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Exploring Pathways for Guangxi to Help ASEAN Enterprises Use China's Futures and Derivatives Markets for Risk Management

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Abstract: As the Protocol upgrading the China–ASEAN Free Trade Area (CAFTA) to Version 3.0 takes effect and the dividends of the Regional Comprehensive Economic Partnership (RCEP) continue to be released, the need to manage price risk in bilateral commodity trade has become more urgent. ASEAN's domestic futures and derivatives markets remain immature, and a persistent "institutional mismatch" separates ASEAN industry from the European and American markets it has traditionally relied on for hedging, while China's futures market is increasingly well placed to absorb this demand. This paper examines how Guangxi, as a land-and-sea hub linking China and ASEAN, can help ASEAN enterprises manage risk through China's futures market. It finds that Guangxi enjoys policy, industrial and geographic advantages that make it a natural "test field" and "bridgehead" for extending Chinese futures services to ASEAN, but still faces gaps in dedicated policy and funding, weak industrial clustering, cross-border infrastructure shortfalls, and slow futures–spot integration. To address these constraints, the paper proposes a pathway built on four pillars: cross-border cooperation rules, market infrastructure and services, technical and talent support, and outreach and promotion — together aimed at systematically empowering ASEAN enterprises to manage market risk, and offering a reference for a "Guangxi platform + Chinese futures + ASEAN industry" paradigm that supports a closer China–ASEAN community of shared future.

Keywords: ASEAN enterprises, Guangxi, China's futures and derivatives markets, risk management, pathway exploration.

1. Introduction

China–ASEAN trade relations have deepened steadily: China has been ASEAN's largest trading partner for sixteen consecutive years, and ASEAN has been China's largest trading partner for five. Bilateral trade reached USD 982.3 billion in 2024, or 15.9% of China's total foreign trade, driving large cross-border flows of coal, palm oil, natural rubber, nickel, tin, crude oil and LNG. Indonesia is China's largest coal supplier and a major tin exporter, Malaysia a key palm-oil source, Thailand a core rubber producer, and Singapore a regional hub for crude and LNG trading and clearing.

As this trade has grown, price risk has become a major threat to regional supply-chain stability, and a wave of Chinese firms expanding into Southeast Asia has intensified demand for pricing benchmarks and hedging tools. Yet ASEAN's own futures markets offer few globally influential contracts and dispersed pricing power. Malaysia's crude palm-oil futures, linked to the CME, form a genuine global benchmark [1], and Singapore's iron-ore and rubber contracts carry some regional weight, but most other ASEAN commodity futures suffer thin liquidity: Vietnam's exchange functions mainly as a trading conduit clearing through CME, Osaka and Singapore rather than an independent price-discovery venue; Thailand's rubber futures trade in low volumes despite rubber being a strong domestic spot product; Indonesia's local tin and palm-oil contracts have seen unstable activity — its tin contract reportedly saw zero trades in early 2024; and Singapore's LNG and shipping-derivatives clearing hub still relies on ICE and CME for price discovery. The region generally lacks mature markets and products to meet growing enterprise risk-management needs.

When ASEAN enterprises hedge through European and American markets instead, they face three recurring problems. First, mismatches in basis, grade and delivery location — Asian refiners' feedstock resembles the Dubai/Middle-East high-sulphur crude system more than Brent or WTI, and Indonesian nickel differs from LME-deliverable standards, limiting hedge effectiveness. Second, mismatches in settlement currency and time zone — dollar-denominated, Western-hours markets force ASEAN firms to manage currency risk alongside price risk, with thinner liquidity in ASEAN hours and margin calls often falling outside local business hours. Third, misalignment between Western regulatory/policy cycles and ASEAN industrial cycles, leaving ASEAN firms without local hedging tools when Western markets face liquidity crises or sudden regulatory shifts.

The October 2025 signing of the CAFTA 3.0 Upgrading Protocol deepened cooperation across nine areas — including the digital economy, green economy and supply-chain connectivity — creating an unprecedented institutional environment for regional value-chain integration, in which futures markets' role in price discovery, risk management and resource allocation is becoming more prominent. China's geographic proximity and natural connectivity to ASEAN make its futures market a strong fit. First, its scale, influence and openness continue to rise: by October 2025 margin balances exceeded RMB 2 trillion, 157 futures and options products were listed, and 91 products were open to Qualified Foreign Institutional Investors (QFII/RQFII, or QFI); in the Futures Industry Association's 2024 rankings, the Zhengzhou, Shanghai, Dalian and Guangzhou exchanges ranked among the global top three and seventh by on-exchange derivatives volume. Second, "Chinese prices" are gaining international use — Bursa Malaysia has listed a contract settled against Dalian soybean-oil futures, and European clearers and platforms such as NOREXECO reference Shanghai pulp-futures settlement prices. Third, Chinese contract specifications better match ASEAN spot markets — Shanghai crude oil futures use a medium-sulphur basis closer to Asian refinery feedstock [9], and the Shanghai Futures Exchange's No. 20 rubber contract closely matches Southeast Asian rubber specifications. Fourth, more compatible time zones and settlement arrangements ease joint management of price and currency risk.

Converting these advantages into services that ASEAN enterprises can actually access, however, requires an onshore hub connecting institutional access, clearing, delivery/warehousing and logistics into one coherent pathway. Guangxi is well placed to serve this role. On policy, it carries China's strategic mission as an international gateway to ASEAN and a financial opening-up hub, layered on RCEP and CAFTA 3.0 dividends. On industry, its sugar, timber, alumina, tin, steel and edible-oil/feed sectors are nationally leading and already closely integrated with futures markets. On logistics, the Pinglu Canal is set to sharply raise the efficiency of the New Western Land–Sea Corridor [2], likely attracting more ASEAN-oriented commodity firms to Guangxi and creating demand for delivery, warehousing and supply-chain-finance services. Guangxi is thus both a "test field" and "bridgehead" for China's futures market to serve ASEAN, and a lever for strengthening China's broader pricing power.

Table 1. Structural Landscape of Selected ASEAN Commodity Derivatives Markets

Exchange	Primary Derivative Products	Strategic Limitations & Pricing Structures
Singapore Exchange (SGX)	Iron Ore Futures, SICOM Natural Rubber (TSR20 / RSS3)	Highly mature; international clearing standards; serves as regional financial hub but heavily reliant on Western price indexation frameworks.
Bursa Malaysia Derivatives (BMD)	Crude Palm Oil Futures (FCPO), USD Palm Oil Futures (FUPO), Gold and Tin Futures	Global price anchor for CPO via CME Globex integration; non-agricultural contracts suffer from highly restricted liquidity pools.
Thailand Futures Exchange (TFEX)	Gold Futures, Local Natural Rubber, Precious Metals	Structurally constrained; local rubber contracts suffer from low trading velocity despite Thailand's dominant global market share.
Vietnam Commodity Exchange (MXV)	Robusta/Arabica Coffee, SICOM Rubber, CBOT Agricultural Links	Functions strictly as a transactional routing channel for international clearers; lacks independent domestic price discovery capacity.
Indonesia Commodity & Derivatives Exchange (ICDX) / JFX	Crude Palm Oil, Physical Tin (COFR), Base Metals, Cocoa	Prone to extreme liquidity fragmentation; benchmark tin contracts frequently experience severe volume lapses and operational vulnerability.

2. ASEAN Enterprises' Risk-Management Needs and China's Market Foundations

2.1. ASEAN's Risk-Management Landscape

China–ASEAN trade has exceeded USD 800 billion for four consecutive years. ASEAN sits in a globally important resource-rich zone and is largely resource-export-driven; amid intensifying geopolitical conflict, commodity price volatility poses growing challenges for governments and firms alike.

ASEAN countries differ sharply in futures-market maturity. Singapore and Malaysia are relatively developed: SGX's SICOM natural-rubber futures (TSR20, RSS3) support cross-border hedging, backed by stress-testing, concentration-control and margin/collateral frameworks [19]; Bursa Malaysia's Crude Palm Oil futures (FCPO), listed since 1980 and linked to the CME, form an important global palm-oil benchmark [1], complemented by bank-provided structured hedging (e.g., OCBC Malaysia). Elsewhere, hedging tools are largely absent. Cambodia illustrates the gap: its agriculture sector depends on low-value raw-material exports, and when natural-rubber prices surged to RMB 18,825/tonne in 2024 — a high not seen since 2017 — after heavy rain hit major producing regions, Cambodian firms had no domestic futures platform to hedge the swing.

Across the region, SGX offers iron-ore and rubber futures; Bursa Malaysia (BMD) offers crude palm-oil futures (FCPO and dollar-denominated FUPO), dollar gold and dollar tin futures; Thailand's TFEX offers gold, natural-rubber and Japanese-rubber futures with low rubber volumes; Vietnam's MXV offers ICE arabica-coffee, SICOM rubber and CBOT corn contracts largely as a trading conduit; and Indonesia's ICDX/JFX offer gold, crude-oil, palm-oil, tin, palm-olein, coffee and cocoa contracts of uneven liquidity. Apart from a handful of Singaporean and Malaysian products, most of these markets are built around local commodities with limited regional influence and cannot yet meet the region's growing risk-management needs.

2.2. China's Foundations for Serving ASEAN

Trade scale drives demand. As the world's manufacturing center — accounting for 53% of global crude steel, 58% of electrolytic-aluminum capacity and 18% of refining capacity — China is the world's largest commodity consumer, and the scale of China–ASEAN spot trade provides a solid basis for risk-management demand. The traditional absence of independent pricing power makes hedging against Chinese futures prices increasingly attractive as China shifts from a "trading power" toward a "pricing power [26]."

Continued high-level opening. After three decades of reform, China's futures market is shifting from rapid growth to high-quality development. By October 2025, margin balances exceeded RMB 2 trillion — doubling in four years — with more than 2.7 million active clients, and the Zhengzhou, Shanghai, Dalian and Guangzhou exchanges ranked among the global top three and seventh in the FIA's 2024 volume rankings [24]. Listings have expanded rapidly to 157 futures and options products spanning agriculture, energy and chemicals, metals, shipping indices and finance. As of 2024, 529 of China's 5,383 A-share listed companies (9.8%, representing 35.8% of market capitalization) used on-exchange futures and options hedging. Product innovation continues — sugar options and monthly-average-price contracts for LLDPE, PVC and PP — alongside the "insurance + futures" model that combines futures risk management with agricultural insurance to support rural producers [23].

China's legal framework has matured in parallel: the Futures and Derivatives Law took effect in August 2022, establishing the basic legal framework; the Measures for the Administration of Futures Exchanges took effect in May 2023; and further rules on "insurance + futures" business and internet marketing have followed [17]. Opening to foreign participation has accelerated under the CSRC's push to "expand high-level institutional opening" and attract foreign industrial enterprises [21] — by October 2025, 91 products across major agricultural, metal and energy/chemical categories were open to QFII/RQFII (QFI), spanning China's five main exchanges (Shanghai, Dalian, Zhengzhou, the China Financial Futures Exchange, and Guangzhou).

By product structure, China leads globally in agricultural, metal and energy/chemical derivatives — in 2023, Dalian soybean meal, Zhengzhou rapeseed meal and Dalian palm oil ranked as the top three agricultural contracts worldwide by volume, with several other Chinese contracts (soybean oil, corn, pulp, rubber, sugar, cotton, and related options) also in the global top twenty. This leadership aligns closely with ASEAN's industrial structure: soybean meal, palm oil, rubber and sugar are simultaneously Chinese advantaged products and major ASEAN export or demand categories — giving Guangxi's futures–spot integration strategy a natural entry point.

2.3. An Increasingly Complete Risk-Management System

China's futures market has built an increasingly complete service system on this foundation. Regulation and risk control continue to improve: the CSRC's 2024–2026 standardization plan is advancing data governance, interface standardization and unified technical standards for cross-market monitoring and intelligent regulation, while the Dalian and Zhengzhou exchanges revised their abnormal-trading rules in 2024 to bring algorithmic trading and concentrated order placement/cancellation under closer, big-data- and AI-assisted, real-time monitoring, markedly improving the market's ability to identify and respond to risk. supported by continuously updated exchange rules such as the Shanghai Futures Exchange Clearing Rules [18]. Business models continue to innovate, as shown in the China Futures Association's 2024 case collection recognizing outstanding examples of serving the real economy: Yongan Futures' "six-step" full-chain model helped Guangxi's Liuzhou Iron and Steel cut costs and improve efficiency, while its "trader-warehouse delivery" service supported the glass industry's delivery and warehousing chain; Donghai Futures and its risk-management arm Donghai Capital combined embedded options with basis trading to achieve "buy high, sell low" win-win outcomes across the soda-ash supply chain; GF Futures and GF Trading used fixed-payout accumulator options to protect the sales returns of Fujian polypropylene enterprises; and CITIC Securities Futures and CITIC Futures combined "futures + options" and "treasury-bond futures + asset allocation" strategies to serve lithium-battery producers and wealth-management institutions. Collectively, these cases show China's futures industry moving from single-product offerings toward customized, comprehensive, intelligent services — combining basis trading, OTC options, warehouse-receipt pledges and supply-chain finance to let enterprises actively hedge, manage liquidity and optimize credit across procurement, production and sales, and materially strengthening their capacity to cope with price volatility, tariff shifts and supply-chain uncertainty.

3. Guangxi's Advantages in Serving ASEAN Enterprises

3.1. Geographic Advantage

Guangxi sits at the core of the China–ASEAN Free Trade Area and is China's only province with both land and sea borders with ASEAN — a southwestern Belt and Road gateway and land–sea hub linking western China to ASEAN via the New Western Land–Sea Corridor, supporting the development of the Beibu Gulf Free Trade Port [12], which connects inland economic zones like Chengdu-Chongqing to the Beibu Gulf and onward to Singapore, Malaysia and Vietnam. Guangxi's bonded areas and deep-water berths at Qinzhou, Fangchenggang and Beihai Tieshan enable rapid transshipment of minerals, energy and agricultural commodities, providing natural conditions for exchanges to site delivery warehouses and bonded warehouse receipts. As the Pinglu Canal nears completion [2], Guangxi's ports and inland hinterland will connect more efficiently, potentially cutting logistics costs from central/western China to ASEAN by around 30% and expanding room for commodity trade, futures delivery and futures–spot integration.

3.2. Industrial Foundation

Guangxi's core advantage lies in the tight linkage between its industrial clusters and ASEAN industry across energy and chemicals, metals and agriculture. It is China's principal sugar-producing region (over 60% of national output), and local sugar groups actively use Zhengzhou sugar futures and options through basis trading, order-based hedging and "insurance + futures." [5, 22] As the "hometown of non-ferrous metals," Guangxi is a key base for tin, zinc, copper, alumina and aluminum, producing roughly 15% of national alumina output with a complete processing and trading chain; local aluminum firms routinely use Shanghai Futures Exchange alumina and aluminum contracts and actively participate in delivery. Delivery infrastructure has grown steadily: as of early 2025, Guangxi hosted 44 delivery warehouses/factory warehouses and 29 delivery brands covering sugar, soybean oil, alumina, hogs, timber and logs, with Qinzhou Bonded Port Area as the core delivery hub [4]. Guangxi's cross-border trade ties — in aluminum products, sugar, timber, oils and agricultural processing with Vietnam, Malaysia and Indonesia — combined with the growing Beibu Gulf port cluster, give it a natural advantage in supporting ASEAN enterprises' hedging, cross-border delivery and RMB settlement.

3.3. Supporting Policy

Guangxi's *Implementation Plan for Integrating Futures and Spot Markets* explicitly aims to build the region into "an ASEAN-oriented commodity trading, settlement and clearing center," supporting futures companies' establishment in Guangxi, incorporating advantaged products (sugar, alumina, hogs, timber) into delivery systems, and improving warehouse-receipt registration [3]. On cross-border finance, the Nanning Area pioneered streamlined offshore RMB settlement accounts (NRA accounts) enabling direct RMB settlement with ASEAN [13], while the Qinzhou Port Area has piloted an "offshore spot trading + in-zone direct transfer" model linking onshore delivery with offshore settlement. Infrastructure and inter-agency coordination continue to expand under this framework.

3.4. Service Platforms

A range of functional platforms now anchors Guangxi's ASEAN outreach. Exchanges have established China–ASEAN commodity futures–spot service bases and industry-finance centers in Guangxi. On the spot side, the Beibu Gulf (Guangxi) Commodity Trading Platform, launched in late 2022, integrates trading, settlement, delivery, warehousing and finance; by September 2025 it had exceeded RMB 100 billion in cumulative trading value, over 20 million tonnes in spot delivery, and more than 380 registered members across metals, energy, oils and agriculture, alongside services such as "basis pricing + OTC options." The Guangxi Aluminum Products Warehousing and Trading Center opened an "aluminum quotation zone" on the Shanghai Futures Exchange's platform in August 2024 [7], using alumina, aluminum ingot and aluminum bar as pilot products to improve price transparency and financing efficiency. Cross-border financial platforms have also emerged: the China–ASEAN Cross-Border Trade Financial Connectivity Platform ("Trade Finance Connect") launched in September 2024 to improve settlement and compliance efficiency [8], and the Qinzhou Port Area's "offshore spot trading + in-zone direct transfer" model completed its first 1,500-tonne soybean batch in May 2024, achieving a closed loop from offshore trading to in-zone settlement.

Together, Guangxi's geography, industrial base, infrastructure and policy support give it strong conditions for serving ASEAN enterprises' risk management — conditions that further infrastructure investment and futures–spot integration can extend further.

4. Constraints on Guangxi's Role

The manuscript should include a conclusion. In this section, summarize what was described in your paper. Future directions may also be included in this section. Authors are strongly encouraged not to reference multiple figures or tables in the conclusion; these should be referenced in the body of the paper.

4.1. Insufficient Policy and Funding Support

Although Guangxi's top-level design supports ASEAN-facing futures development, detailed implementation rules and dedicated funding remain lacking. Guangxi's *Implementation Plan* was the first province-wide futures–spot integration policy nationally [3], but it offers no specific subsidies, tax incentives or risk-compensation mechanisms targeted at ASEAN enterprises, so ASEAN SMEs have been slow to engage. The existing China–ASEAN service base also falls short of expectations for lack of business-model training and coordinated cross-border market-access regulation.

4.2. Insufficient Industrial Clustering

Guangxi's sugar, non-ferrous-metal and timber industries concentrate at the production end, with weak local trading and consumption — an imbalance that dampens use of financial-market tools. In 2024, the Nanning free-trade area had just eleven processing-trade enterprises and RMB 413 million in output value from January to May, too small to support delivery demand. High-value-added segments remain thin even where whole industrial chains exist: the aluminum industry has reached hundreds of billions of RMB in output value, but deep-processing accounts for a limited share; the sugar industry has built a model that extracts full value from sugarcane, yet terminal brand premiums remain weak [5], and the same pattern holds in passion fruit. This structure makes it hard for ASEAN firms to find matched upstream and downstream partners, particularly local leaders with cross-border hedging experience. High-tech industry introduction also lags — of 31 signed manufacturing projects in the China–ASEAN industrial cooperation zone, less than 30% are AI, semiconductor or similar high-tech projects, with traditional primary processing still dominant and enterprise awareness of derivatives tools correspondingly low. Cross-border capital flexibility is further limited by foreign-exchange controls (NRA-account settlement applies only within the free-trade zone, constraining multinational firms' capital allocation) and by inbound foreign investment concentrating in manufacturing rather than the financial institutions needed to build out a cross-border risk-management ecosystem.

4.3. Cross-Border Infrastructure Gaps

Guangxi's delivery system remains incomplete, concentrated in agricultural products (hogs, sugar) and metals (aluminum ingot), while delivery warehouses for palm oil and rubber — products ASEAN enterprises most need — are lacking. Manganese-silicon and log-delivery facilities exist at Qinzhou Port but at limited scale, and no ASEAN-oriented bonded-delivery facility yet exists. Warehouse-receipt certification is uneven — only the Guangxi Aluminum Trading Center offers blockchain-traceable certification (80% of goods across thirteen certified warehouses) — and cross-border information-sharing platforms remain absent, leaving ASEAN enterprises without real-time access to Chinese market data.

4.4. Slow Futures–Spot Integration

Guangxi has no headquarters of any futures company or risk-management subsidiary, constraining professional service capacity, and its delivery-warehouse scale, product coverage and service quality lag behind more advanced regions such as Shandong and Zhejiang. In aluminum specifically, Baise lacks a Shanghai Futures Exchange delivery warehouse, raising local delivery costs. Futures–spot integration remains early-stage, ASEAN participation cases are rare, and enterprise awareness, talent and use of advanced tools (options, cross-border combination strategies) remain limited.

5. Pathways for Guangxi to Serve ASEAN Enterprises

Guangxi's approach should build on its resource endowments and geography, align with the national China–ASEAN community strategy, and draw on China's mature, globally influential futures and spot markets. Four pillars form a workable pathway: cross-border cooperation rules, market infrastructure and services, technical and talent support, and outreach and promotion.

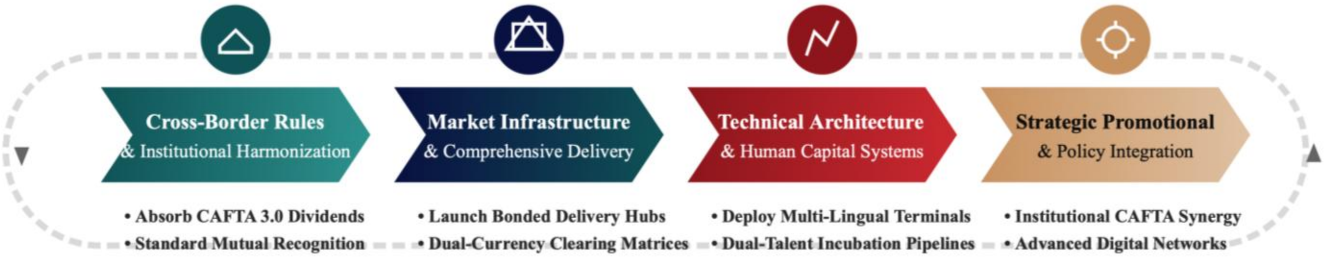

Figure 1. Comprehensive Operational Framework for Guangxi-ASEAN Derivatives Integration

5.1. Strengthening the Cross-Border Institutional System

Absorbing trade-agreement dividends. With the CAFTA 3.0 Protocol now signed and RCEP three years into force, the two agreements reinforce each other, creating a favorable environment for regional value-chain integration and a policy dividend for cross-border futures–spot cooperation. Guangxi can push to incorporate "futures–spot integration" into the China–ASEAN economic framework and build regional regulatory mutual-recognition mechanisms — for example, establishing an ASEAN trading zone for a Chinese futures exchange in Nanning, piloting contracts in products where Chinese and ASEAN industry are closely aligned (alumina, aluminum ingot, tin, stainless steel, palm oil, rubber, sugar, ferrous metals) and jointly developing delivery, inspection, warehousing and logistics rules with ASEAN institutions. Complementary measures could include a dedicated Guangxi fund offering trading-fee subsidies and business rewards for ASEAN-facing futures services; cross-border risk-data sharing and individualized risk assessment with ASEAN regulators; and a China–ASEAN futures-dispute mediation center drawing on legal and futures expertise from China, Thailand, Malaysia and Vietnam, with mutual recognition of mediation outcomes through ASEAN arbitration bodies.

Advancing mutual recognition of rules. This can proceed along three tracks. On standards, exchanges, Guangxi inspection bodies and ASEAN industry associations could jointly develop delivery-standard alignment guides for products like palm oil and rubber, piloting "dual-standard" delivery at Guangxi warehouses. On qualifications, dual-certification systems could allow Chinese futures professionals to practice in ASEAN and enable mutual recognition of commodity-inspection qualifications, lowering cross-border delivery costs. On regulation, an annual China–ASEAN futures regulatory roundtable, a bilateral regulatory-cooperation memorandum on information sharing and joint enforcement, and cross-border regulator training — following the Dalian Commodity Exchange's cooperation model with the Uzbekistan Exchange and broader Belt and Road exchange cooperation initiatives [14] — could deepen supervisory coordination.

5.2. Upgrading Market Infrastructure and Services

Raising exchange capacity. Guangxi can benchmark against the CME, LME and SGX to raise the international influence of Chinese non-ferrous-metal, rubber and palm-oil contracts [15, 16] — expanding QFI-eligible products and pursuing settlement-price licensing so Chinese contracts list abroad, as with Shanghai rubber futures on Japan's Osaka Exchange [10] or Shanghai exchanges' inclusion on Malaysia's approved list. Domestic exchanges should also establish ASEAN-facing trading zones and industry-finance bases in Guangxi, with disaster-recovery centers and technical-service stations providing localized support.

A diversified product and pricing system is central to this effort. Mini contracts, following precedents such as Osaka's five-tonne RSS3 rubber contract and Thailand's five-tonne RSS3D contract (versus Bursa Malaysia's 25-tonne FCPO) [10], could lower entry barriers for small Thai rubber farmers, Vietnamese cooperatives and Guangxi processors, paired with tiered margin discounts. A "Guangxi price index" system, building on the existing sugar spot-price index and expanding influence in alumina, electrolytic aluminum and aluminum profiles, could offer clearer pricing benchmarks. Climate-linked derivatives — parametric insurance indexed to rainfall, wind or temperature, following successful durian-orchard flood-insurance pilots in the region — could be paired with "insurance + futures" solutions for agriculture-exposed products, triggering rapid payouts when weather thresholds are breached.

Improving cross-border settlement and delivery. Commercial banks with international settlement qualifications could offer an integrated window for account opening, settlement and currency hedging, drawing on the Beibu Gulf platform's RMB-settlement experience to expand RMB use in futures pricing (reducing FX costs) alongside basic hedging tools such as forward FX settlement and currency swaps. Adopting advanced international clearing standards and messaging protocols like ISO 20022 used by regional hubs [20]. Enterprises could offset margin requirements with qualifying warehouse receipts or bonds, and cross-border fund transfers could be simplified through quota-based (rather than transaction-by-transaction) approval piloted with the State Administration of Foreign Exchange, linked through a "margin monitoring center + futures company + bank" settlement model.

On delivery — the "last mile" of futures serving the real economy — Guangxi should leverage its bonded-zone policies, the Beibu Gulf port hub and the Pinglu Canal to build certified delivery warehouses at major ASEAN logistics hubs, with standardized warehousing-to-warehouse-receipt procedures for fast quality certification. Cross-border logistics standards, embedded delivery requirements, multimodal "bulk-to-container" operations incorporating the Pinglu Canal, a "bonded delivery + cross-border through transport" model, and blockchain/IoT-based traceability would together improve delivery certainty and timeliness. An integrated "futures + spot + supply chain" platform, anchored by a Guangxi commodity trading center and a supply-chain finance information platform, could tie these functions together.

Cultivating service providers. Guangxi's roughly thirty futures branches currently lack any headquarters, limiting professional capacity. Policy could encourage leading local enterprises (e.g., Guokong Group, Beigang Group) to acquire futures licenses and encourage futures companies to establish

ASEAN business headquarters or service centers in the Guangxi free-trade zone, staffed with composite language/futures/trade teams, and to build research centers publishing risk reports on ASEAN-relevant products. Futures–spot companies — a mature model in the Yangtze River Delta — should be attracted and cultivated locally through dedicated funding, tax incentives and exchange partnerships on delivery-warehouse management, with support for ASEAN branch establishment. Logistics and supply-chain firms should receive futures training and be evaluated on service capability, cultivating integrated "procurement + transport + hedging + financing" providers.

Strengthening intelligent risk control. A cross-border risk-monitoring network — linking credit platforms, futures-market monitors and customs through the China–ASEAN service base — could integrate trading, supply-chain, credit and capital-flow data for dynamic credit scoring and differentiated margin management. An intelligent early-warning platform combining price, basis, exchange-rate, shipping and policy data could run dynamic stress tests and issue multilingual alerts, offering basic tools for less experienced enterprises and advanced hedging/arbitrage tools for sophisticated ones. Once proven, these risk-control models could be exported to partners in Vietnam, Thailand and beyond — including joint development with Bursa Malaysia Derivatives and a jointly published regional risk report — positioning Guangxi as a regional source of risk-management technology.

5.3. Building Technical Support and Talent

ASEAN-facing trading terminals should support Vietnamese, Thai, Indonesian and other regional languages with unified risk-control interfaces and embedded tools such as margin simulation and Delta/Gamma risk reporting; Nanning's international communications gateway, once complete, will cut Nanning–Hanoi network latency to 3.5 milliseconds.

On talent recruitment, a "Guangxi Futures–Spot Leading Talent" program could recruit globally, offering competitive compensation, research funding, rewards of up to RMB 2 million for successful innovation projects, and partnerships with international exchanges to establish research centers in Guangxi, alongside settlement subsidies, tax relief and education/healthcare support for recognized high-end talent.

On composite-talent development, Guangxi's nearly ten thousand ASEAN students and roughly forty universities offering ASEAN-language programs provide a strong base for customized programs combining Southeast Asian languages with finance, paired with joint training bases, dual-mentor systems, structured internship programs with hiring priority for qualified graduates, and ongoing "futures + language + spot" training for existing practitioners.

On cross-border exchange, mutual recognition of futures qualifications with ASEAN countries and a dedicated exchange fund could support annual three-to-six-month placements between Guangxi and ASEAN institutions, an annual China–ASEAN futures talent forum and shared talent database, a talent-exchange zone at the China–ASEAN Expo, and joint training on core products (non-ferrous metals, palm oil, rubber) covering market fundamentals, delivery rules and risk-management tools.

5.4. Strengthening Outreach and Cooperation

Government guidance should incorporate ASEAN-facing futures development into Guangxi's financial-development plan, publish a periodic development white paper, and issue dedicated support policies for delivery-warehouse construction, settlement and talent development, backed by a dedicated fund leveraging social capital. Intergovernmental cooperation should use platforms such as the China–ASEAN Leaders' Meeting and Economic and Trade Ministers' Meeting to raise the profile of futures cooperation and establish regular regulatory consultation — building on the momentum of Guangxi's October 2025 "Embracing FTA 3.0" event series.

The China–ASEAN Expo offers a ready-made exchange platform: a regular "ASEAN Regional Enterprise Futures–Spot Business Exchange Summit" could showcase successful cases and recognize exemplary projects, complemented by a dedicated "Futures and Risk Management" exhibition zone and a digital platform offering online exhibitions, remote consultation and video training.

Finally, outreach should be multi-channel and multilingual — partnerships with ASEAN media for a "Futures Serving ASEAN" content series, short-form video content on platforms such as Douyin, WeChat and major ASEAN social platforms, and a practical, case-based guide to ASEAN enterprises' use of China's futures market (covering palm oil, rubber, tin and similar products) published bilingually and distributed through the Expo and border-trade fairs.

6. Conclusion and Outlook

ASEAN enterprises' use of China's futures market for risk management serves both a practical need — stabilizing bilateral trade and lowering costs — and a broader goal of regional economic stability and security, giving it real strategic value. Backed by national strategy and the Pinglu Canal project, by local planning and policy support, by geographic and cultural advantages, and by genuine market demand, Guangxi has an irreplaceable role to play.

As CAFTA 3.0 advances and the Pinglu Canal opens, conditions for Guangxi's ASEAN-facing futures role will mature further. Looking ahead: a routine cross-border cooperation mechanism with far greater institutional mutual recognition; a futures and derivatives system covering ASEAN's main commodities, with rising international influence for Chinese prices; a cross-border delivery and settlement hub centered on the Beibu Gulf ports reaching international service standards; and steady growth in ASEAN enterprise participation, with futures tools playing a markedly greater role in stabilizing bilateral trade.

As a China–ASEAN gateway hub, Guangxi's experience can offer a new paradigm for global regional financial cooperation and help build a closer China–ASEAN community of shared future. The pathway forward should be systematic — advancing institutions and rules, infrastructure, talent, and outreach in parallel — while proceeding step by step: focusing first on products such as palm oil, rubber, tin, aluminum and sugar, where ASEAN overlap and Guangxi's industrial-chain advantages are strongest, before expanding once pilots succeed, and positioning Guangxi as an institutional-innovation test field and resource-sharing platform for China–ASEAN futures–spot integration.

This pathway also carries clear practical value for Guangxi's own economic transformation: as delivery, settlement, warehousing and supply-chain-finance activity concentrates in the region, Guangxi stands to gain not only from transaction and service revenue but also from a strengthened, more diversified industrial base less exposed to single-market price shocks. For ASEAN enterprises, the payoff is a more accessible, better-matched set of hedging tools than those currently available through distant, currency- and time-zone-mismatched Western markets — allowing them to lock in margins, plan production and stabilize cash flow with greater confidence.

Looking further ahead, as China's futures market internationalizes further and Guangxi's ASEAN-facing opening deepens, Guangxi is well placed to become a risk-management center for ASEAN enterprises, forming an innovative "Guangxi platform + Chinese futures + ASEAN industry" model that supports the high-quality development of regional economic cooperation.

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