

Fusion CTRM for Sugar Trading

Managing Complexity. Enhancing Profitability. Delivering Sustainable Growth.

Why Leading Sugar Traders Choose Fusion CTRM

The global sugar market is shaped by price volatility, seasonal supply cycles, quality variations, and increasing sustainability and compliance demands. Fusion CTRM by Fendahl offers a purpose-built platform to manage the full lifecycle of sugar trades—enhancing profitability, minimizing operational risks, and ensuring traceability from mill to market—all within a unified, data-driven system.

A smarter way to manage Sugar from origin to cup—financially, physically, and sustainably.

Ten Reasons Sugar Traders Choose Fusion CTRM:

- **Full Pricing Flexibility** – Supports fixed, index-linked, formula-based and component-based pricing structures.
- **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** – Model secondary costs (storage, refining, freight) and automate billing 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** – Monitor critical specs (Polarization, colour, Moisture) with automated penalties.
- **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 (Bonsucro, Fairtrade, USDA Organic) and streamline ISSB, CSRD, GHG, CSDR reporting.
- **Robust Risk & Hedge Management** – Manage complex hedge portfolios, run 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 Sugar Trade Lifecycle



Market Analysis & Pre-Trade Tools

- Executive Reporting provides historical, seasonal and benchmark-linked Sugar 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, 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, content-based pricing 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.
- Fusion streamlines sugar trading operations with support for packaging, regrading, and rebranding, incorporating polarization-based quality tracking, ICUMSA grading, and full package traceability
- Supports inventory valuation by FIFO, LIFO, WACOG and allocation-based methods.
- B2B, Washout, Circle and String type transfers.



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 (Polarization, colour, Moisture) with automated penalties.
- Fusion supports sampling of Sugar with full traceability, enabling tracking of sample details, quality attributes, and lifecycle across trading and quality control workflows.
- Support sustainability certifications: Bonsucro, Fairtrade, USDA Organic.
- Generate ISSB, CSRD, GHG, CSDR 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 Sugar Trading Platform

- **Built for Commodity Complexity**
Designed specifically for Sugar trading, from green beans to roasted blends, across diverse global supply chains.
- **Trusted by Global Trading Leaders**
Used by major Sugar 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 Sugar.

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