

Fusion CTRM for Cocoa Trading

Managing Complexity. Enhancing Profitability. Delivering Sustainable Growth.

Why Leading Cocoa Traders Choose Fusion CTRM

The global Cocoa market is one of the most dynamic and complex commodity sectors. Volatile prices, quality variations by origin, sustainability demands, and stringent regulatory oversight are transforming Cocoa trading into a highly data-driven business. Fusion CTRM by Fendahl delivers a purpose-built platform to manage the full lifecycle of Cocoa trades—optimizing profitability, reducing operational risks, and ensuring traceability from farm to roaster—all in one unified system.

A smarter way to manage cocoa from origin to delivery—financially, physically, and sustainably.

Ten Reasons Cocoa Traders Choose Fusion CTRM:

- **Full Pricing Flexibility** – Supports fixed, index-linked, formula-based and component-based pricing structures.
- **Comprehensive Cost & Invoicing Control** – Model secondary costs (storage, refining, freight) and automate billing in multi-currency environments.
- **Quality & Specification Tracking** – Monitor critical specs (Bean Count, Fermentation, Fatty Acid, Foreign Matter, Odor and Flavor) with automated penalties.
- **Robust Risk & Hedge Management** – Manage complex hedge portfolios, run 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 counter-party, 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 (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 Cocoa Trade Lifecycle



Market Analysis & Pre-Trade Tools

- Executive Reporting provides historical, seasonal and benchmark-linked Cocoa price insights by origin and grade.
- What-If Analysis simulates market conditions to test trade strategies and quantify exposure.

Trade Execution & Pricing Flexibility

- Supports spot, forward, swaps, options, and term supply agreements.
- Capture trades via manual entry, Excel, API, or OCR automation.
- Configure flexible pricing contracts with calorific adjustments, quality differentials, and escalators.
- Manage both domestic and international transactions with multiple delivery terms.
- Manage inter- and intra-company transactions across mining and trading operations.

Risk Management, Hedging & Credit Controls

- Hedge physical and financial exposures with coal futures, options, and freight derivatives.
- Run VaR (Monte Carlo, Historical, Parametric), stress testing, and scenario planning.
- Real-time dashboards provide exposure and P&L visibility by mine, grade, origin, or counterparty.
- 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 coal movements by vessel, barge, rail, or truck.
- Track stockpiles, open deliveries, and blending operations at ports, mines, and plants.
- Blending module optimizes quality/yield to meet contractual obligations.
- Inventory valuation supported by FIFO, LIFO, WACOG, and allocation-based accounting.
- Both Spot and Time Charter type vessel management.



Finance, Invoicing & ERP Integration

- Model secondary costs: freight, washing, blending, storage, insurance, demurrage.
- Integrate seamlessly with ERP and finance systems (SAP, Oracle, Dynamics, QuickBooks, Xero, Odoo).
- Batch invoice generation with workflows for prepayments, provisional, and final invoicing.

ESG, Quality & Regulatory Compliance

- Track quality metrics (CV, ash, sulphur, moisture, trace metals) with automated penalties.
- Support compliance with CBAM, IMO fuel emissions, EU ETS, MiFID II, EMIR, and REMIT.
- Enable emissions tracking (CO₂, SO₂, NO_x), sustainability reporting, and compliance with EU CBAM, IMO, and national frameworks.



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
- 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 drill down capabilities.
- Supports export of reports in Excel and PDF formats.

Fusion CTRM: The Complete Cocoa Trading Platform

- **Built for Commodity Complexity**
Designed specifically for Cocoa trading, from green beans to roasted blends, across diverse global supply chains.
- **Trusted by Global Trading Leaders**
Used by major Cocoa and agri-trading firms worldwide, supporting multi-origin and multi-commodity operations.
- **Ready for ESG & Compliance Demands**
Built-in modules for sustainability certifications, traceability, and compliance with global frameworks.
- **Connected to Your Tech Stack**
Seamlessly integrates with ERP, accounting, and logistics systems for end-to-end visibility.
- **Designed for Today. Ready for Tomorrow.**
Flexible deployment options (SaaS, hosted, on-premises) ensure future-proof investment.



Let's Talk Cocoa.

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