

Fusion CTRM for Bunker Fuel Trading

Managing Complexity. Enhancing Profitability. Delivering Sustainable Growth.

Why Leading Bunker Fuel Traders Choose Fusion CTRM

The bunker fuel market has been transformed by regulatory shifts, price volatility, and sustainability mandates. With IMO 2020 sulfur caps, evolving bio-marine fuels, and increasing scrutiny on carbon intensity, traders and suppliers face mounting complexity. Fusion CTRM by Fendahl provides a purpose-built solution to manage the entire bunker fuel trading lifecycle—covering HSFO, VLSFO, MGO, and biofuels—optimizing profitability, mitigating operational risk, and ensuring compliance with global maritime regulations.

A smarter way to manage bunker fuels—from refinery to vessel—financially, physically, and sustainably.”

Ten Reasons Bunker Fuel Traders Choose Fusion CTRM:

- **Full Pricing Flexibility** – Supports fixed, index-linked, formula-based and component-based pricing structures across bulk and refined oils.
- **Credit Management** – Supports both credit and transactional limits on counterparty, trader, commodity, Strategy and location with real-time notification of breach.
- **Comprehensive Cost & Invoicing Control** – Model secondary costs (blending, storage, refining, freight, demurrage) and automate billing in multi-currency environments.
- **Integration Capabilities** – Fusion functionalities can be invoked with APIs and can be integrated with third party applications for receiving or sending data through API interfaces.
- **Quality & Specification Tracking** – Monitor critical specs (sulfur %, viscosity, density, pour/cloud point, water, flash point) with automated penalties/bonuses.
- **Reporting and Visual Dashboards** – Supports trade lifecycle & position reports, risk and compliance reports, logistics and inventory reports, back office and accounting reports, profitability and attribution reports, operational efficiency reports. Supports IMO 2020/IMO 2030 compliance, carbon intensity tracking, and EU ETS/CBAM reporting.
- **Robust Risk & Hedge Management** – Manage complex hedge portfolios, run VaR, stress testing, and scenario analysis.
- **Printable Forms** – Supports printing of documents like confirmations, recaps, invoices & quality in various formats like word, PDF or HTML on user's own template.
- **Workflow Management** – Supports a complete workflow management of trade, invoice, operations and counterparty onboarding with multi-level approvals with real time notifications.
- **Modern Design & Usability** – System is built on a modern technology platform. By leveraging the capabilities that the modern technology has to offer, Fusion renders a rich experience to its users.

What Fusion Delivers at Every Step of the Bunker Fuel Trade Lifecycle



Market Analysis & Pre-Trade Tools

- Executive Reporting delivers historical and forward benchmark insights (Platts, Argus, OPIS).
- What-If Analysis simulates price spreads between HSFO/VLSFO/MGO, biofuel uptake, and freight economics.

Trade Execution & Pricing Flexibility

- Supports spot, forward, and term bunker supply contracts.
- Capture trades via manual entry, Excel, API, or automated exchange feeds.
- Enables both inter- and intra-company transactions.
- Configure complex pricing models across contracts—fixed, index-based, differential spreads, and component-triggered pricing.
- Trade confirmations with versioning of each edit.

Risk Management, Hedging & Credit Controls

- Execute hedge strategies across physical and financial exposures with granular control.
- Perform VaR (Monte Carlo, Historical, Parametric), stress testing, and scenario planning.
- Dynamic dashboards visualize real-time P&L, positions, and exposures.
- Onboard counterparties with configurable KYC workflows and approval hierarchies.
- Monitor credit limits by counterparty, region, or portfolio—with automated blocking triggers.

Logistics, Custody & Inventory Management

- Manage shipments via vessel, barge, rail, truck, or container.
- Manage barge scheduling, bunker delivery notes (BDNs), & custody transfer records.
- Track floating & onshore storage, blending operations, & loss/gain calculations.
- Optimize vessel supply chains with voyage economics, demurrage, & delivery slot management.
- Support mass flow meter integration & IMO-compliant delivery documentation.
- Monitor open deliveries, stock positions, and warehouse receipts.
- Supports inventory valuation by FIFO, LIFO, WACOG, and allocation-based methods.
- Both Spot and Time Charter type vessel management.



Finance, Invoicing & ERP Integration

- Model secondary costs (blending, barge delivery, inspection, demurrage, insurance, inspection, demurrage) with FX and tax automation.
- Batch invoice generation with workflows for prepayments, provisional, and final invoicing.

ESG, Quality & Regulatory Compliance

- Track key quality metrics (sulfur %, viscosity, density, water content, flash point, pour point) with automated penalties.
- Automated monitoring and reporting of carbon intensity (gCO₂e/MJ) and GHG emissions per voyage, ensures compliance with IMO 2020/2030, EU ETS, CBAM, and CSRD regulations, and supports bio-marine fuel certifications along with full sustainability traceability.



Integration Capabilities

- Supports STP with prebuilt adaptors with exchanges like ICE, CME, TT and SGX etc.
- Supports integration with operation and vessel management tools like IMOS, INTRA, DTN etc.
- Integrates with SAP, Oracle, Microsoft Dynamics 365, QuickBooks, Xero, and Odoo via API/file exchange.
- Supports integration with price providers like Bloomberg, Reuters, Platts, Argus, Zema etc.
- Supports integration with brokers like StoneX, Marex.

Security and Audit

- Supports SSO and MFA based logins.
- ISO 270001 and SOC1 Type 2 certified.
- Single Tenant environments for each customer.
- System supports role-based user logins with customizable stage- and status-based access rights, complemented by data security that enforce granular protection by commodity, trader, location, and internal company boundaries.
- System provides comprehensive audit support at the object level, ensuring that every modification, access, and workflow transition is traceable across contracts, trades, logistics, and financial records.

Reporting and Visual Dashboards

- Supports dynamic reporting and interactive visual dashboards, enabling users to analyze trade performance, operational metrics, and financial outcomes through customizable views and real-time data insights.
- Supports drag and drop reporting with report schedule option.
- Supports dynamic visual dashboards with drilldown capabilities.
- Support export of reports in Excel and Pdf formats.

Fusion ETRM: The Complete Bunker Fuel Trading Platform

- **Built for Commodity Complexity**
Purpose-built to support bunker supply chains—covering HSFO, VLSFO, MGO, LNG, and bio-marine fuels.
- **Trusted by Global Trading Leaders**
Used by bunker suppliers, refiners, and marine fuel traders worldwide for large-scale operations.
- **Ready for ESG & Compliance Demands**
Built-in modules for IMO compliance, carbon reporting, and sustainability tracking.
- **Connected to Your Tech Stack**
Integrates seamlessly with ERP, shipping, terminal, and logistics systems for end-to-end visibility.
- **Designed for Today. Ready for Tomorrow.**
Flexible deployment models (SaaS, hosted, on-premises) ensure future-proof investment.



Let's Talk Bunker Fuels.

Visit www.fendahl.com or contact us to schedule a personalized demo.