# Amphora

# Amphora commodities trading platform; adaptable and proven.

**Amphora** is the premier software solution provider for commodity trading, logistics and risk management in the global oil, refined, coal, ore, gas, power, metals, concentrates, agriculture and freight marketplace.

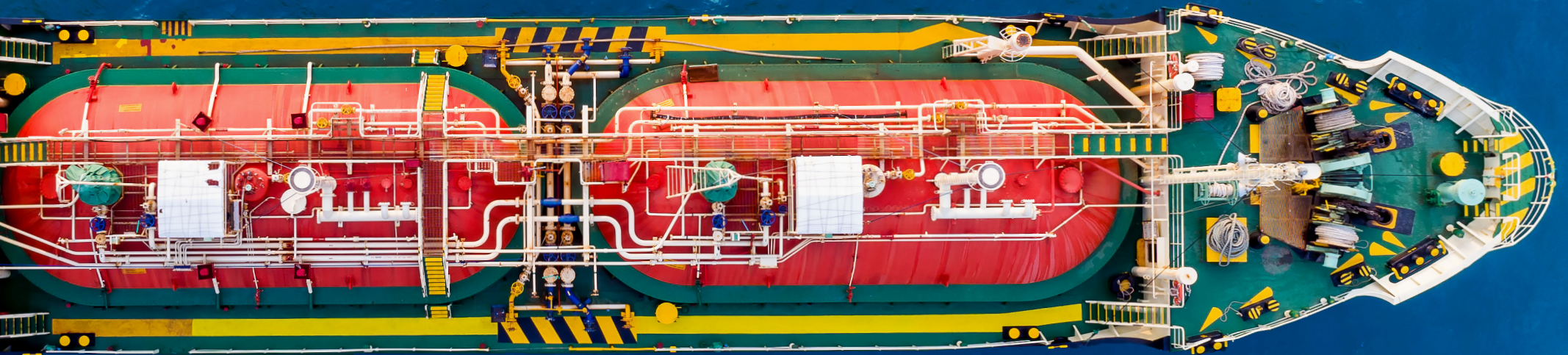## Contents

We place the human back in commodity trading.

Amphora builds trading and risk management platforms backed by a world class team.

# Why choose Amphora?

## Unparalleled support

Everything we do is focused on creating an outstanding experience, leveraging decades of industry experience to provide unparalleled service for customers and partners.

And with Development and Service centres in the UK, USA, India, Italy, Switzerland and Singapore, you can tap into the power of local knowledge across the globe.

## Future-focus

In an ever-evolving trading landscape, it's not enough to follow trends or sit on laurels. At Amphora, we question assumptions, push boundaries and challenge the status quo everyday.

By anticipating shifts in technology and customer demands, we're in great shape to adapt and face tomorrow with confidence and excitement.

## Investment in people

The challenges of commodity trading aren't solved by data and systems alone. We know our people are pivotal to every aspect of current and future success.

Our designers, developers and analysts are the best in the business. It's their insight that allows us to connect the dots and deliver the innovative, effective solutions that support your own business growth.

# Symphony

Symphony, Amphora's Commodity Trading and Risk Management (CTRM) solution, has the deepest multi commodity functionality of any system and offers scenario modelling of the full lifecycle for the most complex of trades. It provides deal capture through settlement, straight-through processing, and real-time position as well as P&L management capabilities.

## Front office

Symphony handles all multi commodity trade types and gives traders their full trading position and near real-time P&L enabling them to effectively manage their portfolio while complying with the company's risk strategy and credit rules.

## Middle office

Symphony provides risk managers with the tools to manage the organisation's risk profile through scenario modelling, VaR and credit management.

## Back office

Commercial Accounting application provides back office managers with full invoicing, vouching functionality and interfaces to in-house general ledger systems. Symphony reporting tools provide all the information required for compliance with regulatory requirements.

## Operations

Symphony's powerful Logistics application enables operators to manage shipments via tanker, barge, truck, rail, and pipeline together with inventory management with storage and in-tank blending capabilities.

# VaR module

The Amphora VaR module is a standard Microsoft Windows application which provides an integrated and user-friendly environment for risk management including Value at Risk (VaR) and back testing analysis.
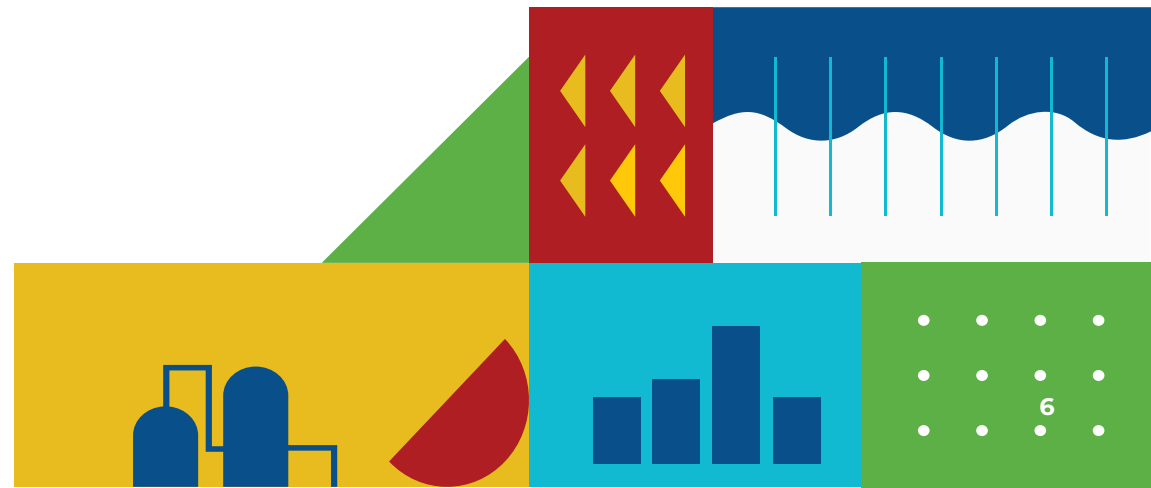
The application provides functions of portfolio selection, parameter settings, parameter calibration, Value at Risk (VaR) calculation, back testing, and VaR result reporting tools. This application serves as a risk management tool in energy, commodities, and financial industries.

## Key functionalities

- Saving and reporting VaR results

- Calculating Value at Risk of a portfolio of trades or a group of portfolios, or user defined queries using Monte Carlo simulation

- Back-testing

## Key benefits

- User-friendly risk management capabilities

- Easy and fast reporting features to keep full track of market risks

- Fast and accurate Value at Risk (VaR) calculation

# Freight manager

Symphony Freight is the most technologically advanced freight trading software on the market today, and entirely integrated with Symphony CTRM. It is a full maritime transportation management system, giving you complete control of your freight management.

Whether you are an internal service company, broker or trade shipping operator, Symphony Freight helps you to deliver your results, control trading and operational risks, and minimize data.

## Key functionalities

· Fully-automated cost management

· Multiple currencies

· MTM capabilities

· Automatic costs creation

· Spot, COA and Time Charter contract management

· Full contract search functionality

· Scenarios evaluating market opportunities

## Key benefits

· Full control over contract lifecycles and flexible templates, reducing data entry time

· Deviation analysis to fully understand the con sequences of voyage deviation

· Evaluate multiple P/L strategies and conduct performance analysis, putting them in control of the demurrage desk

· Full-featured general ledger interface

# Symphony credit

The first real-time credit exposure calculation tool for the commodities industry brings high performance reporting and exposure monitoring.

## Fast Track to Advanced Credit Reporting and Tracking

The key to Symphony Credit is to experience immediate business benefit, through technology. Symphony Credit is a fast track to managing credit risk, offering immediate business benefits without the need for expensive, long drawn-out implementation projects.

Symphony Credit uses advanced OLAP technology to offer an ultra-fast, real-time analysis tool. Users access the cube through a familiar and easy-to-use Excel front end. Using pivots and charts, reports and graphing can be easily displayed, with a variety of breakdown criteria and multiple drilldown possibilities.

There is no complex set-up and configuration required. A standard set of interfaces allow trades to be uploaded from the trading platform quickly.

Symphony Credit includes a powerful analysis tool and reporting engine, settlement, accrual risk, and current mark-to-market values. Exposure computations in the Symphony Credit take into account all netting agreements, collateral and parental guarantee hierarchies.
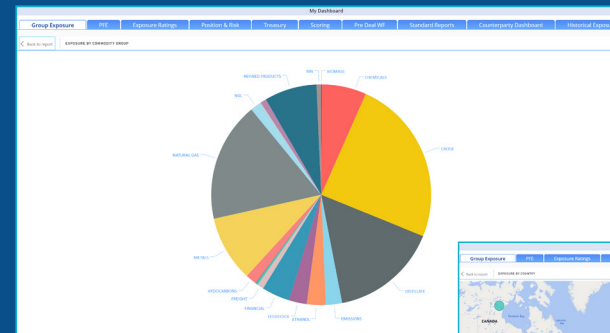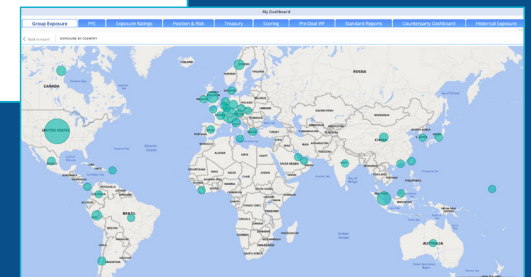
## Features include

- Multi-dimensional exposure data structure

- Counterparty hierarchies and aggregation engine

- Advanced, flexible limits management

- Highly sophisticated reporting tool

- Impact management of collateral positions

- 24/7 real-time architecture

- Expected Loss calculation

- Stressing and What-If

- Advanced integration engine to rapidly link the Symphony Credit to the front office trading platform

- Full pre-deal checking capability including liquidity analysis and what-if impacts

## Immediate business benefits:

- Increased staff productivity through the automation of essential risk reporting requirements thereby reducing manual calculations and potential errors

- Real-time engine with nothing pre-calculated, allows new and potential trades to be added into the Symphony Credit to gauge the impact on limits and exposure positions

- Exposure reporting from MTM, Delivered not Invoiced, Invoiced not Paid, PFE, and Expected Loss

- Use of familiar, industry standard tools

- Real-time, self-service reporting



Screenshot: Exposure by commodity group



Screenshot: Exposure by country
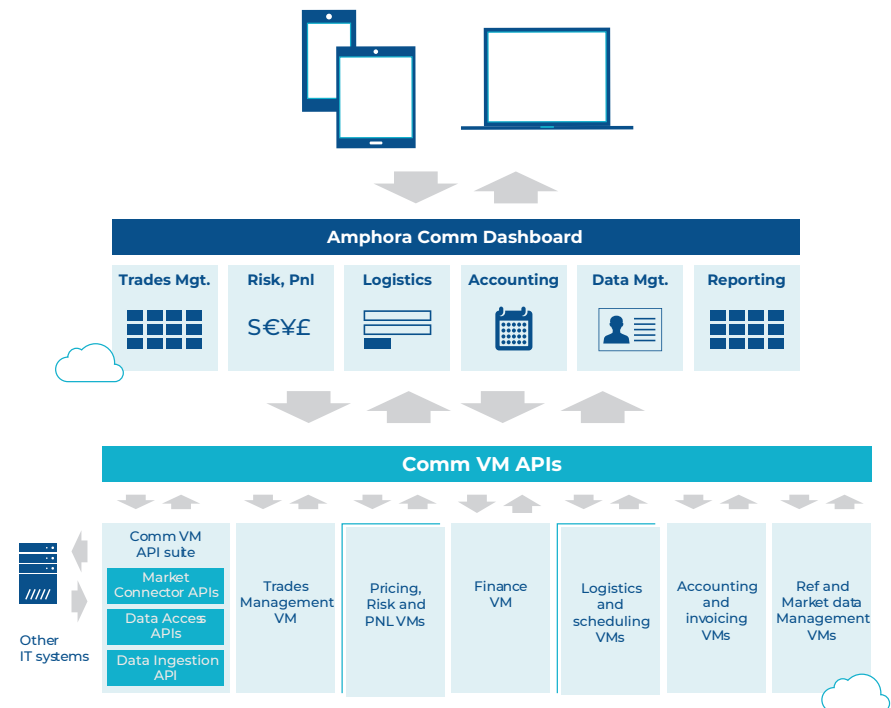
# Technology vision of Amphora

Amphora is fully committed in engineering its future state platform leveraging the functional rich heritage it had always exhibited. Its technology stack is moving away from a the traditional "CTRM" application space to "CTRDM" that also encompass leveraging rich data portfolio held in a CTRM platform.

**The key technology focus areas revolve around:**

1. Cloud friendly and containerisation supporting different hosting environments

2. Web based Rich, intuitive UI supporting web and mobile devices

3. Open API based integration into service driven scalable application components

4. Data and Analytics

## Our technology stack

Our next generation application stack is built by using reusable business components which we call **"Commodity Virtual machines"** that encompass the various business components covering trade and order management, risk, pricing, valuation and PnL, logistics and scheduling, invoicing and financing, reference and market data management. These business components interact with each other through APIs to provide a seamless end user as well an API integration experience.

## Why we are adopting this model?

As an engineering company we need to focus not only on meeting client demand but also to build a world class engineering product and efficient "clock work like" engineering delivery model.

### The CommVM approach enables us to:

1. Avoid building unmanageable, un-scalable monolith application

2. Provide our services as SaaS (Software as a Service) deployed in the cloud

3. To bundle specific products and services from products catalogue to customise client's needs.

4. Re-use business components across various commodity products avoiding the need to have commodity specific software stacks.

5. Improved time to market and delivery efficiency

## How would this transform the user experience?

We intend to provide a positive and efficient user experience to our end users (trades, risk officers, Middle office staff etc) as well as our clients' IT organisations.

- **End users:**

  – **Real time:** Real time view of trades, positions, risk, PnL at the click of a button providing decomposition, attribution, drill down (i.e. no user-initiated batch processes).

  – **Single point dashboard:** Seamless and intuitive multi-device user experience across different functional silos ( trades, pricing, risk, invoicing, logistics) avoiding the need to switch between different applications.

  – **Customizable reports and visualization:** avoid the need to create lots of custom reports and instead provide customisable visualization experience.

- **Client IT:**

  – **Cloud:** Ability to leverage cloud infrastructure to achieve cost and management efficiencies.

  – **Easy integration to IT eco system:** The Open API approach will simplify how other IT systems in our clients' organisations like market and reference data, CRM systems, accounting and sub-ledger systems, planning and inventory systems etc can retrieve data out as well as ingest data into our platform (i.e. avoid loads of database batch jobs pulling and pushing data).

# Amphora

Amphora is the premier software solution provider for energy and commodity trading, risk management and logistics execution.

Businesses turn to Amphora for trading software depth, rapid and reliable delivery, and outstanding customer service. Our software solutions offer risk management as well as transactional strategies for global crude oil, refined products, coal and ore, ags, metals and energy derivatives including gas and power.

## We operate in the following markets:

**Oil & Products**

**Petrochemical**

**LNG and NGL's**

**Freight**

**Coal & Ore**

**Metals & Concentrates**

**Agriculture**