voters could base their decisions on a variety of criteria, including pricing, liquidity provision, counterparty risk, speed of execution and reliability. In that sense, this poll should be considered a reflection of how market professionals view their service providers in terms of overall quality of service.

When aggregating the results, we strip out invalid votes. These include people voting for their own firm, multiple votes from the same person or IP address, votes from people using hotmail or gmail accounts, votes by people who choose the same firm indiscriminately throughout the poll, votes by people who clearly do not trade the product, and block votes from groups of people on the same desk at the same institution voting for the same firm. This is a process we take very seriously.

The votes were weighted, with three points for a first place, two points for second and one for third. Only categories with a sufficient number of votes are included in the final poll.

The top dealers and brokers are listed in terms of overall percentage of votes. The survey also includes a series of overall product leader boards, calculated by aggregating the total number of votes across individual categories. These overall results are naturally weighted, as there are more votes in the large categories than the smaller, less liquid categories.

Brokers

The major energy derivatives brokers stuck to their positions in 2012. As in previous years, Icap Energy took first place in oil and natural gas, while Tullett Prebon was voted the top electricity broker.

In something of a surprise, though, a couple of boutique brokerages broke into the US oil and refined products categories. Eagle Commodities took the number-two spot in WTI crude, followed by SCS Commodities in third place. Eagle Commodities, which specialises in options, also appeared in the lists of the top three brokers for US domestic crude, distillates, gasoline and residuals. Founded in 2008 by two former Tullett Prebon brokers, the firm appeared in the rankings for the first time last year.

James Zang, director of Eagle Commodities, says that his team's commitment to client service has helped differentiate the firm from larger and more established players. "We believe our clients value our discretion and ability to get deals done at the right price, above the name recognition of a major, but often impersonal, broking house," he says.

Representatives of bigger brokerage houses express doubt over the sustainability of the smaller brokerage business model once costly compliance requirements imposed by Dodd-Frank kick in. "There's been an explosion in the amount of crude options brokers in North America," says Richard Giles, head of GFI Group's commodities and energy brokerage. "At the last count we're up to 55 different brokerage shops. I don't see that trend continuing. I think a lot of the new entrants into that market are going to find it very tough… to operate under the new regulations." Icap Energy's Crum agrees, and believes consolidation is inevitable. "Smaller brokerage companies will need to be with a bigger firm like Icap to be truly prepared for the regulatory changes coming," he warns. ■

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TESTING YOUR METAL

In an environment of uncertainty for both prices and regulations, Société Générale Corporate & Investment Banking retains pole position in base metals, while UBS takes first place in precious metals. By Peter Madigan

The metals market may account for a relatively small slice of global derivatives volumes, but the uncertainty it faces is no less intense than that affecting other asset classes. Gold and silver had a volatile 2011, heightened sensitivity to counterparty risk is changing collateralisation practices, and new capital rules are restricting the ability of banks to transact large, long-dated trades. In the US, incoming rules on position limits may also make the latter more difficult.

In October last year, the US Commodity Futures Trading Commission (CFTC) finalised a rule limiting the size of positions dealers can take in 28 commodities, including copper, gold, silver, palladium and platinum.

Specifically, the rule sets two limits, one for spot-month contracts and the other for non-spot-month contracts. For spot-month contracts, the limits will generally be set at 25% of estimated deliverable supply, according to the CFTC. Non-spot-month limits apply to the amount of exposure market participants can take in all contract months combined or a single contract month – and will generally be set so market participants can't hold more than 10% of open interest in the first 25,000 contracts and 2.5% after that. The limits apply across physical and cash-settled futures and swaps – both those that are cleared and those that aren't.

The limits would "protect both market participants and the American public from fraud, manipulation and other abuses", declared CFTC chairman Gary Gensler on October 18, 2011, just before the rule was finalised.

Dealers do not agree. They are furious with the rule, which is due to be introduced 60 days after the term 'swap' is defined by regulators – a Dodd-Frank Act requirement. On December 2, the International Swaps and Derivatives Association and the Securities Industry and Financial Markets Association (Sifma) filed a

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> *The head of metals trading at one US bank*

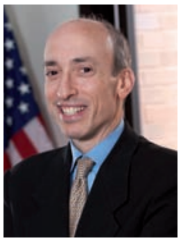
Up and down: Gold and silver had a volatile 2011

lawsuit challenging the position limits rule in a federal court, on the grounds that the CFTC had not conducted a full analysis of the costs and benefits associated with the new regime. On January 20, the case was rejected on procedural grounds and the industry groups were told to file again in a lower court – something they were expected to do as *Energy Risk* and *Risk* went to press.

If the Isda-Sifma challenge fails, and the rule is introduced as it stands, some dealers say the impact on metals markets will be limited, as most trading happens in the UK – the London Metal Exchange (LME) claimed on January 12 to have been the venue for 80% of the world's metal futures transactions in 2011, and dealers say the exchange is not planning to introduce limits of its own.

"I understand nothing is really happening regarding regulatory changes on the LME at all, and certainly nothing is on the horizon at the LME in 2012. Position limits will undoubtedly have an impact on the precious metals market, but we cannot imagine anything happening regarding their implementation in 2012," says one commodity trading head at a European bank.

In the US, where the changes will be felt more directly, dealers are more guarded, and most refuse to discuss the matter at all. "This is clearly a time of evolution and we are staying on the pulse of these regulatory changes. We will react appropriately of course and we will follow any position limits the markets are forced to work within," says the head of metals trading at one US bank.



CFTC chairman Gary Gensler

US dealers face a further complication – Section 716 of the Dodd-Frank Act, also known as the swaps push-out, which prohibits certain classes of derivatives being traded by a bank that has access to the Federal Reserve's discount window or has deposits insured by the Federal Deposit Insurance Corporation. Gold and silver are allowed to remain

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> *The collapse that we saw after silver made it up to $49 took a lot of speculators out of the market. I don't think they'll be back for a while*
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> *David Rose, global head of metals trading at HSBC in London*

inside a bank; other commodities will have to be traded from a separate entity.

Away from regulatory texts and courtroom dramas, market moves have proven every bit as awkward – with the European debt crisis influencing volatility in some assets throughout 2011.

In particular, gold showed a clear correlation with the efforts of European political leaders to contain the crisis, dealers say. Worried about the outlook for risky assets amid a worsening sovereign debt crisis, market participants responded by piling into gold. From a level of $1,388 an ounce on January 4, 2011, spot gold climbed steadily through the first half of the year. It reached a record high of $1,891 an ounce on August 22, a few weeks after European leaders had agreed a second bail-out for Greece.

The effect was so pronounced that some investors began looking for alternative safe havens in precious metals. According to David Rose, London-based global head of metals trading at HSBC, many of these participants opted for silver. "There was a feeling that if you missed the gold rally, one could be persuaded that silver looked cheap in comparison and had a lot more room to catch up, which it did very quickly," he says.

But investors who joined the bandwagon late – or failed to jump off early enough – would have had their fingers burned. From $30.67 an ounce on January 31, 2011, silver hit a high of $48.70 an ounce on April 28 – a move that was fuelled by both speculative interest and industrial demand, say brokers. But the metal gave up these gains later in the year, sliding to just $26.16 an ounce on December 29.

"Unfortunately it got caught up in a speculative bubble and the collapse that we saw after silver made it up to $49 took a lot of speculators out of the market. I don't think they'll be back for a while," says Rose.

Although gold prices initially rose as the European crisis intensified in mid-2011, the relationship later broke down, says Stephen Branton-Speak, head of metals trading at Goldman Sachs in London. "The gold peak coincided with the eurozone crisis, which triggered a big surge in gold volatility in August. There was a subsequent decoupling as the eurozone crisis continued to deteriorate, but gold prices then started to slip later in the year," he says.

From August 22 to December 29, 2011, gold retreated from its record high back to just $1,531 an ounce. Among the market participants selling the metal was New York-based hedge fund Paulson & Company, which cut by a third its holdings of the Standard & Poor's Depositary Receipts Gold Shares exchange-traded fund at the end of the third quarter.

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> *A London-based commodity trader*

> *We have a hedge book in precious metals that has come down from a peak of around 120 million ounces to something like 6 million ounces today*
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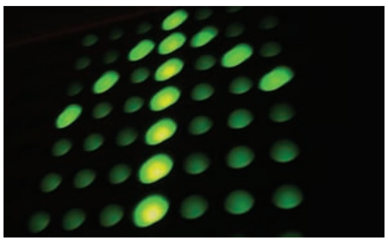
> *Raymond Key, global head of metals trading at Deutsche Bank in London*

Dealers say this had a tangible effect on prices. "Paulson is a very large investor in gold, holding the equivalent of 3 million ounces. But the fund struggled for parts of this year and faced some redemption requests," says one London-based commodity trader.

Despite its ups and downs last year, gold has still enjoyed a more-or-less uninterrupted decade-long rally – one casualty of which has been the demand for gold hedges from mining companies. Investors have bought equity in many miners as another way of gaining exposure to gold and other



metals, and want that exposure to be as direct as possible – as such, many companies are being pressed not to buy downside protection, shrinking the size of the hedging business.

"We have a hedge book in precious metals that has come down from a peak of around 120 million ounces to something like 6 million ounces today. This trend is visible at Codelco – the world's largest copper producer – for example, which announced last year it would not be hedging its copper production any longer. You do see some hedging in silver, lead and zinc, however," says Raymond Key, global head of metals trading at Deutsche Bank in London.

UBS topped this year's *Energy Risk/Risk* rankings in precious metals, taking the prime position from HSBC, with 13.5% of the vote. The bank also won six out of eight precious metals categories, including gold spot, gold options, gold forwards, silver spot, silver options and silver forwards. HSBC slipped into second place, winning 11.5% of the vote, while Deutsche Bank repeated its third-place finish from 2011 with 10.2% of the vote.

Some base metals also had a wild ride last year, notably copper, which dropped sharply during September. The metal hit its peak for the year of \$10,148 a tonne on February 14, but had collapsed to just \$6,785 by October 4, according to data from the LME.

However, in contrast with gold and silver, the plunge in copper was driven mainly by a drop in demand, analysts say. "There was an economic slowdown in China last year and since the country represents about 40% of global demand for copper, there is a heightened sensitivity to any perceived macroeconomic shifts there. In 2011, when it was clear there was a softening trend in the Chinese property sector, this contributed to anxiety about the demand for copper," says Nick Snowdon, commodities analyst at Barclays Capital in London. By January 19, copper had recovered somewhat, reaching \$7,632 a tonne.

Société Générale Corporate & Investment Banking achieved pole position in base metals, with 13.6% of the vote – a position it has held since 2009. In this year's rankings, the French bank swept the board in every base metals category, including aluminium, nickel, copper, zinc and tin. Meanwhile, Deutsche Bank narrowly beat Goldman Sachs to second place, garnering 10.2% of the vote – a tenth of a percentage point more than the US bank.

As in other asset classes, counterparty credit risk has become a major concern in commodity markets during the financial crisis. The absence of a liquid credit default swap market for many counterparties in the commodity market has led dealers to insist trades referencing metals are fully collateralised, they claim.

Deutsche Bank's Key says tighter credit conditions have led to more stringent requirements on the part of both dealers and their clients. In some cases, the largest industrial firms have reduced the number of counterparties with which they are willing to transact and are demanding variation margin be posted if there is a mark-to-market move in their favour, he adds.

But while metals markets are a source of counterparty risk, they are also becoming part of the solution. In October 2011, LCH.Clearnet became the latest clearing house to accept gold as collateral – a move designed to provide increased choice to its clearing members, according to the firm. Denise Giordano, managing director in precious metals at UBS in New York, says the recognition should have a positive impact on gold and the wider market. "There has been a recognition of gold's importance in the market since LCH.Clearnet began to accept it as collateral. Gold is now thought of as a currency – and crucially, as a currency with no debt at a time when paper currencies are being crippled by sovereign debts. This is a major development in the history of gold," she says. ■

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> *There has been a recognition of gold's importance in the market since LCH. Clearnet began to accept it as collateral*
>
> *Denise Giordano, managing director in precious metals at UBS in New York*

OIL

Oil overall – dealers

2012	2011	Dealers	%
1	1	Morgan Stanley	13.1
2	2	Goldman Sachs	12.1
3	3	SG CIB	10.7
4	5	Deutsche Bank	9.5
5	8	BNP Paribas	9.4
6	7	Barclays Capital	8.7
7	4	Credit Suisse	6.8
8	6	JP Morgan	6.6
9	9	Citi	5.1
10	10	BP	4.7

Oil overall – brokers

2012	2011	Brokers	Total points
1	1	Icap Energy	29
2=	3=	PVM	16
2=	2	Tradition	16
4	5	Tullett Prebon	10
5	–	Eagle Commodities	8

US – crude: WTI

2012	2011	Dealers	%		2012	2011	Brokers
1	1	Goldman Sachs	14.2		1	2	Icap Energy
2	4	Deutsche Bank	12.5		2	–	Eagle Commodities
3	2	Morgan Stanley	10.3		3	–	SCS Commodities
4	5	SG CIB	9.4				
5	–	BNP Paribas	9.2				

US – crude: domestic

2012	2011	Dealers	%		2012	2011	Brokers
1		Goldman Sachs	14.1		1		Icap Energy
2		Morgan Stanley	13.9		2		GFI
3=		Deutsche Bank	10.7		3		Eagle Commodities
3=		Barclays Capital	10.7				
5		SG CIB	10.0				

US – products: distillates

2012	2011	Dealers	%		2012	2011	Brokers
1		Morgan Stanley	14.6		1		Icap Energy
2		Goldman Sachs	13.3		2		Eagle Commodities
3		JP Morgan	12.5		3		Tradition
4		Barclays Capital	10.3				
5		Deutsche Bank	9.9				

US – products: gasoline

2012	2011	Dealers	%		2012	2011	Brokers
1		Morgan Stanley	13.1		1		Icap Energy
2		Goldman Sachs	11.9		2		Eagle Commodities
3		Credit Suisse	11.3		3		Tradition
4		JP Morgan	10.1				
5		BNP Paribas	8.9				

Risk & Energy Risk COMMODITY RANKINGS 2012

OIL (CONTINUED)

US – products: residuals

2012	2011	Dealers	%		2012	2011	Brokers
1	1	Morgan Stanley	13.8		1	–	Tradition
2=	2	Goldman Sachs	11.4		2	3	Icap Energy
2=	3	JP Morgan	11.4		3	–	Eagle Commodities
4	4	Credit Suisse	10.8				
5	–	Barclays Capital	9.5				

UK/Europe – Brent

2012	2011	Dealers	%		2012	2011	Brokers
1		SG CIB	14.2		1		PVM
2		BNP Paribas	12.3		2		Icap Energy
3		Goldman Sachs	10.1		3		Tullett Prebon
4		Morgan Stanley	9.8				
5		Credit Suisse	9.4				

UK/Europe – European crude

2012	2011	Dealers	%		2012	2011	Brokers
1		Morgan Stanley	13.1		1		PVM
2		SG CIB	12.8		2		Icap Energy
3		Goldman Sachs	10.9		3		Tullett Prebon
4		BNP Paribas	10.0				
5		Credit Suisse	9.7				

UK/Europe – products: jet fuel

2012	2011	Dealers	%		2012	2011	Brokers
1		Morgan Stanley	14.9		1		Tullett Prebon
2		SG CIB	12.7		2		Icap Energy
3		BNP Paribas	10.6		3		PVM
4		Credit Suisse	10.4				
5		Goldman Sachs	9.5				

UK/Europe – products: fuel oil

2012	2011	Dealers	%		2012	2011	Brokers
1		SG CIB	13.1		1		Icap Energy
2		BNP Paribas	12.1		2		Tradition
3		Goldman Sachs	11.6		3		Tullett Prebon
4		Credit Suisse	11.2				
5		Morgan Stanley	10.1				

UK/Europe – products: gasoline

2012	2011	Dealers	%		2012	2011	Brokers
1	1	Morgan Stanley	13.9		1	1	PVM
2	2	SG CIB	12.1		2	–	Tullett Prebon
3	4	Credit Suisse	11.2		3	2	Tradition
4	–	BNP Paribas	10.3				
5	5	JP Morgan	10.1				

OIL (CONTINUED)

UK/Europe – products: gas oil

2012	2011	Dealers	%		2012	2011	Brokers
1		SG CIB	14.2		1		Icap Energy
2=		Credit Suisse	11.9		2		Tullett Prebon
2=		Morgan Stanley	11.9		3		PVM
4		BNP Paribas	9.6				
5		Goldman Sachs	9.3				

Singapore – jet kerosene

2012	2011	Dealers	%		2012	2011	Brokers
1	2	Morgan Stanley	14.0		1	1	Tradition
2=	1	Barclays Capital	12.3		2	3	PVM
2=	3	SG CIB	12.3		3	2	Icap Energy
4	4	Goldman Sachs	10.3				
5	–	Deutsche Bank	9.1				

Singapore – gas oil

2012	2011	Dealers	%		2012	2011	Brokers
1	4	SG CIB	15.5		1	2	PVM
2	1	Goldman Sachs	13.5		2	3	Tradition
3	2	Deutsche Bank	10.6		3	1	Icap Energy
4	–	BNP Paribas	10.3				
5	5	Morgan Stanley	8.9				

Singapore – fuel oil

2012	2011	Dealers	%		2012	2011	Brokers
1	1	Deutsche Bank	14.2		1	3	Tradition
2	2	SG CIB	12.7		2	1	GFI
3	3	Morgan Stanley	11.5		3	2	Icap Energy
4	5	Citi	10.8				
5	4	Goldman Sachs	8.8				

Risk & EnergyRisk COMMODITY RANKINGS 2012

NATURAL GAS

Natural gas overall – dealers

2012	2011	Dealers	%
1	1	Goldman Sachs	11.1
2	2	JP Morgan	9.8
3	4	GDF Suez Trading	9.3
4	–	SG CIB	9.0
5	3	Morgan Stanley	8.8
6	8	Deutsche Bank	8.4
7	5	Barclays Capital	7.6
8	7	EDF Trading	6.3
9	6	Citi	5.1
10	9	BP	5.0

Natural gas overall – brokers

2012	2011	Brokers	Total points
1	1	Icap Energy	30
2	2	GFI	21
3	4	Tullett Prebon	14
4	3	Tradition	13
5	5	Marex Spectron	6

Eastern US – natural gas

2012	2011	Dealers	%		2012	2011	Brokers
1		Goldman Sachs	15.1		1		GFI
2		JP Morgan	12.2		2		Tradition
3		Credit Suisse	11.0		3		Icap Energy
4		Morgan Stanley	10.5				
5		Deutsche Bank	8.9				

Western US – natural gas

2012	2011	Dealers	%		2012	2011	Brokers
1		JP Morgan	13.2		1		Icap Energy
2		Deutsche Bank	12.3		2		GFI
3		Barclays Capital	11.3		3		Tradition
4		Morgan Stanley	10.4				
5		Citi	9.4				

US – natural gas: location options

2012	2011	Dealers	%		2012	2011	Brokers
1	1	BP	16.9		1	1	Tradition
2	–	JP Morgan	11.9		2	3	GFI
3	5	Morgan Stanley	10.9		3	–	LCM Commodities
4=	3	Goldman Sachs	9.7				
4=	4	Shell	9.7				

NATURAL GAS (CONTINUED)

US – Henry Hub

2012	2011	Dealers	%		2012	2011	Brokers
1		Goldman Sachs	15.0		1		Icap Energy
2		Morgan Stanley	13.6		2		Tullett Prebon
3		JP Morgan	11.4		3		Tradition
4		Deutsche Bank	10.7				
5		Citi	8.6				

US – shale (NGLs)

2012	2011	Dealers	%		2012	2011	Brokers
1	3	Goldman Sachs	16.1		1	1	GFI
2	5	Morgan Stanley	13.2		2	2	Tradition
3=	4	Deutsche Bank	10.3		3	3	Icap Energy
3=	1	JP Morgan	10.3				
5	2	Barclays Capital	9.9				

Western Canada – natural gas

2012	2011	Dealers	%		2012	2011	Brokers
1	2	Goldman Sachs	18.6		1	1	GFI
2	3	JP Morgan	15.0		2	2	Icap Energy
3	–	Citi	12.3		3	3	Tradition
4	1	BP	11.3				
5	4	National Bank of Canada	11.2				

Eastern Canada – natural gas

2012	2011	Dealers	%		2012	2011	Brokers
1	2	Goldman Sachs	16.3		1	1	Icap Energy
2	–	JP Morgan	13.8		2	2	GFI
3	–	SG CIB	12.7		3	3	Tradition
4	1	BP	12.1				
5	4	Citi	9.1				

UK NBP

2012	2011	Dealers	%		2012	2011	Brokers
1		EDF Trading	16.7		1		Icap Energy
2		Barclays Capital	14.4		2		Tullett Prebon
3		Goldman Sachs	11.0		3		Marex Spectron
4		BNP Paribas	10.2				
5		Morgan Stanley	10.1				

TTF (Netherlands)

2012	2011	Dealers	%		2012	2011	Brokers
1	1	E.on Energy Trading	20.6		1	1	Marex Spectron
2	2	GDF Suez Trading	15.9		2=	3	Icap Energy
3	–	SG CIB	13.6		2=	2	Tullett Prebon
4	3	RWE Supply & Trading	11.5				
5	–	EDF Trading	11.2				

Risk & Energy Risk
COMMODITY RANKINGS 2012

NATURAL GAS (CONTINUED)

Zeebrugge (Belgium)							
2012	2011	Dealers	%		2012	2011	Brokers
1	1	EDF Trading	20.8		1	1	Tullett Prebon
2	3	GDF Suez Trading	14.3		2	–	Marex Spectron
3	–	ENI	12.1		3	2	Icap Energy
4	–	SG CIB	10.8				
5	5	Goldman Sachs	10.2				
NCG (Germany)							
2012	2011	Dealers	%		2012	2011	Brokers
1	1	RWE Supply & Trading	21.7		1	1	Icap Energy
2	3	GDF Suez Trading	15.3		2	2	Tullett Prebon
3	2	E.on Energy Trading	12.8		3	–	GFI
4	–	SG CIB	12.1				
5	–	Deutsche Bank	11.4				
PEG N+S (France)							
2012	2011	Dealers	%		2012	2011	Brokers
1	1	GDF Suez Trading	23.6		1	2	GFI
2	–	SG CIB	20.4		2	1	Icap Energy
3	3	Total	12.9		3	3	Tullett Prebon
4	5	BNP Paribas	8.5				
5	2	EDF Trading	7.7				
PSV (Italy)							
2012	2011	Dealers	%		2012	2011	Brokers
1		ENOI	17.0		1		Icap Energy
2		EGL	16.1		2		Tradition
3		Shell	15.2		3		Tullett Prebon
4		SG CIB	14.8				
5		Enel Trade	10.1				
CEGH (Central Europe)							
2012	2011	Dealers	%		2012	2011	Brokers
1		SG CIB	20.4		1		Icap Energy
2		Econgas	14.1		2		GFI
3		Morgan Stanley	11.7		3		Tullett Prebon
4		RWE Supply & Trading	10.2				
5		E.on Energy Trading	8.7				

ELECTRICITY

Electricity overall – dealers

2012	2011	Dealers	%
1	1	Citi	10.7
2	2	Morgan Stanley	10.2
3	4	EDF Trading	9.9
4	3	Deutsche Bank	9.4
5	7	E.on Energy Trading	9.1
6	9	RWE Trading	7.9
7	–	Bank of America Merrill Lynch	7.6
8	6	Barclays Capital	7.5
9	–	Goldman Sachs	5.5
10	10	EGL	4.8

Electricity overall – brokers

2012	2011	Brokers	Total points
1	1	Tullett Prebon	36
2	2	Icap Energy	18
3	3	GFI	11
4=	4=	Marex Spectron	5
4=	4=	Tradition	5

Eastern US – electricity

2012	2011	Dealers	%		2012	2011	Brokers
1		Morgan Stanley	13.5		1		Icap Energy
2		Citi	12.0		2		Tullett Prebon
3		Deutsche Bank	10.5		3		GFI
4		Bank of America Merrill Lynch	10.4				
5		Constellation	8.9				

Central US

2012	2011	Dealers	%		2012	2011	Brokers
1	1	Citi	15.1		1	2	Tullett Prebon
2	2	Morgan Stanley	13.8		2=	1	GFI
3	5	Barclays Capital	10.3		2=	3	Icap Energy
4=	–	Bank of America Merrill Lynch	9.6				
4=	3	Deutsche Bank	9.6				

Western US – electricity

2012	2011	Dealers	%		2012	2011	Brokers
1		Citi	13.1		1		Tullett Prebon
2		Morgan Stanley	12.9		2		Icap Energy
3		Bank of America Merrill Lynch	12.4		3		GFI
4		Goldman Sachs	11.5				
5		Barclays Capital	10.1				

Canada – electricity

2012	2011	Dealers	%		2012	2011	Brokers
1	1	Citi	15.1		1	–	Canax
2	–	Bank of America Merrill Lynch	13.0		2	3	Tullett Prebon
3	4	JP Morgan	12.5		3	–	Icap Energy
4	2	Goldman Sachs	11.4				
5	3	Morgan Stanley	11.1				

ELECTRICITY (CONTINUED)

UK

2012	2011	Dealers	%		2012	2011	Brokers
1		E.on Energy Trading	15.9		1		Tullett Prebon
2		EDF Trading	12.4		2		Marex Spectron
3		Deutsche Bank	10.8		3		Icap Energy
4		RWE Supply & Trading	10.6				
5		Barclays Capital	9.1				

Germany

2012	2011	Dealers	%		2012	2011	Brokers
1	1	RWE Supply & Trading	14.0		1	1	Tullett Prebon
2	3	Deutsche Bank	12.1		2	2	Icap Energy
3	2	EDF Trading	11.2		3	3	Marex Spectron
4	5	E.on Energy Trading	10.3				
5	–	JP Morgan	9.7				

France

2012	2011	Dealers	%		2012	2011	Brokers
1	1	EDF Trading	20.6		1	1	Tullett Prebon
2	–	SG CIB	16.6		2	2	GFI
3	2	GDF Suez Trading	11.3		3	3	Icap Energy
4	4	E.on Energy Trading	10.1				
5	3	Deutsche Bank	10.0				

Italy

2012	2011	Dealers	%		2012	2011	Brokers
1	1	Enel Trade	19.5		1	1	Tullett Prebon
2	2	EGL	14.7		2	2	Tradition
3	–	EDF Trading	12.0		3	3	GFI
4	4	E.on Energy Trading	11.5				
5	3	Edison Trading	10.4				

Nord Pool

2012	2011	Dealers	%		2012	2011	Brokers
1	1	EGL Nordic	20.9		1	–	Tullett Prebon
2	4	Vattenfall Energy Trading	15.1		2	1	Icap Energy
3	–	Statkraft	13.1		3	2	SKM
4=	5	EDF Trading	11.0				
4=	2	E.on Energy Trading	11.0				

ELECTRICITY (CONTINUED)

Netherlands							
2012	2011	Dealers	%		2012	2011	Brokers
1	1	RWE Supply & Trading	22.1		1	1	Tullett Prebon
2	3	EDF Trading	20.0		2	2	Icap Energy
3	4	GDF Suez Trading	12.4		3	–	GFI
4	2	E.on Energy Trading	9.8				
5	–	RheinEnergie Trading	9.5				
Belgium							
2012	2011	Dealers	%		2012	2011	Brokers
1	1	GDF Suez Trading	23.1		1	=1	Tullett Prebon
2	2	EDF Trading	17.0		2	=1	Marex Spectron
3	4	RWE Supply & Trading	12.4		3	–	GFI
4	3	E.on Energy Trading	10.5				
5	–	SG CIB	10.4				
Spain							
2012	2011	Dealers	%		2012	2011	Brokers
1	3	Endesa	19.9		1	2	Tullett Prebon
2	1	EGL	16.9		2	1	Icap Energy
3	–	EDF Trading	13.6		3	3	GFI
4	–	Morgan Stanley	11.8				
5	4	Citi	11.1				
Eastern Europe							
2012	2011	Dealers	%		2012	2011	Brokers
1	1	CEZ Group	23.0		1	1	Tradition
2	2	E.on Energy Trading	16.3		2	2	Tullett Prebon
3	–	EFT	12.7		3	3	GFI
4=	–	Alpiq	10.9				
4=	3	Ezpada	10.9				

COAL

US coal

2012	2011	Dealers	%		2012	2011	Brokers
1	1	Credit Suisse	18.3		1	1	Evolution
2	2	Goldman Sachs	16.8		2	2	Icap Energy
3	5	Barclays Capital	13.4		3	3	Tradition
4	–	Peabody Energy	12.6				
5	–	Macquarie	9.6				

European coal

2012	2011	Dealers	%		2012	2011	Brokers
1	1	Credit Suisse	16.0		1	1	Icap Energy
2	4	Goldman Sachs	12.7		2	2	Tradition
3	3	Morgan Stanley	12.0		3	3	GFI
4	–	SG CIB	11.3				
5	2	Deutsche Bank	10.7				

Asia-Pacific coal

2012	2011	Dealers	%		2012	2011	Brokers
1		Credit Suisse	17.1		1		Marex Spectron
2		Goldman Sachs	14.6		2		Ginga
3		SG CIB	12.1		3		Tullett Prebon
4		Glencore	10.7				
5		Macquarie	9.8				

FREIGHT

Dry freight (FFAs)

2012	2011	Dealers	%		2012	2011	Brokers
1	2	Citi	14.3		1	1	SSY
2	3	Morgan Stanley	13.2		2	–	GFI
3	1	Credit Suisse	11.5		3	–	FIS
4	–	Deutsche Bank	11.3				
5	5	Bank of America Merrill Lynch	8.3				

Wet freight (FFAs)

2012	2011	Dealers	%		2012	2011	Brokers
1	1	Morgan Stanley	20.5		1	2	GFI
2	2	Goldman Sachs	15.2		2	3	SSY
3	–	Trafigura	10.4		3	1	Imarex
4	–	Cargill	9.4				
5	5	Credit Suisse	8.1				

Risk & Energy Risk COMMODITY RANKINGS 2012

WEATHER

US weather derivatives

2012	2011	Dealers	%		2012	2011	Brokers
1	1	RenRe Energy Advisors	24.3		1	2	Evolution
2	2	Swiss Re	17.4		2	1	Tradition
3	–	Nephila Capital	15.4		3	3	Icap Energy
4	–	Morgan Stanley	12.0				
5	–	EDF Trading	10.2				

European weather derivatives

2012	2011	Dealers	%		2012	2011	Brokers
1=	2	RenRe Energy Advisors	19.3		1	1	Tradition
1=	3	Swiss Re	19.3		2	2	Evolution
3	1	EDF Trading	17.2		3	3	Icap Energy
4	4	RWE Supply & Trading	13.7				
5	–	Munich Re	11.4				

RESEARCH

Research in oil

2012	2011	Research	%
1	2	Goldman Sachs	16.2
2	4	SG CIB	14.3
3	1	Barclays Capital	11.9
4	3	Deutsche Bank	10.1
5	–	JP Morgan	8.6

Research in natural gas

2012	2011	Research	%
1		Barclays Capital	17.3
2		GDF Suez Trading	13.2
3		BNP Paribas	11.5
4		Goldman Sachs	10.9
5		Credit Suisse	9.7

Research in power

2012	2011	Research	%
1		Barclays Capital	16.4
2		Pira Energy	12.7
3		Platts	10.9
4=		Bank of America Merrill Lynch	9.1
4=		Morgan Stanley	9.1

Research in weather

2012	2011	Research	%
1		Speedwell Weather Derivatives	32.5
2		MDA Federal	15.0
3		Swiss Re	10.3
4		Renaissance Re	10.1
5		Nena	5.0

Research in freight

2012	2011	Research	%
1=	–	Clarksons	17.8
1=	–	SSY	17.8
3	–	GFI	7.8
4	5	Morgan Stanley	5.6
5	3	Barclays Capital	4.4

Research in precious metals

2012	2011	Research	%
1	3	UBS	18.1
2	–	Mitsui Global Precious Metals	15.7
3	4	Barclays Capital	12.5
4	–	JP Morgan	10.9
5	–	Credit Suisse	10.8

Research in base metals

2012	2011	Research	%
1	3	Goldman Sachs	13.2
2	5	Macquarie	10.4
3	1	Barclays Capital	9.8
4	–	JP Morgan	9.3
5	4	SG CIB	8.5

Risk & EnergyRisk
COMMODITY RANKINGS
2012

STRUCTURED PRODUCTS

Structured hedging (corporates)

2012	2011	Dealers	%	2012	2011	Brokers
1	4	SG CIB	15.1	1	1	Sunrise Brokers
2	3	Deutsche Bank	14.2	2	–	Icap Energy
3	1	Goldman Sachs	12.9	3	–	Tullett Prebon
4	5	Barclays Capital	9.3			
5	2	BNP Paribas	9.2			

Structured notes and exotics

2012	2011	Dealers	%	2012	2011	Brokers
1	1	Goldman Sachs	16.9	1	1	Sunrise Brokers
2	4	SG CIB	14.0	2	2	GFI
3	3	Deutsche Bank	10.8	3	3	Tullett Prebon
4=	2	Barclays Capital	10.4			
4=	–	Morgan Stanley	10.4			

Index products

2012	2011	Dealers	%
1	2	Goldman Sachs	15.8
2	5	Bank of America Merrill Lynch	13.2
3	1	Barclays Capital	11.6
4	4	Credit Suisse	9.1
5	–	Morgan Stanley	8.8

PRECIOUS METALS

Precious metals overall – dealers

2012	2011	Dealers	%
1	2	UBS	13.5
2	1	HSBC	11.5
3	3	Deutsche Bank	10.2
4	5	Mitsui Global Precious Metals	9.1
5	4	JP Morgan	9.0
6	7	Goldman Sachs	8.4
7	8	Credit Suisse	6.9
8	9	Standard Bank	6.4
9	6	ScotiaMocatta	6.1
10	–	Barclays Capital	5.7

Precious metals overall – brokers

2012	2011	Brokers	Total points
1	1	Tradition	17
2	4	Tullett Prebon	13
3	3	GFI	10
4	–	BGC	5
5	–	Comdaq	4

Gold spot

2012	2011	Dealers	%	2012	2011	Brokers
1	1	UBS	18.3	1	2	Tradition
2	2	HSBC	14.5	2=	–	GFI
3	3	Deutsche Bank	11.7	2=	1	Icap Energy
4	–	Credit Suisse	10.4			
5	–	Mitsui Global Precious Metals	9.1			

Gold options

2012	2011	Dealers	%	2012	2011	Brokers
1	1	UBS	17.1	1=	2	GFI
2	2	HSBC	14.9	1=	1	Tradition
3	3	JP Morgan	11.6	3	3	BGC
4	–	Credit Suisse	10.6			
5	5	Goldman Sachs	9.4			

PRECIOUS METALS (CONTINUED)

Gold forwards

2012	2011	Dealers	%		2012	2011	Brokers
1	2	UBS	17.3		1	2	Tullett Prebon
2	1	HSBC	13.7		2	1	Tradition
3	3	Deutsche Bank	11.8		3	–	BGC
4	–	Credit Suisse	10.7				
5	–	Mitsui Global Precious Metals	9.6				

Silver spot

2012	2011	Dealers	%		2012	2011	Brokers
1	1	UBS	15.4		1	2	GFI
2	3	Deutsche Bank	14.3		2	–	BGC
3	2	HSBC	14.1		3	3	Tradition
4	5	Mitsui Global Precious Metals	9.5				
5	–	Credit Suisse	9.2				

Silver options

2012	2011	Dealers	%		2012	2011	Brokers
1	2	UBS	15.5		1	1	Tradition
2	1	HSBC	14.9		2	2	GFI
3	4	JP Morgan	11.9		3	–	Tullett Prebon
4=	–	Credit Suisse	10.0				
4=	3	Deutsche Bank	10.0				

Silver forwards

2012	2011	Dealers	%		2012	2011	Brokers
1	1	UBS	14.9		1=	1	Tradition
2	2	HSBC	13.7		1=	2	Tullett Prebon
3	5	Deutsche Bank	11.7		3	–	BGC
4	3	Credit Suisse	10.6				
5	4	JP Morgan	9.8				

Platinum and palladium spot

2012	2011	Dealers	%		2012	2011	Brokers
1	1	HSBC	14.1		1	2	Tullett Prebon
2	3	UBS	13.9		2	–	Comdaq
3	2	Mitsui Global Precious Metals	12.8		3	–	Tradition
4	–	Goldman Sachs	11.2				
5	5	Deutsche Bank	10.3				

Platinum and palladium options

2012	2011	Dealers	%		2012	2011	Brokers
1	1	HSBC	15.7		1	3	Tullett Prebon
2	3	UBS	14.8		2	–	Comdaq
3	2	Mitsui Global Precious Metals	13.2		3	1=	Tradition
4	4	Deutsche Bank	10.7				
5	–	Goldman Sachs	10.3				

Risk & EnergyRisk COMMODITY RANKINGS 2012

BASE METALS

Base metals overall – dealers/brokers			
2012	2011	Dealers	%
1	1	SG CIB	13.6
2	3	Deutsche Bank	10.2
3	2	Goldman Sachs	10.1
4	4	Barclays Capital	8.5
5	6	JP Morgan	8.2
6	7	BNP Paribas	7.6
7	–	Morgan Stanley	6.5
8	–	Sunrise Brokers	5.8
9	9	Icap Energy	5.7
10	5	Credit Suisse	5.2

Copper			
2012	2011	Dealers	%
1		SG CIB	16.9
2		Deutsche Bank	13.8
3		Goldman Sachs	11.9
4		Barclays Capital	9.5
5		BNP Paribas	8.7
Aluminium			
2012	2011	Dealers	%
1		SG CIB	15.4
2		Goldman Sachs	12.8
3		Deutsche Bank	11.2
4		Barclays Capital	10.0
5		BNP Paribas	8.2

Nickel			
2012	2011	Dealers	%
1		SG CIB	17.1
2		JP Morgan	15.8
3		Goldman Sachs	12.3
4=		Barclays Capital	9.5
4=		Deutsche Bank	9.5
Zinc			
2012	2011	Dealers	%
1		SG CIB	15.1
2		Deutsche Bank	12.4
3		Barclays Capital	10.1
4		Goldman Sachs	9.3
5		BNP Paribas	8.8
Lead			
2012	2011	Dealers	%
1		SG CIB	16.3
2		JP Morgan	13.0
3		Deutsche Bank	11.1
4		Goldman Sachs	8.7
5		Barclays Capital	8.6
Tin			
2012	2011	Dealers	%
1		SG CIB	15.2
2		Goldman Sachs	13.8
3		Deutsche Bank	11.1
4		Barclays Capital	9.6
5		JP Morgan	9.5