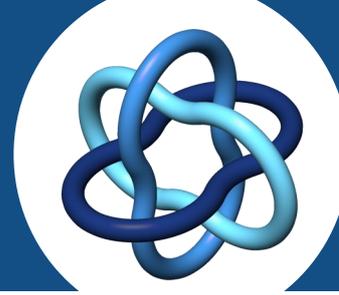


Fusion ETRM

Bunker Trading



The Next Generation of ETRM by Fendahl Technology

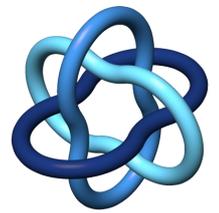
Fendahl Technology



The Power of Fusion

Fusion ETRM

Bunker Trading



Introduction

Fendahl provides a new generation of intelligent ETRM (Energy Trading and Risk Management) solution that gives bunker traders a competitive advantage. The Fusion solution is an analytics-driven, end-to-end commodity management platform that addresses the specific requirements of Bunker traders.

Basically the task of any bunker trading business is to; buying cheap, selling dear, and move as much volume as possible. While this describes the essence the business model it does not start to capture the complexity of the physical and financial challenges involved.

Bunker trader's profitability is achieved through the successful arbitrage between the trader's purchasing strategy and the pricing strategy to customers. Trader's customer pricing is predominantly on a Spot or Index Average basis with added premium or discounts and, various fuel quality adjustments. Price competition in the market limits bunker trader's pricing power. It is therefore the traders purchasing strategy that largely determines the trader's profitability.

Developing a successful purchasing strategy with a carefully constructed mix of Spot, Index purchases and long-term supply contracts, while at the same time managing risk, requires expertise, experience, timely access to the required information, and an excellent trade and risk management system. How these ingredients are managed determines how successfully a bunker trader can be.

The Fusion solution helps traders to formulate a successful pricing and purchasing strategy by providing traders with the trading and risk information they need when they need it. The solution delivers powerful ad-hoc analytical and management reporting capabilities that provide traders with the information they need to identify market opportunities. Access to the correct trade and risk information delivers a winning purchasing strategy and maximizes profitability.

Rich Bunker Trading Functionality

The Fendahl Fusion solution supports all the requirements of front, middle, and back office. The solution has powerful and easy to use trade capture and contract management functionality for both paper and physical transactions. Fusion supports a wide variety of financial instruments used in bunker trading, such as Swaps, Futures, Options, and complex derivative instruments. The Fusion system is able to support integration with commonly used data sources such as Platts, etc. Fusion also integrates to exchanges such as NYMEX, SGX, ICE, CME to manage the processing of exchanged traded contracts.



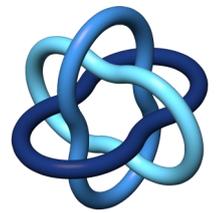
Fusion provides sophisticated physical operations functionality that supports the requirements of even the most complex bunker trading operations. The solution also delivers powerful enterprise risk management tools and extensive risk reporting capabilities.

Fusion ETRM Modules include:

- Fusion Trading and Risk Management
- Fusion Executive Reporter
- Fusion Market Data Controller
- Fusion Exchange Integrator (ICE, CME, NYMEX Data integration, SGX)
- Fusion Terminal Inventory & Duty Management
- Fusion Credit Risk Manager
- Fendahl PFE
- Fusion Advanced Stress Scenario Testing
- Fusion Custom Forms

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Low Cost of Ownership

Fendahl Fusion ETRM is significantly less expensive to purchase and maintain when compared to any other legacy bunker trading ETRM solutions.

As a result, the Fusion ETRM solution has the lowest total cost of ownership of any comparable ETRM solution. This means that customers can often replace poorly performing legacy ETRM solutions and save money.

Flexible Deployment

The Fusion ETRM solution provides flexible deployment options to suit the needs of small or large bunker trading businesses. Fusion can be deployed as:

- A traditional on-site deployment
- A Hosted solution in the cloud
- A SaaS based solution

Why is Fusion ETRM Different?

Fendahl's Fusion ETRM suite is part of new generation of ETRM solution, setting new

standards for; ease of use, flexible functionality, end user performance, scalability, and reliability.



What makes Fusion different is that Fusion ETRM has been developed by an experienced group of ETRM and trading professionals using an entirely new software architecture as well as the latest design techniques and tools.

This clean sheet development approach means that Fusion is not constrained by the sort of problems which plague legacy ETRM solutions such as; historical design constraints, the use of conflicting technologies, tangled masses of code built up over many years, etc. Fusion delivers excellent; end user performance, scalability, and reliability at a low cost.

Get In Contact

Fendahl Technology is a rapidly growing global software company with a dedicated team of 85 staff with offices in the Americas, Asia, and EMEA, serving a rapidly growing global client base across multiple commodity segments. Fendahl offices are located in the London, UK; Houston USA; Dubai, UAE, Singapore and Nagpur, India.

We look forward to discussing your requirements further and would welcome the opportunity to provide you with more information on Fusion ETRM.

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