

Fusion CTRM for Coal Trading

Managing Complexity. Enhancing Profitability. Delivering Sustainable Growth.

Why Leading Coal Traders Choose Fusion CTRM

The coal market continues to evolve under the pressure of price volatility, logistics disruption, carbon regulation, and shifting global demand between energy and steel sectors. Managing coal trades requires robust tools to control risk, optimize margins, and meet sustainability and compliance obligations. Fusion CTRM by Fendahl provides a purpose-built solution to manage the entire coal trading lifecycle—covering thermal and metallurgical coal—from mine to power plant or steel mill.

A smarter way to manage coal from mine to market—financially, physically, and sustainably.

Ten Reasons Coal Traders Choose Fusion CTRM:

- **Full Pricing Flexibility** – Supports fixed, floating, index-linked, differential, and calorific value-adjusted pricing.
- **Comprehensive Cost & Invoicing Control** – Model freight, storage, demurrage, washing, and blending costs with automated invoicing in multi-currency environments.
- **Quality & Specification Tracking** – Monitor CV (kcal/kg), ash content, sulfur, volatile matter, moisture, HGI, and trace elements (arsenic, mercury, lead) with penalty/bonus mechanisms.
- **Robust Risk & Hedge Management** – Manage coal derivatives (API2, API4, API15 Newcastle futures), freight forwards, and FX with VaR, stress testing, and scenario analysis.
- **Workflow Management** – Supports a complete workflow management of trade, invoice, operations and counterparty onboarding with multi-level approvals with real time notifications.
- **Credit Management** – Supports both credit and transactional limits on counterparty, trader, commodity, Strategy and location with real-time notification of breach.
- **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.
- **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 & sustainability certifications (RSPO, ISCC) and streamline CBAM, CSRD, MiFID II, EMIR reporting.
- **Printable Forms** – Supports printing of documents like confirmations, recaps, invoices & quality in various formats like word, PDF or HTML on user's own template.
- **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 Coal Trade Lifecycle



Market Analysis & Pre-Trade Tools

- Executive Reporting provides historical, seasonal, and index-based (API2, API4, Newcastle) price insights.
- What-If Analysis simulates price volatility, freight costs, and carbon taxes to optimize trading strategies.

Trade Execution & Pricing Flexibility

- Supports spot, forward, futures, and options trading.
- Capture trades via manual input, Excel, API, or OCR automation.
- 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.
- Monitor open deliveries, stock positions, and warehouse receipts.
- Processing module supports re-grading, bagging, re-branding and re-naming with yield and cost calculation.
- Supports inventory valuation by FIFO, LIFO, WACOG and allocation-based methods.
- B2B, Washout, Circle and String type transfers.
- Both Spot and Time Charter type vessel management.



Finance, Invoicing & ERP Integration

- Model secondary costs (refining, storage, freight, 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 (Bean Count, Fermentation, Fatty Acid, Foreign Matter, Odor and Flavor) with automated penalties.
- Support sustainability certifications: Fairtrade, Rainforest Alliance, UTZ Certified, Organic, ISO 34101.
- Generate MiFID II, EMIR 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

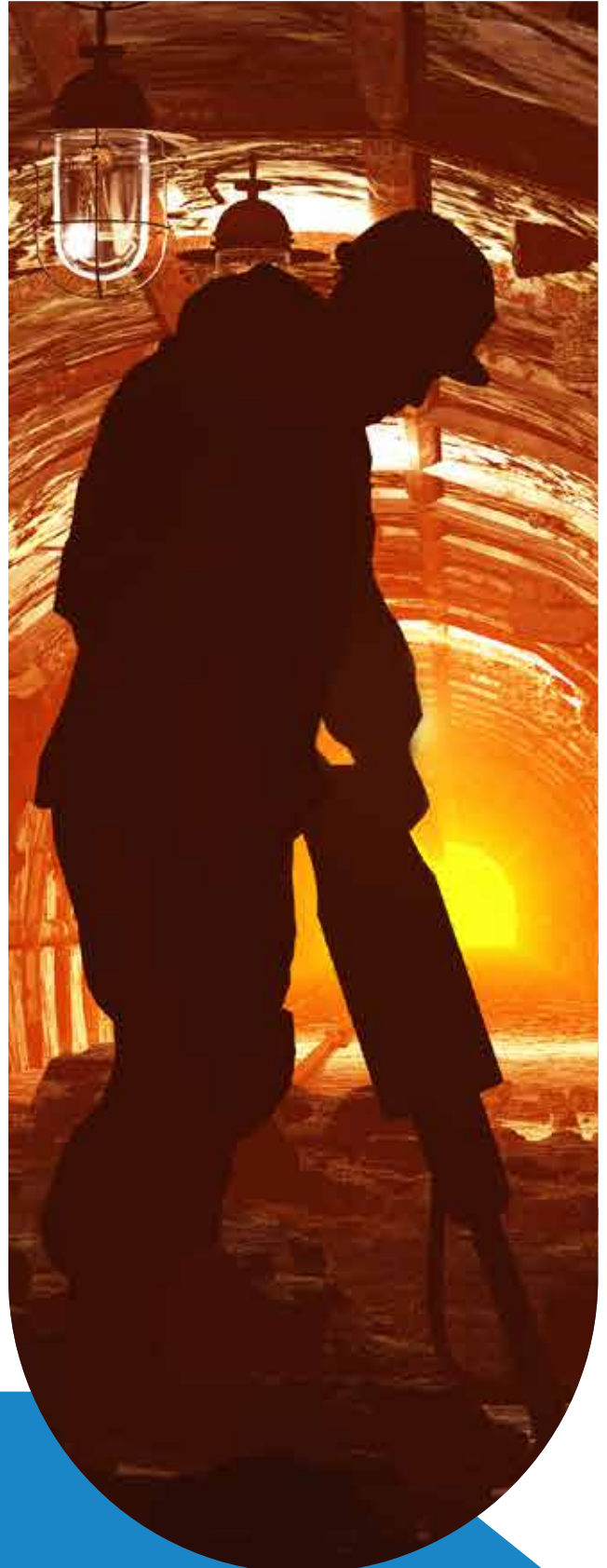
- Supports SSO and MFA based logins.
- ISO 270001 and SOC1 Type 2 certified.
- Single Tenant environments for each customer.
- System supports role-based user logins with customizable stage and status-based access rights, complemented by data security that enforce granular protection by commodity, trader, 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 CTRM: The Complete Coal Trading Platform

- **Built for Commodity Complexity**
Designed for the full coal value chain—thermal and metallurgical—across global trade flows and logistics networks.
- **Trusted by Global Trading Leaders**
Used by energy and bulk commodity traders worldwide for high-volume, multi-market operations.
- **Ready for ESG & Compliance Demands**
Includes modules for emissions accounting, sustainability reporting, and regulatory frameworks.
- **Connected to Your Tech Stack**
Integrates with ERP, logistics, laboratory, and finance systems for end-to-end visibility.
- **Designed for Today. Ready for Tomorrow.**
Flexible deployment models (SaaS, hosted, on-premises) ensure long-term scalability.



Let's Talk Coal.

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