

Fusion CTRM for Refined Metals Trading

Managing Complexity. Enhancing Profitability. Delivering Sustainable Growth.

Why Leading Refined Metal Traders Choose Fusion CTRM

The refined metals market—covering copper cathodes, aluminium ingots, zinc, nickel, and other base metals—is highly dynamic and globally interconnected. With volatile prices, complex logistics, financing, and ESG demands, managing refined metals trading requires precision and control. Fusion CTRM by Fendahl provides a purpose-built solution to manage the full lifecycle of refined metal trades—from smelter to end customer—optimizing profitability, reducing risk, and ensuring compliance with global reporting standards.

A smarter way to manage metals—from origin to warehouse to market—financially, physically, and sustainably.

Ten Reasons Refined Metal Traders Choose Fusion CTRM:

- **Full Pricing Flexibility** – Supports LME/COMEX/SHFE-linked, fixed, floating, and premium/differential pricing.
- **Comprehensive Cost & Invoicing Control** – Automate billing for storage, handling, freight, financing, and multi-currency settlements.
- **Quality & Specification Tracking** – Track lot-level specifications, weights, and certifications (LME-approved, ISO, REACH). Additionally, Fusion provides robust functionality for tracking packaging info with capturing essential quality specifications for each package throughout the entire trade lifecycle, from initial orders to final delivery. Fusion's processing module can be used to track and maintain refining/blending of commodities.
- **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 Refined Metals Trade Lifecycle



Market Analysis & Pre-Trade Tools

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

Trade Execution & Pricing Flexibility

- Supports spot, forward, futures, and options contracts.
- Capture trades via manual Input, Excel, API, or OCR automation.
- Enable 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 crushing, refining, blending, and fractionation 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.
- Rack 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 (FFA, moisture, colour, odour, impurities) with automated penalties.
- 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 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 analyse 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.

CTRM: The Complete Refined Metals Trading Platform

- **Built for Commodity Complexity**
Purpose-built to support refined metals trading—covering copper cathode, aluminium, zinc, nickel, and beyond.
- **Trusted by Global Trading Leaders**
Used by traders, smelters, and industrial consumers worldwide for high-value, multi-commodity portfolios.
- **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 future-proof investment.



Let's Talk Metals.

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