

# TPQ CTRM B.V.

Coffee & Cocoa



## CTRM COFFEE

serves international coffee traders, roasters and purchasing organizations with a comprehensive trading risk management, inventory, logistics supply chain, and costing solution. CTRM for Coffee provides reporting in Bags or Weight, a Sampling subsystem, Blending and Reprocessing, plus many standard queries and reports with output to spreadsheets.

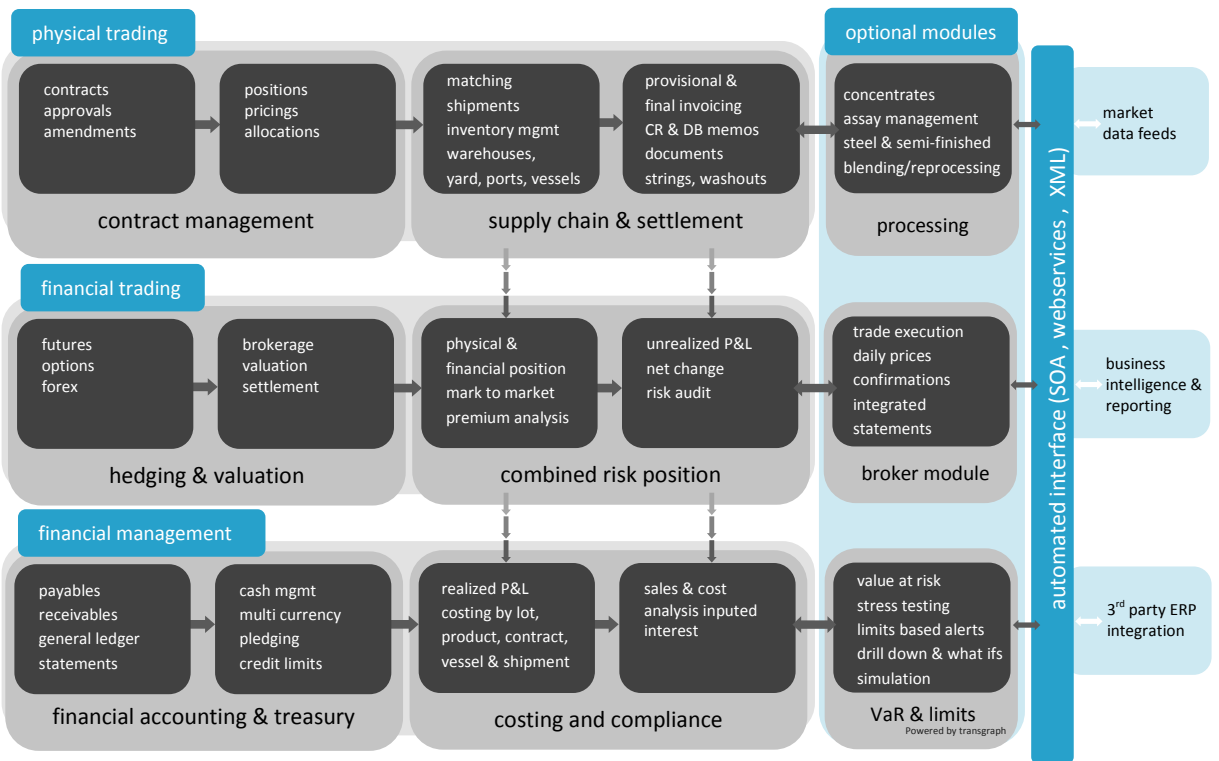
With CTRM, clients may reduce Market, Credit and Operational Risks lower operating costs and receive real time position management. CTRM is simple to use yet brings the needed levels of control efficiency and flexibility to serve any size organization.

CTRM for Coffee modules include:

## CONTRACT MANAGEMENT

### Coffee Basics

Comprehensive purchase and sale contract entry that supports all coffee types, from all origins, in any unit of measure, packaged quantity and currency with automatic conversions between differing units of measures and currencies. Contracts can be established for deliveries over any period of time, with the capability for unpriced contracts to be price-fixed on demand.



### Future and Physical Contracts

Multiple contract types are supported including Physical, Futures, and Forex. Daily currency exchange rates and futures / options contract prices are recorded and stored. Forward pricing curves can be calculated.

### Multiple Commodities and Units of Measure

A management facility groups products into four different levels using a customizable product classification structure (e.g. Group, Class, Category and Product). Reporting can select items for analysis at any level. CTRM Coffee supports all units of measure used in Coffee including different bag sizes conversion from bags to weight or weight to bags.

#### TPQ CTRM B.V.

Headquarters USA:  
Tel: +1 914 332 9174  
Latin America:  
Tel: +57 311 591 873

Europe:  
Tel: +31 341 556166

[www.tradepaq.com](http://www.tradepaq.com)  
[trminfo@tradepaq.com](mailto:trminfo@tradepaq.com) or [droux@tradepaq.com](mailto:droux@tradepaq.com)  
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### Sample Order Processing

Allows the user to issue sample order documents and to track the status of the sample order once they are issued. Also enables estimate to actual reporting based on expected costs from sample order estimates.

### Columbian Coffee Registration Limits

Manages mandated limits and provides registration document generation and reporting.

### Cost Estimates

Purchase and Sale Contract cost estimates for freight, drayage, customs or any other user definable cost are utilized in the Mark to Market Report for the calculation of unrealized profit and loss, and for Estimate to Actual Reporting via the Costing subsystem. Cost estimates are entered at the Contract, Product and Destination level of detail.

### Sales Analyses

Reporting available to analyze counterparty totals by Coffee origin, Coffee type, Coffee Classes, and Sales Locations with output in selected unit of measure and currency. Invoiced sales can be reported based upon origination warehouses with monthly totals. Late Sales analysis is available by trader. Organic sales Lists are produced with selection to include or exclude Organic, Fair Trade, Rain Forest, or UTZ Kapeh Products to address the requirements of Organic and other sustainable Coffees that are audited by the various coffee associations.

### Profit and Loss Reporting

Profit and loss can be viewed by Company, Division, Commodity, Product, Trader or Contract. Reports can be in any unit of measure or currency and can be printed, displayed, or sent to a spreadsheet.

## RISK MANAGEMENT W/MARK TO MARKET REPORTING

### Position Analysis

Instant, accurate information on financial position and inventory status including unshipped, in-transit, on-hand and sold (but undelivered) components, as well as net status.

Position reports by time period, displayed by product classification, contracts and counterparties. Analysis includes physical mark-to market inclusive of estimated costs, market differentials, price spreads, currencies, and arbitrages. Provides the ability to manage unpriced contracts, and receive net position within the parameters to assess risk.

### Futures & Options Hedging

Trades on futures exchanges may be entered on a daily basis. Calculates broker commissions on either a fixed or percentage basis, and original and variation margins. Supports matching futures or options hedges with underlying physical contracts. Multi-level hierarchy provides selectable risk position analysis for both realized and unrealized profit/loss together with associated valuation reports.

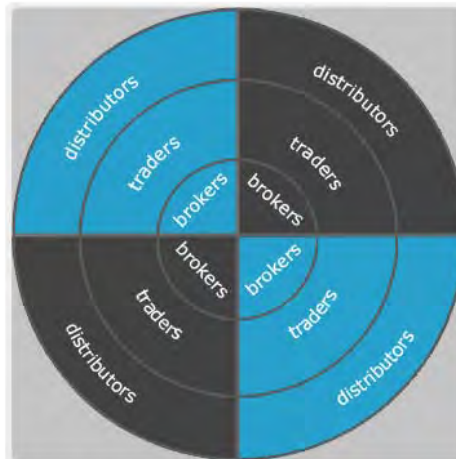
### Exposure & Risk Analysis

Automatic analyses of Mark-to-Market of Futures, Options, and Physicals for daily activity. Futures valuations allow consideration for commissions in determining net profit. Physical valuations for fixed and unpriced

positions are valued using market discount/premium rates for quality and/or location. Priced positions allow for multiple price fixings.

### Currency Risk

Open contracts may be viewed in any available currency. Manage multiple currency 'books'. Track Forex contracts with the banks. Exchange rates are recorded daily, and can be recalculated on a monthly or time period specific basis.



## LOGISTICS AND SUPPLY CHAIN

Once a purchase or sale has been entered into CTRM, it immediately becomes available to the Logistics/Operations department for creation of product movements. Workflow rules enable timely generation of shipping documents. Shipments can be found based on shipping marks or container number. CTRM generates all key logistics documents including Shipping Instructions, Shipping Advice, Customs Declaration, Sample Orders, Delivery Orders, Proforma and Final Invoices.

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Tel: +57 311591873

#### Europe:

Tel: +31 341 556166

[www.tradepaq.com](http://www.tradepaq.com)

[trinfo@tradepaq.com](mailto:trinfo@tradepaq.com) or [droux@tradepaq.com](mailto:droux@tradepaq.com)

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**Contract Allocation**

Allocations is the vehicle for reserving products for a specific Customer and Sales Contract, for blending and reprocessing operations, and to generate an offer to a customer. Back-to-back functionality simplifies data entry by allowing the user to specify counterparty and terms, automatically generating offsetting contracts. For outright purchases and sales, material can be reserved and/or allocated at any point – from a forward position, while in transit, or from a stock position. Once entered, allocations and reservations will ensure the material is not over-committed, yet the system allows a method of breaking the allocation when needs dictate. Allocation function is independent of sample order processing to allow for issuance of sample orders without reserving inventory.

**Inventory Management**

Provides management of products, valuation locations and rollovers. Enables tracking and control of warehouse and afloat/in-transit inventory data, including pier, vessel, trucker, arrival dates, and FDA releases.

**Blending & Reprocessing for Coffee**

Product reprocessing allows for re-bagging of coffee and to create many grades of coffee from a given lot. Complete audit of inventory shifts and resultant costing shifts. Blending facility allows for mixing multiple grades of coffee to create new grades. Allowances made for “shrinkage” to record weight losses in the bags due to production. Certification facility allows user to record inventory lots as certified, and by tracking certification dates for failed, appealed and passed lots. Alternate products can be defined and upon approval, CTRM will automatically adjust trading and traffic positions to reflect the certified product. Costing shifts are also recorded when alternate products are defined for certification.



**Cost Analysis** with detail and summary by accounting period and year-to-date by multiple organizational entities.

**Financial Management** with traditional Accounts Payable, Accounts Receivable, Subledger and a multi-company/divisional General Ledger System.

**Billing and Accounts Receivable** includes programs established for customer invoicing, cash receipts, sales and cash receipts journals, and analyzing sales and accounts receivable data.

**Management Reports and Inquiries include:**

- Aged Receivables (Summary, Detailed and Open Receivable by Period)
- Customer Status Report with summary of detailed information, including credit limit, aged amounts due, last pay date and, amount, YTD order, quantity and sales amounts.

**Credit Management Report**

listing sales orders on credit hold by sales order number and reason code for being held (e.g. overdue balance, projected credit limit being exceeded due to

open commitments and/or uninvoiced delivery order(s).

**Accounts Payable and Disbursements** includes facilities offered to record vendor invoices and disbursements funds, invoice adjustment processing, purchase journal posting/reporting, automatic check processing, manual check processing, automatic general cash processing.

**Management Reports and Inquiries include:**

- Aged Payables (Summary, Detailed, and Open Payables by, Period)
- Vendor Status Report with summary of detailed information, including aged payables summary, date

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[trinfo@tradepaq.com](mailto:trinfo@tradepaq.com) or [droux@tradepaq.com](mailto:droux@tradepaq.com)

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and amount of last purchase, last payment date, YTD, purchases.

**General Ledger and Financial Reporting** encompasses the general accounting, financial controls and financial statement generator.

- Accounting Control includes year-end closing, general ledger trial balance, general ledger/sub ledger reconciliation, general ledger summary.
- Financial Statement Generator includes budget reports, comparing actual costs to budgeted, comparative financial, statement used to compare budget versus actual for a, specified accounting period.

#### ADDITIONAL MODULES

**CTRM:Documents:** Generates and securely delivers all the, various documents needed to buy, sell, ship, and trade, enabling timely shipments, and prompt payments

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**CTRM:Online:** Your customers, may securely access their, information via the internet, from CTRM 24/7.

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**CTRM:Query:** Enables ad hoc access to the complete CTRM, database for quick and easy custom reporting.

**CTRM:ERPintegrator:** Integration between CTRM and 3rd party, ERP system with connectors and adapters or custom, connectivity.



to spreadsheets

- Lower operating costs
- Improves supply chain efficiencies
- Global system: Multi-Commodity, Multi-Lingual, Multi-Currency, Multi-Company, Multi-Taxation Authorities, including VAT reporting
- CTRM:TradeFinance: Letters of Credit module designed for, opening, honoring, and recording letters of credit from, Purchase Contracts

#### 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.

TRADEPAQ enables clients who buy and sell physical commodities to manage their Market, Credit, and Operational Risk, within their internal trading, treasury, and traffic operations. TRADEPAQ offers the only global trading and risk management solution that deliver contract management, risk management, commodity trading, inventory costing, and sales profitability, all fully integrated with trade finance,

cash management, 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](http://www.tradepaq.com) for more information.

All products are browser-based, 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.

#### WHY IMPLEMENT CTRM?

- Real-time position management and elimination of, surprise write-downs
- Risk reduction: Reduces Market, Credit, and Operational, Risks
- Timely financial reporting with formal reports and output,

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