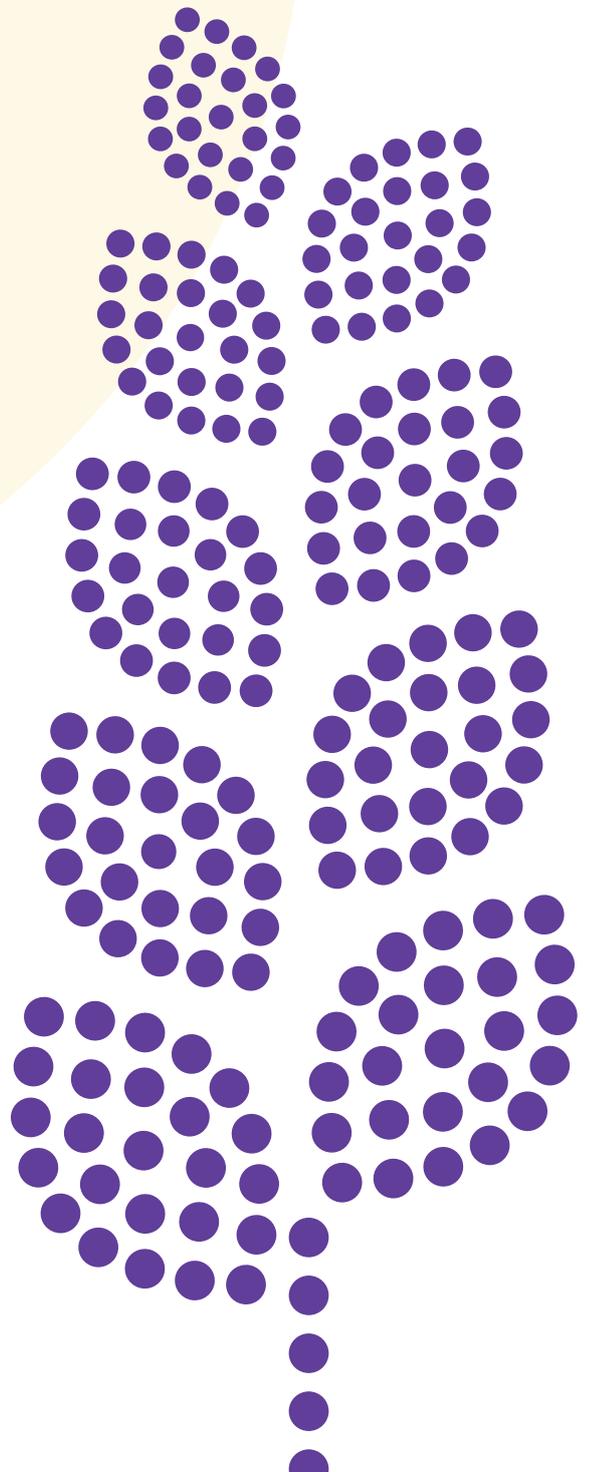


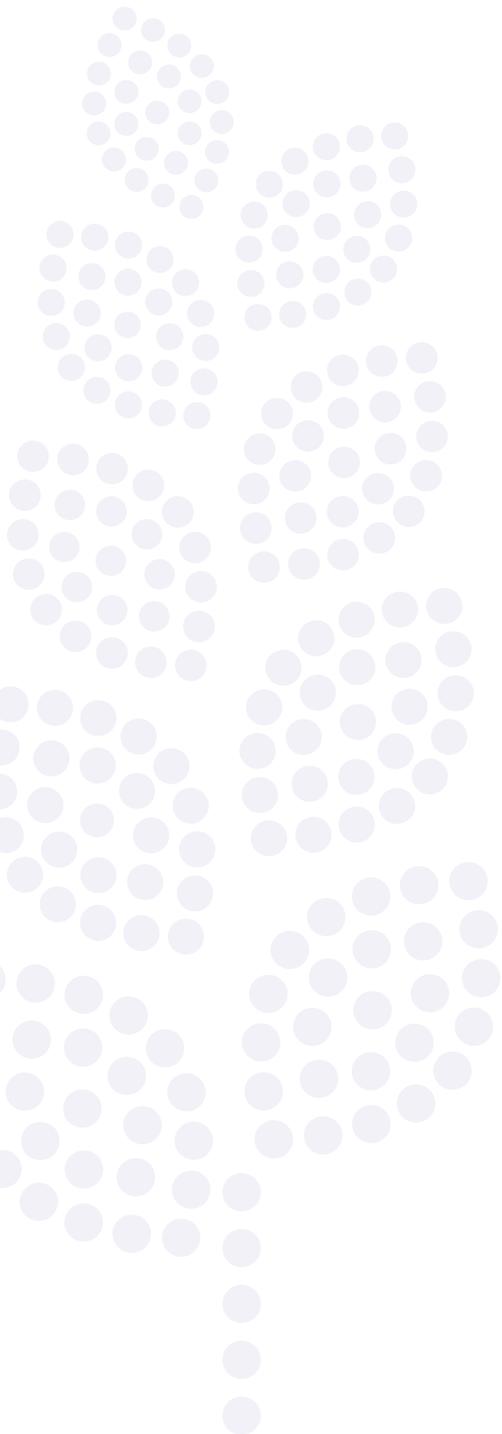
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# Trading and risk management solutions for Sugar

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**BRADY.**





## Simplifying the complex

**Brady's solution for physical trading provides the facility for a simple and swift manipulation of typical trading transactions, especially within sugar. The workflow follows the lifecycle of a deal closely, starting with the contractual phase, followed by the execution phase and finally generating the data for accounting and financial reporting. management and a streamlined, efficient business process.**



The solution provides specific functions for each department of the trade organisation:

### Logistics

Brady's solution ensures the complete traceability of the delivered product and helps departments to organise the logistics processes involved in delivering commodity items. The profitability of the operation can then be accurately reconciled by profit centre, in the balance sheet and against the budget.

Activities may include:

- Selecting the best costing for a deal
- Shipping instructions
- Chartering a vessel
- Inspecting and insuring the goods
- Bulk or containers
- Linking related expenses to the profit centre
- Issuing the invoice and the required documents
- Controlling the rates negotiated with the providers

### Physical contracts

Brady's solution enables the comprehensive management and tracking of physical contracts. It allows the matching of sales and purchases, providing management with an up-to-date view of the profitability of each operation, by deal or by vessel, and control of the overall risk exposure throughout the lifecycle of the transaction:

- Management and tracking of physical contracts
- Packing premiums
- Polarisation premiums
- Producer
- Matching of sales and purchases
- Follow-up of the positions (long/short, unshipped)
- Up-to-date view of the operation's profitability

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## Derivatives

Brady's solution handles futures, swaps and options. These derivative contracts can be linked to physical contracts and evaluated daily in the global position report.

## Trade finance

Brady's solution provides the relevant information necessary to evaluate the best ways of financing all aspects of an operation, so that the Finance department can minimise the overall risk and cost of the transaction.

Typical options include:

- Bank commission and LC cost
- Bank guarantee cost
- Pre-financing
- Credit limit by bank and type of operation
- Current account balance
- Cash forecast based on open items

The Trade Finance module enables the generation of all key documents required by the operation (LC opening). In addition, it supports the Swift format (MT7xx), which can be directly imported into the solution, providing a substantial gain in time and consistency.

## Invoicing

Brady's solution automatically generates invoices as well as all the predefined accounting entries (Account Receivables, General Ledger and Analytical Accounting) and can be set up to automatically generate the broker commission, the credit insurance premium and the intercompany transactions or advance payments reduction. In addition to the invoice, all required documents can be produced, such as the letter of documents presentation, shipping advice, Certificate of Quantity, Certificate of Origin, and many others.



Brady's risk management solution for sugar keeps you Ahead of the Curve

## Risk management

The Risk Management module prices all floating price contracts and marks to market all contracts, based on the latest market prices. For floating price contracts, the price is estimated both before and during the pricing period.

Key features include:

Activities may include:

- Support for different formulas, including monthly average, date interval, and X quotations around Bill of Lading.
- All the quotations are stored with the physical contract
- Handling of trigger pricing: the quantity can be fixed manually or by the exchange of future contracts
- Comparison of the future contract position with the closed market price
- In the case of a swap, automatic calculation of the result
- Issuing of the MTM P&L report
- Issuing of a risk report showing the daily exposure to the different markets, based on the quantities fixed and any hedges that have been done

## About Brady plc

Brady plc is the largest European-headquartered provider of trading and risk management software to the global commodity and energy markets. Brady combines fully integrated and complete solutions supporting the entire commodity trading operation, from capture of financial and physical trading, through risk management, handling of physical operations, back office financials and treasury settlement, for energy, refined and unrefined, ferrous and non-ferrous metals, soft commodities and agricultural products.

Brady has over 30 years' expertise of market experience with more than 10,000 users at over 200 companies worldwide, who depend on Brady's software solutions to deliver vital business transactions across their global operations. Brady clients include many of the world's largest financial institutions, trading companies, miners, refiners, producers, tier one banks and a large number of London Metal Exchange (LME) Category 1 and 2 clearing members and many leading European energy generators, traders and consumers.

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