comotor.
SIMPLE. FLEXIBLE. TRADING

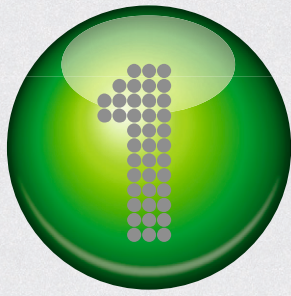# 1 SOFTWARE

Know-how in a compact form

Fact sheet

tegos
SIMPLY MORE EFFICIENT

Microsoft Dynamics

Exchange Connection

Risk Management

Contract Management

Trade

comotor.

Financial Management
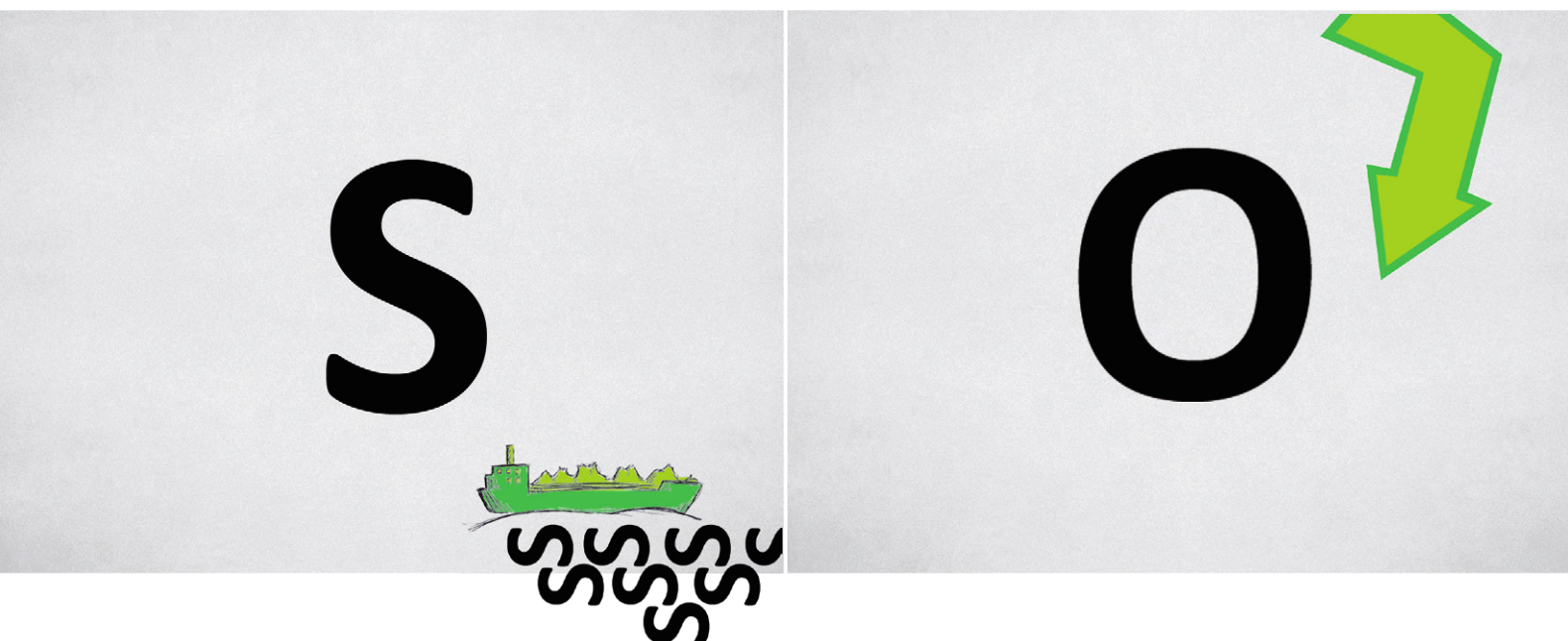
Enterprise Ressource
Planning System

Content

About tegos

The Company

Since 1998, tegos GmbH in Dortmund has established itself as one of the world's leading provider of complete IT solutions for the waste management and recycling industry.

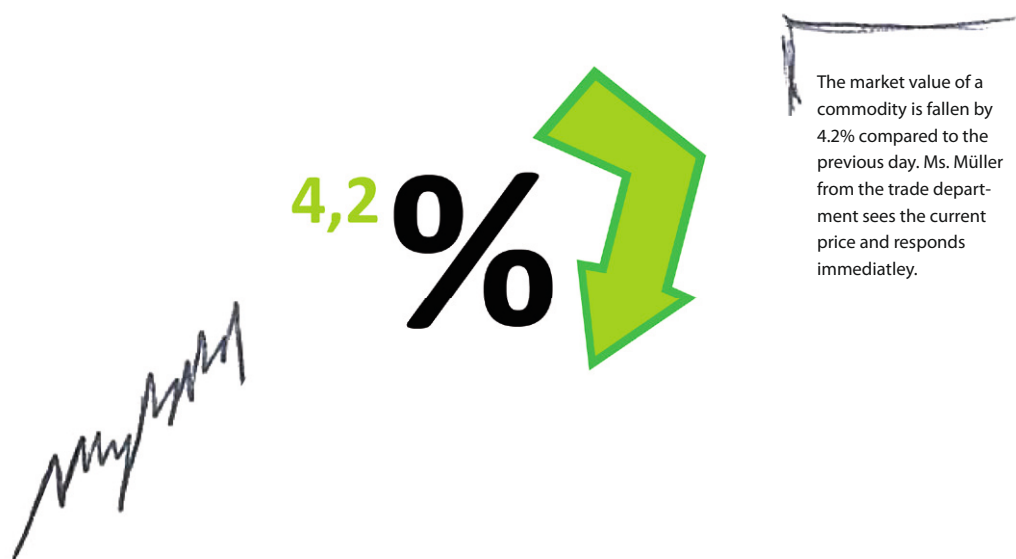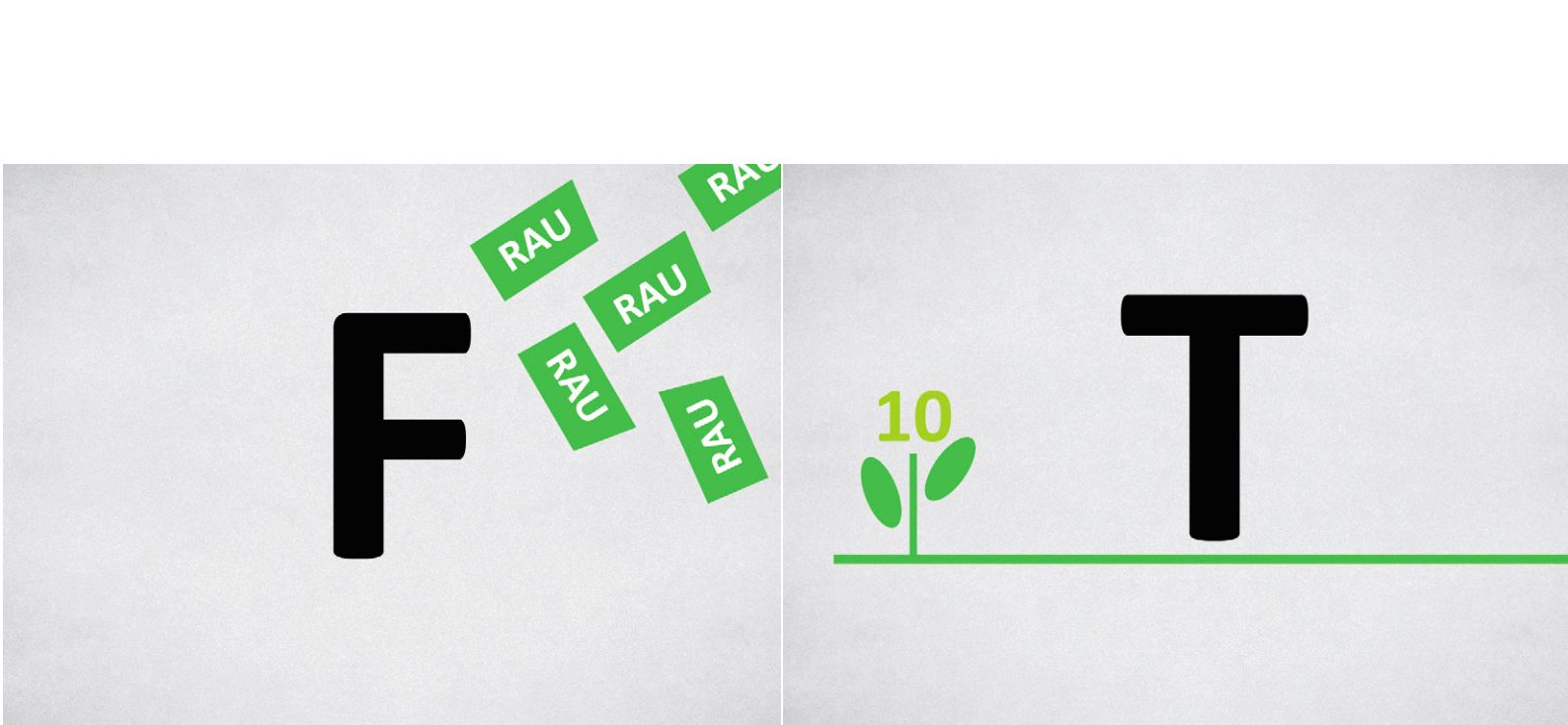Since 2011, tegos provides comotor., a compact Software Solution tailored to the metal and commodities trading.

About comotor.

Our Efficiency

comotor. is the compact software solution by tegos that was specifically tailored to the requirements of the metal and commodity trading.

All areas from contract and order management to warehouse management and finance management are integrated into one system: comotor. A direct exchange connection included.

4,2%

The market value of a commodity is fallen by 4.2% compared to the previous day. Ms. Müller from the trade department sees the current price and responds immediatley.

About comotor.

Your Advantages

- Overview of risks, volumes, prices and costs at any time

- Efficient due to a single data collection

- Valid data is available everywhere in the system

- Optimization of work processes

- Multilingual and multi-currency compatible

- Any number of clients

- Based on the latest version of Microsoft Dynamics NAV

Conclusion: Smart decisions can be made quickly.
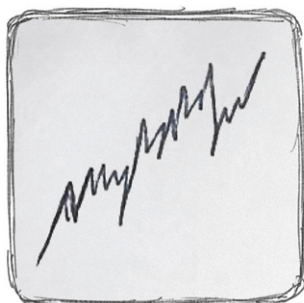
W

WARENWIRTSCHAFT

5,4 MIO €

@

Mrs. Förster from the sales department submits 50 new offers. The access to the database with over 50,000 contacts allows her an immediate processing.

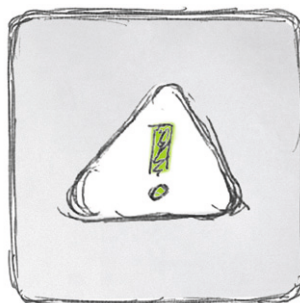# Business Activities

Our Know-how – 1 Software
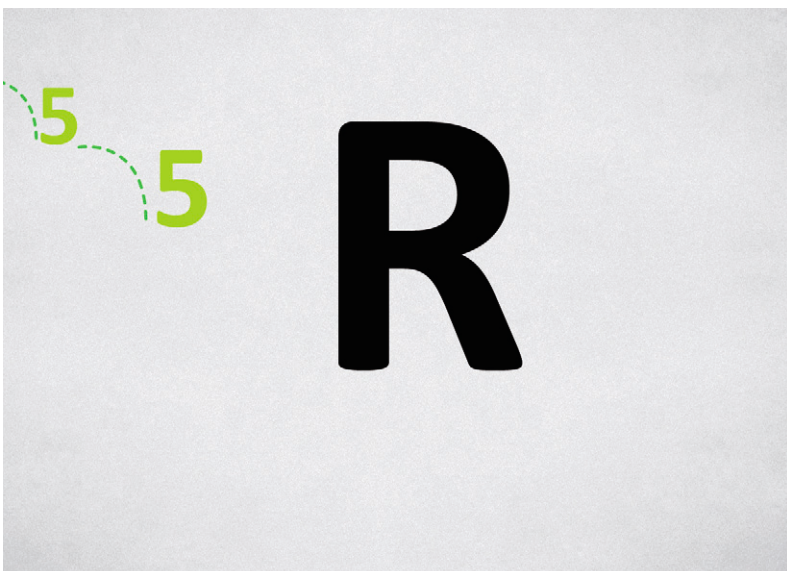
1.

2.

3.

4.

5.

6.

1. Exchange Connection

- comotor. records the entire exchange price
- Set up of any number of goods and currency exchanges
- Current rates affect the pricing in the contracts
- For each exchange comotor. will set up an exchange calendar
- The development of rates is always available in the system

2. Contract Management

- comotor. stores all important information in the contract management: contacts, customers, products and their exact material composition, quantities, prices, destinations, contract currency, etc.

3. Riskmanagement

- comotor. monitors the currency risk, price risk and credit limits, all in real time
- comotor. records the entire history of risk

4. Trade

- comotor. links inventory management, invoicing, order management, pricing and fixation, the stock market values and the contract management

5. Financial Management

- comotor. creates final invoices or credit notes
- accurate and prompt accounting due to a close association with the Financial Management

6. Enterprise Ressource Planning System

- comotor. allows the implementation of any number of own warehouses, contract warehouses and transit warehouses
- Easy and intuitional overview, also of warehouses with many positions
- Transfer of quantities between warehouses
- Permanent status request is possible

Business Activities

Contract Management

The management and monitoring of physical contracts is part of the foundations of commodity trading.

- In comotor., different types of contracts such as fixed price-, fixing-, content-, supply contracts are registered completely.

- All information and text of the contract are managed, e.g. business partners, tearms of delivery and payment.

- The contract shall specify the material to be supplied and its quality (composition and properties).

- comotor. offers you a quick overview of current contracts and their status.

- Complex workflow around the contracts can be mapped including all relevant documents.

Conclusion:
In comotor., contracts can be recorded flexibly but accurately. This allows for accurate monitoring of contracts and serves as a basis for further processes.

User Interface:
Contractmanagement

Pricing | Price Setting

In commodities trading, a simple calculation of „amount x price = Invoice Amount" is not enough.

- In comotor. , fixed-price- and fixation-contracts are mapped. Different fixation conditions against different exchanges and courses can be used.

- More complex rules such as average fixation on „Lowest of the four" are supported. The conditions can be expanded to meet your individual specific requirements.

- Price settings for several elements are possible

- In addition to premiums, prices/deductions in any currencies and units can be specified for particular elements.

- Escalators or escalator clauses allow the use of content-related deductions and surcharges or price levels.

- If you create a contract, comotor. automatically saves the current market prices relevant for the contract. These reference prices allow an assessment of the business.

Ms. Müller from the trade department sees the current price and responds immediatley. She thinks for a moment. How much should she order?

Quantity: 300 tons.

?!

Conclusion:
comotor. allows the mapping of all in commodity trading common price rules. Thus, all prices are calculated exactly by the software. Errors in calculating the price are a thing of the past!

Business Activities

Order Management

The operational business causes the major effort for many companies.

- With comotor. , deliveries can be easily planned and monitored

- In the consignments, the delivered material is documented: the quantity supplied, metal composition, deductions and properties

- Transport can be handled in different ways. Transport calculations can be created and deliveries can directly be assigned.

- All operating divisions can be shown in comotor.: incoming goods, laboratory, scales, warehouse.

- comotor. assists you with complaints, the material will be blocked and specific workflows can be iniciated.

- Your third-party deals are managed and monitored by comotor.

- comotor. for example allows you to keep a long/short list.

Conclusion:
By the comotor. Order Management, all procedures can be controlled and monitored. It provides important and current information for the trading business.

Exchange Connection

By an exchange connection, any price and exchange rates can be provided in comotor.

- any number of exchanges to set up

- different prices per contract

- the entire forward curve can be disposited

- flexible data vendors

Conclusion:
The Exchange Connection is an important element, it provides necessary information on pricing and valuation.

Billing

The billing is adjacent to the processing of orders.

- Different types of invoices can be created: Pro-forma invoice, preliminary statement and final statement

- Even the most complex price calculations can be easily traced.

- The close link with the financial accounting ensures the correct and timely posting.

Conclusion:
In comotor., you have contracts, pricing, actual values from the operational business and an integrated financial accounting - billing is now a breeze.
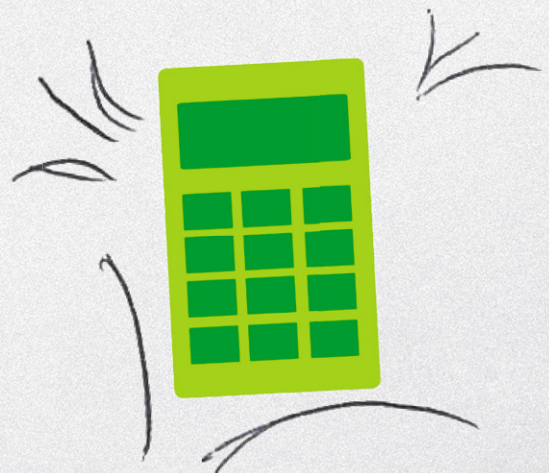
Business Activities
Inventory Management

The assessment of the stock is a key challenge for a company.

- For each storage location, a accurate cost price can be made. Purchase, fixing, cost, transportation and production affect the cost price.

- The current market value of all positions is directly available.

- The stock overview allows the precise overview of thousands of positions even for distributed storage.

- You can evaluate your stock positions as desired, you can sort, filter and group by product, storage location/space, batch origin (contract, partner), cost price, metal composition, etc.

- The tracking allows you to analyze the history of a batch, from the origin to use, even for mixtures or separations.

- Stock can be reserved, on request even automatically for sales or production

Conclusion:
The comotor. storage module gives you the quick overview of your positions, even for re-locations, mixtures and separations.
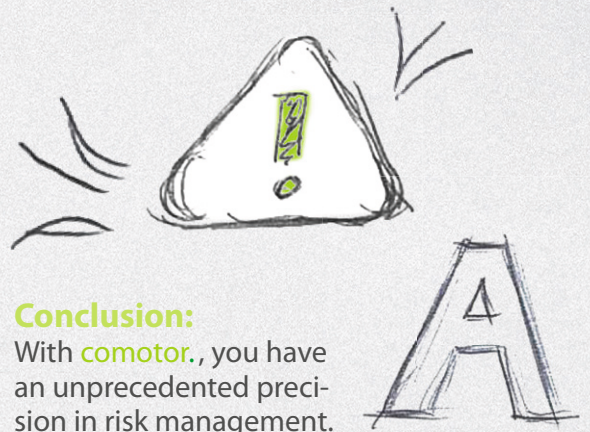

Location Overview

Date: 14.06.2011
Time: 19:05

Reference Prices

Element	Commodity Exchange	Exchange Item	Price Type	Price Fixing Type	Rate Date	Reference Price	Currency	Unit of Measure	Currency Factor	Converted Price
CU	LME	LMECOPPER	CS	CLOSE	13.06.11	8.895,00	USD	MT	1,4447	6.156,99
MO	LME	LMEMO	CS	CLOSE	13.06.11	37.200,00	USD	MT	1,4447	25.749,29
NI	LME	LMENICKEL	CS	CLOSE	13.06.11	22.250,00	USD	MT	1,4447	15.401,12

Item No.	Lot No.	Quantity MT	NI MT	NI %	MO MT	MO %	CR MT	CR %	C MT	C %	FE MT	Unit Cost EUR/MT	Cost Amount EUR	Unit Cost USD/MT	Cost Amount USD	Ref. %
METAL																
BIN LOCATION 1																
1808 TURNINGS	FE000000416	137,200	7,60	10,427	1,620	2,223	18,54	25,437	0,900	1,235	71,3	97,878	686,53	94.192,57	991,84	136.080,00	23,02
CRNI1808	FE000000412	193,800	8,08	15,659	2,240	4,341	15,48	30,000	0,048	0,092	74,2	143,707	1.411,76	273.600,00	2.039,58	395.269,92	67,10
		331,000	7,88	26,086	1,983	6,564	16,75	55,437	0,401	1,327	73,0	241,586	1.111,16	367.792,57	1.605,29	531.349,92	49,48
BIN LOCATION 2																
1808 SCRAP	FE000000413	164,900	6,64	10,949	3,270	5,392	18,18	29,979	0,896	1,478	71,0	117,102	796,37	131.321,38	1.150,52	189.720,00	-4,46
1808 TURNINGS	FE000000420	207,900	6,80	14,137	1,840	3,825	15,84	32,931	0,850	1,767	74,7	155,239	1.418,18	294.840,00	2.048,85	425.955,35	90,18
CRNI1808	FE000000417	218,400	9,44	20,617	2,380	5,198	21,42	46,781	0,045	0,098	66,7	145,706	1.061,54	231.840,00	1.533,60	334.939,25	30,86
CRNI1808	FE000000418	230,400	8,96	20,644	2,180	5,023	18,00	41,472	0,044	0,101	70,8	163,160	969,06	223.271,27	1.400,00	322.560,00	29,55
CRNI1808	FE000000419	126,000	9,20	11,592	1,600	2,016	18,36	23,134	0,046	0,057	70,8	89,201	783,16	98.677,93	1.131,43	142.560,00	26,20
		947,600	8,22	77,939	2,264	21,454	18,39	174,297	0,369	3,501	70,7	670,408	1.034,14	979.950,58	1.494,02	1.415.734,60	35,62
		1.278,600	8,14	104,026	2,191	28,018	17,97	229,734	0,378	4,828	71,3	911,994	1.054,08	1.347.743,15	1.522,83	1.947.084,52	39,09
ROTTERDAM																
BOX A																
1808 SCRAP	FE000000411	182,400	6,72	12,257	3,060	5,581	16,92	30,862	0,800	1,459	72,5	132,240	1.137,50	207.480,00	1.643,35	299.746,36	33,78
CRNI1808	FE000000415	104,500	6,72	7,022	1,820	1,902	14,40	15,048	0,032	0,034	77,0	80,494	1.288,42	134.640,00	1.861,38	194.514,41	79,21
		286,900	6,72	19,280	2,608	7,483	16,00	45,910	0,520	1,493	74,1	212,734	1.192,47	342.120,00	1.722,76	494.260,77	50,32
BOX C																
CRNI1808	FE000000414	115,200	9,28	10,691	2,060	2,373	20,34	23,432	0,035	0,040	68,3	78,665	1.412,50	162.720,00	2.040,64	235.081,58	61,72
		115,200	9,28	10,691	2,060	2,373	20,34	23,432	0,035	0,040	68,3	78,665	1.412,50	162.720,00	2.040,64	235.081,58	61,72
		402,100	7,45	29,970	2,451	9,856	17,24	69,342	0,381	1,533	72,5	291,398	1.255,51	504.840,00	1.813,83	729.342,35	54,39
Summary		1.680,700	7,97	133,996	2,253	37,874	17,79	299,076	0,379	6,362	71,6	1.203,392	1.102,27	1.852.583,15	1.592,45	2.676.426,87	42,51

Page 1 of 1

Inventory Management

Risk Management

In commodity trading it is essential to have an eye on your own risk. comotor. supports you at this:

- Monitoring of the currency risks, price risks and credit limits in real time

- Recording of the history of price risk

- Material is weighed at the arrival, your laboratory makes an analysis or an average price-fixing; everything automatically corrects your current risk.

Conclusion:
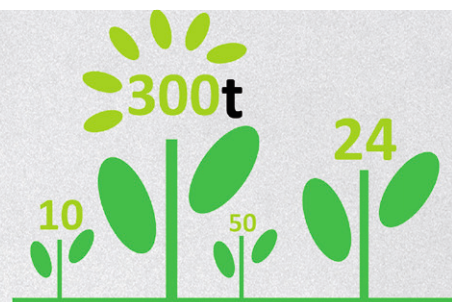With comotor., you have an unprecedented precision in risk management.

User Interface:
Role Center and
Risk Management

Business Activities

Production, Blending, Separation

The comotor. production module supports you in optimizing your production-, mixing- and separation processes.

- Operations can be planned, so for example you can act out different alternatives by paperblends.

- A blending cockpit helps you to meet quality requirements efficiently.

- You can capture machine and handling costs directly in the production and include them into the cost price.

- Personnel and equipment can be optimally utilized by the capacity planning.

Conclusion:
From the mixture to shredding to the multi-stage separation, all production processes can be planned, monitored and controled in comotor.
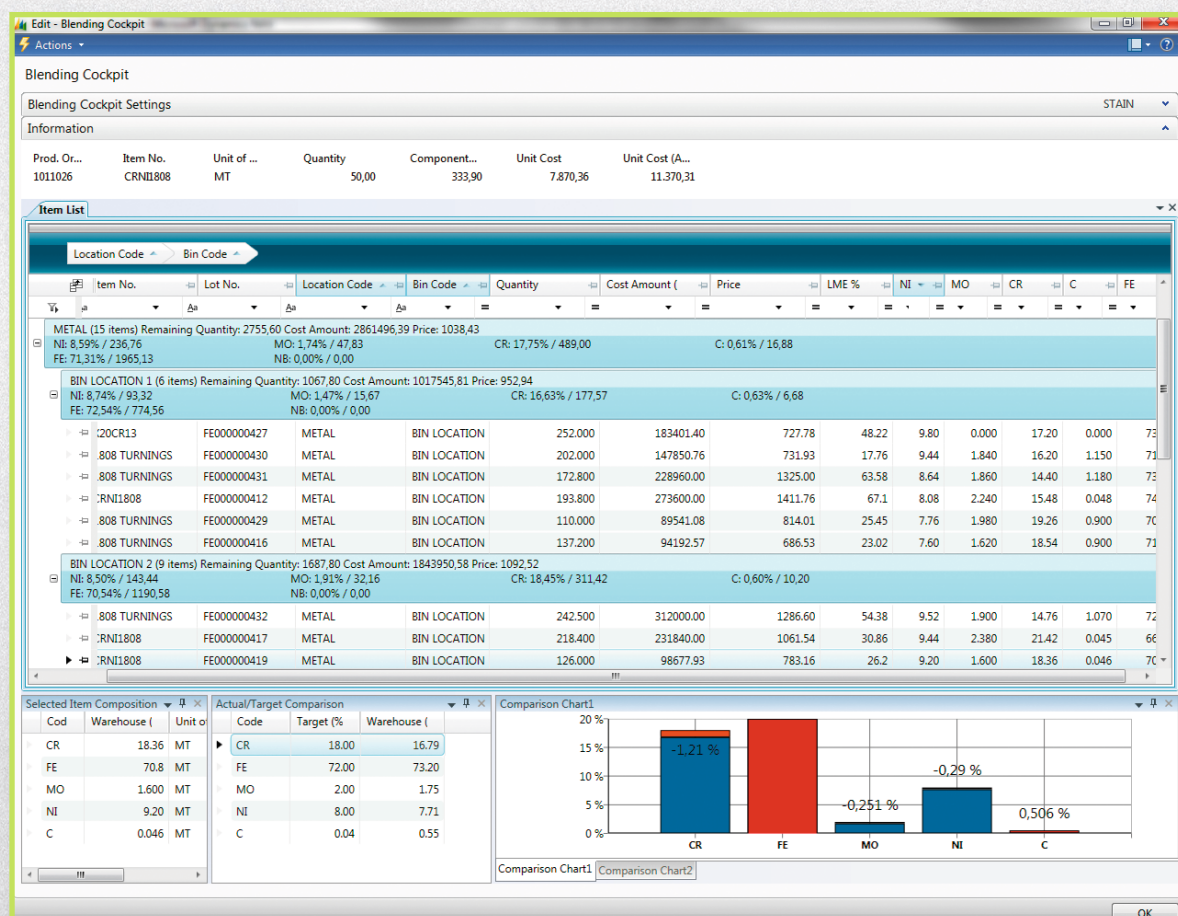
User Interface:
Blending-Cockpit

International

Commodities trading is international. comotor. supports affiliated groups and medium-sized companies in this market.

- Any currencies and units can be used in comotor.

- Accounts, account receivables and accounts payable can be administrated in any currency.

- Upon request, comotor. keeps each business in U.S. dollars additionally.

- comotor. is multi-lingual, the language can be changed directly.

- Documents can easily be printed in the language of the business partner.

- The consolidation module allows other accounts, such as U.S. GAAP, IFRS, IAS, or creating a different tax base.

- The Intercompany module allows for fast and smooth exchange of contracts, analysis, deliveries and invoices between different companies.

Conclusion:
You have business partners and subsidiaries on several continents? The collaboration gets easier with comotor. - apply one Software internationally!

Microsoft Dynamics NAV

- Millionfold used and proven technology from Microsoft.

- Our partner Microsoft stands for a high security of your investment.

- Due to the simple definition of roles, each employee has his comotor. user interface tailored to his needs. From the CEO to the retailer to the check weighman, everybody finds an optimized interfaced.

Conclusion:
There is no way around comotor.!

Contact

Your Contact Persons

Mr. Fechter and Mr. Evers like to inform you about the **"new way of trading"** from tegos GmbH.

Christian Fechter | Sales Consultant
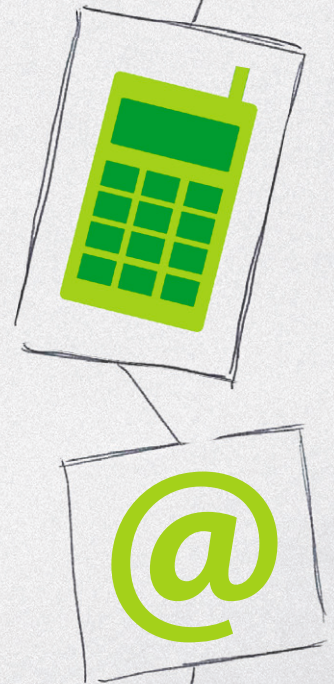
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