

Fusion CTRM for Rubber Trading

Managing Complexity. Enhancing Profitability. Delivering Sustainable Growth.

Why Leading Rubber Traders Choose Fusion CTRM

The global rubber market—spanning natural and synthetic grades—is increasingly complex. Price volatility, seasonal supply patterns, sustainability requirements, and logistical constraints demand robust trading solutions. Fusion CTRM by Fendahl provides a purpose-built platform to manage the full lifecycle of rubber trading, from plantation to manufacturing—optimizing profitability, reducing risk, and ensuring compliance with global sustainability and regulatory frameworks.

A smarter way to manage rubber from plantation to production—financially, physically, and sustainably.

Ten Reasons Rubber Traders Choose Fusion CTRM:

- **Full Pricing Flexibility** – Supports fixed, floating, index-linked (TOCOM, SICOM), and differential pricing models.
- **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** – Automate billing for freight, storage, inspection, and processing 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** – Track grades (RSS, TSR, Latex), ash, nitrogen, dirt, volatile matter, and Mooney viscosity with automated penalties/bonuses.
- **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 & Support traceability, certification (PEFC, FSC, Fair Rubber), and compliance with deforestation-free sourcing and EU CBAM.
- **Robust Risk & Hedge Management** – Manage rubber futures/options, synthetic rubber feedstock exposure, and FX hedges with VaR, stress testing, and scenario analysis.
- **Printable Forms** – Supports printing of documents like confirmations, recaps, invoices & quality in various formats like word, PDF or HTML on user's own template.
- **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 Rubber Trade Lifecycle



Market Analysis & Pre-Trade Tools

- Executive Reporting provides historical and benchmark-linked price insights (TOCOM, SICOM).
- What-If Analysis simulates price volatility, freight changes, and demand shocks across automotive and industrial markets.

Trade Execution & Pricing Flexibility

- Supports spot, forward, swaps, and options contracts.
- Capture trades via manual entry, Excel, API, or OCR automation.
- Configure pricing models for natural and synthetic grades with index links and quality differentials.
- Manage inter- and intra-company transactions across global operations.

Risk Management, Hedging & Credit Controls

- Hedge exposures with rubber futures, petrochemical-linked SR contracts, and FX hedges.
- Perform VaR (Monte Carlo, Historical, Parametric), stress testing, and portfolio simulations.
- Real-time dashboards provide visibility into P&L, positions, and exposures.
- Onboard counterparties with configurable AML/KYC workflows.
- Monitor credit exposure with automated blocking and escalation triggers.

Logistics, Custody & Inventory Management

- Manage shipments by vessel, truck, or container for bales, sheets, and latex.
- Track deliveries, warehouse receipts, and stock positions across ports and plants.
- Processing module supports drying, grading, packaging, and blending with yield and cost calculation.
- Supports inventory valuation using FIFO, LIFO, WACOG, and allocation-based methods.



Finance, Invoicing & ERP Integration

- Model secondary costs: inspection, warehousing, fumigation, blending, insurance, freight.
- Automate provisional, final, and adjustment invoicing in multi-currency formats.
- Seamlessly integrate with ERP and finance systems (SAP, Oracle, Dynamics, QuickBooks, Xero, Odoo).

ESG, Quality & Regulatory Compliance

- Track quality metrics: dirt %, ash, nitrogen, volatile matter, Mooney viscosity.
- Manage certifications: PEFC, FSC, Fair Rubber, sustainability and carbon reporting.
- Automate compliance reporting for EU deforestation regulations, CBAM, MiFID II, EMIR, REMIT.



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 sample reports like latex vs Dry rubber conversion tracker, Inventory Aging & Quality Degradation Report, Moisture & Dirt Content Risk Tracker etc.
- Support export of reports in Excel and Pdf formats.

Fusion CTRM: The Complete Rubber Trading Platform

- **Built for Commodity Complexity**
Purpose-built for the rubber industry—covering natural and synthetic grades, processing, and global logistics.
- **Trusted by Global Trading Leaders**
Used by rubber traders and industrial commodity firms worldwide, supporting multi-commodity portfolios.
- **Ready for ESG & Compliance Demands**
Built-in tools for deforestation-free sourcing, certification management, and sustainability reporting.
- **Connected to Your Tech Stack**
Integrates seamlessly with ERP, laboratory, and logistics systems for full operational visibility.
- **Designed for Today. Ready for Tomorrow.**
Flexible deployment (SaaS, hosted, on-premises) ensures scalability and regulatory compliance readiness.



Let's Talk Rubber.

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