

TPQ CTRM B.V.

Plastics



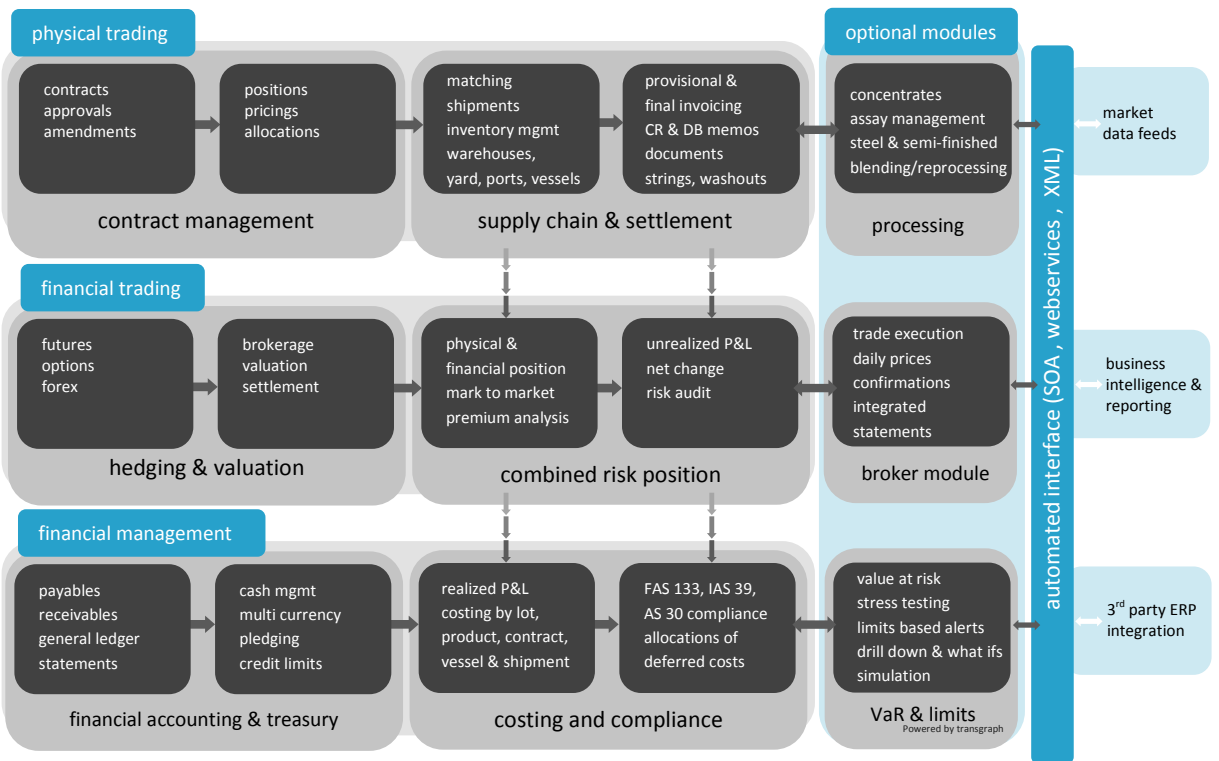
OVERVIEW

Companies involved in the plastics value chain are faced with an array of business challenges critical to survival and competitiveness including:

- Managing price volatility and market risk of both raw materials and products.
- Intensified global competition
- Supplier and customer consolidation and resulting pricing power
- Pressure to continuously reduce costs, improve supply chain efficiencies and reduce working capital.
- Compliance with a continuing array of new trade and accounting regulations.
- Leveraging information technology to improve competitiveness, reduce costs and risks, improve decision-making and increase profits.

TRADEPAQ has responded to the needs of the Plastics industry with CTRM Plastics. Raw material producers, resin suppliers, converters and traders can now effectively manage price, operational, credit and financial risk with CTRM Plastics.

CTRM for Plastics provides the capabilities to establish, track, value and close futures positions using any market price including the LME (London Metal Exchange) futures contracts for polypropylene and polyethylene. Companies can execute their hedging strategies to lock in future prices, offer long term fixed pricing, and hedge physical sales and purchases with CTRM Plastics. CTRM includes capabilities to manage physical and financial positions with profit and loss reporting by contract, division, trader, and company. CTRM also provides the audit trails and transactional details for VAR, FAS 133 and Sarbanes Oxley requirements.



CTRM Plastics also handles all aspects of physical material purchases and sales to reduce operational risks. This includes shipments, inventory management, notifications and documentation. CTRM Plastics is licensed business software that resides on your computers, is browser-based, and allows 24/7

controlled and secure access.

Plastics Companies Served by CTRM

- Petrochemical
- Polyolefin Producers
- Resin Producers
- Converters
- Traders

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global offices

- New York
- Bogotá
- Amsterdam
- Mumbai



- Manufacturers

Benefits of CTRM Plastics

Risk reduction: Provide the executive team with information and decision support to reduce inherent business risk factors.

1. Market Risks: Provide centralized visibility and distributed controls over commercial operations.

2. Credit Risks: Management of integrated receivables, order processing and real time credit decisions.

3. Operational Risks: Better control of supply chain costs, inventory, logistics, blending, and product costs with timely access to information.

4. Compliance Risks: Insure compliance with new trade and accounting regulations with electronic audit trails, documentation and archive.

Real-time position management and elimination of surprises in costs or revenue:

True on-demand information with key financial and executive staff having access to latest costs, prices and market trends.

Timely financial reporting: Access anywhere, anytime to the financial information needed to make critical decisions.

Lower Costs: Business process improvements facilitated by today's technologies enable new business efficiencies and growth.

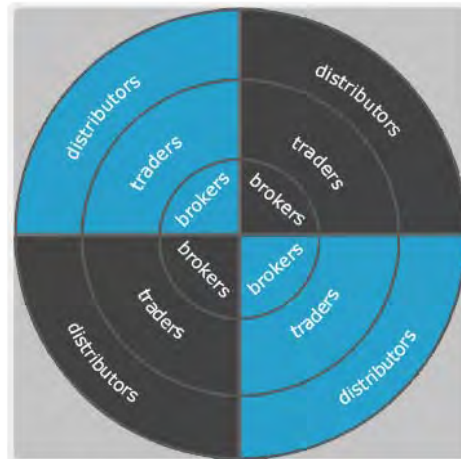
Improved supply chain efficiencies: Make use of supply chain efficiencies to drive down costs and get paid faster. Share information and data electronically with vendors, customers, forwarders/carriers, and other trade chain partners to reduce logistics, inventory, and operating costs.

CTRM Plastics

The foundation of the CTRM Solution lies with a

single database that links the numerous business functions within a Plastics company. This provides one global platform to enable seamless and streamlined business transactions. Front end commercial buy and sell transactions, order fulfillment and supply chain functions are all fully integrated with back office accounting. The system is user friendly providing the control and efficiency that allows organizations to maximize market opportunities reduce transaction costs and makes it easier for suppliers and customers to do business with your company. The unique trading and risk management solutions offered to our clients include the following modules:

COMMERCIAL TRANSACTIONS AND DECISION SUPPORT



CTRM: Contract Management

Provides comprehensive purchase and sales contract entry facilities to meet the unique demands of global traders, marketers and suppliers. Supporting all chemical and plastic commodities, products can be bought and sold in the specific unit of measure, packaged quantity or currency required. Contracts can be established for deliveries over any period of time, even allowing for "unpriced" contracts to be price-fixed on demand. Back-to-Back contracts and automated conversions for differing units of measure are included.

CTRM: Position Analysis

Delivers instant, accurate information on financial position and inventory status. Position is defined by unshipped, afloat, pier, on-hand, and sold (but undelivered) components as well as net status. Receive position by time period displayed by products, groups, open contracts, and commitments. Analysis includes physical mark-to-market inclusive of estimated costs, market differentials, price spreads, and arbitrages. Unpriced contracts can be managed and net positions received within the parameters needed to assess risk.

CTRM: Offerings

This fully integrated quoting system streamlines the preparation of both purchase and sales quotes. Records of quotes are established for easy reference and conversion to an actual contract. Product availability can be determined and

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inventory, on-hand or future positions can be allocated to specific customers.

CTRM: Futures & Options Hedging

CTRM fully supports the LME PP and LL contracts. Track futures or options trades with physical commitment hedges or other strategies. Review status thorough an array of pricing position analyses and valuations of both realized and unrealized profit and loss. Multi-level risk hierarchy provides selectable risk position analyses together with associated valuation reports. Black-Scholes and In the Money Option summations are included within the Options Subsystem.

CTRM: Exposure and Risk Analysis

Automatic analyses of Mark-to-Market of Futures, Options, and Physicals for daily activity. Futures valuations allow consideration for commissions in determining net profit. Physical positions for fixed and unpriced positions are valued using market discount/premium rates for quality and location. Physical positions incorporate profit on forward positions and inventory, whether positions have fixed prices on any component. Priced positions include multiple price fixings and estimated costs.



can be made against multi-storage locations, vessels, containers, and/or vendors. The on-line inquiry facilities allow unshipped and in-transit positions to be easily identified. Matching of forward purchases to sales is available to reserve expected or actual inventory.

CTRM: Inventory & Storage

Provides global management and visibility of products by location. The system enables tracking and control of in-storage and afloat/in-transit inventory data, including tank, warehouse, vessel, carrier,, arrival dates, regulatory releases and more. A unit of measure subsystem automates conversions, including packaged products such as purchasing in metric tons and shipping in bags, or any combination needed for your commodities.

CTRM: Documents

Provides Purchase and Sales Contracts, Invoices, Purchase Orders, Sales Order, Packing Lists, NAFTA, Checks, Airway Bills, Customs Documents, SEDs, and more from a library of over 900 document templates. Documents relating to import or export can be automatically triggered by product movement or called upon when desired.

Deliver all the documents needed to buy, sell, ship, and trade - all created automatically. Send them via e-mail, fax, and the Internet when and where they need to go.

ACCOUNTING AND COSTING

CTRM: Cost Analysis

Provides detail and summary cost analyses by accounting period and year-to-date. Costs can be analyzed by purchase commitment, release of a purchase commitment, or by movement which may encompass multiple purchase orders and/or multiple vendors. Total end unit costs are displayed which are grouped as "above-the-line" costs and "below-the-line" costs as defined by each client. Analyses can be grouped

CTRM: Traffic & Operations

Once a purchase or sale has been entered into CTRM Plastics, it immediately becomes available to the Logistics/ Operations Department for the creation of product movements. Shipment by barge, ship, rail, truck, and container are all supported. Each consignment, once allocated, is available on line, allowing editing and the incorporation of additional information. Product allocation

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by product, groups of products or trader. Inventory, with its per unit value, is shown for each accounting period of the commitment.

CTRM: Financial Management

Provides a contemporary accounting system designed for the demands of the global trading company. Traditional

Accounts Payables, Accounts Receivables, and a multi-company, multi-divisional, multi-currency General ledger.

Specialized optional sub-systems provide cash management, collateral accounting, letter of credit and bank acceptance processing, and broker payables and commissions.

Comprehensive reporting delivers the exact information needed in the format you want.

CTRM: ERP Integrator

Integration between CTRM and 3rd party ERP system with connectors and adaptors or custom connectivity.

TECHNOLOGY OVERVIEW

- 3 Tier J2EE Architecture with XML APIs
- Scalability to support your business growth
- Thin client, browser based, supporting IE 6 and above
- Runs on Windows Server platforms, Linux, and other UNIX operating systems
- Interoperability with most popular ERP systems and databases
- Internationalization: Multi-Lingual, Multi-Currency, Multi-Company, Multi-Division, Multi-Commodity

ADDITIONAL MODULES

CTRM: Query

Enables ad hoc access to the entire CTRM database for quick and easy custom and standard reporting.

CTRM: Online

Provides your customers with 24/7 Internet access to securely inquire and access their specific information located in CTRM Plastics on your system. This ultimate 'self-service' system delivers to your customers the additional value and ease of doing business to further your competitive edge.

CTRM: TradeChain Collaborator

Web enabled Data Requestors enable trade chain partners to enter vital information to move goods and get paid faster in a completely secure environment. Send and receive XML messages with all your trading partners.

CTRM: Blending

One or more inventory lot can be blended to yield a new product or to repackage or process one raw material to yield many new products. Automatic inventory, costing and accounting accruals are generated.



ABOUT TPQ CTRM B.V.

TPQ CTRM B.V. is part of a four-company software group (BankTrade, ReQNet B.V. and TRADEPAQ) founded in 1978 with over 300 employees. TRADEPAQ has several hundred sites installed around the globe, is headquartered in New York City and operates in offices throughout Europe, Asia/Pacific and South America.

CTRM focuses on the needs of companies with internal trading organizations who take physical possession of the goods. CTRM clients benefit from solutions for contract management, risk management, commodity trading, inventory costing and sales profitability all fully integrated with leading document, financial settlement, and supply chain execution systems. In addition, TRADEPAQ has numerous strategic relationships with software and service companies worldwide.

Please refer to our website: www.tradepaq.com for more information.

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