

Fusion CTRM for Metal Concentrates

Managing Complexity. Enhancing Profitability. Delivering Sustainable Growth.

Why Leading Metal Concentrate Traders Choose Fusion CTRM

Metal concentrates trading presents one of the most complex challenges in the commodity space. Multi-metal payables, variable treatment and refining charges, quality penalties, and volatile pricing across multiple exchanges require deep visibility and control. Fusion CTRM by Fendahl is designed to manage the full lifecycle of concentrate trades—from mine gate to smelter—optimizing profitability, reducing operational risk, and ensuring compliance with global reporting frameworks.

A smarter way to manage concentrates from mines to market—financially, physically, and sustainably.

Ten Reasons Metal Concentrate Traders Choose Fusion CTRM:

- **Full Pricing Flexibility** – Supports multi-metal payables, quotational periods, provisional and final pricing, escalators, and deductions.
- **Comprehensive Cost & Invoicing Control** – Automate billing for storage, handling, freight, financing, and multi-currency settlements.
- **Quality & Specification Tracking** – Manage assays for Cu, Zn, Pb, Au, Ag, Fe, moisture, deleterious elements (As, Sb, Hg, Cd) 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 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 Concentrates Trade Lifecycle



Market Analysis & Pre-Trade Tools

- Executive Reporting provides historical, seasonal, and benchmark-linked pricing insights.
- What-If Analysis simulates treatment/refining charge changes, assay variance, and price scenarios.

Trade Execution & Pricing Flexibility

- Supports spot, term, and complex long-term offtake agreements along with future and options.
- Capture trades via manual entry, Excel, API, or OCR automation.
- Configure multi-metal payable terms with QPs (quotational periods), escalators, penalties, and deductions.
- Manage inter- and intra-company transactions across mining, trading, and smelting operations.

Risk Management, Hedging & Credit Controls

- Manage hedge strategies for multiple metals (Cu, Zn, Pb, Au, Ag, etc.) and FX exposures.
- Perform VaR (Monte Carlo, Historical, Parametric), stress testing, and scenario planning.
- Real-time dashboards show P&L, positions, and exposures by concentrate lot, contract, or portfolio.
- 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 bulk vessel, container, rail, or truck.
- Track stock in port warehouses, smelters, or in-transit cargo and stock position.
- Blending & processing modules support concentrate mixing, yield calculation, and penalty/bonus adjustments.
- Inventory valuation supported via FIFO, LIFO, WACOG, and allocation-based accounting.
- Lab testing, Assay and WSMD supported for penalty and payable content.
- Both Spot and Time Charter type vessel management.



Finance, Invoicing & ERP Integration

- Model secondary costs: treatment/refining charges, penalties (As, Sb, Hg), moisture, freight, storage, insurance.
- Integrate with SAP, Oracle, Microsoft Dynamics 365, QuickBooks, Xero, and Odoo via API/file exchange.
- Batch invoice generation with workflows for prepayments, provisional, and final invoicing.

ESG, Quality & Regulatory Compliance

- Track assay results and quality specifications for all payable and penalty elements.
- Manage ESG compliance: carbon foot printing, sustainability certification, and chain-of-custody tracking.
- Support sustainability certifications: RSPO, ISCC, RED II compliance, carbon intensity tracking.
- Generate 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
- 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 Metal Concentrates Trading Platform

- **Built for Commodity Complexity**

Purpose-built to support the unique challenges of concentrates—multi-metal payables, variable terms, and smelter contract management.

- **Trusted by Global Trading Leaders**

Used by major miners, traders, and smelters across global hubs to manage concentrate flows and risk.

- **Ready for ESG & Compliance Demands**

Built-in modules for sustainability certification tracking, carbon reporting, and regulatory compliance.

- **Connected to Your Tech Stack**

Integrates seamlessly with ERP, accounting, and logistics systems for end-to-end visibility.

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

Flexible deployment (SaaS, hosted, on-premises) ensures long-term scalability and adaptability.



Let's Talk Concentrates.

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