

# Zug: commodity cluster

**Zug – in the heart of Europe and Switzerland – holds an essential and historic role as one of the top 5 commodity trading centers worldwide. About two hundred companies and many thousands of highly qualified professionals make Zug a cluster for commodity trading. They are supported by a wide-spread series of related services, such as shipping, transportation, financing, risk insurance and legal consultancy.**



«Glencore has been headquartered in the Canton of Zug for over 45 years. Zug provides a stable and highly professional business environment which, together with the outstanding infrastructure, has enabled us to attract and retain the best talent from around the world.»

**Derrick Crowley,**  
Head of Group HR, Glencore

## Commodity trading in Switzerland

Commodity and recyclable trading is part of the strong wholesale sector, which employs approximately 5% of the Swiss workforce. According to the Swiss government, the commodities sector comprises 900 trading companies, around 10,000 employees and generates about 3.8% of the Swiss GDP, equaling some 26 billion Swiss francs. In Switzerland, commodity trading companies' activities are mainly focused on Zug, Geneva and Lugano.

## Commodity in the Greater Zurich Area (GZA)

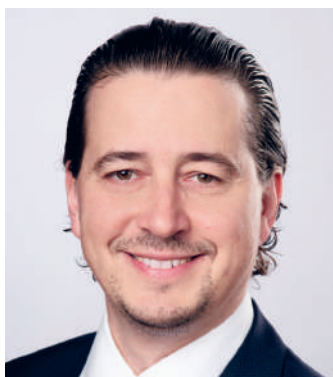
GZA's thriving business environment grants access to the Swiss and European market with a highly qualified workforce. Companies also benefit from liberal labor laws, reliable infrastructure and a wealth of cutting-edge research institutions. The renowned financial market and stable political environment offer the ideal framework for your business success.

## The Canton of Zug – an international hotspot

Zug is home to many commodity companies including global players, and numerous small and medium-sized companies have also set up regional and international headquarters here. The main activities include headquarter functions, trading, supply chain, exploration, production, processing and marketing. They benefit from a safe environment as well as from a particularly efficient and reliable transportation network and communication infrastructure; a place of long-term political, financial

and legal stability with attractive fiscal conditions; a destination with a solid financial services industry and a location with business-friendly, efficient and solution-minded authorities. A prime pool of highly qualified and international talents has developed, and countless independent ratings and studies affirm Canton of Zug's popularity as a unique area for business and living.





«East Metals AG established its operations in Zug in 2011; since then it has enjoyed steady growth and consistent results thanks also to the invaluable support of the cantonal authorities showing always high affinity to the needs of the business. The high quality of life and welcoming environment make Zug a very attractive place of living. This has a direct impact on employee retention and recruitment possibilities, allowing us to access a wide international pool of profiles with excellent skills and extensive experience in our industry.»

**Diego Zanuso,**  
**CEO, EVRAZ East Metals**

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**Facts & Figures:**  
**Commodities in the**  
**Canton of Zug**

- About 200 companies
  - Around 2,100 employees  
i.e. 1.9% of the total workforce
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## Contacts & platforms

### Zug Commodity Association (ZCA)

The ZCA maintains a platform to support business interests, education and social interactions. It maintains a network and addresses outside challenges. ZCA members benefit from focused relationships with authorities and other lobbying groups, as well as being supported by information, education and research. ZCA maintains strong ties with the Commodity Club and the Lucerne University of Applied Sciences (HSLU), particularly with the Institute of Financial Services Zug (IFZ). ZCA is a member of the Zug Chamber of Economy and of the Swiss Trading and Shipping Association (STSA). It is represented on the STSA board.

– [www.zugcommodity.ch](http://www.zugcommodity.ch)

### Swiss Trading and Shipping Association (STSA)

The STSA, based in Geneva, is the Swiss commodity sector's umbrella association. It represents the industry in public, creates services for its members and enhances the understanding of this industry in the general public with authorities and promotes education and training by leveraging the rich expertise of the Swiss commodity hub.

– [www.stsa.swiss](http://www.stsa.swiss)

### Zug Chamber of Economy

The Zug Chamber of Economy is a Community of Interests for Ser-

vices, Industry and Trade representing the interests of its members at political, economic and corporate levels in the Zug economic area. Members benefit from being able to attend a wide variety of events and opportunities for networking.

– [www.zwk.ch/en](http://www.zwk.ch/en)

### CAS Commodity Professional

In collaboration with ZCA, Institute of Financial Services Zug (IFZ) – part of the Lucerne University of Applied Sciences (HSLU) – the Lucerne University of Applied Sciences (HSLU) offers a commodity specific Certificate of Advanced Studies CAS in English. This 18-day-program is called CAS Commodity Professional and is taught in Zug and Lugano.

– [www.hslu.ch/commodity](http://www.hslu.ch/commodity)

### Commodity Club

The Commodity Club Switzerland is an association that informs, publishes and holds regular events to bring together commodity experts along the value chain on an interdisciplinary basis.

– [www.commodityclub.ch](http://www.commodityclub.ch)

### Chartered Institute of Procurement & Supply (CIPS)

CIPS is the premier global organization serving the procurement and supply profession. Dedicated to promoting best practice, CIPS provides a wide range of services for the benefit of its members and the wider business community.

– [www.cips.org](http://www.cips.org)



«The authorities of the Canton of Zug are by far the most professional that I have experienced in my long career. We were welcomed with open arms, assistance and cooperation. Moreover, we have enjoyed and are enjoying excellent relationships with the banks and local businesses who are well versed with the commodity trading segment. The employees we find here in Zug are very professional and well educated.»

**Ruth Sandelowsky,**  
**CEO, Kolmar Group**

Our services address you directly as an entrepreneur. We are your partner, and we promote the Canton of Zug as a business location.

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