

# TPQ CTRM B.V.

Sugar



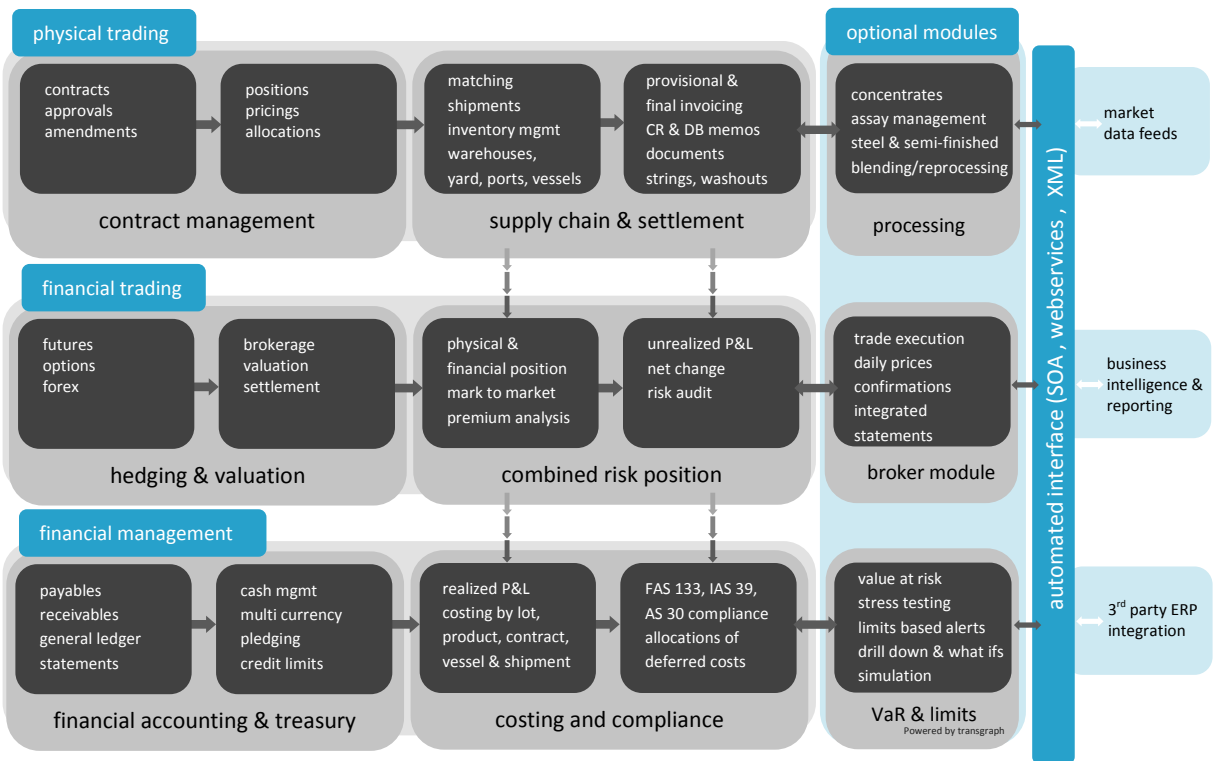
TPQ CTRM B.V. serves Traders, Agencies & Producers of Physical Commodities with a front +middle+back office ERP system incorporating contract management, trading, hedging, risk management, supply chain, and financial management. CTRM supports all types of physical commodities (Metals, Softs, Energy, Freight, Minerals, Plastics, Chemicals, Scrap & more) and includes comprehensive value chain and compliance functionality. The system manages the purchase and sale of physical contracts as well as physical movements, financial hedging, financial settlement, cash management and profit & loss reporting. CTRM is simple to use, yet brings the needed levels of control, efficiency and flexibility to serve any sized organization. Included are many standard queries, graphs, & reports with output to spreadsheets.

CTRM functionality includes:

## TRADERS

### Physical Contracts

Sales & Purchase Contracts supports Back-to-Back, Inventory and Forward contracts. Allows partial delivery of material, multiple shipments under a single purchase or sales contract and tracks outstanding unshipped balances. Allows cancellation or modification of contracts with a full amendment, tracking and audit trails. Drill downs enable quick access to all information.



### Physical Contracts

- Multiple contract types are supported, including Priced, Unpriced, Tolloed, Material, Reprocessing, and Swaps
- Multiple Commodities (Metals, Softs, Energy, more...)
- Multiple Units of Measure (Barrels, Billets, Bushels, Gallons, Metric Tonnes, more...)
- Payment and credit terms
- Assays, Recipes, Formulas, Chemical Analysis & composition
- Quantities and delivery periods (quotas)
- Pricing & Valuation against Terminal and/or OTC markets
- Cost Estimates – estimates for freight, wharf age, customs or any other user definable cost

TPQ CTRM B.V.

Headquarters USA:

Tel: +1 914 332 9174

Latin America:

Tel: +57 31 1591873

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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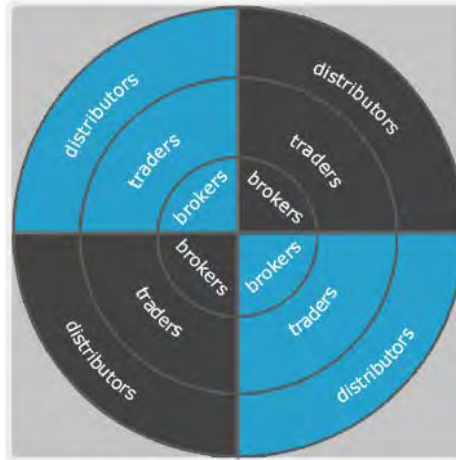
- Gross + Net Premiums & Discounts

### Hedging via Futures & Options Contracts

- Priced & Unpriced Futures
- American, European and/or Asian Options
- Valuation via Black Scholes and Delta
- Recording of Exchange rates and futures / options, contract prices
- Calculation of Forward pricing curves
- Net position of Physicals & Futures
- Mark to Market
- Enter & Track Forex contracts with, the banks or other counterparties

### Profit and Loss Reporting

- Profit and loss can be viewed by, Company, Division, Commodity, Product, Trader, Shipment, Vessel, or Contract
- Reports can be in any unit of measure, or currency and can be printed, displayed, or sent to a spreadsheet
- Unrealized P&L reported via Mark, to Market
- Realized P&L is part of the Profit & Cost management system



- Extensive Audit Trails support Sarbanes Oxley and similar, global reporting requirements
- Interfaces available for 3rd party VAR software

### Cash Management

- Detailed and summary Cash Management reports allow, reporting by day, week, or month
- Reports by Currency and/or Bank for Forex Positions
- Includes calculation of forward un-priced, positions based on, current market prices, for an up to the minute cash flow, forecast

### Multi-Currency Global Financial Accounting

- Multi-currency financial accounting enables, single entry of all information, reducing, costs, and enhancing security
- Full featured Multi-Company / Division, Department Accounting seamlessly, integrated with CTRM Front and Middle Office, software
- Accounts Payables, Accounts Receivables, and General Ledger fully integrated with Profit & Cost Management so non-material revenues and costs are accounted for in Costing P&L and General Ledger P&L
- Can run a global business or easily interface with other 3rd party accounting software
- Timely reporting
- On demand real time reporting of Risk, P&L, Position, Contracts, Trades, Documents, and Valuation

## FINANCIAL MANAGEMENT

CFO's Dream Profit & Cost Reporting, IAS 39 & FAS 133, compliance, cash management, and fully integrated multi-currency financial accounting provide global controls at your, desktop.

### Profit & Cost Management

- Detailed and summary P&L analysis by contract, shipment, divisions, product, or vessel with sales analysis reporting, Unrealized P&L with estimated costs via M2M reporting
- Realized P&L's include all material and add-on costs, including Freight, Warehousing, Finance, and settlement, differences
- Enhanced reporting enables P&L's by Contract, Vessel, Cost, Center, Shipment, Trader, Business Type, Product Type, and Division

### Compliance

- Futures, Options & Forex fully compliant with, FAS 133 and similar IFAS pronouncements

### Taxation

- Collect and manage the special Tax reporting required for, specialized markets such as Fuel Oils & Energy
- Includes VAT, State, and local taxation requirements

### Business Alerts

Receive e-mail alerts when positions cross thresholds or limits, are exceeded. Set alerts for your business objectives and controls.

## RISK MANAGEMENT

### Position Management

- Commodity risk: to ensure hedges are placed as the, Commodity is priced
- Expected receipts (quantities) by date, 3rd party processor, and source

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## SUPPLY CHAIN MANAGEMENT

Manage all your physical movements including vendor, customer & back to back shipments; warehouse & in-transit, positions, provisional and final invoicing; print documents; and find material quickly.

### Logistics

- Ship from Vendor to Warehouse or In-Transit positions
- Move goods from Warehouse / In-Transit to Warehouse / In-Transit
- Ship to Customer from any position
- As lots are sold, the system will then record the: Contract, quota and lot which is being delivered with Gross and net lot weight for counterparty and client weights

### Assays / Formulas / Qualities / Chemical Compositions

- Planned and actual assays / formulas / qualities by lot
- Actual assays / qualities, used for risk management and pricing
- Assays / qualities by, element from client, results
- Tracks provisional assays, final assays, and umpire, assays
- Calculates revised, payable Commodity, status (final or need for, umpire assay)

- Cost of sales reporting is provided based on latest system, information

### Invoicing

- Purchase & Sales
- Prepayment, Provisional & Final Invoices
- Automatic Inventory updates & Interface to Receivables / Payables
- Pricing based on Actual, Market Price or Contained, (payable item) value of materials
- Debit & Credit Memo processing

- Expected payable Commodity by QP: to forecast hedge, requirements, with ability to incorporate formulas / assays / qualities
- Expected cash flow based on QP, payable Commodity and payment terms
- Key reports support Commodity trading, liquidations, average pricing
- Counterparty positions, counterparty settlement, and credit, exposure by counterparty

### Valuation

- Contracts are revalued against the market daily, producing, an unrealized P/L incorporating the following factors:
- Commodity price based on QP, expected assay and pricing, formula
- Market value of payable item / element based on delivery, period and returnable quantity
- Penalties based on, expected assays / formulas
- Refining, treatment, charges and other, estimated expenses, (freight, commissions, etc.)
- Escalations and Participations based, on price or quality



### Futures & Options Hedging

- Trades on futures, exchanges may be, entered on a daily basis
- Calculates broker commissions on either a fixed or, percentage basis
- Supports matching futures or options hedges with, underlying physical contracts. (FAS133 & IAS 39)

### Currency Risk

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

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## ABOUT TPQ CTRM B.V.

### Blending & Reprocessing

- Standard Bill of Materials (Blends / Recipes / Formulas)
- Process (or Toll) one Product to Many
- Reprocess Many to one or Many to Many
- Adjusts inventory costs to reflect product transformations

### Warehouse Management

- Manage Pier, Consignment, In-Transit, positions and Multiple, Physical Warehouses
- Adjust Inventory
- View by weight & bundle in any unit of, measure

### Scheduling & Allocations

- Plan forward, requirements by, location, vessel or, warehouse
- Create planned shipments, for what if analysis and document preparation
- Allocate material to, planned shipments and forward, contracts
- Manage shipment details, ETD, ETA, vessels, in-transit, status and much more

### Pledging

- Pledge inventory to the bank and buy it back

TPQ CTRM B.V. is part of a four-company software group, (BankTrade, ResQNet B.V. and TRADEPAQ) founded in, 1978 with hundreds of 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 who buy and sell physical, commodities to better 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, delivers 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 CTRM, has, numerous strategic, relationships, with software, and service, companies, worldwide.

## WHY IMPLEMENT TPQ CTRM B.V.

- 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, to spreadsheets
- Lower operating costs
- Improves supply chain efficiencies
- Fully Integrated – front, middle, and back office,
- Global system – Multi-Commodity, Multi-Lingual, Multi-Currency, Multi-Company, Multi-Taxation Authorities, including VAT reporting

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 in a Service Oriented Architecture framework.

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