

Fusion CTRM for Chemicals Trading

Managing Complexity. Enhancing Profitability. Delivering Sustainable Growth.

Why Leading Chemical Traders Choose Fusion CTRM

The global nut market is increasingly complex. Seasonal production cycles, price volatility, food safety regulations and growing sustainability requirements are transforming nut trading into a data-intensive enterprise. Fusion CTRM by Fendahl delivers a purpose-built solution to manage the complete lifecycle of nut trades—optimize margins, reduce operational risks and ensure traceability from farm to customer—all on a single, unified platform.

A smarter way to manage chemicals from production to delivery—financially, physically, and sustainably.

Ten Reasons Chemical Traders Choose Fusion CTRM:

- **Full Pricing Flexibility** – Supports fixed, index-linked, formula-based and component -based pricing structures for bulk and specialty chemicals.
- **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 (storage, freight, blending, drumming, packaging) 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 (density, purity, viscosity, flash point) with automated penalties.
- **Printable Forms** – Supports printing of documents like confirmations, recaps, invoices & quality in various formats like word, PDF or HTML on user's own template.
- **Robust Risk & Hedge Management** – Manage complex hedge portfolios, run VaR, stress testing, and scenario analysis.
- **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 & enabling compliance with REACH, OSHA, GHS, IMO, and carbon reporting frameworks, alongside sustainability certifications.
- **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 Chemicals Trade Lifecycle



Market Analysis & Pre-Trade Tools

- Executive Reporting provides historical and seasonal price insights (e.g., almond bloom trends, cashew demand).
- What-If Analysis simulates price movements, tariffs and supply disruptions to optimize trade strategy.

Trade Execution & Pricing Flexibility

- Supports spot, forward, futures and options trading across multiple nut origins.
- Capture trades via manual entry, Excel, API or OCR automation.
- Manage inter- and intra-company transactions with flexible pricing models (fixed, index-linked, differential spreads).

Risk Management, Hedging & Credit Controls

- Run hedging strategies across FX, futures, and physical exposures.
- Perform VaR (Monte Carlo, Historical, Parametric), stress testing and scenario planning.
- Real-time dashboards visualize exposure by variety, origin or counterparty.
- Onboard counterparties with configurable KYC/AML workflows.
- Monitor credit limits with automated approval and blocking triggers.

Logistics, Custody & Inventory Management

- Manage shipments via container, truck, rail or vessel.
- Track open deliveries, warehouse receipts and stock positions.
- Processing module supports shelling, grading, roasting and packaging with yield and cost calculation.
- Inventory valuation by FIFO, LIFO, WACOG and allocation-based methods.



Finance, Invoicing & ERP Integration

- Model secondary costs: freight, storage, blending, drumming, compliance testing, insurance.
- Batch invoice generation with workflows for prepayments, provisional, and final invoicing.

ESG, Quality & Regulatory Compliance

- Track quality and safety specs: purity, flash point, CAS numbers, SDS/GHS data, hazardous class.
- Ensure compliance with REACH, OSHA, GHS, IMO regulations, carbon footprint reporting, and ESG frameworks.
- Generate REACH, EPA, EU ETS, MiFID II, EMIR, REMIT reports with audit trails and ARM integration.



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 enforces 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,

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 CTRM: The Complete Chemicals Trading Platform

- **Built for Commodity Complexity**

Designed specifically for the unique challenges of nuts trading—multi-origin sourcing, seasonal supply and processing workflows.

- **Trusted by Global Trading Leaders**

Used by leading nut and agri-trading firms across key markets, supporting multi-commodity operations.

- **Ready for ESG & Compliance Demands**

Built-in modules for sustainability certification, food traceability and global compliance frameworks.

- **Connected to Your Tech Stack**

Seamlessly integrates with ERP, accounting and logistics systems for end-to-end operational visibility.

- **Designed for Today. Ready for Tomorrow.**

Flexible deployment models (SaaS, hosted, on-premises) ensure a future-proof investment.



Let's Talk

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