

# TPQ CTRM B.V.

Industrial minerals



## OVERVIEW

CTRM is ERP software for traders and producers of Industrial Minerals. CTRM provides the ability to manage physical and financial supply chains; value current and forward positions; estimate and track costs; plus run what-if scenarios to project profits.

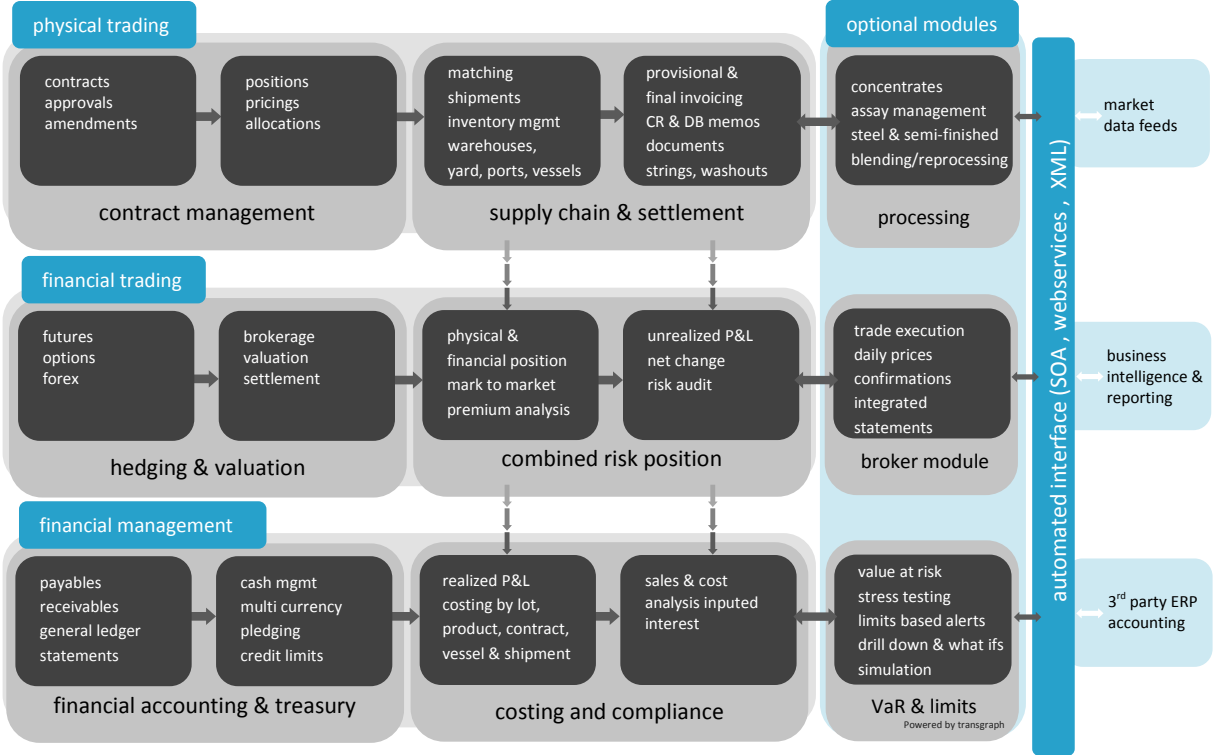
Key reasons to consider CTRM include:

- CTRM is an easy to use, intuitive solution tailored to the Minerals industry.
- Global system - Multi-Commodity, Multi-Lingual, Multi-Currency, Multi-Company, Multi-Taxation Authorities including VAT reporting
- Price and risk management is integral to all functionality.
- 'Accountants Dream Profit and Costing' system ensures visibility for managing profitability and supply chain costs
- Producers can manage raw material purchases, processing, product sales and distribution.
- Only system for industry that offers integrated financial accounting software.
- Comprehensive Minerals functionality including ability to track and value contained elements
- Instant access to Current and forward positions, valuations and product assays.

Some of the Industrial Minerals CTRM clients currently trade and produce include: Chrome Ore & Concentrates, Alumina/Bauxite, Aluminum compounds, Fluoropolymers, Magnesium, Phosphates, Rare Earth minerals and Titanium compounds.

## CONTRACT MANAGEMENT

CTRM provides reporting on contracts from the booking of the contract through delivery, pricing and cash settlement. All contracts in the system are compared to market prices and a daily mark-to-market valuation is performed. Contracts can be matched (purchase-to-sale) on a lot-by-lot basis, a quota basis, or a contract basis. A unique approvals process for contracts and amendments enables local and global



controls with adherence to corporate trading policies.

### Physical Contracts

Provides comprehensive purchase and sales contract entry facilities to meet the unique demands of global minerals traders and producers. All minerals products and raw

materials 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 "un-priced" contracts to be price-fixed on demand. Allows partial delivery of material, multiple shipments under a single purchase or sales contract and tracks outstanding unshipped balances. Contract changes and amendments are

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recorded in comprehensive audit trails providing compliance.

### Multiple Commodities and Units of Measure

A management facility groups products into four different levels using a customizable product classification structure to handle all types of minerals (e.g., Group, Class, Category and Product). Reporting can select items for analysis at any level. CTRM Minerals supports all units of measure for any payable element.

### Offerings and Allocations

A fully integrated quoting system streamlines the preparation of both purchase and sales quotes. Records of quotes are established for easy reference and conversion to an actual contract. Product availability can be determined and inventory, on-hand or future positions can be allocated to specific customers. Allocations may be one to one, one to many, many to one, or many to many.

### Cost Estimates

Cost estimates may be entered for freight, warehousing, LCs, customs, and any other user definable cost at the contract, product and destination levels of detail. Estimates are used in the Mark-to-Market report for the calculation of unrealized profit and loss as well as for the Estimates to Actual Report in the Costing Subsystem.

### Profit and Loss Reporting

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

## LOGISTICS AND INVOICING

Physical and financial supply chains movements are controlled and associated with each shipment. Multi-modal shipments are tracked. Costs are estimated and reported. Documents are generated and transmitted. The overall operations process is automated enabling better cost management and customer satisfaction.

### Traffic and Operations

All product movements are recorded and tracked. Selection of materials by warehouse for shipment is easy and quick. Vessel based movements are available.

Workflow rules enable timely generation of shipping documents. CTRM generates all key logistics documents with pre-existing data, including Shipping Instructions, Shipping Advice, Customs Declaration, Delivery Orders, Prepayment, Commercial, Provisional and Final Invoices.

### Inventory and Warehousing

Manage raw materials and products at multiple warehouses, in-transit, on a vessel, and other locations. Track and control shipments and afloat/in-transit inventory data, with vessel, rail, truck arrival dates. Unit of measure conversion table automates conversions for container or lot. Securely manage warehouse receipts.

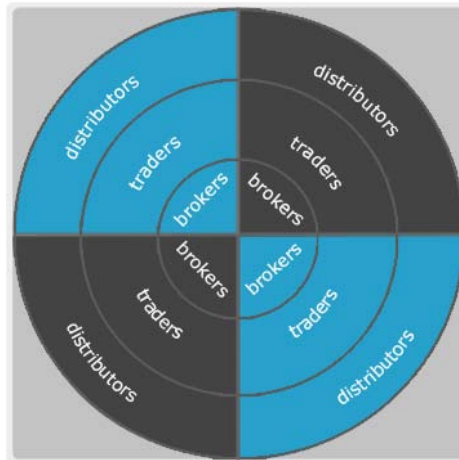
### Blending / Reprocessing

This manufacturing facility provides capability to combine one or more inventory lots to yield a new product or to repackage or process one raw product to yield many new products. Provisions made for selective inventory allocation or by pre-established formulae. Both functions execute automated inventory and cost movements with allowances made for weight differences.

### Provisional and Final Invoices

Provisional invoices may be produced which calculate settlement by lot, based upon buyer's weights and assays. Payable percent is reflected (e.g. 90% or as per contract) on invoice documents. Management reporting includes provisional invoice valuation reports and a

multicurrency counterparty ledger detailing payables and receivables. Final invoices may be created once all assays, weights, other measurements and prices are known, a final invoice is produced, reflecting final figures and showing any provisional invoice(s) payments.



## RISK MANAGEMENT

Having the ability to manage a global book with real-time mark-to-market information provides the CFO's office an unparalleled ability to react to changing market conditions and satisfy the audit committees' control requirements. 'As of' reporting enables positions to be reported historically or up to the minute.

### Position Analysis

Position reports by time period, are displayed by product classification, open contracts and commitments. Financial and inventory quantity position is available by status, in-transit, on-hand and sold (undelivered). Analysis includes physical mark-

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to market inclusive of estimated costs, market differentials, price spreads, currencies, and arbitrages.

### Mark-to-Market of Unpriced Contracts

Quantities that have been provisionally invoiced but not priced will continue to be marked-to-market. The expected contract value is based on pricing terms versus the liquidation price. Expense accruals are also reflected in the mark-to-market, based on trader's estimates.

### Key Valuation and Risk Reports for Minerals

- Product risk: to ensure hedges are placed as the product is priced
- Expected delivery receipts (quantities) by date, supplier, and source
- Expected cash flow based on purchase, sales and payment terms
- Counterparty positions and settlement
- Credit exposure by counterparty

Futures & Options Hedging  
Futures and Options trades may be entered, valued, and liquidated by prompt period for exchange traded products on a daily basis. Supports matching futures or options hedges with underlying physical contracts. Provides risk position analysis for both realized and unrealized profit/loss together with associated valuation reports. Brokerage support includes reporting by market, broker, prompt period and incorporates commission calculations.

### Currency Risk

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

### PROFIT AND COST MANAGEMENT

The 'Accountants Dream' Profit and Cost Management sub-system provides Cost Analysis, Sales, Profitability Reporting, and Imputed

Interest Analysis. The reports deliver costs and sales by system defined Cost Centers, as well as profitability statements by product, contract, shipment, trader, and vessel. Reporting is based on actual costs from accounts payable transactions, revenue based on A/R billing transactions combined with all physical contract supply chain movements.

### Cost Analysis

Includes ability to analyze costs and profits by product, contract, trader, vessel, division, company with Joint Venture reporting. Costs may be reported in detail and summary by Accounting period. General Ledger and Costing tie out to assure.

### Sales and Profitability Analysis

Profitability by Counterparty, Department, Division, Company, and Product Hierarchy. Analysis by accounting period, by shipment and by location (port, warehouse). Comparative sales and profitability by period.



**Imputed Interest**  
Reporting enables analysis of internal interest costs and application of costs to contracts. Different interest rates may be applied to different contracts. Cost of funds can be applied to contracts providing a truer picture of real profitability.

### MULTI-CURRENCY FINANCIAL ACCOUNTING

Provides traditional Accounts Payable, Accounts Receivable plus 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 and Customer Account Inquiry.

### Accounts Payable and Disbursements

Includes facilities offered to record vendor invoices and disbursements funds, invoice adjustment processing, purchase and cash disbursement journal posting/reporting, automatic check processing, manual check processing, automatic general

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cash processing. Management Reports and Inquiries include: Aged Payables and Vendor Account Inquiry

General Ledger and Financial Reporting accounting financial controls, and financial statement generator:

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

#### ADDITIONAL MODULES

**CTRM:Treasury** – Generates and securely delivers all the various Trade Finance (L/C) documents needed to buy, sell, ship, and trade, enabling timely shipments and prompt payments

**CTRM:CashManagement** – Provides cash flow forecasts, cash requirements, and bank reconciliations

**CTRM:Online** – Your customers may securely access their information via the Internet from CTRM 24/7

**CTRM:CounterpartyConnect** – Collaborate with Banks, Inspection companies, Forwarders, Carriers, Public/Bonded Warehouses, and Customs brokers

**CTRM:Workbench** – Reporting, Query, and Workflow tool for ad hoc reports and client specific workflow.

**CTRM:ERPIntegrator** – Integration between CTRM and 3rd party Accounting /ERP system with connectors and adapters or custom connectivity



- Comprehensive Minerals functionality including ability to track and value contained elements
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#### TECHNOLOGY OVERVIEW

- Web based application installed on your computers – with complete control on data access and security managed by your staff
- Fully scalability to support your growing business needs
- Thin client, browser based user interface, deployed as Intranet or Internet application
- Runs on Windows, UNIX, Linux and other operating systems
- Multiple database support including Oracle
- Interoperability: Ability to integrate into leading ERP and other systems

- Internationalization: Multiple languages and currencies supported
- Connectivity to market data and daily pricings from third party services

#### ABOUT TRADEPAQ

TRADEPAQ is a global provider of the supply chain execution, trade and risk management software required for the commodities industry. The company offers an innovative framework of solutions including contract management, compliance, exposure and risk analysis, logistics, document preparation, settlement, profit analysis, financial accounting,

and trade chain collaboration. TRADEPAQ focuses on the needs of Commodity Traders, Producers and Distributors serving clients in Metals, Minerals, Mining, Energy, and Softs. TRADEPAQ is part of a global three company software group focused on international trade since 1978. Headquartered in New York City, TRADEPAQ operates in offices throughout Europe, Pacific/Asia and South America. See our Web site at [www.tradepaq.com](http://www.tradepaq.com) for contact information. CTRM software currently serves clients in many commodity markets including metals (LME metals, concentrates, precious metals, minor metals, and steel); minerals, plastics; chemicals (petro-chemicals, industrial chemicals, food oils; energy (petroleum, coal) and softs (coffee, sugar, cotton).

#### WHY IMPLEMENT CTRM FOR MINERALS?

- Real-time position management and elimination of surprise write downs
- 'Accountants Dream Profit and Costing' system including 'as of reporting', full audit trails and global compliance
- Risk reduction – Reduces Market, Credit, and Operational Risks
- Timely financial reporting with formal reports and output to spreadsheets
- Lower operating costs
- Improved supply chain efficiencies

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