

TPQ CTRM B.V.

Scrap & Smelters



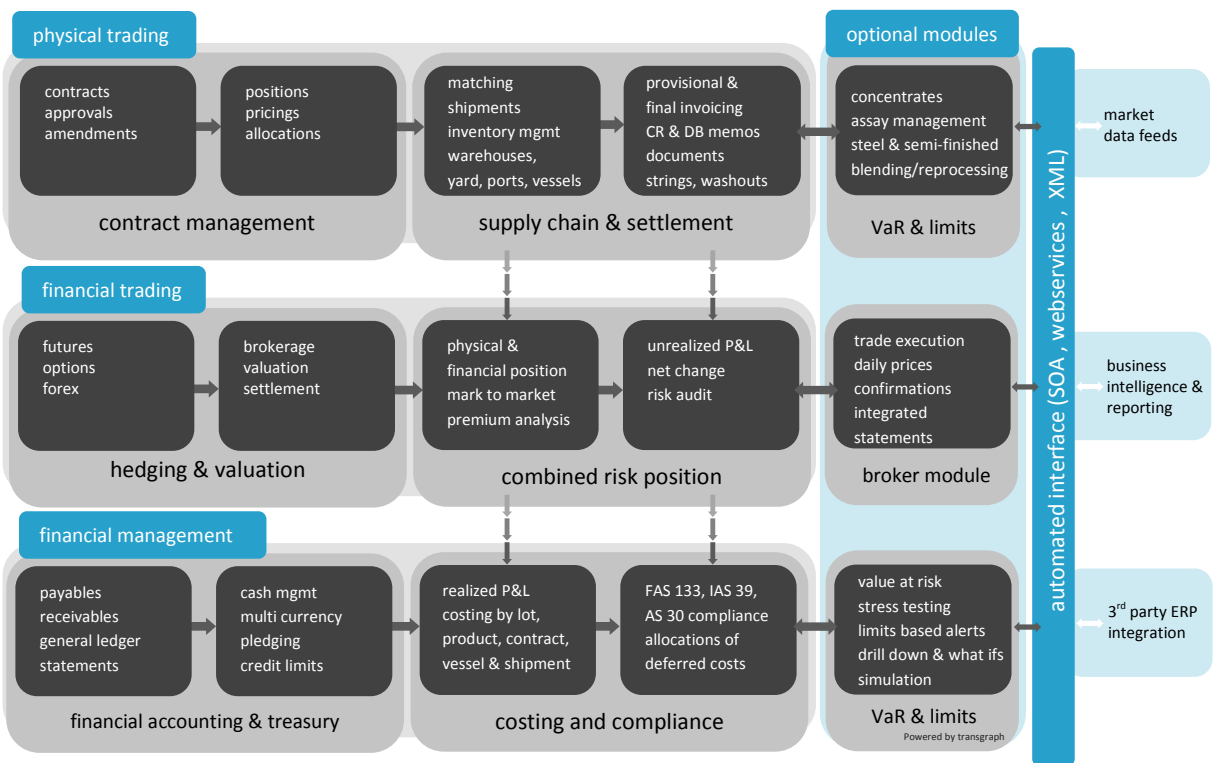
CTRM serves Scrap Metals Trading, Smelting & Refining organizations with a front+middle+back office ERP solution incorporating contract management, trading, risk management, supply chain, and financial management software. CTRM supports all types of metal scrap aluminium, nickel, copper, tin, zinc, PGMs) and offers comprehensive LME Metals, Ferro Alloys, Tolling, Smelting, and Concentrates functionality. The system will handle both the purchase and sale of scrap contracts as well as tolling contracts with smelters and refineries as well as the transformation of scrap into refined metals. CTRM is simple to use, yet brings the needed levels of control, efficiency and flexibility to serve any sized organization. Included are many standard queries, graphic displays and reports with output to spreadsheets.

CTRM for Scrap & Smelters

TRADERS

Physical Contracts

Sales & Purchase Contracts supports Back-to-Back, Inventory and Forward contracts. Allows partial delivery of material, multiple shipments under a single purchase or sales contract and tracks outstanding unshipped balances. Allows cancellation or modification of contracts with a full amendment tracking and audit trails. Drill downs enable quick access to all information.



Scrap and Tolling Contract

- Multiple contract types are supported including Material, Reprocessing, Priced, Unpriced, Swap, and Tolling
- Multiple Commodities and Units of Measure
- Payment and credit terms
- Assayable elements
- Quantities and delivery periods (quotas)
- Pricing information for payable elements: formulas (market, premiums, currency) and QP's (quotational periods)
- Refining charge information by payable element
- Penalty rates, deductions, and free limit for each penalty element
- Umpire rules including middle, closest, 13 other standard rules

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global offices

- New York
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- Amsterdam
- Mumbai



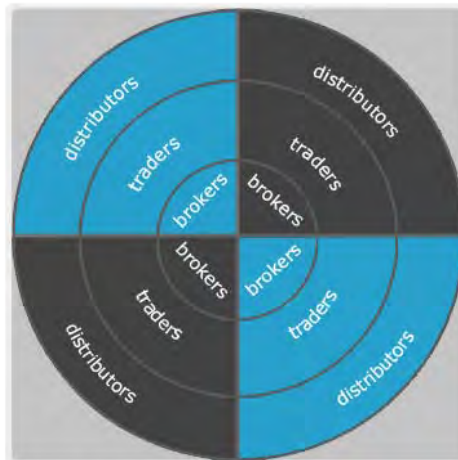
- Price participations and/or escalations/de-escalations on refining charges, treatment charges, and / or penalty rates
- Cost Estimates – estimates for freight, drayage, customs or any other user definable cost
- Gross + Net Premiums & Discount

Hedging via Futures & Options

- Priced & Unpriced Futures
- American, European and/or Asian Options
- Valuation via Black Scholes and Delta
- Recording of Exchange rates and futures / options contract prices
- Calculation of Forward pricing curves
- Net position of Physicals & Futures
- Mark to Market
- Full audit trails with Net Change Reporting

Profit and Loss Reporting

- Profit and loss can be viewed by Company, Division, Commodity, Product, Trader, Shipment, Vessel or Contract
- Reports can be in any unit of measure or currency and can be printed, displayed, or sent to a spreadsheet
- Unrealized P&L reported via Mark to Market
- Realized P&L is part of the Profit & Cost management system



Compliance

- Futures, Options & Forex fully compliant with FAS 133 and similar IFAS pronouncements
- Extensive Audit Trails support Sarbanes Oxley and similar global reporting requirements
- Interfaces available for 3rd party VAR software

Cash Management

- Detailed and summary Cash Management reports allow reporting by day, week, or month
- Reports by Currency and/or Bank for Forex Positions
- Includes calculation of forward un-priced positions based on current market prices for an up to the minute cash flow forecast

Multi-Currency Global Financial Accounting

- Multi-currency financial accounting enables single entry of all information, reducing costs, and enhancing security
- Full featured Multi-Company / Division / Department Accounting seamlessly integrated with CTRM Front and Middle Office software
- Accounts Payables, Accounts Receivables, and General Ledger fully integrated with Profit & Cost Management so non-material revenues and costs are accounted for in Costing P&L and General Ledger P&L
- Can run a global business or easily interface with other 3rd party accounting software

- Timely reporting
- On demand real time reporting of Risk, P&L, Position, Contracts, Trades, Documents, and Valuation

Business Alerts

- Receive e-mail alerts when positions cross thresholds or limits are exceeded. Set alerts for your business objectives and controls

FINANCIAL MANAGEMENT

CFO's Dream Profit & Cost Reporting, IAS 39 & FAS 133 compliance, cash management, and fully integrated multi-currency financial accounting provide global controls at your desktop.

Profit & Cost Management

- Detailed and summary P&L analysis by contract, shipment, divisions, product, or vessel with sales analysis reporting Unrealized P&L with estimated costs via M2M reporting
- Realized P&L's include all material and add-on costs including Freight, Warehousing, Finance, and settlement differences
- Enhanced reporting enables P&L's by Contract, Vessel, Cost Center, Shipment, Trader, Business Type, Product Type and Division

RISK MANAGEMENT

Position Management

- Metal risk: to ensure hedges are placed as the metal is priced
- Expected receipts (quantities) by date, smelter, and source
- Expected payable metal by QP: to forecast hedge requirements, initially based on expected assay
- Expected returnable metal by QP: based on smelter's,

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SUPPLY CHAIN MANAGEMENT

Expected recovery rate and circuit days to produce metal (optional reporting for smelters)

- Expected cash flow based on QP, payable metal and payment terms
- Key reports support metal trading, liquidations, average pricing
- Counterparty positions, counterparty settlement, and credit exposure by counterparty

Valuation

- Contracts are revalued against the market daily, producing an unrealized P/L incorporating the following factors:
- Metal price based on QP, expected assay and pricing formula
- Market value of payable element based on delivery period and returnable quantity
- Penalties based on expected assays
- Refining charges based on expected assays
- Treatment charges and other estimated expenses (freight, commissions, etc.)
- Escalations and Participations based on price or quality



Manage all your physical movements including vendor, customer & back to back shipments; warehouse & in-transit positions, provisional and final invoicing; print documents; and find material quickly.

Logistics

- Ship from Vendor to Warehouse or In-Transit positions
- Move goods from Warehouse / In-Transit to Warehouse / In-Transit
- Ship to Customer from any position

Assays

- Sales and Shipments

- As lots are sold, the system will then record the: Contract, quota and lot which is being delivered
- Gross and net lot weight for counterparty and client weights
- Undelivered – based on 'expected' assays/weights, and;
- Delivered – based on most recent assays and weights
- Assays by element for counterparty and from client assay (taken

Futures & Options Hedging

- Trades on futures exchanges may be entered on a daily basis
- Calculates broker commissions on either a fixed or percentage basis
- Supports matching futures or options hedges with underlying physical contracts. (FAS1 33 & IAS 39)

Currency Risk

- Open contracts may be viewed in any available currency
- Manage multiple currency 'books'
- Enter & Track Forex contracts with the banks or other counterparties
- Exchange rates are recorded daily, and can be recalculated on a monthly or time period specific basis

from purchase, but can be overridden).

- Tracks provisional assays, final assays, and umpire assays (with umpire code)
- Calculates revised payable metal, status (final or need for umpire assay)
- Cost of sales reporting is provided based on latest system information

Invoicing

- Purchase & Sales
- Prepayment, Provisional & Final Invoices

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- Automatic Inventory updates & Interface to Receivables / Payables
- Pricing based on Actual, Market Price or Contained value of materials
- Debit & Credit Memo processing

Blending & Reprocessing

- Standard Bill of Materials (Blends / Recipes)
- Process (or Toll) one Product to Many
- Reprocess Many to one or Many to Many
- Adjusts inventory costs to reflect product transformations

Warehouse Management

- Manage Pier, Consignment, and Multiple Physical Warehouses
- Adjust Inventory
- View by weight & bundle in any unit of measure

Pledging

- Pledge inventory to the bank and buy it back

WHY IMPLEMENT CTRM?

- Real-time position management and elimination of Surprise write-downs
- Risk reduction – Reduces Market, Credit, and Operational Risks
Timely financial reporting with formal reports and output to spreadsheets
- Lower operating costs
- Improves supply chain efficiencies
- Fully Integrated – front, middle, and back office
- Global system – Multi-Commodity, Multi-Lingual, Multi-Currency, Multi-Company, Multi-Taxation Authorities including VAT reporting

ABOUT TPQ CTRM B.V.

TPQ CTRM B.V. is part of a four-company software group (BankTrade, ResQNet B.V. and TRADEPAQ) founded in 1978 with hundreds of 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.

TPQ CTRM B.V. enables clients who buy and sell physical commodities to better manage their Market, Credit, and Operational Risk, within their internal trading, treasury, and traffic operations. TRADEPAQ offers the only global trading and risk management solution that delivers contract management, risk management, commodity trading, inventory costing, and sales profitability, all fully integrated with trade finance, cash management, and supply chain execution systems.

In addition, CTRM has numerous strategic relationships with software and service companies worldwide.

Please refer to our website: www.tradepaq.com for more information. All products are browser based, incorporate patented rules-based technology and employ

the most current interconnecting methodologies in a Service Oriented Architecture framework.



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