

What Drives Futures Market Participants

A Futures Market Survey
by Barchart

Executive Summary

Futures markets are represented by many types of investors, traders, hedgers and other market participants. Some are professionals who work for investment banks, brokerages and hedge funds, while others are non-professionals or individuals who speculate in the markets for their own accounts. And, of course there are commercial hedgers whether corporate, financial or commodity focused. All of these audiences engage with futures markets in various ways. How often do they trade futures? What trading software do they use? How long do their trades typically stay in the market?

Where do they get data from? What about those who follow the futures market, but don't trade futures? And, what do the groups want "more of"? We surveyed over 400 people across four different venues to establish four audiences: Active Investors, Listed Derivatives Audience, Business Professionals, and the General Online Population. These cohorts allowed us to understand how each group interacts with the futures markets, on which platforms, and for what purposes. This report presents the findings.

Contents

2	Executive Summary	14	Where do you get futures prices/quotes from?	29	Responses from individuals who don't trade futures, but follow the futures market
3	Overview of Audiences				
4	Do you trade futures?	15	How long do your trades typically stay in the market?	30	What futures markets do you follow?
5	Responses from individuals who trade futures	16	How do you execute trades?	31	For what purpose do you follow the futures market?
6	For how long have you traded futures?	18	What platforms do you trade from?	32	Why don't you trade futures?
7	For what primary purpose do you trade futures?	21	What brokers do you use?	33	What do you want more of?
8	How often do you trade futures?	24	What is your futures account balance?	35	Do you invest or trade in other markets?
10	What types of futures do you trade?	25	Do you use the same or different platforms for order entry vs. market analysis?	36	Responses from individuals who don't trade or follow the futures market
11	Do you use real-time, delayed or end-of-day data?	27	What do you want more of?	37	Do you invest or trade in other markets?
12	What drives your trading decisions?	28	Do you invest or trade in other markets?	37	Why don't you trade futures?

What Drives Futures Market Participants

Overview of the Audiences

To better understand how each cohort interacts with and monitors the futures market, we surveyed individuals across four separate platforms: Facebook, LinkedIn, Barchart.com, and the John Lothian Newsletter.



General Online Audience

- Represents the "General Online Audience" - users were surveyed on Facebook
- Broad age range - includes both younger and older investors
- Respondents typically have a middle-class income range
- 1 out of 10 indicated they trade futures




Business Professional Audience

- Represents the "Business Professional Audience" - users were surveyed on LinkedIn
- Younger age range - most respondents were younger than 46 years old
- Broad household income range - includes both middle-class and upper-class investors
- Nearly 4 out of 10 indicated they trade futures



Active Investor Audience

- Represents the "Active Investor Audience" - users were surveyed on Barchart.com
- Broad age range - includes both younger and older investors
- Respondents typically have an upper-middle-class income range
- 6 out of 10 indicated they trade futures



Listed Derivatives Audience

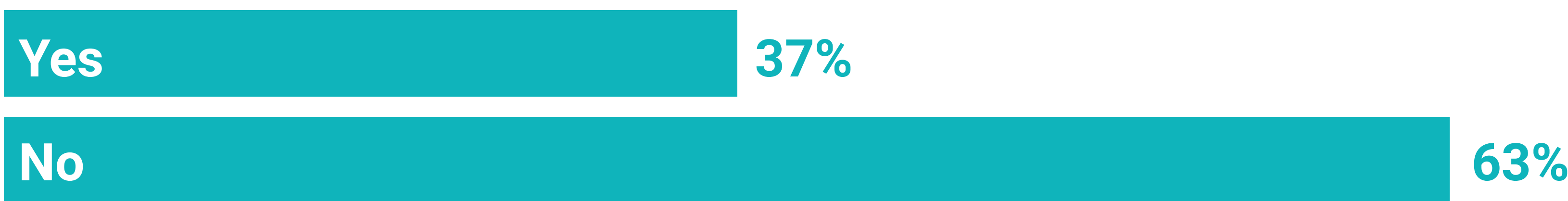
- Represents the "Listed Derivatives Audience" - users were surveyed through the John Lothian Newsletter
- Broad age range - includes both younger and older investors
- Broad household income range - includes both middle-class and upper-class investors
- 5 out of 10 indicated they trade futures

Do you trade futures?

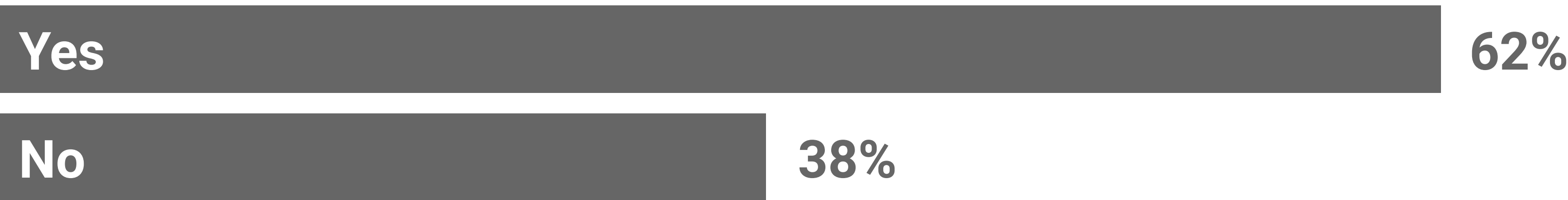
General Online Audience



Business Professional Audience



Active Investor Audience



Listed Derivatives Audience



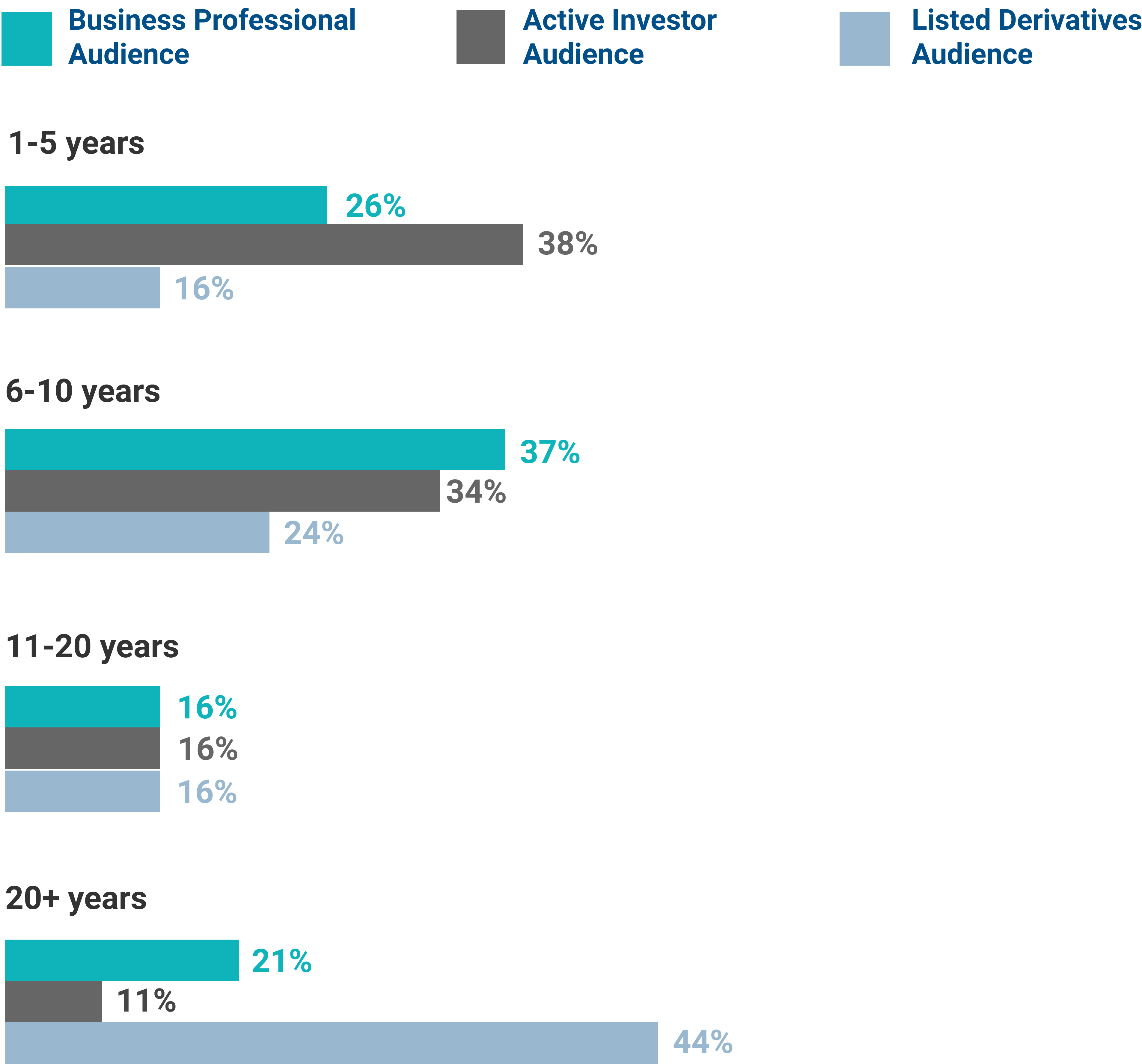
6 out of 10 respondents from the **Active Investor Audience** indicated they trade futures



The following results are from respondents who answered "yes" when asked "do you trade futures?"

For how long have you traded futures?

**Respondents answered "yes" when asked if they trade futures*



44% of the **Listed Derivatives Audience** have been trading futures for over 20 years

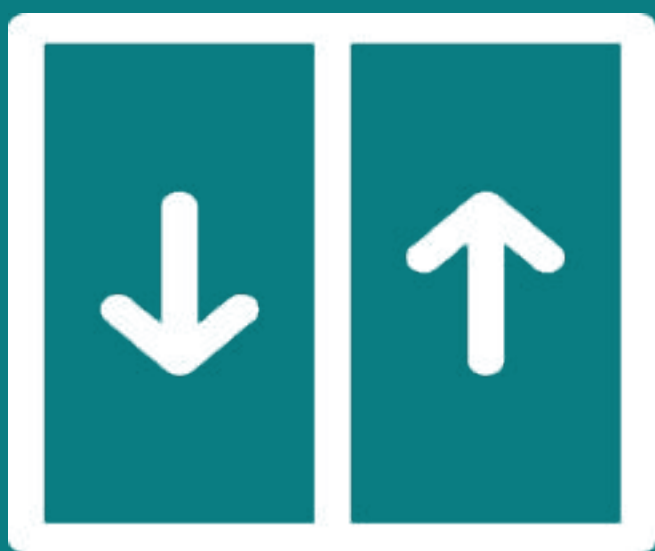


As a result of lack of data, the **General Online Audience's responses have not been included in this section of the report.*

For what primary purpose do you trade futures?

**Respondents answered "yes" when asked if they trade futures*

68% of all respondents trade futures for personal speculation vs 6% who trade for hedging purposes



Hedging (6%)

Business Professional Audience | 16%
Active Investor Audience | 3%
Listed Derivatives Audience | 12%



Speculative - Personal (68%)

Business Professional Audience | 47%
Active Investor Audience | 80%
Listed Derivatives Audience | 44%



Speculative - Business (21%)

Business Professional Audience | 26%
Active Investor Audience | 16%
Listed Derivatives Audience | 32%



Brokerage (5%)

Business Professional Audience | 11%
Active Investor Audience | 1%
Listed Derivatives Audience | 12%

How often do you trade futures?

**Respondents answered "yes" when asked if they trade futures*



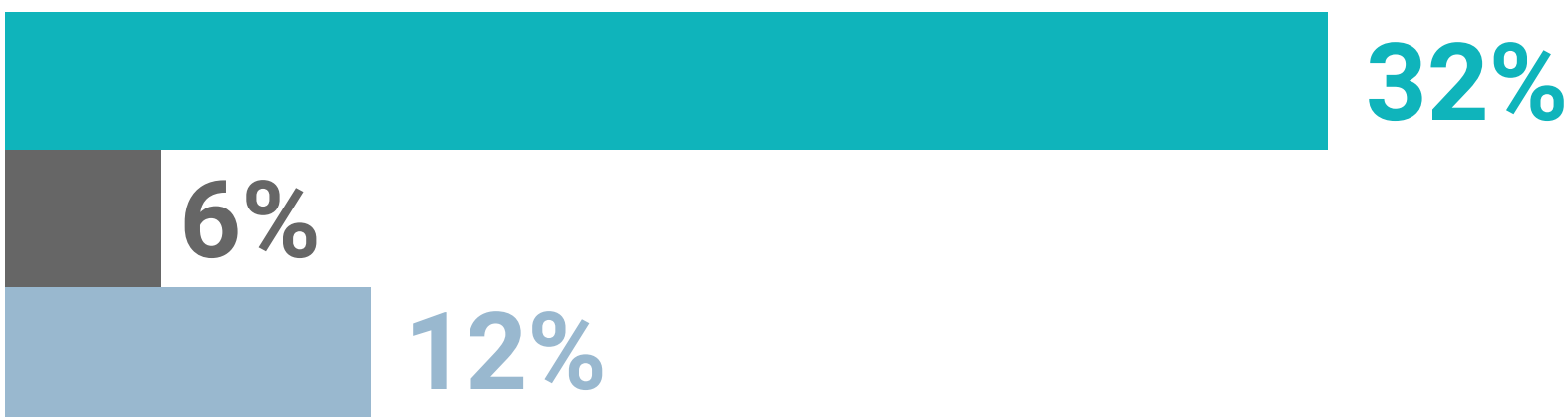
Daily or Multiple Times per Day



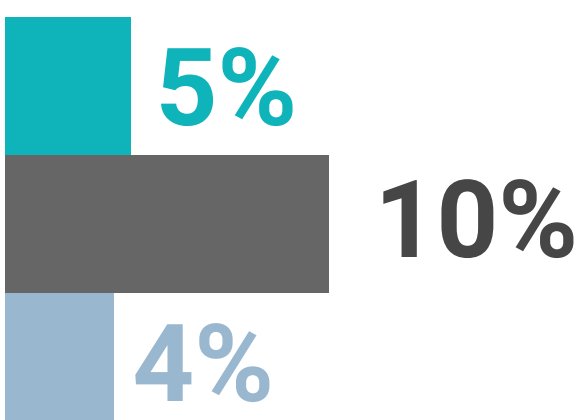
Weekly



Monthly



Very Rarely



Over half of the **Business Professional Audience**, **Active Investor Audience** and **Listed Derivatives Audience** indicated they trade futures at least once per day



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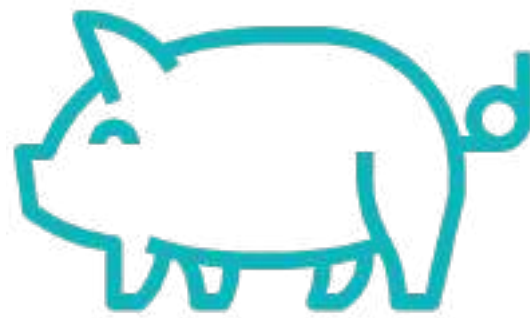
barchart.com/cmdty | cmdty@barchart.com

What types of futures do you trade? Select all that apply.

**Respondents answered "yes" when asked if they trade futures*



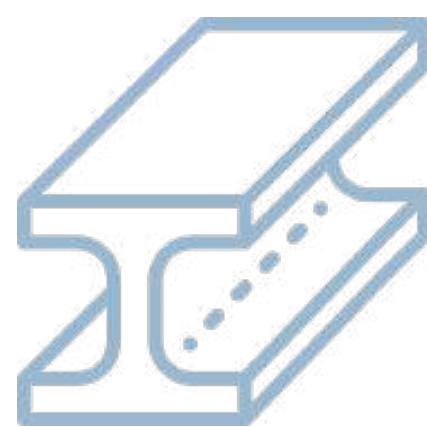
Grain (32%)
Business Professional Audience | 47%
Active Investor Audience | 22%
Listed Derivatives Audience | 56%



Livestock (23%)
Business Professional Audience | 53%
Active Investor Audience | 14%
Listed Derivatives Audience | 28%



Energy (48%)
Business Professional Audience | 32%
Active Investor Audience | 47%
Listed Derivatives Audience | 60%



Metals (48%)
Business Professional Audience | 37%
Active Investor Audience | 52%
Listed Derivatives Audience | 44%



Softs (15%)
Business Professional Audience | 21%
Active Investor Audience | 16%
Listed Derivatives Audience | 9%



Equity Indexes (48%)
Business Professional Audience | 26%
Active Investor Audience | 42%
Listed Derivatives Audience | 88%



Interest Rates (37%)
Business Professional Audience | 32%
Active Investor Audience | 35%
Listed Derivatives Audience | 48%



Currencies (27%)
Business Professional Audience | 32%
Active Investor Audience | 20%
Listed Derivatives Audience | 48%



Cryptocurrencies (9%)
Business Professional Audience | 11%
Active Investor Audience | 8%
Listed Derivatives Audience | 12%

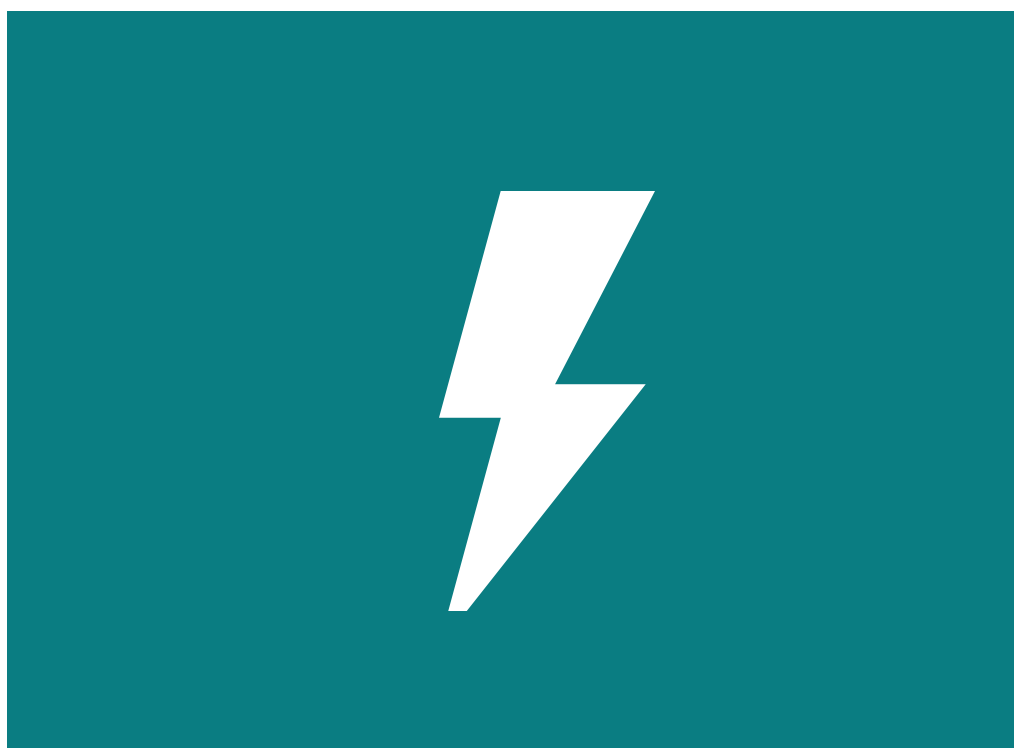


Volatility Futures (10%)
Business Professional Audience | 11%
Active Investor Audience | 5%
Listed Derivatives Audience | 24%

Do you use real-time, delayed or end-of-day futures prices?

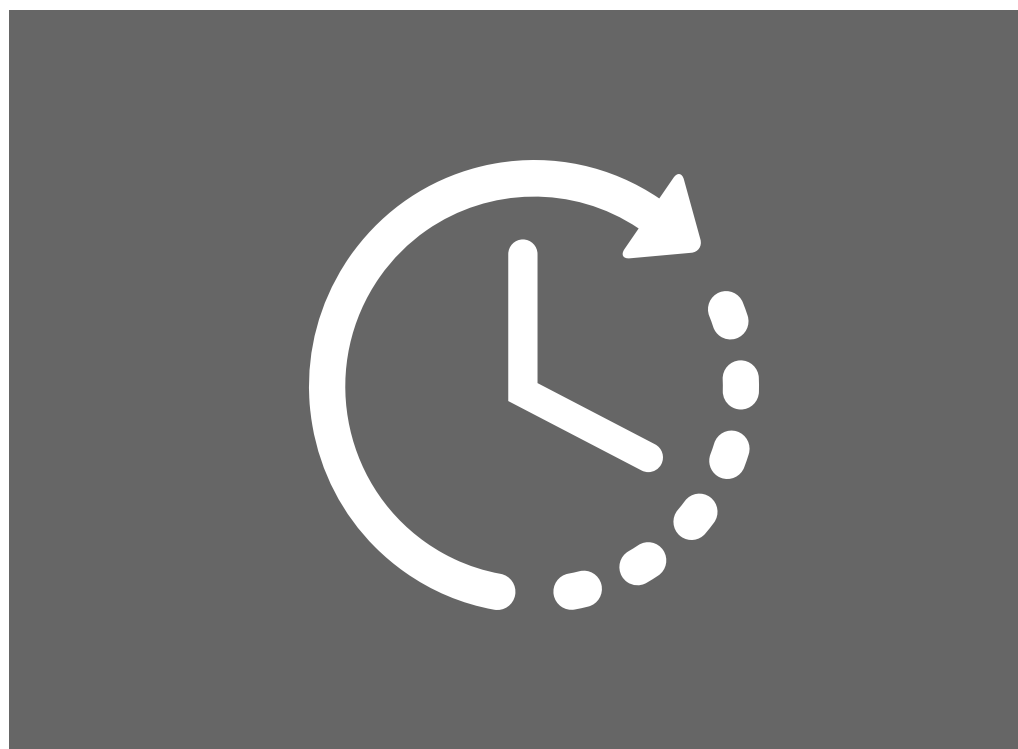
**Respondents answered "yes" when asked if they trade futures*

88% of the **Listed Derivatives Audience** use real-time data to view futures market prices



Real-Time Data

Business Professional Audience | 42%
Active Investor Audience | 33%
Listed Derivatives Audience | 88%



Delayed Data

Business Professional Audience | 32%
Active Investor Audience | 46%
Listed Derivatives Audience | 12%



End-of-Day

Business Professional Audience | 21%
Active Investor Audience | 20%
Listed Derivatives Audience | 0%



Don't Know

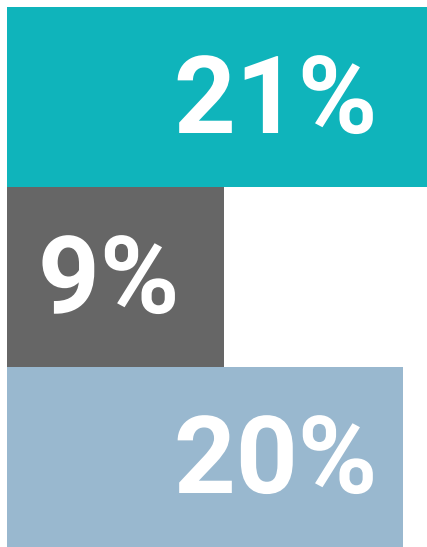
Business Professional Audience | 5%
Active Investor Audience | 1%
Listed Derivatives Audience | 0%

What drives your trading decisions? Select up to 3.

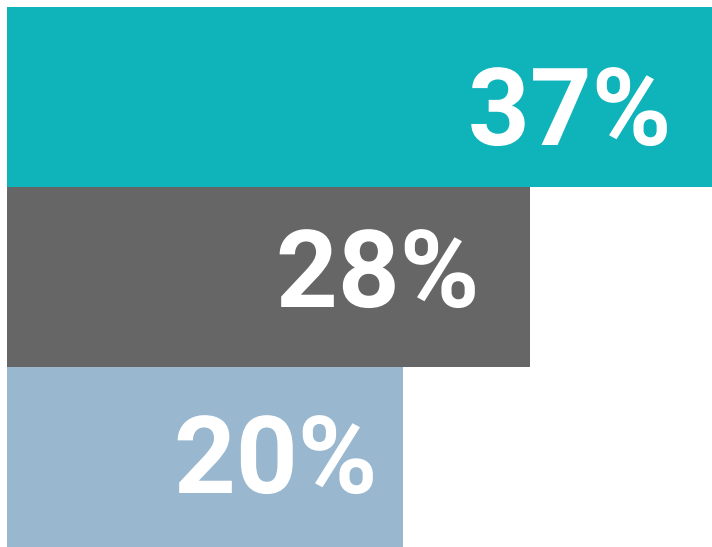
**Respondents answered "yes" when asked if they trade futures*



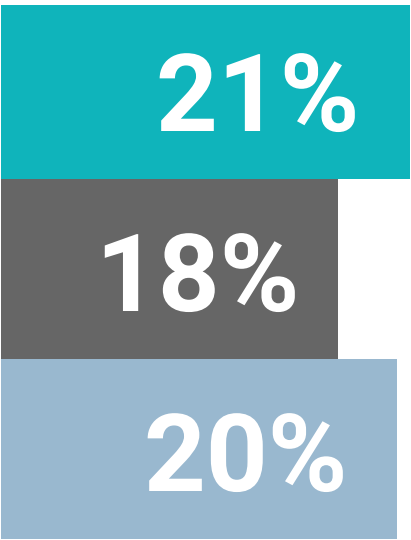
I enter orders to hedge



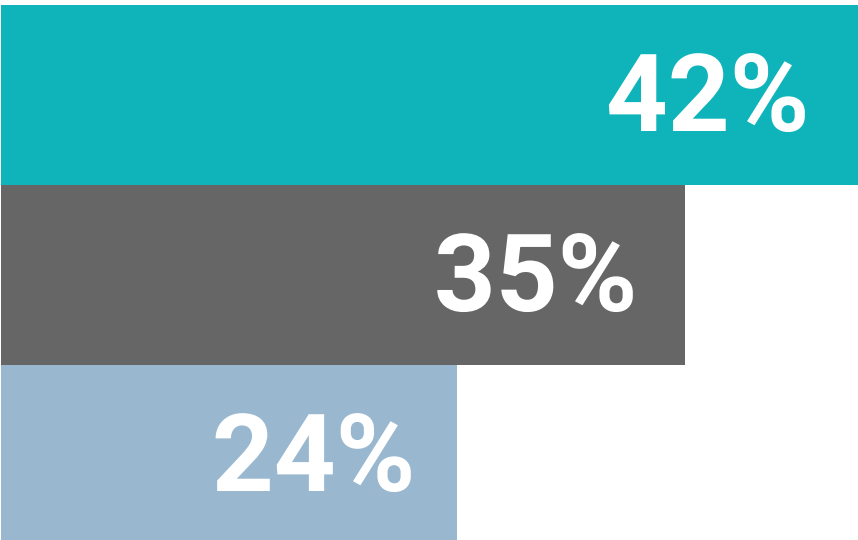
Automated trading based on algorithms



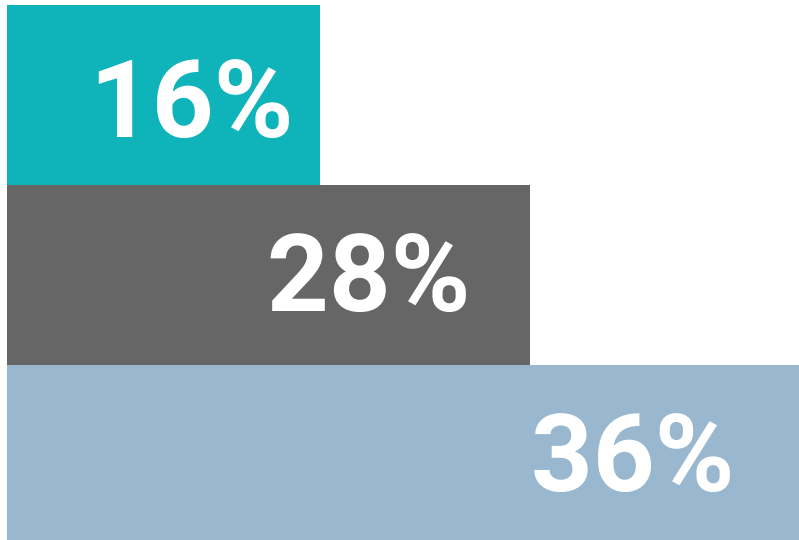
I enter orders on behalf of clients



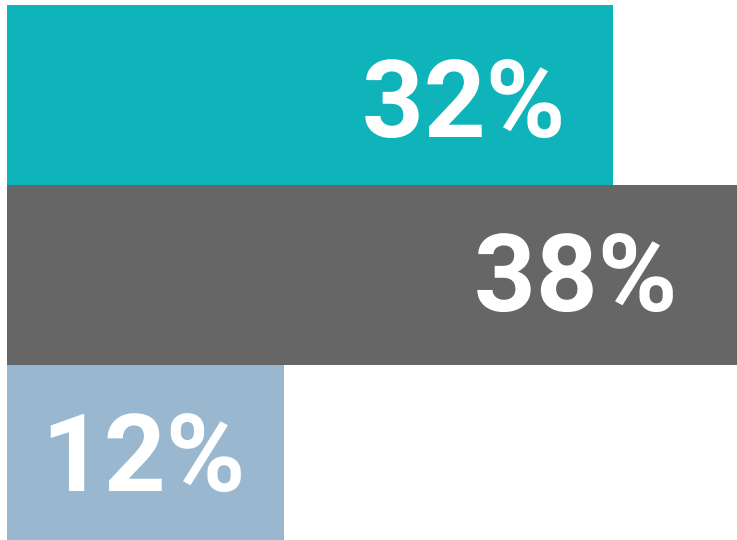
Basic chart analysis



I'm in and out / scalp trading



Serious chart and technical analysis



Basic as well as serious chart analysis drives the trading decisions for the majority of all survey respondents



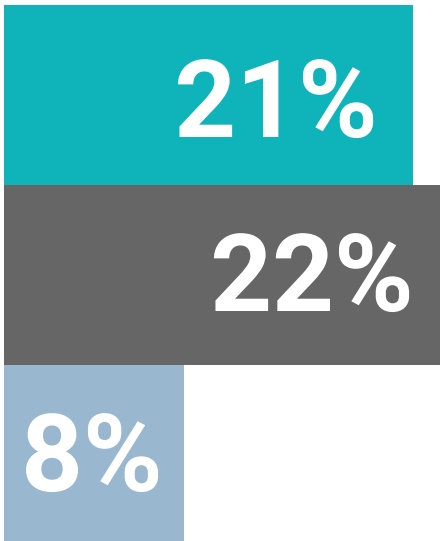
**This question is continued on Page 12*

What drives your trading decisions?

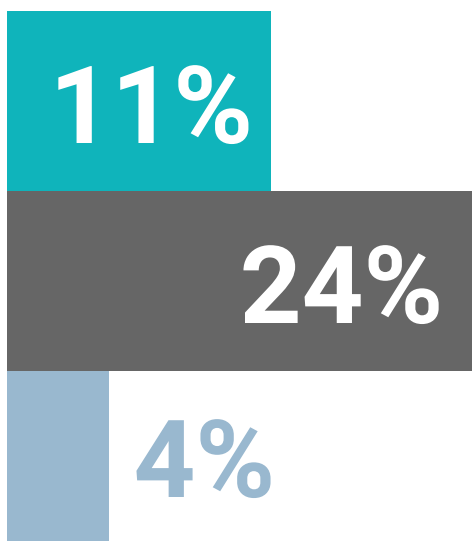
**Respondents answered "yes" when asked if they trade futures*



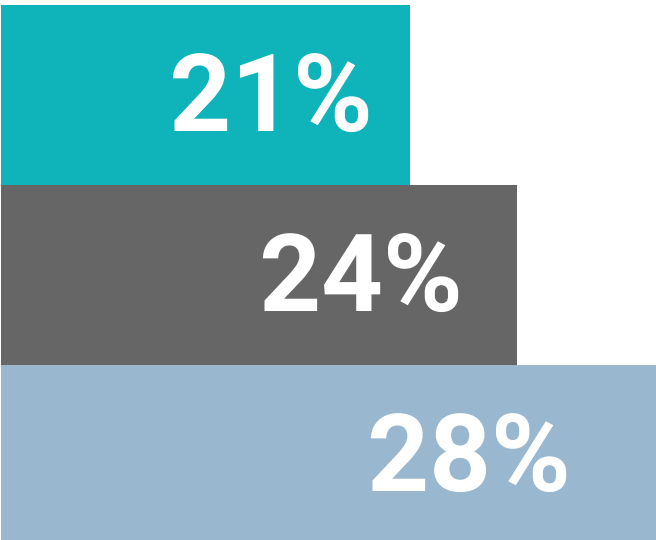
Fundamental analysis



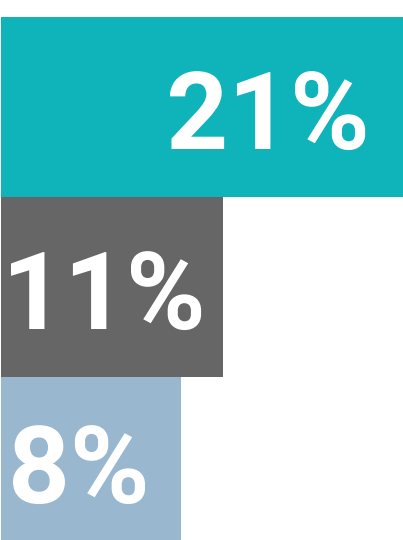
I take a position ahead of key releases



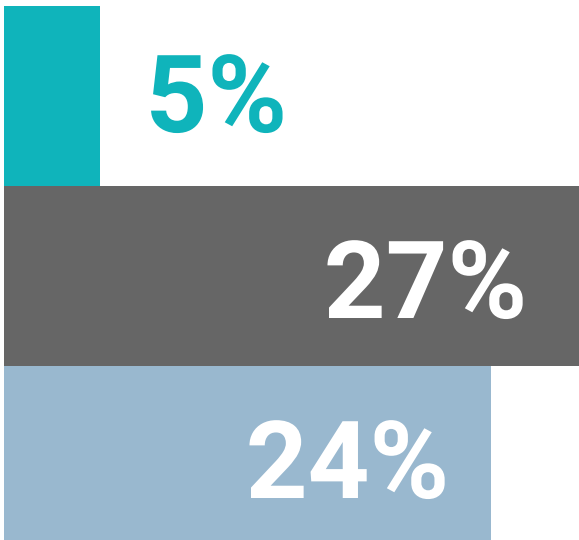
My own custom analysis



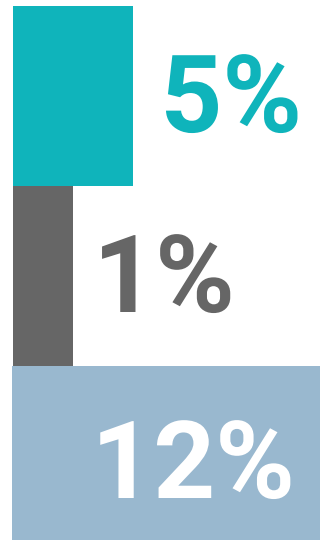
I follow the news and then take a position



Options analysis



Other



Options analysis drives trading decisions for 27% of the **Active Investor Audience** and 24% of the **Listed Derivatives Audience** compared to 5% of the Business Professional Audience



Where do you get futures quotes / prices from?

**Respondents answered "yes" when asked if they trade futures*

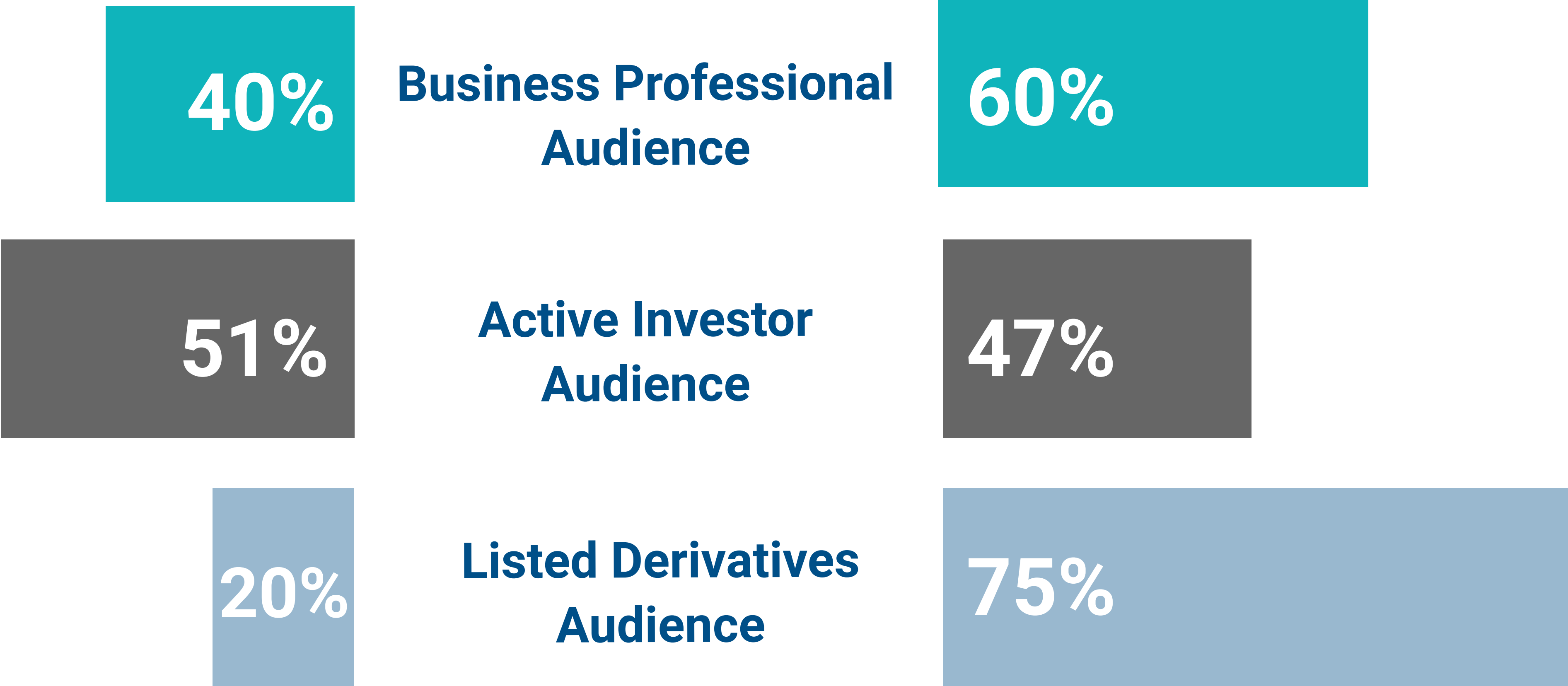


51% of the **Active Investor Audience** indicated that they turn to financial media websites to receive futures quotes and prices

Financial Media

VS.

Broker Platform, Trading Software or Exchange

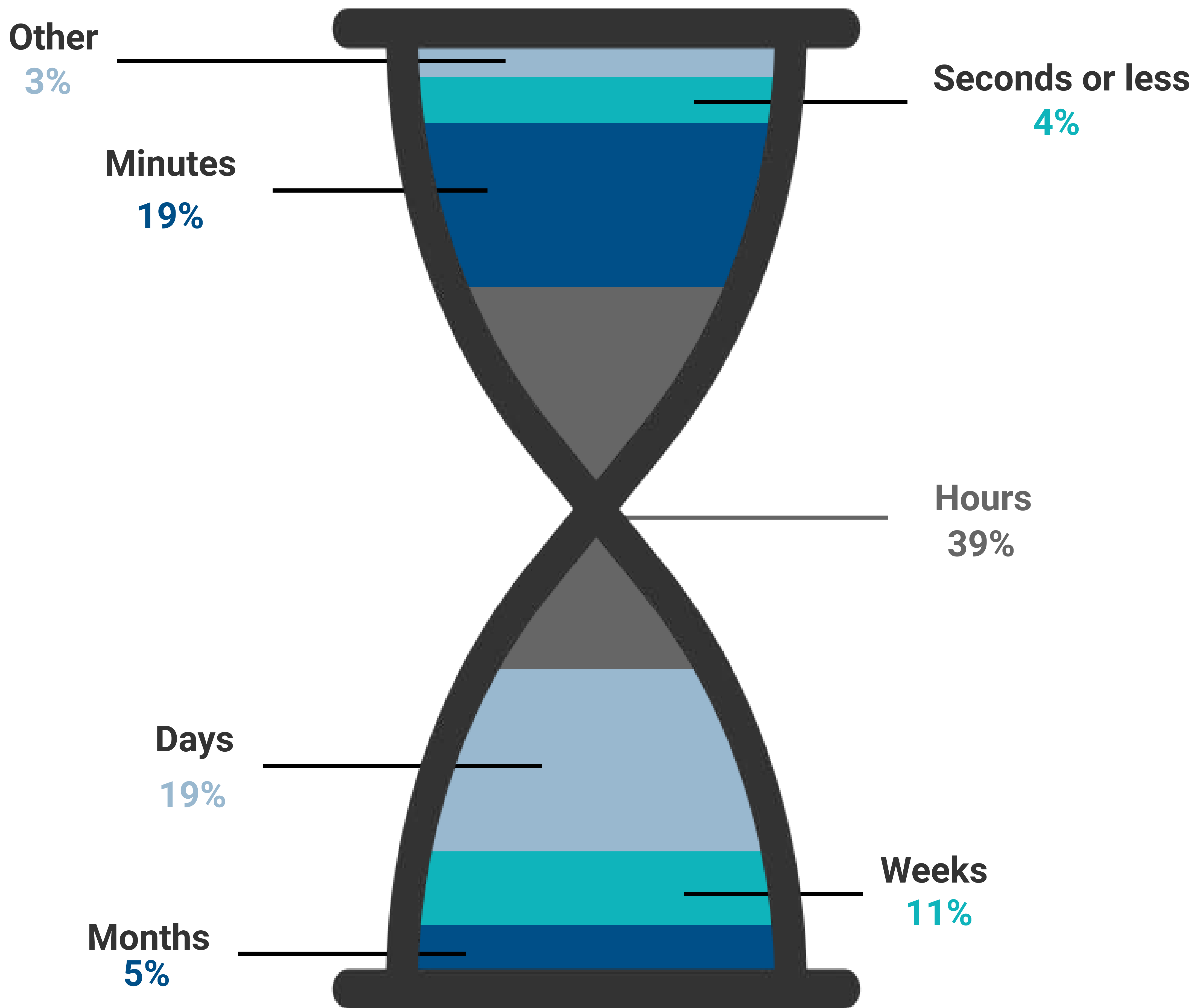


**2% of Active Investor Audience and 5% of the Listed Derivatives Audience responses were for "Other."*

**Respondents were allowed to select up to 3 choices for where they get futures quotes. The choices included: Trading software (including web-based platforms), broker website, exchange website, Barchart.com, TradingView.com, TradingCharts.com, Yahoo Finance, WSJ.com, or "Other"*

How long do your trades typically stay in the market?

**Respondents answered "yes" when asked if they trade futures*



62% of respondents typically have their trades stay in the market for hours or less



How do you execute your trades?

**Respondents answered "yes" when asked if they trade futures*



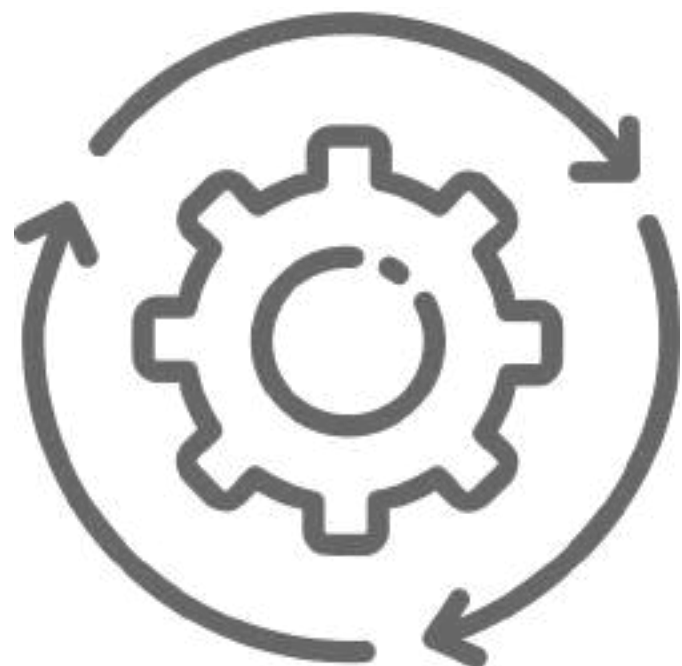
I enter orders online myself or through software

- Business Professional Audience | 42%
- Active Investor Audience | 52%
- Listed Derivatives Audience | 72%



I call a broker to enter my order for me

- Business Professional Audience | 32%
- Active Investor Audience | 39%
- Listed Derivatives Audience | 8%



My orders are automatically generated / blackbox

- Business Professional Audience | 32%
- Active Investor Audience | 9%
- Listed Derivatives Audience | 8%



55% of all respondents place orders themselves or through software versus 13% whose orders are generated automatically

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What platforms do you trade from? Select up to 3.

*The below responses are from the Business Professional Audience. Respondents answered "yes" when asked if they trade futures

Business Professional Audience










	Interactive Brokers (32%)
	Trading Technologies (32%)
	TD Ameritrade / thinkorswim (21%)
	CQG (21%)
	CMEDirect (21%)
	RJO WebOE (16%)
	WebICE (11%)
	QST (11%)
	Sierra Chart (11%)
	MultiCharts (11%)
	Cunningham / CTS T4 (11%)
	Bloomberg (11%)

*The above table only shows the top twelve answers received from the Business Professional Audience. Respondents were given the option to choose 3 from the following platforms: Interactive Brokers, Trading Technologies, TD/thinkorswim, CQG, CMEDirect, WebIce, Oak, QST, RJO WebOE, J-Trader, Barchart Trader, cmdtyView, Sierra Chart, NinjaTrader, MultiCharts, TradeStation, GAIN Trader, APEX, Cunningham/CTS T4, TradingView, Orc, OptionsCity, R | Trader, PhotonTrader, ION, Bloomberg, Thomson Reuters/Refinitiv, A broker platform not listed, An ISV platform not listed, Custom software, Other, or I don't.

What platforms do you trade from? Select up to 3.

The below responses are from the **Active Investor Audience. Respondents answered "yes" when asked if they trade futures*

Active Investor Audience









	Oak Trading Systems / ADMIS (19%)
	TD Ameritrade / thinkorswim (15%)
	Interactive Brokers (14%)
	Barchart Trader (13%)
	WebICE (11%)
	QST (11%)
	Bloomberg (11%)
	Thomson Reuters / Refinitiv (10%)
	A broker platform not listed (10%)
	TradingView (9%)
	PhotonTrader (9%)

**The above table only shows the top eleven answers received from the Business Professional Audience. Respondents were given the option to choose 3 from the following platforms: Interactive Brokers, Trading Technologies, TD/thinkorswim, CQG, CMEDirect, WebIce, Oak, QST, RJO WebOE, J-Trader, Barchart Trader, cmdtyView, Sierra Chart, NinjaTrader, MultiCharts, TradeStation, GAIN Trader, APEX, Cunningham/CTS T4, TradingView, Orc, OptionsCity, R | Trader, PhotonTrader, ION, Bloomberg, Thomson Reuters/Refinitiv, A broker platform not listed, An ISV platform not listed, Custom software, Other, or I don't.*

What platforms do you trade from? Select up to 3.

**The below responses are from the Listed Derivatives Audience. Respondents answered "yes" when asked if they trade futures*

Listed Derivatives Audience










A broker platform not listed (20%)	
	Interactive Brokers (16%)
	CQG (16%)
Custom Software (16%)	
	RJO WebOE (12%)
	Trading Technologies (12%)
	TD Ameritrade / thinkorswim (8%)
	WebICE (8%)
	CMEDirect (8%)
	NinjaTrader (8%)

**The above table only shows the top ten answers received from the Listed Derivatives Audience. Respondents were given the option to choose 3 from the following platforms: Interactive Brokers, Trading Technologies, TD/thinkorswim, CQG, CMEDirect, WebIce, Oak, QST, RJO WebOE, J-Trader, Barchart Trader, cmdtyView, Sierra Chart, NinjaTrader, MultiCharts, TradeStation, GAIN Trader, APEX, Cunningham/CTS T4, TradingView, Orc, OptionsCity, R | Trader, PhotonTrader, ION, Bloomberg, Thomson Reuters/Refinitiv, A broker platform not listed, An ISV platform not listed, Custom software, Other, or I don't.*

What brokers do you use? Select up to 2.

**The below responses are from the Business Professional Audience. Respondents answered "yes" when asked if they trade futures*

 Business Professional Audience










	Interactive Brokers (26%)
	INTL FCStone (21%)
	E*Trade (21%)
	UBS (16%)
	AMP Futures (11%)
	ADM Investor Services (11%)
	RCG / Marex Spectron (11%)
	JP Morgan (11%)
	TD Ameritrade (11%)

**The above table only shows the top nine answers received from the Business Professional Audience. Respondents were given the option to choose 2 from the following platforms: Interactive Brokers, UBS, INTL FC Stone, Goldman Sachs, AMP Futures, ADM Investor Services, RJ O'Brien, E*Trade, Advantage Futures, RCG/ Marex Spectron, JP Morgan, Wedbush, Deutsche Bank, Citigroup, Dorman Trading, Morgan Stanley, GAIN/Daniel's Trading, Straits Financial, Phillip Capital, Tradestation, CHS Hedging, Tradeovate, ED&F Man, TD Ameritrade, Schwab, NinjaTrader Brokerage, and Other.*

What brokers do you use? Select up to 2.

**The below responses are from the Active Investor Audience. Respondents answered "yes" when asked if they trade futures*

Active Investor Audience

	Interactive Brokers (14%)
	TD Ameritrade (13%)
	E*Trade (11%)
	AMP Futures (11%)
	Goldman Sachs (11%)
	INTL FCStone (10%)
	ADM Investor Services (8%)
	RJ O'Brien (8%)
Morgan Stanley	Morgan Stanley (8%)
	GAIN / Daniel's Trading (8%)

**The above table only shows the top ten answers received from the Active Investor Audience. Respondents were given the option to choose 2 from the following platforms: Interactive Brokers, UBS, INTL FC Stone, Goldman Sachs, AMP Futures, ADM Investor Services, RJ O'Brien, E*Trade, Advantage Futures, RCG/ Marex Spectron, JP Morgan, Wedbush, Deutsche Bank, Citigroup, Dorman Trading, Morgan Stanley, GAIN/Daniel's Trading, Straits Financial, Phillip Capital, Tradestation, CHS Hedging, Tradeovate, ED&F Man, TD Ameritrade, Schwab, NinjaTrader Brokerage, and Other.*

What brokers do you use? Select up to 2.

**The below responses are from the Listed Derivates Audience. Respondents answered "yes" when asked if they trade futures*

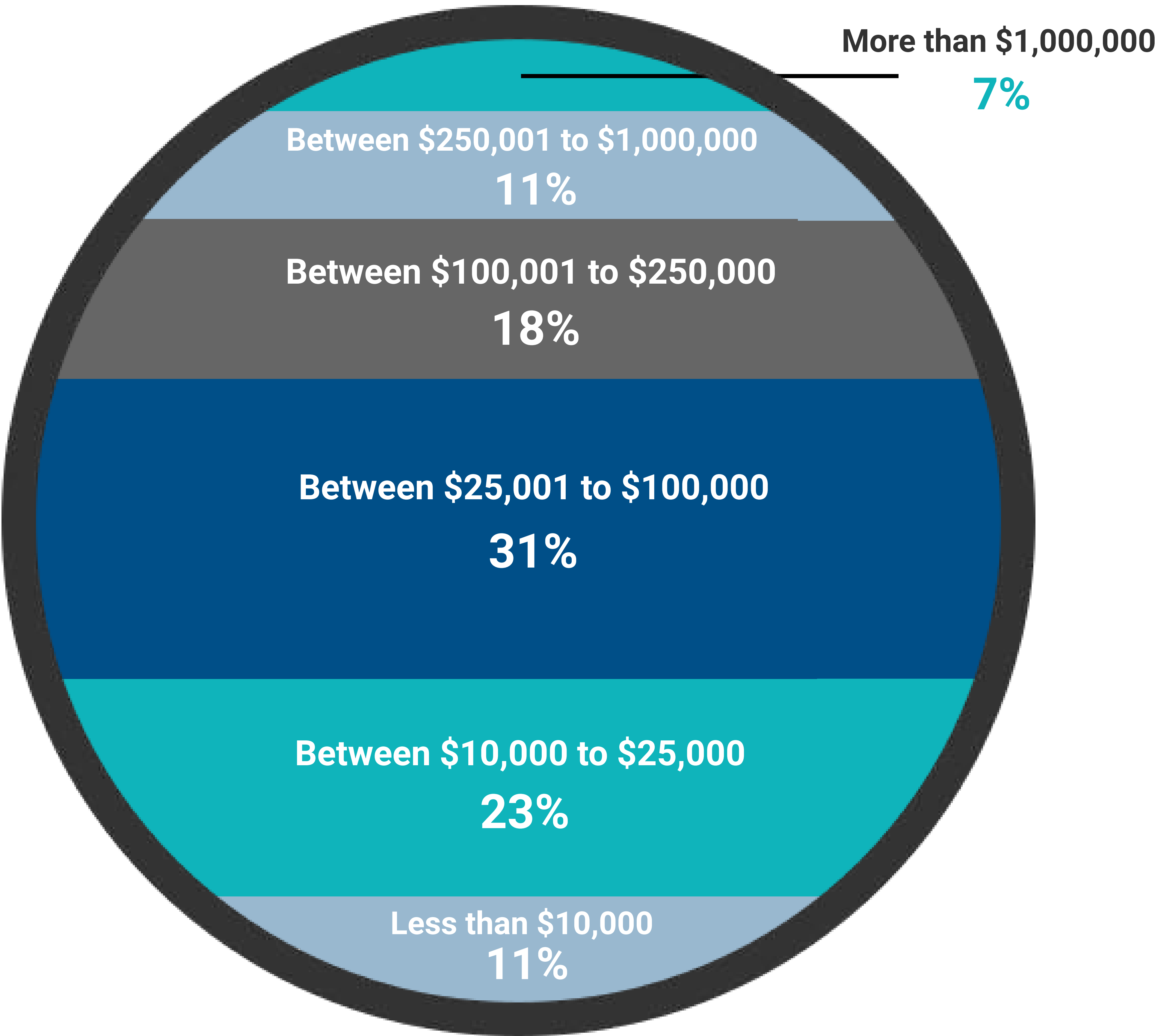
Listed Derivatives Audience

	RJ O'Brien (24%)
	A broker platform not listed (20%)
	Interactive Brokers (12%)
	TD Ameritrade (8%)
	AMP Futures (8%)
	Goldman Sachs (8%)
	ADM Investor Services (8%)
	GAIN / Daniel's Trading (8%)
	RCG / Marex Spectron (8%)
	Dorman Trading (8%)
	Schwab (8%)

**The above table only shows the top eleven answers received from the Listed Derivatives Audience. Respondents were given the option to choose 2 from the following platforms: Interactive Brokers, UBS, INTL FC Stone, Goldman Sachs, AMP Futures, ADM Investor Services, RJ O'Brien, E*Trade, Advantage Futures, RCG/ Marex Spectron, JP Morgan, Wedbush, Deutsche Bank, Citigroup, Dorman Trading, Morgan Stanley, GAIN/Daniel's Trading, Straits Financial, Phillip Capital, Tradestation, CHS Hedging, Tradeovate, ED&F Man, TD Ameritrade, Schwab, NinjaTrader Brokerage, and Other.*

What is your futures account balance?

**Respondents answered "yes" when asked if they trade futures*



26% of the **Business Professional Audience** has an account balance between \$100,001 and \$250,000. 37% of the **Active Investor Audience** has an account balance between \$25,001 and \$100,000. 32% of the **Listed Derivatives Audience** has an account balance between \$10,000 and \$25,000.

Do you use the same or different platforms for order entry vs. market analysis?

**Respondents answered "yes" when asked if they trade futures*

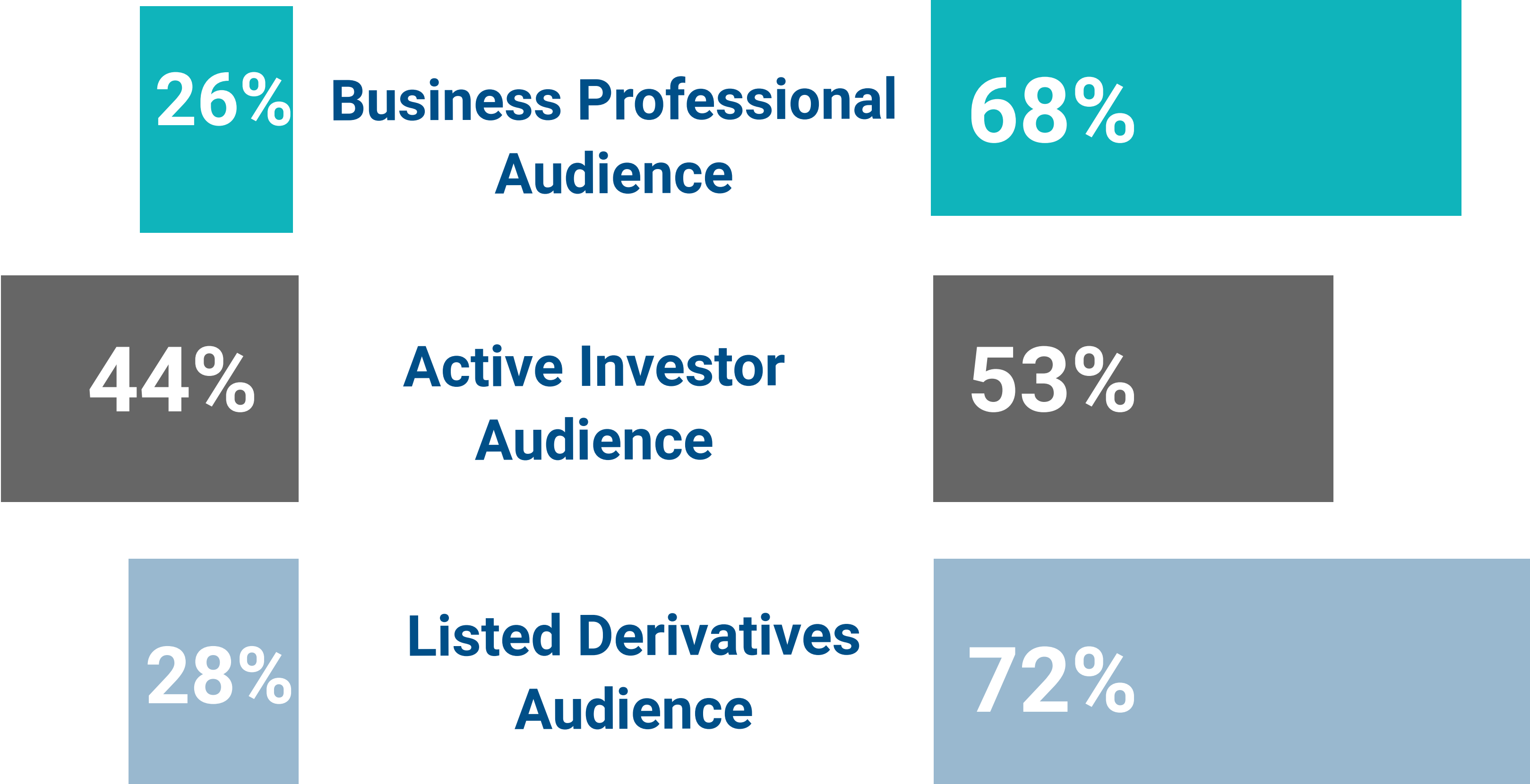


59% of respondents use a different platform for order entry and market analysis while 39% of respondents use the same platform

Same Platform

vs.

Different Platform



**5% of the Business Professional Audience and 3% of Active Investor Audience responses were for "Other."*

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Global Market Data

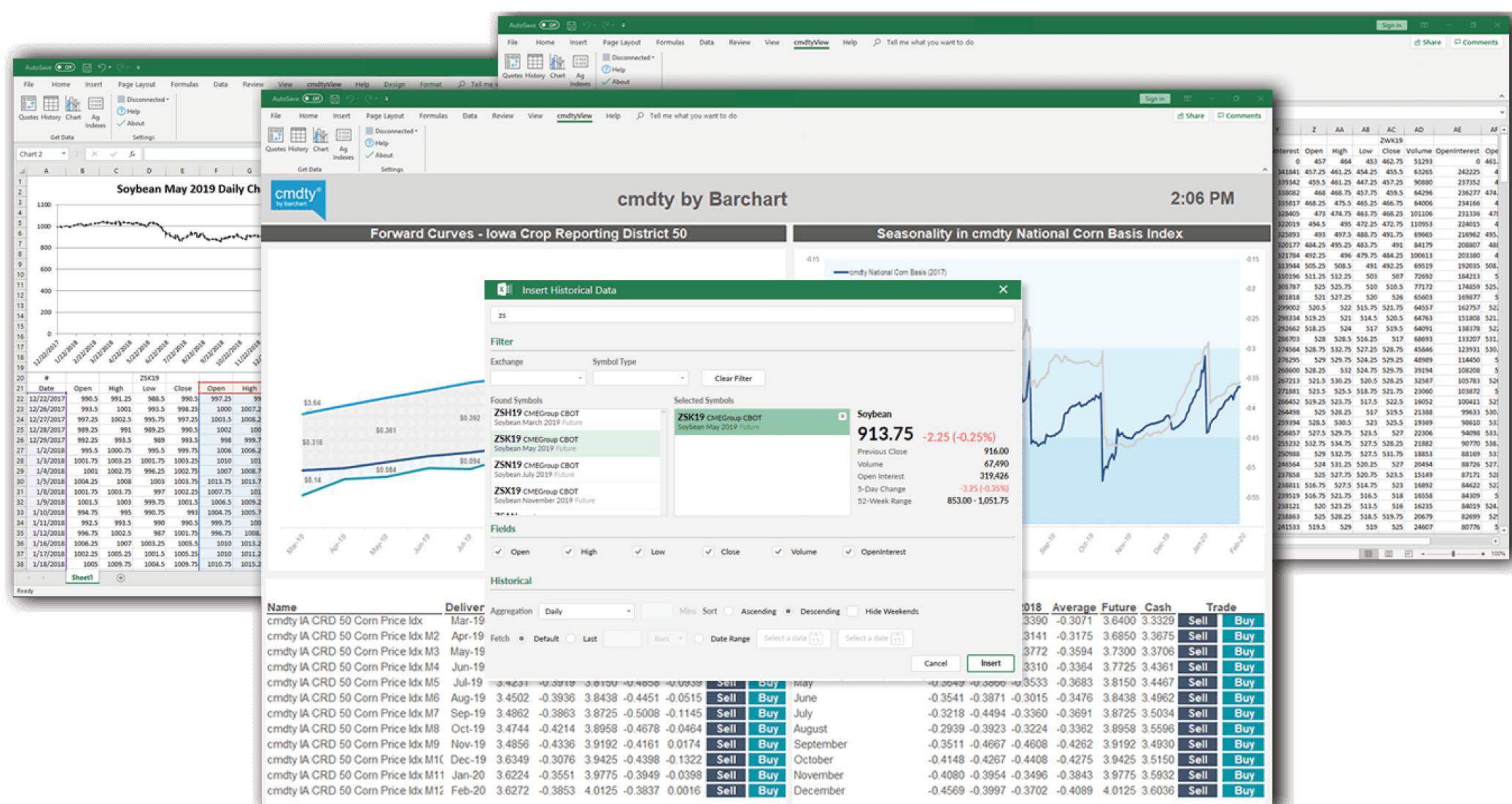
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What do you want more of? Select up to 3.

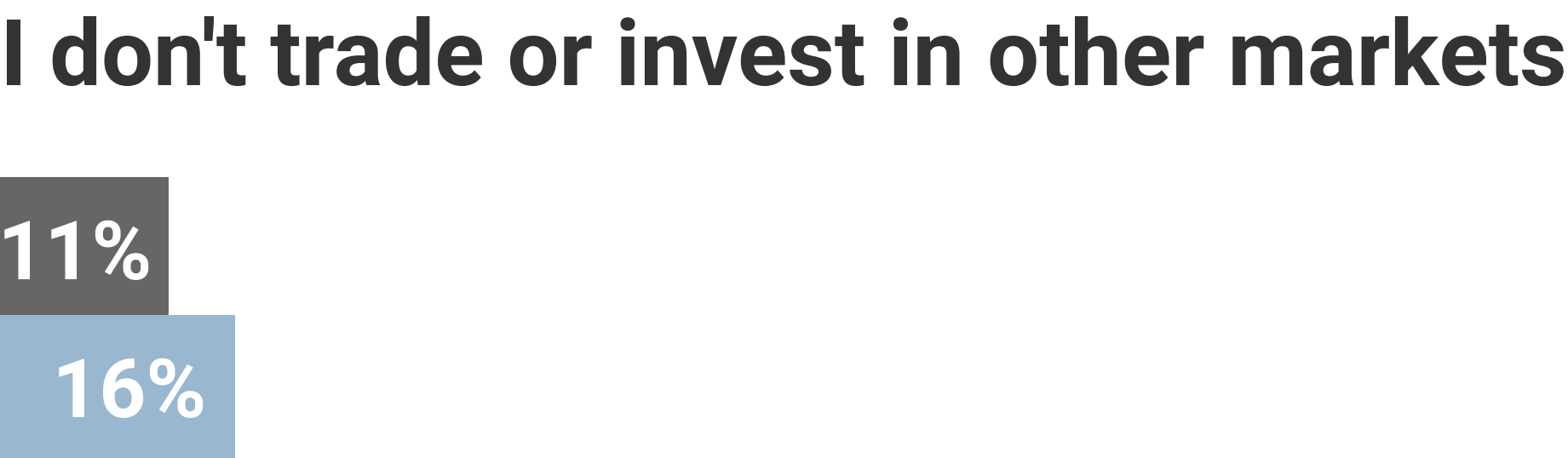
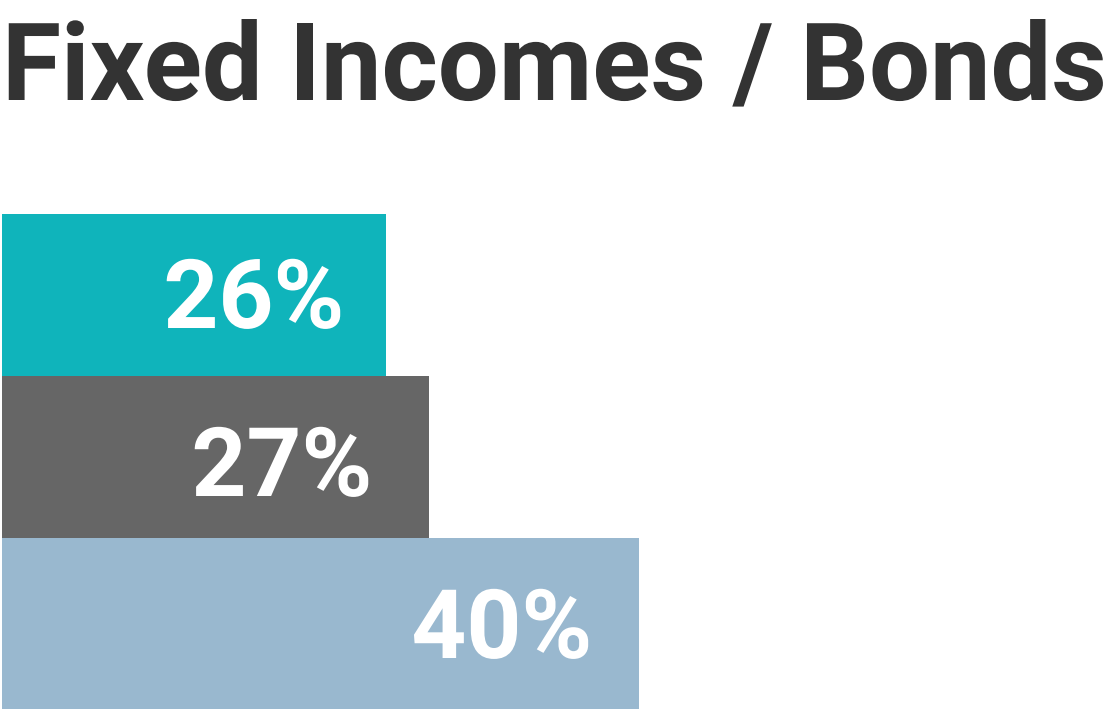
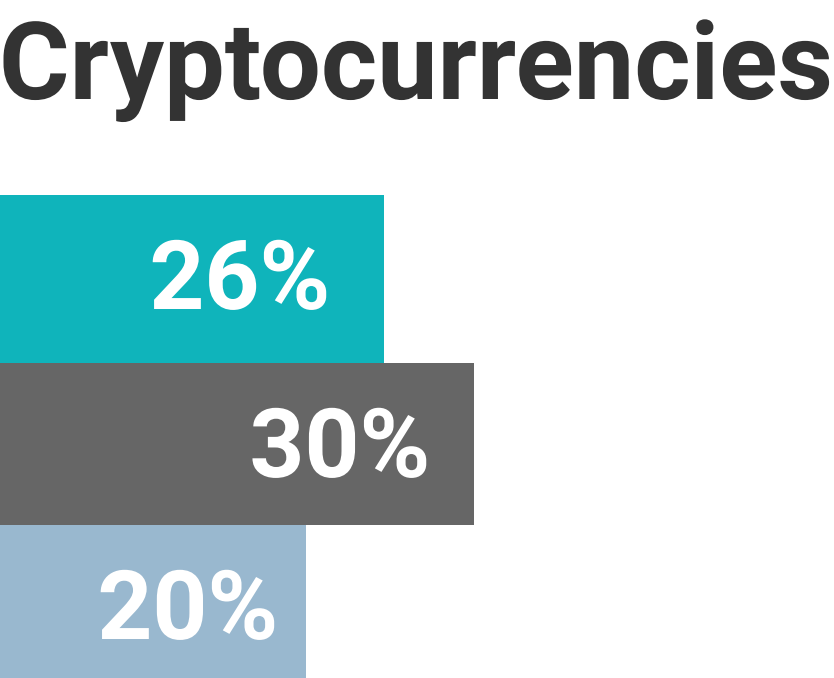
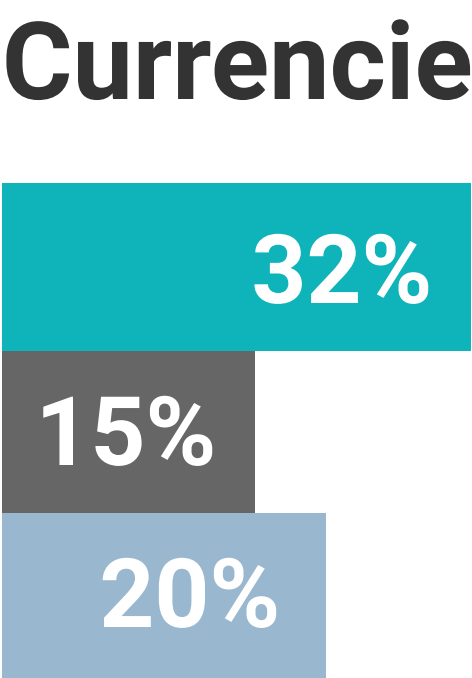
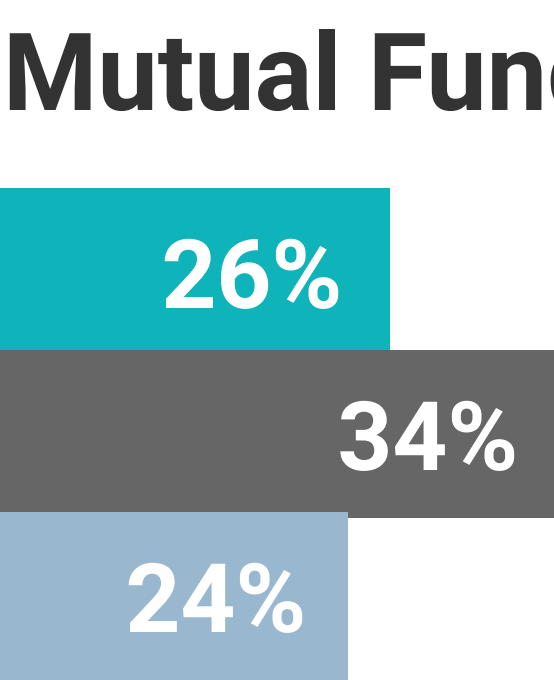
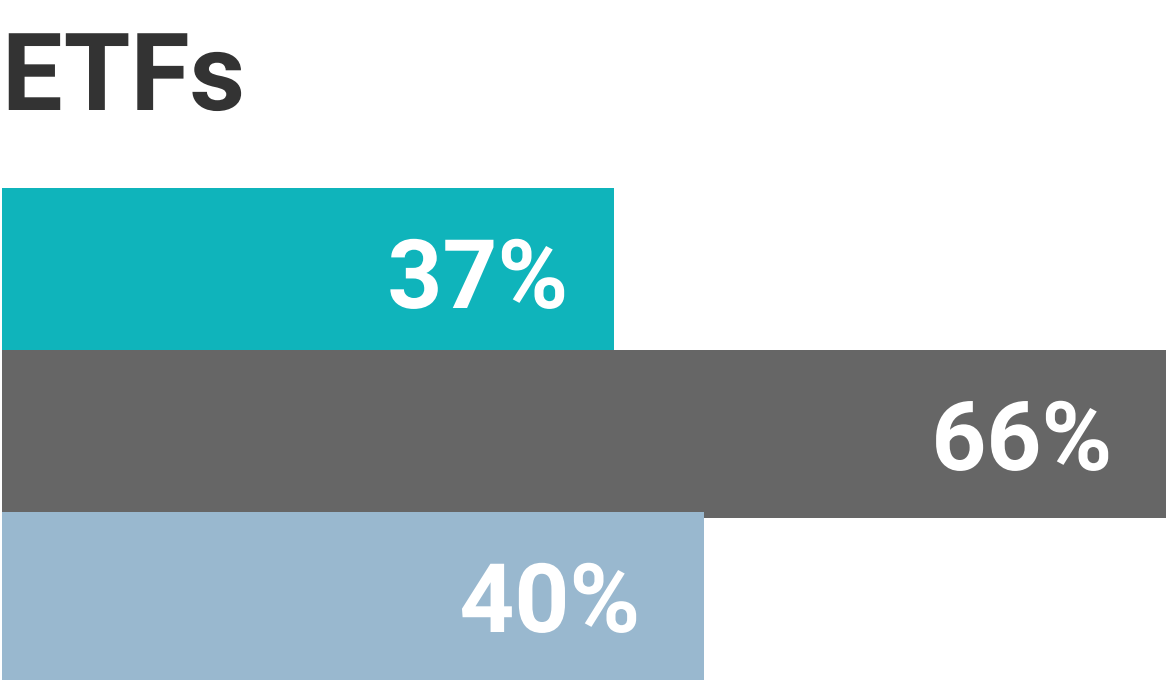
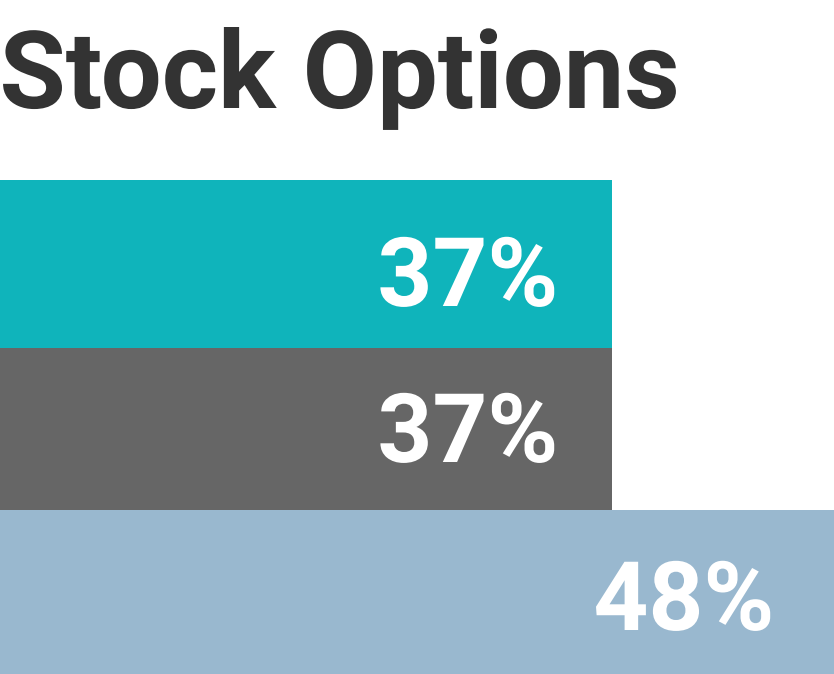
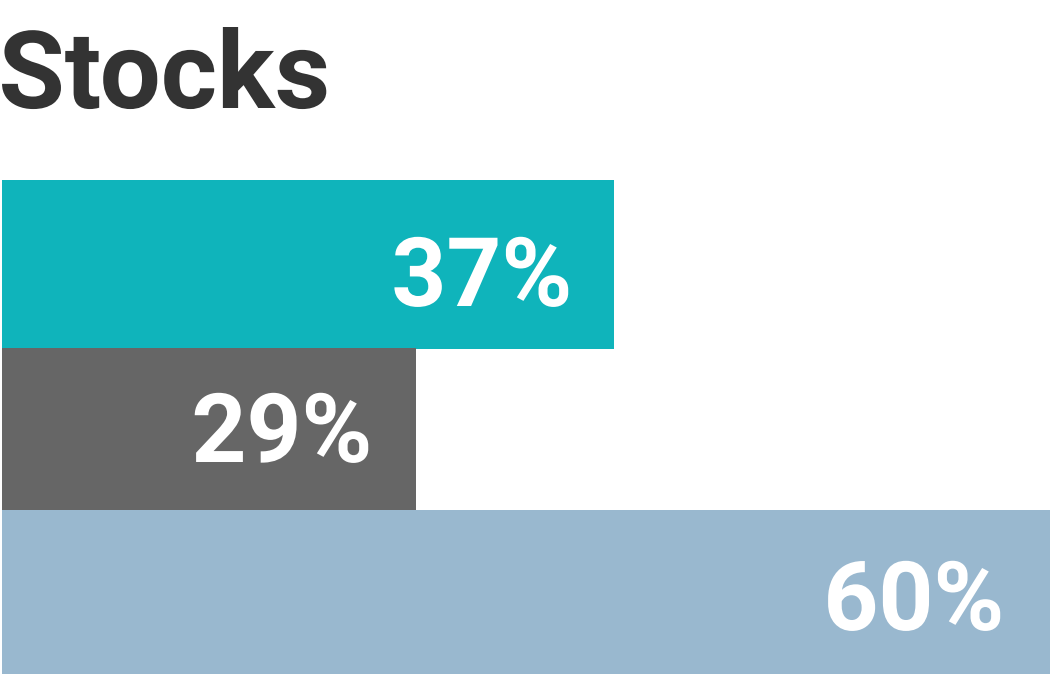
**Respondents answered "yes" when asked if they trade futures*

Free Data
Faster Data
Better Charting
Trading Signals
Commodity Market News
Market Alerts
Trading Education
Algo Building Tools
Lower Commissions
Streaming Data in Excel
Online Trading Rooms
Data APIs
Social Features
Nothing
Less Data

**Respondents were allowed to select up to 3 choices from the following: Trading Signals, Commodity Market News, Algo Building Tools, Better Charting, Faster Data, Data APIs, Free Data, Less Data, Lower Commissions, Trading Education, Online Trading Rooms, Market Alerts, Streaming Data in Excel, Social Features, Nothing or Other*

Do you invest or trade in other markets? Select all that apply.

*Respondents answered "yes" when asked if they trade futures



*The Business Professional Audience had zero responses for "I don't trade or invest in other markets"


The following results are from respondents who answered "no" when asked "do you trade futures?" but indicated that they follow the futures markets



41% of respondents who answered "no" when asked "do you trade futures?" indicated that they do follow the futures market

What futures markets do you follow? Select all that apply.

**Respondents do not trade futures, but answered "yes" when asked if they follow the futures markets*



Grain (29%)

General Online Audience | 30%

Business Professional Audience | 23%

Active Investor Audience | 15%

Listed Derivatives Audience | 57%




Livestock (23%)

General Online Audience | 50%

Business Professional Audience | 8%

Active Investor Audience | 12%

Listed Derivatives Audience | 38%



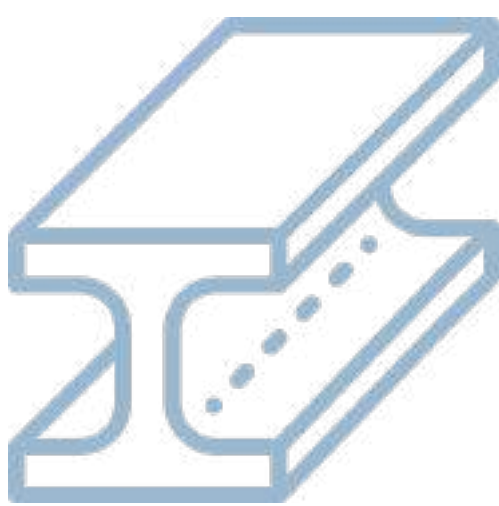
Energy (47%)

General Online Audience | 20%

Business Professional Audience | 62%

Active Investor Audience | 41%

Listed Derivatives Audience | 62%




Metals (44%)

General Online Audience | 10%

Business Professional Audience | 38%

Active Investor Audience | 56%

Listed Derivatives Audience | 43%



Softs (10%)

General Online Audience | 14%

Business Professional Audience | 12%

Active Investor Audience | 8%

Listed Derivatives Audience | 9%



Equity Indexes (62%)

General Online Audience | 30%

Business Professional Audience | 38%

Active Investor Audience | 74%

Listed Derivatives Audience | 71%




Interest Rates (36%)

General Online Audience | 20%

Business Professional Audience | 23%

Active Investor Audience | 32%

Listed Derivatives Audience | 57%



Currencies (41%)

General Online Audience | 10%

Business Professional Audience | 62%

Active Investor Audience | 44%

Listed Derivatives Audience | 38%



Cryptocurrencies (21%)

General Online Audience | 10%

Business Professional Audience | 23%

Active Investor Audience | 15%

Listed Derivatives Audience | 33%



Volatility Futures (23%)

General Online Audience | 0%

Business Professional Audience | 8%

Active Investor Audience | 29%

Listed Derivatives Audience | 33%

For what purpose do you follow the futures market?

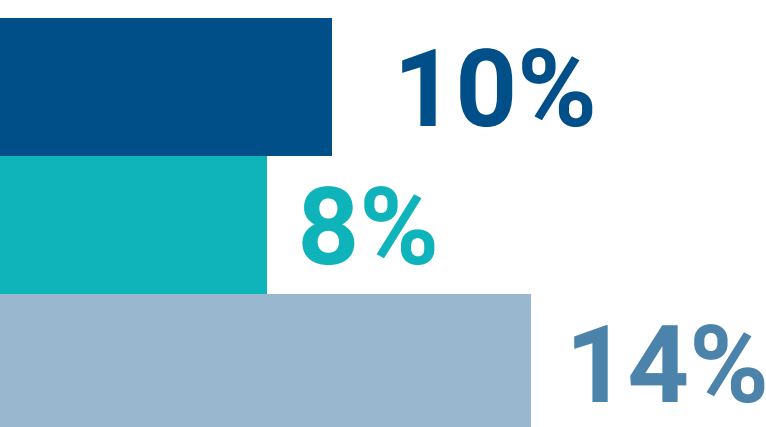
*Respondents do not trade futures, but answered "yes" when asked if they follow the futures markets



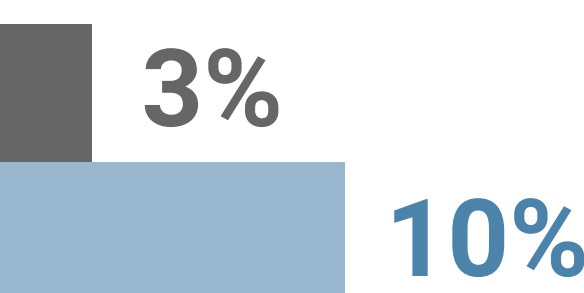
Market Analysis



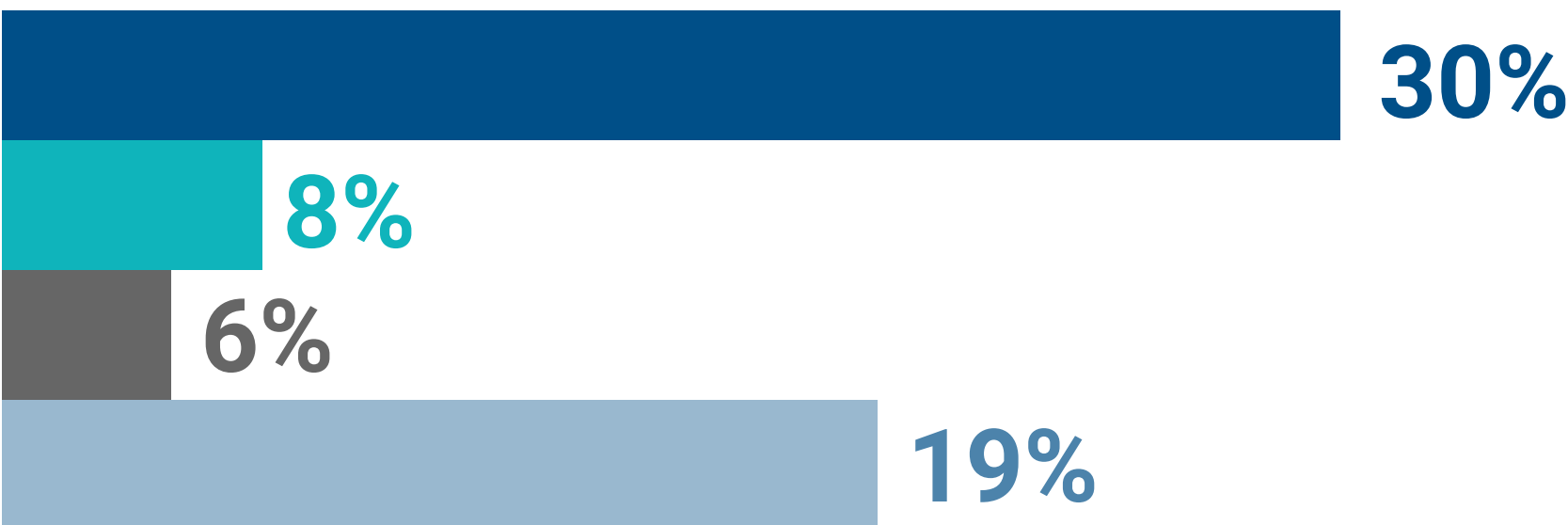
Market Reporting / News



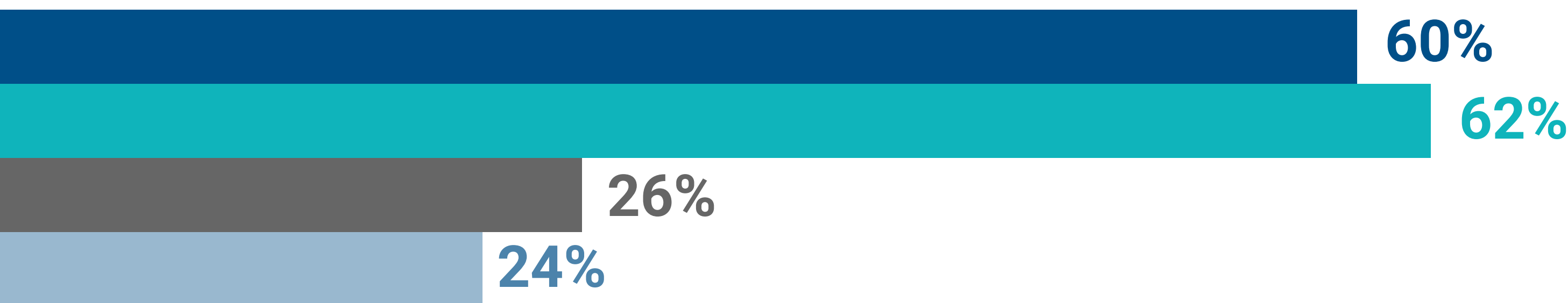
Accounting Purposes



Risk Management Purposes



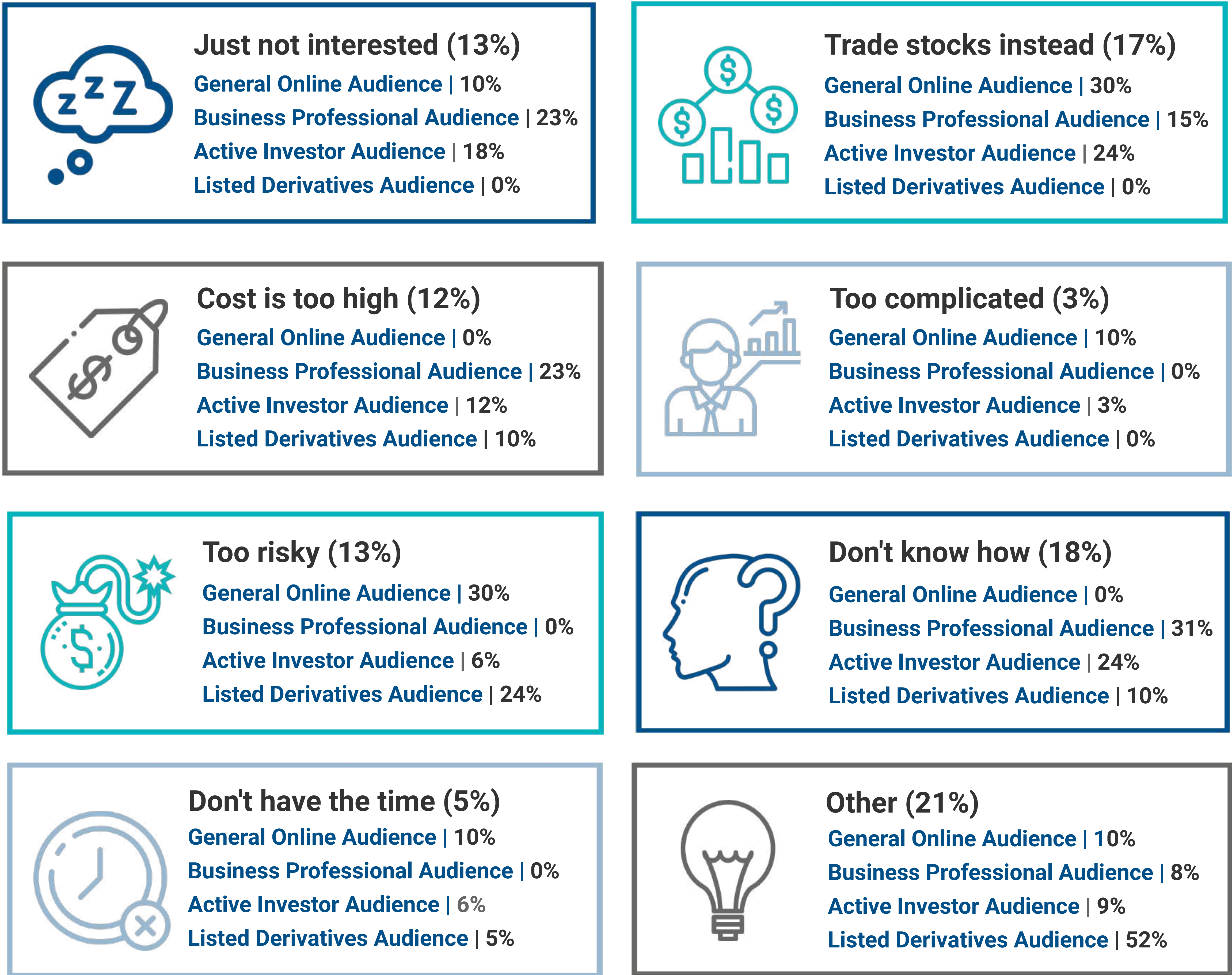
Just to keep an eye on the markets



*The Business Professional Audience had zero responses for Accounting Purposes. The Active Investor Audience had zero responses for Marketing Reporting/News. The General Online Audience had zero responses for Market Analysis, and Accounting Purposes

Why don't you trade futures?

**Respondents do not trade futures, but answered "yes" when asked if they follow the futures markets*



Nearly a quarter of the **Business Professional Audience** and **Active Investor Audience** indicated they do not trade futures because they don't know how

What do you want more of? Select up to 3.

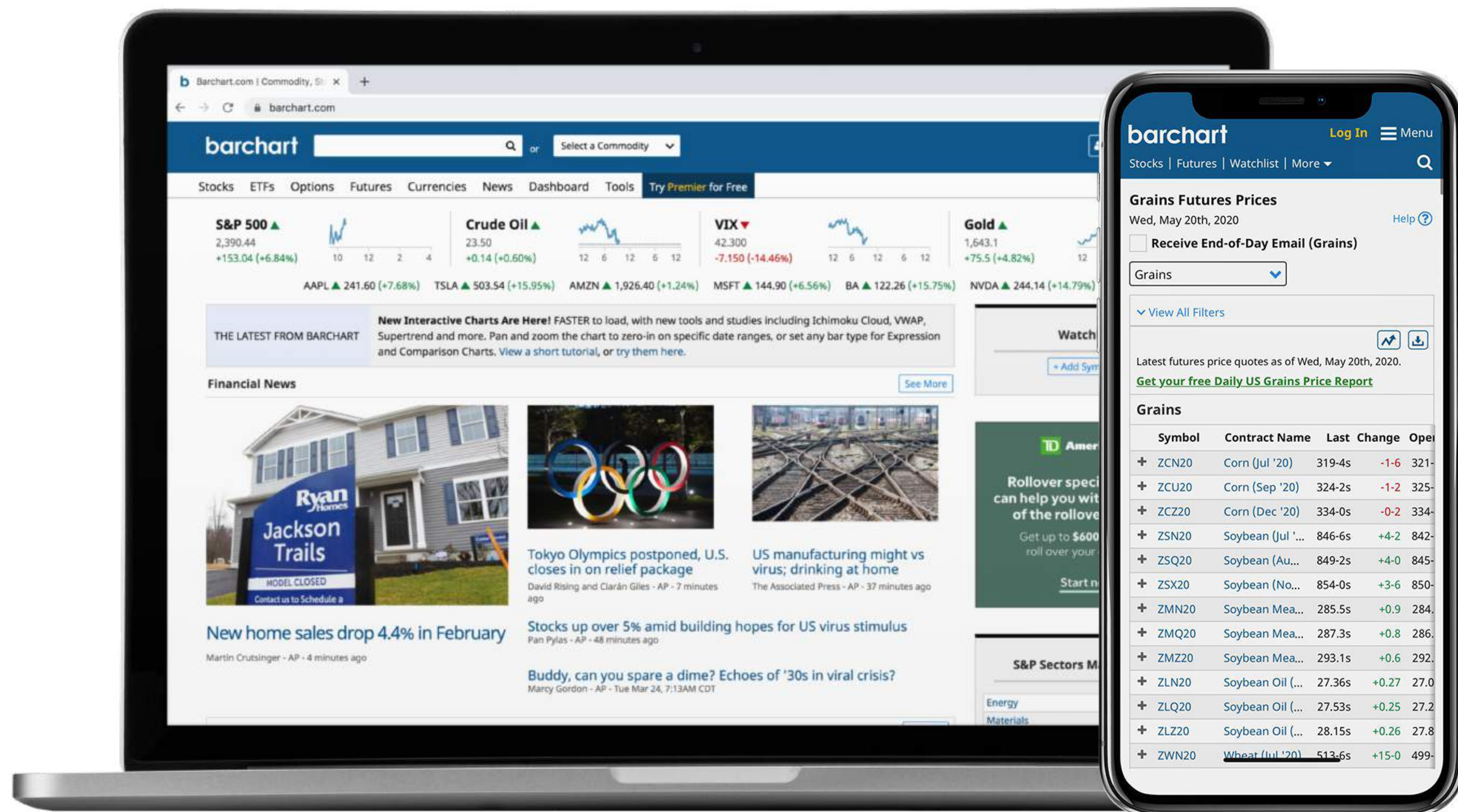
**Respondents do not trade futures, but answered "yes" when asked if they follow the futures markets*



**Respondents were allowed to select up to 3 choices from the following: Trading Signals, Commodity Market News, Algo Building Tools, Better Charting, Faster Data, Data APIs, Free Data, Less Data, Lower Commissions, Trading Education, Online Trading Rooms, Market Alerts, Streaming Data in Excel, Social Features, Nothing or Other*

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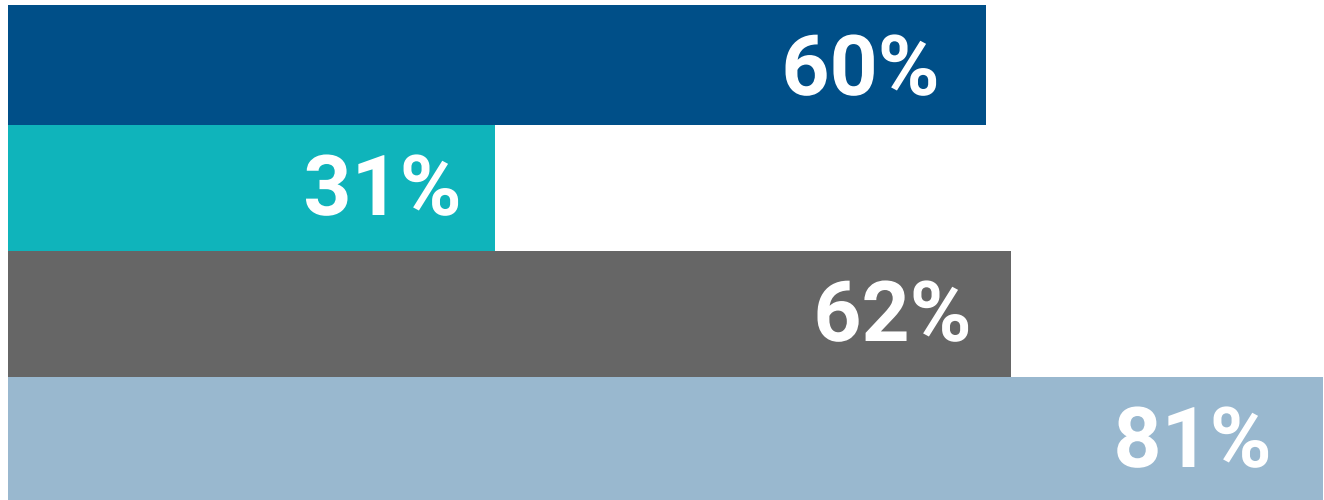
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affordable price.

Do you invest or trade in other markets? Select all that apply.

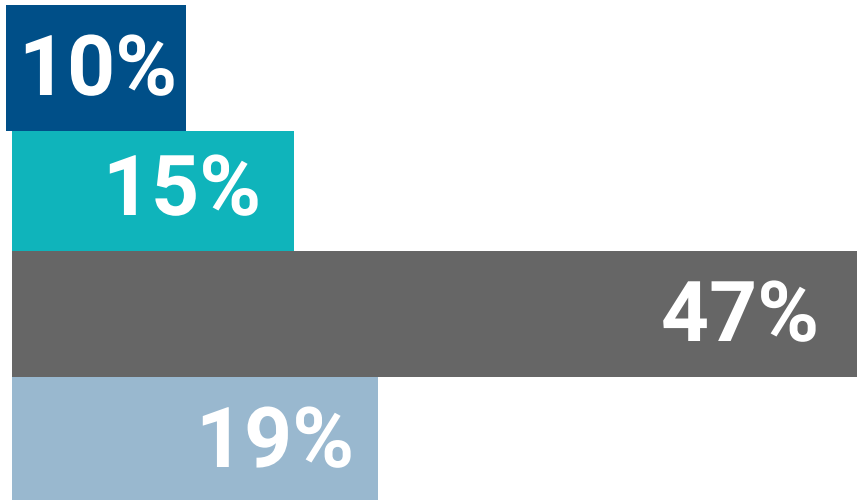
*Respondents do not trade futures, but answered "yes" when asked if they follow the futures markets



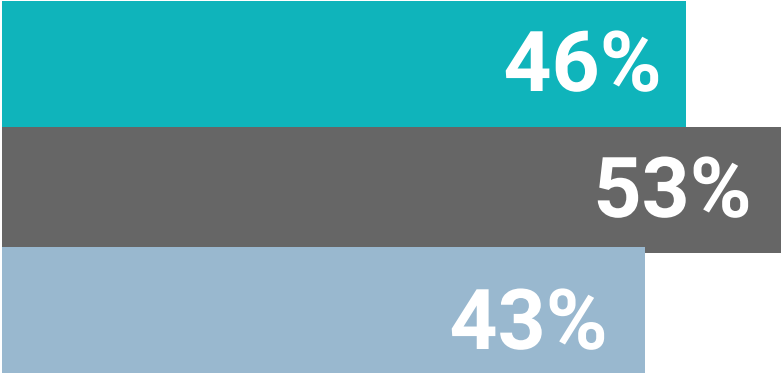
Stocks



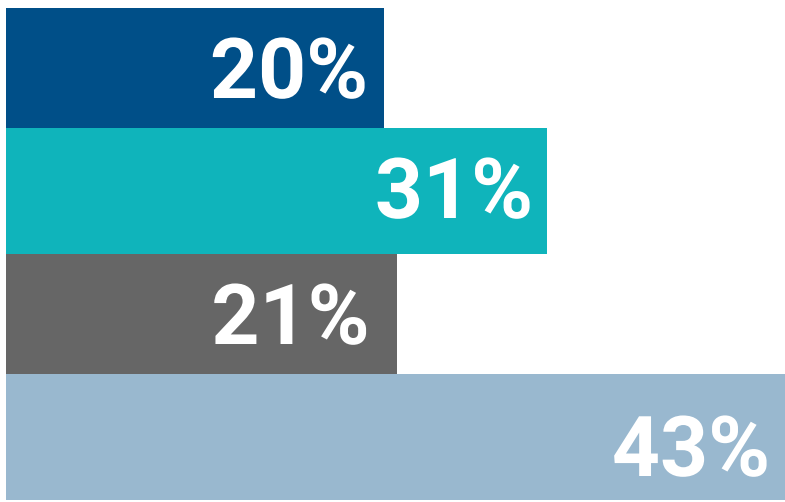
Stock Options



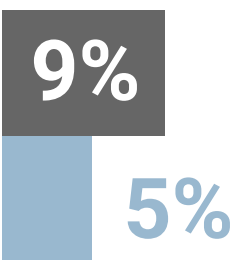
ETFs



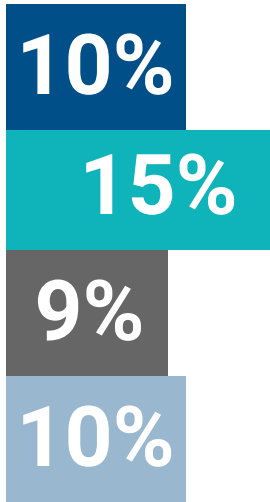
Mutual Funds



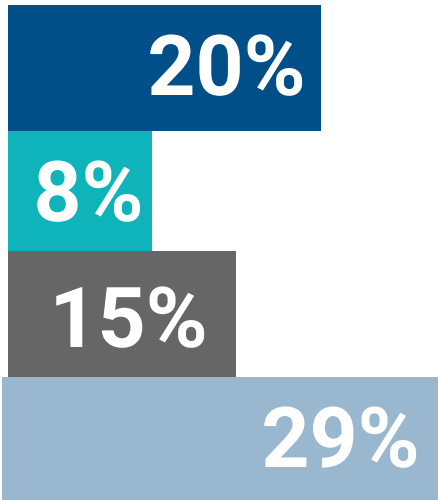
Currencies



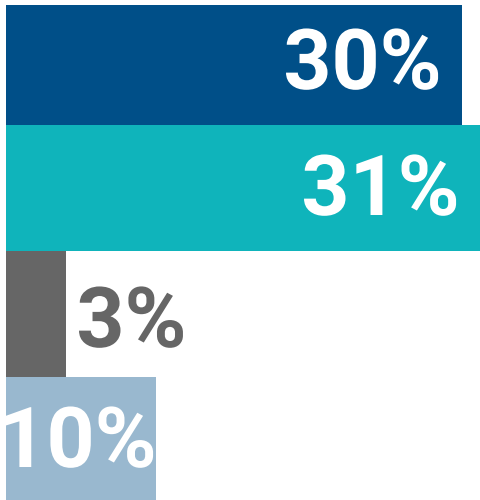
Cryptocurrencies



Fixed Incomes / Bonds



I don't trade or invest in other markets



*The General Online Audience had zero responses for ETFs and Currencies

*The Business Professional Audience had zero responses for Currencies

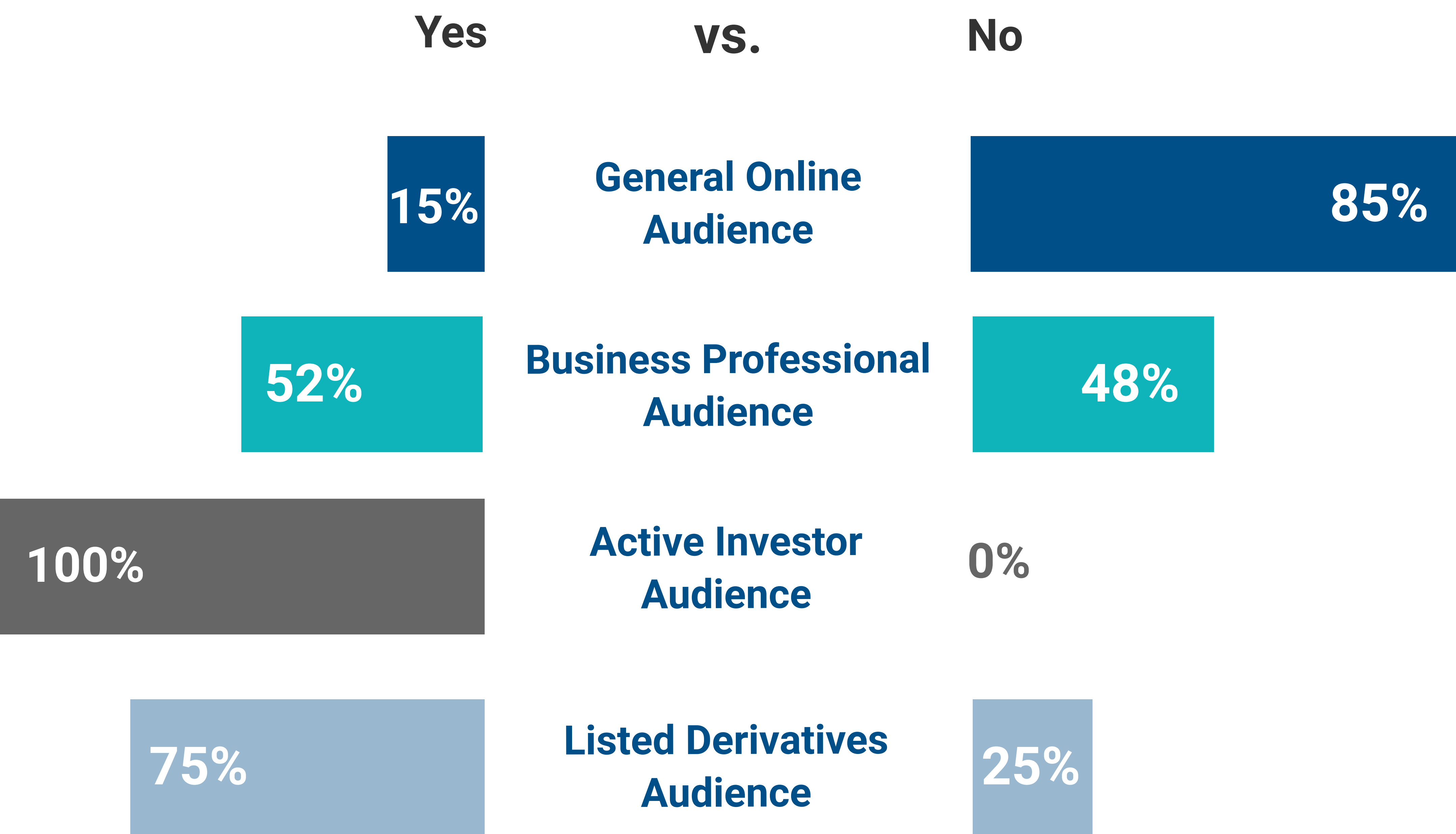
The following results are from respondents who answered "no" when asked "do you trade futures?" Additionally this audience does not follow the futures market.



59% of respondents who answered "no" when asked "do you trade futures?" indicated that they also do not follow the futures market

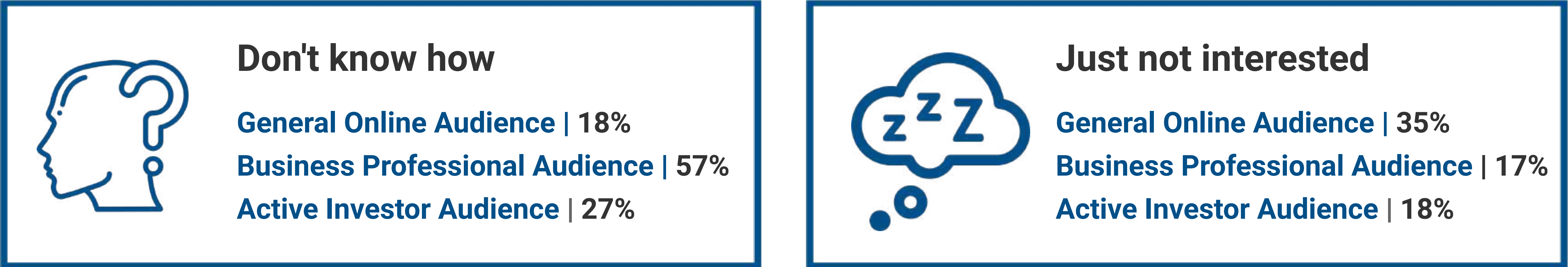
Do you invest or trade in other markets?

**Respondents do not trade or follow the futures markets*



Why don't you invest in futures?

**Respondents do not trade or follow the futures markets*



**The Listed Derivatives Audience had zero responses for "Don't know how" and "Just not interested"*

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209 W. Jackson Blvd.
Chicago, IL 60606

www.barchart.com
solutions@barchart.com
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