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The power of one.

Eka ETRM platform

A modern ETRM platform for crude and refined oil products

Overview

The oil markets are undergoing rapid change. Global economies are slowing. Supply is abundant and prices are tanking. But history tells us that lows are frequently followed by all-time highs. The net effect is that the complexity and volatility of the crude and refined markets are here to stay and will increase in the coming years. It is important that marketers, refiners, and exploration and production (E&P) companies have real-time, advanced systems in place to mitigate risk, manage physical movements, and optimize decision-making.

Trading and Risk Management in Modern Energy Markets Call For

Digital intelligence
Pre-built and powerful solutions for trading and risk management to produce the best insights. Automation of processes to free up time to focus on what's important.

Faster decision making
An ETRM solution that accurately predicts conditions of markets and understands likely points of failure using historical data, market and customer trends.

Flexible solutions
Flexible and scalable trading solutions that scale up or down as per business requirements – no more large or wasted investments.

Greater visibility
Visibility into every part of the trading value chain for better optimization with real-time feeds and updates on events as they happen.
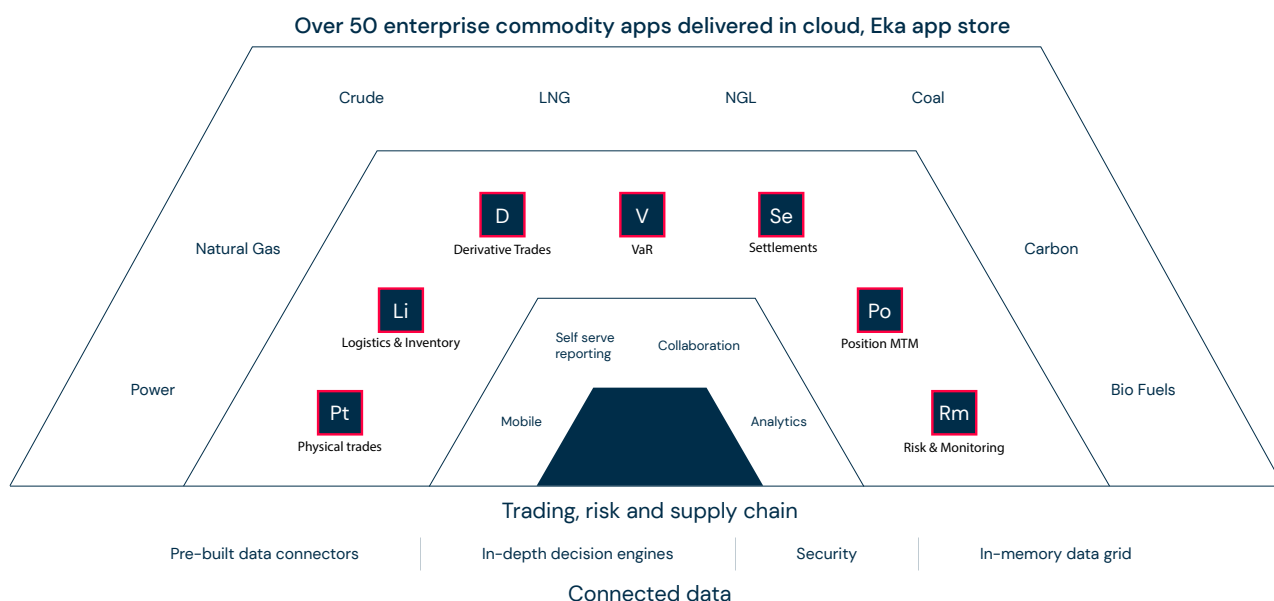
Eka's ETRM Platform is the only solution built to serve businesses in Crude Oil and Refined commodities. Its modern architecture enables traders, risk managers, schedulers, and back office personnel to gain a real-time view of required information from original trade through to final destination.

Why Eka ETRM for crude oil and refined products?

Driven by a new age architecture, Eka provides the only commodity platform with a complete suite of enterprise apps across the commodity value chain – from trading and risk, to supply chain operations and downstream.

Over 50 enterprise commodity apps delivered in cloud, Eka app store

Crude   LNG   NGL   Coal

Natural Gas

Carbon

D Derivative Trades   **V** VaR   **Se** Settlements

Li Logistics & Inventory   Self serve reporting   Collaboration   **Po** Position MTM

Power   **Pt** Physical trades   Mobile   Analytics   **Rm** Risk & Monitoring   Bio Fuels

Trading, risk and supply chain

Pre-built data connectors | In-depth decision engines | Security | In-memory data grid

Connected data

Faster decision making
Move at the speed of markets by leveraging real-time insights across position, P&L and risk to spot opportunities, reduce risk and increase profits.

Faster go-live
Add any functionality in weeks, with plug-n-play enterprise apps seeded with open APIs and connectors that link previously isolated systems.

Faster adoption
Adapt to any change with on demand, self-serve reporting, delivered in minutes with a cloud native CTRM and a user-friendly interface.

Multi commodity
Enterprise apps on a single platform built to serve asset classes you operate in - base metals, metal scrap, electronic scrap, concentrates, precious metals, iron ore, fuel oil.

Modern architecture
Benefit from a modern architecture that breaks legacy CTRM systems into modern, enterprise apps, enabling instant speed and scalability at the fraction of traditional CTRM cost.

Mobile first
Built to support the way business users work today, Eka's apps come with a mobile first approach allowing users to work anywhere with information available to them 24/7.

One ETRM for your entire business – from trading and risk management to supply chain and logistics

Eka's ETRM platform provides true depth of functionality that addresses the nuances of each asset class in crude and refined products. Eka's ETRM apps are built to fully support unique requirements of trading crude and refined products and include a comprehensive set of exchanges and instruments.

Since all Eka solutions are hosted on a single platform, businesses are able to benefit from reduced complexity and total cost of ownership.

App Modules	Crude Oil	Refined Products	Petrochemicals	NGL	Chemicals	Noncryogenic Liquids
Physical Trades	■	■	■	■	■	■
Logistics & Inventory	■	■	■	■	■	■
Settlements	■	■	■	■	■	■
Derivatives	■	■	■	■	■	■
Position/MTM	■	■	■	■	■	■
Risk	■	■	■	■	■	■

Instant integrations. Connect any system, exchange, market feeds, etc. Instantly with open APIs and in-built connectors ready for integration. Connect enterprise system from Oracle, Net suite, Workday, Salesforce and more. Import data from third-party systems from accounting packages and market data (live feeds) to ERP, CRM, SCM, treasury, procurement and inventory systems.

Cloud & security

Eka's solutions are built from the ground up for today's cloud environment. Our platform and solutions empower users with security designed for how they work, without slowing them down while protecting sensitive data in the cloud.

- Enterprise-grade security for your data
- Independently assessed for compliance to industry standard strict security guidelines, including SOC 2 Type I, GDPR
- Single sign-on (SSO) via industry standard authentication protocols
- Encryption of data in transit and at REST
- Integrated with best-in-class DLP, EMM and archival partners
- Cloud platform led strategy enables faster delivery of new updates and features

Mobile

Stay tuned from everywhere with mobile savvy apps that provide access to real-time data allowing users to stay on top of volatile markets and make the most of opportunities as they arise. The mobile view is also designed to let users collaborate better and make critical trading decisions faster with real-time access to position, P&L and risk data.

- Stay connected 24/7 - Analyze data, consume alerts, share insights, and make decisions on-the-go
- Easy-to-use mobile app - Swipe to view reports, zoom in on insights, share screenshots on chat and resolve issues on-the-go with mobile
- Robust cloud foundation - Enjoy consistent and current data view regardless of where users access the apps from
- 100% security guaranteed - Remain confident about data security even if the device is lost with extensive authentication protocols applied to all data on cloud

Key Apps

Pt Physical Trades

- Manage multi-location contracts, templates, contract confirmation, and more
- Quick capture of trade using defaulting and index-based techniques from user behaviour
- Generate multiple contract items as per delivery schedules spread across monthly and quarterly
- Special handling on Contract items – Delivery washouts, special settlement, allocations and fulfilments
- Plan and track all tasks efficiently with workflow and activity management
- Trade capture and management of physical contracts with various price types – flat, index and formula based
- Manage liquid products, multi-location contracts, templates, contract confirmation, and more
- Fast and easy manoeuvring to all operations linked to physical contracts and other apps

Pc Pricing Curves Configurations

- Take advantage of dynamic pricing by defining charter rates upfront on a trade. Users have flexibility to link user defined Forward Freight Formula pricing, and index pricing to view real time exposure and Mark to Market calculation, in addition to managing event-based pricing
- Support fixed pricing, derivative plus premium, discount and basis, index, trigger pricing and formula-based pricing
- Support multiple quotational periods for contracts
- Easy rules editor supporting a whole gamut of complex formulae across multiple asset classes
- Add contract specific features based on delivery, shipment, bill of lading, look back pricing and more while pricing contracts
- Support various pricing features – MAMOS, MAMA, MBMOS, MBMOA and Lookback
- Price rules editor supports all kinds of premiums, discounts, conditional S curves, freight and other miscellaneous charges
- Apply event-based offsets and holiday rules on price curves
- Manage price escalation and de-escalation easily based on quality

Dm Derivatives Management

- Link derivative deals with trading strategies, books or physical deals
- Create, store and retrieve preferred trades; create trade templates for review and approve deal detail in pro-forma
- Capture and value trade in swaptions
- Trigger and monitor options exercise dates with positions

Exchange Derivatives & FX

- CME WTI Futures & Options
- CME RBOB Futures & Options
- CME Heating Oil Futures
- Fx Trades Capture & Valuation
- Physical Avg Fixing using Fx Rates
- Capture of Fx basis in Physical Contract
- Allocation of Open Physical contracts to Fx Trades
- Derivative Trade Blotter
- Invoicing OTC Derivatives
- ICE Gas Oil Low sulphur Futures
- ICE Brent Futures & Options
- Allocation of Derivatives to Physicals
- Creation of Internal Derivative Trade

Exchanges

- Chicago Mercantile Exchange
- The Intercontinental Exchange

Im Inventory Management

- Dynamic inventory allocation system managed via discrete and consolidated stocks, while facilitating blending and mixing of products at onsite or offsite locations
- Mass to volume quantity conversions available at each stage and captured in the system
- Adjust inventory anytime during a voyage and manage losses while the product is in transit and subsequent posting to P&L
- Estimates and accruals

AC Accounting

- Generate pre-payment, provisional and final invoices for various items through the entire life cycle of a physical trade
- Set invoice authorization and threshold limits
- Create service or non-service invoices, credit or debit notes and adjustment invoices
- Record unallocated cash flows generated from overpaid invoices
- Get both consolidated and individual view payments and receipts in sync with invoices submitted till date
- Robust system of invoice approvals, and easy third-party accounting integration for passing or posting GL entries
- Create proforma, provisional, final and pre-payment invoices, with flexibility to record invoices against ticket movements, title transfers, fixed prices
- Split invoice for manging supplies to multiple third parties involved through a voyage
- Flexible document management system

L Logistics and Planning

- Plan bulk or container shipments while capturing end-to-end activities for cargo movement from inventory to vessel. This includes
    - Vessel charting
    - Cargo scheduling
    - Preloading (splitting BL quantity as an individual delivery to cater to multiple customers)
    - Loading, sales appropriation and discharging of a vessel
- Robust tracking and scheduling of goods via movement requests created at each stage of cargo movement
- Advance cargo planning using Cargo Nomination Application (CAN) and call offs process for multiple locations with multiple delivery schedules
- Capture time and voyage charter contracts and allocation of cost against each voyage
- Record cargo's physical internal and external movements, title transfers on or off waters with associated primary and secondary cost
- Manage multiple load and discharges during a single voyage, while blending and mixing products at onsite & offsite locations

PO Position, COGS & P&L

- Open and inventory position
- Mark to Market (Physical & Derivatives)
- Realized and unrealized P&L (Physical & Derivatives)
- FX Exposure
- Valuation /EOD/EOM of physicals & derivatives

R Reporting

- Mark to Market and Position reporting
- Credit exposure reporting
- P&L and P&L Explained reporting
- Reconciliations
- Daily Mark to Market and P&L reports
- Inventory reporting
- Financial reporting
- Position reporting and Portfolio management

Cp Contract Pricing

- Define formula price with multiple curves and different QP for each curve
- Support forward assessment curves in price formulae, support for first nearby, second nearby and specific months
- Automatic roll-off of pricing period using first nearby, second nearby and such
- P/D schedule, price escalator and de-escalators
- Trigger pricing, support for spot curves and events-based pricing
- Price differentials, floor and ceilings (S curves) other miscellaneous costs

Summary

Eka's ETRM Platform for Crude and Refined Products provides businesses a comprehensive solution to support front-to-back-office workflows, physical and financial deal capture, risk position reporting, logistics, settlement and accounting.

Key features:

- Captures all pricing and necessary cost components to accurately calculate settlement, including transportation, demurrage, product re-grades, logistics costs and differentials
- Delivers an aggregated, real-time weighted or volumetric and financial view of positions and risk in a single system
- Utilizes real-time reporting to optimize inventory management
- Advanced Physical Trade capture helps save valuable time and significantly improves efficiency in contract management
- Captures simple and complex pricing configurations along with premium or discount matrix for a trade

Eka Cloud Platform

Eka ETRM is built on Eka's Cloud Platform, enabling flexibility and agility, so you can stay ahead in rapidly changing energy markets.

Extend your value chain data with powerful enterprise applications

Unlock the value of your data from sourcing to trading and risk, supply chain and financial management with 50+ mobile applications.

Analytics for better visibility and faster decisions

Perform on demand analysis using trusted data with custom dashboards, drill downs, visualizations and embedded machine learning algorithms for anomaly detection.

Automate business processes faster

One platform makes it easier to transform complex processes into applications. Built-in schedulers, workflow engine and custom applications help drive productivity.

Integrate data and systems

20+ built-in connectors and open APIs enable you to easily bring external data from ERP systems and other sources including market, weather, compliance and your database.

Single open cloud platform

Low code/no code automation

Common data model

Role based data-driven insights

Mobile engagement, access everywhere

Security

Eka's platform complies with industry standard security guidelines, including SOC 2 Type I, SOC 2 Type II & GDPR. It has single sign-on via industry standard authentication protocols, encryption of data in transit and at REST, and is integrated with best-in-class DLP, EMM and archival partners. It has been validated under Veracode Verified Standard status.

100+

Customers

4000+

Users

50+

Apps

The power of one.

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To learn about how Eka can add value to your operations.

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About Eka Software Solutions

Eka Software Solutions is a global leader in providing digital solutions for Trading & Risk, Supply Chain Management and Financial Services driven by Cloud, Blockchain, Machine Learning and Analytics. The company's best-of-breed solutions serve the entire trading value chain across agriculture, energy, metals and mining and manufacturing markets.

Eka's Cloud Platform provides advanced analytics, one source of data and an automation engine, providing maximum flexibility and investment protection as business needs and market requirements change. Eka is committed to ensuring its 100+ clients can work from anywhere and collaborate across ecosystems within a secure and trusted environment.

For more information, visit www.eka1.com and follow us on LinkedIn and on Twitter.