

TPQ CTRM B.V.

Chemicals



OVERVIEW

The business needs of chemical companies today are complex and varying. Companies are faced with an array of business challenges critical to survival and competitiveness including:

- Anywhere anytime access, control, analysis and reporting of critical business information
- Commercial decision support and costing tools to maximize margins and profits
- Managing pricing volatility and market risk, of both raw materials and products
- Pressure to continuously reduce costs, improve supply chain efficiencies and reducing working capital
- Compliance with a continuing flow of new trade and accounting regulations
- Integrated workflow internally and with trading partners to automate key business processes
- Easy to use, install and flexible business systems that are cost effective and can meet, changing business needs

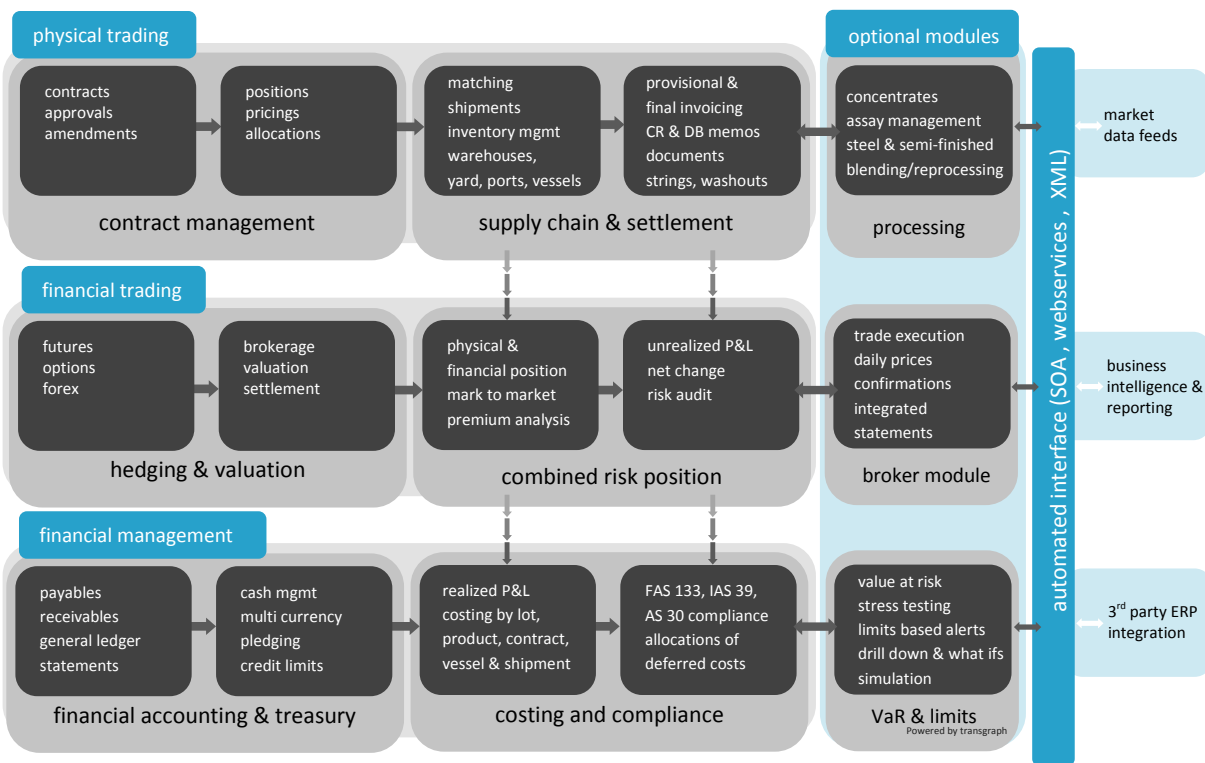
TRADEPAQ has responded to these needs with CTRM Chemicals.

No matter where you are in the value chain CTRM Chemicals is tailored to meet your specific needs: **Chemical Companies Served by CTRM**

- Manufacturers
- Traders
- Marketers
- Distributors
- Importers/Exporters

Chemical Market Segments Served by CTRM

- Petrochemicals and Feedstocks
- Basic Intermediates
- Specialty and Fine Chemicals
- Food and Pharmaceutical Ingredients
- Agricultural Chemicals & Fertilizers
- Inorganic Chemicals
- Polymers and Plastics



Benefits of CTRM Chemicals

1. Risk reduction: Provide the executive team with information and decision support to reduce inherent business risk factors
 - Market Risks: Provide centralized visibility and distributed controls over commercial operations

- Credit Risks: Management of integrated receivables, order processing, and real time credit decisions
- Operational Risks: Better control of supply chain costs, inventory, logistics, blending, and product costs with timely access to information
- Compliance Risks: Insure compliance with new trade and accounting regulations with electronic,

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- New York
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- Amsterdam
- Mumbai



audit trails, documentation and archive

2. Real-time position management and elimination of surprises in costs or revenue: True on-demand information with key financial and executive staff having access to latest costs, prices and market trends

3. Timely financial reporting: Access anywhere, anytime to the financial information needed to make critical decisions

4. Lower Costs: Business process improvements facilitated by today's technologies enable new business efficiencies and growth

5. Improved supply chain efficiencies: Make use of supply chain efficiencies to drive down costs and get paid faster. Share information and data electronically with vendors, customers, forwarders/carriers, and other trade chain partners to reduce logistics, inventory, and operating costs

CTRM Chemicals

The foundation of CTRM lies with a single database that links the numerous business functions within a Chemical company. This provides one global platform to enable seamless and streamlined business transactions. Front end commercial buy and sell transactions, order fulfillment and supply chain functions are all fully integrated with back office accounting. The system is user friendly providing the control and efficiency that allows organizations to maximize market opportunities, reduce transaction costs and makes it easier for suppliers and customers to do business with your company. The unique trading and risk management solutions offered to our clients include the following modules:

COMMERCIAL TRANSACTIONS AND DECISION SUPPORT

CTRM: Contract Management

Provides comprehensive purchase and sales contract entry facilities to meet the unique demands of global traders, marketers and suppliers. Supporting any commodity,

products can be bought and sold in the specific unit of measure, packaged quantity or currency required. Contracts can be established for deliveries over any period of time, even allowing for "unpriced" contracts to be price-fixed on demand. Back-to-Back contracts and automated conversions for differing units of measure are included.

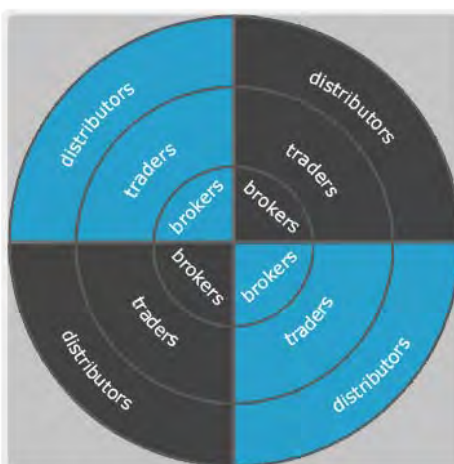
CTRM: Position Analysis

Delivers instant, accurate information on financial position and inventory status. Position is defined by unshipped, in-transport on-hand and sold (but undelivered) components as well as net status. Receive position by time period displayed by products, groups, open contracts, and commitments. Analysis includes physical mark-to-market inclusive of estimated costs, market differentials, price spreads, and arbitrages. Unpriced contracts can be managed and net positions received within the parameters needed to assess risk.

CTRM: Cost Analysis

Provides detail and summary cost analyses by accounting period and year-to-date. Costs can be analyzed by purchase commitment, release of a purchase commitment, or by movement which may encompass multiple purchase orders and/or multiple vendors. Total end unit costs are displayed which are grouped as "above-the-line" costs and "below-the-line" costs as defined by each client. Analyses can

be grouped by product, groups of products or trader. Inventory, with its per unit value, is shown for each accounting period of the commitment.



SUPPLY CHAIN AND LOGISTICS

CTRM: Inventory & Storage

Provides global management and visibility of products by locations. The system enables tracking and control of in-storage and afloat/intransit inventory data, including tank, warehouse, vessel, carrier, arrival dates, regulatory releases and more. A unit of measure subsystem automates conversions, including packaged products such as purchasing in metric tons and shipping in bags, or any combination needed for your commodities.

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CTRM: Traffic & Operations

Once a purchase or sale has been entered into CTRM, it immediately becomes available to the

Logistics/Operations department for the creation of product movements. Shipment by barge, ship, rail, truck, container

are all supported. Each consignment, once allocated, is available on line, allowing editing and the incorporation of additional information.

Product allocation can be made against multi-storage locations, vessels, containers, and/or vendors. The online inquiry facilities allow unshipped and in-transit positions to be easily identified. Matching of forward purchases to sales is available to reserve expected or actual inventory.

CTRM: Documents

Provides Purchase and Sales Contracts, Invoices, Purchase Orders, Sales Order, Packing Lists, NAFTA, Checks, Airway Bills, Customs Documents, SEDs, and more from a library of over 900 document templates. Documents relating to import or export can be automatically triggered by product movement or called upon when desired. Deliver all the documents needed to buy, sell, ship, and trade – all created automatically. Send them via e-mail, fax, and the Internet when and where they need to go. The System has any document you need in any form.

CTRM: Blending & Processing

Facility provided to mix one or more inventory lots to yield a new product or to repackage or process one raw material to yield many new products. Provisions made for selective inventory allocation or by pre-established formula. Both functions execute automated inventory and cost movements with allowances for any changes. Automatic accruals are also generated for resultant products.

ACCOUNTING AND RISK MANAGEMENT

CTRM: Financial Management

Provides a contemporary accounting system designed for the demands of the global trading company. Traditional Accounts Payables, Accounts Receivables, and a multi-company multi-divisional General Ledger System provide the foundation. Specialized sub-systems provide cash management, collateral accounting, letter of credit and bank acceptance processing, and broker payables and commissions. Comprehensive reporting delivers the exact information needed in the format you want.

CTRM: Risk Management

Track futures or options trades with physical commitment hedges or other strategies. Review status through an array of pricing position analyses and valuations of both realized and unrealized profit and loss. Automatic analyses of Mark-to-Market of futures, Options and Physicals of daily activities. Physical valuations study profit on forward positions and inventory, whether positions have fixed prices on any component. Unpriced positions are valued considering discount/ premium fluctuations on quality or location. Priced positions regard multiple price fixings and estimated costs.



REPORTING AND E-COMMERCE

CTRM: Query

CTRM:Query is a browser based application, with Data Mining, Data Extraction and Report Writing functionality, all tailored to your CTRM system and ready to use 'out of the box.' Using the integrated query, reporting, and analysis functionality, you can access the information you need, analyze it, view-printer send it to Excel(tm), plus share custom and standardized reports across your enterprise.

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For the non-technical user, CTRM:Query has per-built queries, drill downs, and reports, allowing you to access all your CTRM data right away. For the Systems Administrator or SQL savvy power user, CTRM:Query includes a sophisticated report designer, and data mining functionality with the ability to construct complex queries to deliver the critical information needed at that moment.

CTRM: Online

Provides your customers with an Internet based system to securely inquire and access their specific information

located in CTRM on your system. Through any Internet browser, anywhere in the world, at any time of day or night, your customers can see contracts, products, pricing, valuations, invoices, and delivery status with track and trace functionality.

This ultimate 'self-service' system delivers to your customers the additional value and ease of doing business to further your competitive edge.

CTRM: TradeChain Collaborator

Identifies business events where data needs to be integrated; captures and transforms the data in to XML format, communicates with other system, archives the messages; produces audit trails, and integrates the information with CTRM. Web enabled Data Requestors enable trade chain partners to enter vital information to move goods and get paid faster in a completely secure environment. Send and receive XML messages with all your trading partners.

Technology Overview:

- 3 tier architecture, Open Java or XML API
- Fully scalability to support your growing business needs
- Thin client, browser based, supports IE 5 and above, deploy as Intranet or Internet application
- Runs on Windows, UNIX, Solaris and other operating systems
- Multiple database support

- Interoperability: Ability to integrate into leading ERP and other systems
- Internationalization: Multiple languages, currencies and time zones supported

ABOUT TPQ CTRM B.V.

TPQ CTRM B.V. is part of a four-company software group (BankTrade, ResQNet B.V. and TRADEPAQ) founded in 1978 with over 300 employees. TRADEPAQ has several hundred sites installed around the globe, is headquartered in New York City and operates in offices throughout Europe, Asia/Pacific, and South America.

TPQ CTRM B.V. enables clients with internal trading and treasury operations to benefit from solutions for contract management, risk management, commodity trading, inventory costing and sales profitability all fully integrated with our leading document, financial settlement, and supply chain execution systems. In addition, TRADEPAQ has numerous strategic relationships with software and service companies worldwide. Please refer to our website: www.tradepaq.com for more information.



Our products incorporate patented rules-based technology and employ the most current interconnecting methodologies including XML, ebXML, cXML, SWIFT, bolero.net, ANSI X12 EDI, EDIFACT EDI, W3C XML, and BizTalk.

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