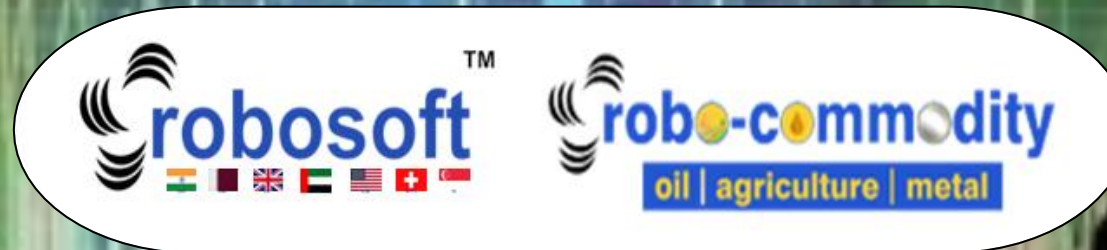


DMCC

Software Advice. 



FROST & SULLIVAN
Awards Recipient
Growth Strategy Leadership 2005



The background of the image shows several wooden bowls filled with different types of agricultural products. From left to right, there are bowls containing dark brown lentils, light brown beans, yellowish grains, and dark brown beans. The bowls are arranged in a slightly overlapping manner, creating a sense of depth. The lighting is warm and focused on the commodities, highlighting their textures and colors.

RoboCommodity

Empowering the Agricultural Industry

COMMENCED OPERATIONS IN YEAR
1999 FROM MUMBAI, INDIA



GROUP COMPANIES

Robosoft Solutions Pvt. Ltd (Mumbai Registered)

Robosoft Solutions DMCC (Dubai Registered)

Robosoft Dynamics Solutions LLC (NY Registered)

Robosoft Consulting Ltd (UK Registered)

Robosoft Solution Gmbh (Swiss Registered)

Robosoft Solutions LLC (Qatar Registered)

Robosoft Solutions Pte Ltd (Singapore Registered)



TECHNO
Functional Team of

325+



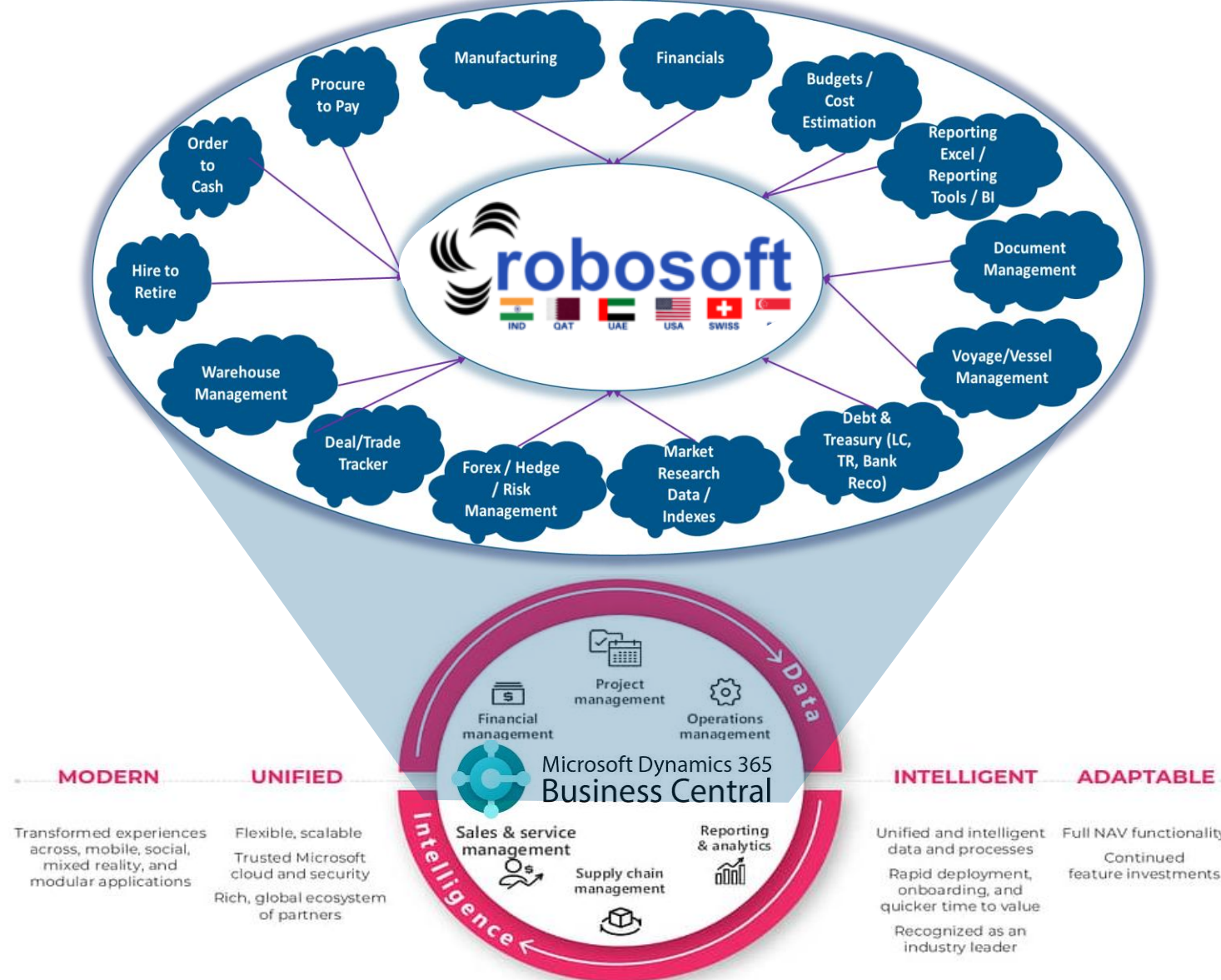
475+ Customers
in more than
60+ Countries



- Commodity Trading & Manufacturing
- Retail, Wholesale & Distribution
- Voyage & Vessel Management

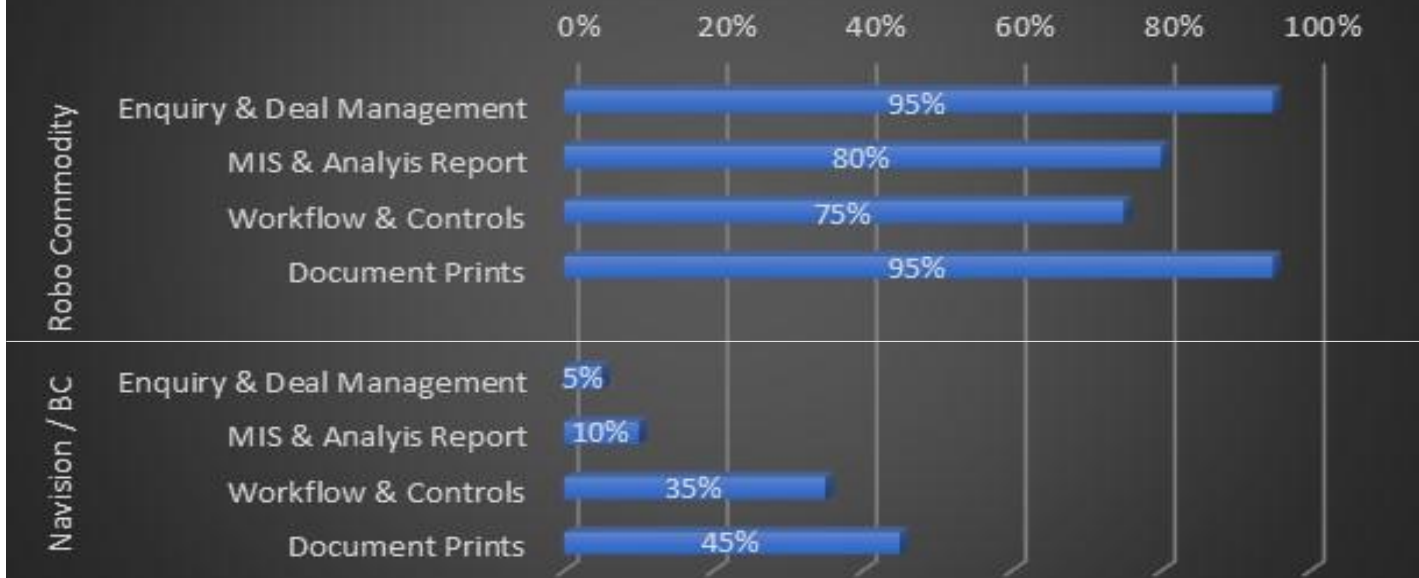
Agri Clients @ ROBO-COMMODITY





- Robo Commodity has been Evolved over the period of 12+ Years 25,500+ Man Days of effort along with 200+ clients in 60+ Countries.
- We have team of 6 Industry Expert along with Techno-Functional team committed to this Industry Solution
- Customer Feedback Portal & with wish list updates.
- Ideas · Community Portal (powerappsportals.com)
- Product Road-Map, We add 10-15 features specific to the industry requirement every quarter & its free of cost.
- We can configure & Deploy the solution with Guarantee in 6 Weeks
- Robo-Commodity is thoroughly tested by Microsoft before loading on App source, Leading to bug free & peace of mind solution
- Robo-Commodity is the only comprehensive solution Built on MS Dynamics platform for seamless integration & Certified by Microsoft Corporation.

Navision / Business Central Vs Robo Commodity



Key Outputs (300+ Reports)

Report Items	Navision / BC	Robo Commodity
Accounts Receivable & Accounts Payable Report	✓	✓
Inventory Valuation Report	✓	✓
Sales & Purchase Contract		✓
Cost Sheet / Deal Sheet		✓
Vessel wise Profitability		✓
Trade Summary Report		✓
P&L by Trader / Customer / Region / Segment / Deal / Product		✓
MTM Ledger / Summary		✓
Hedge Position-Detailed/Summary		✓

Key Differentiators of Robo Commodity

Mark to Market	Forward Curve	Formula Pricing	Voyage Management
Chartering / Bunkering	Fx / Commodity Hedge	Blending / Manufacturing	Terminal / Warehouse
Debt Management	Trust Receipts	LC Management	Bank Guarantees

Deployment & Direct Benefits

Go-Live 6-8 Weeks	Integration – Key Indices	Integration – Research Data
Integration – Office 365	Works on Mobile & Tablets	Enhance Efficiency > 70%
Secure Cloud Deployment	Proven Cost Reduction	100+ Clients

EDIT - DEAL DETAILS - G20-0001

General

Deal No.
G20-0001

Deal Description
CMA transit

Deal Remarks
Back to Back offshore

Start Date
1/1/2020

End date
2/29/2020

Back to Back Deal
☒

Purchase order Created
☒

EDIT - DEAL DETAILS - G20-0001

Purchase Price 143.13	Provision for Expenses on Purchase 0.00
Customer No. CUST-00002	
Customer Name Kencor -Kipeda	
Sales Currency Code AED	
Sales Price 154.14	Provision for Expenses on Sales 0.00
Gross Margin Amount 110,100.00	Gross Margin % 7.69
Tolerance % 0.00	
Delivery Type	

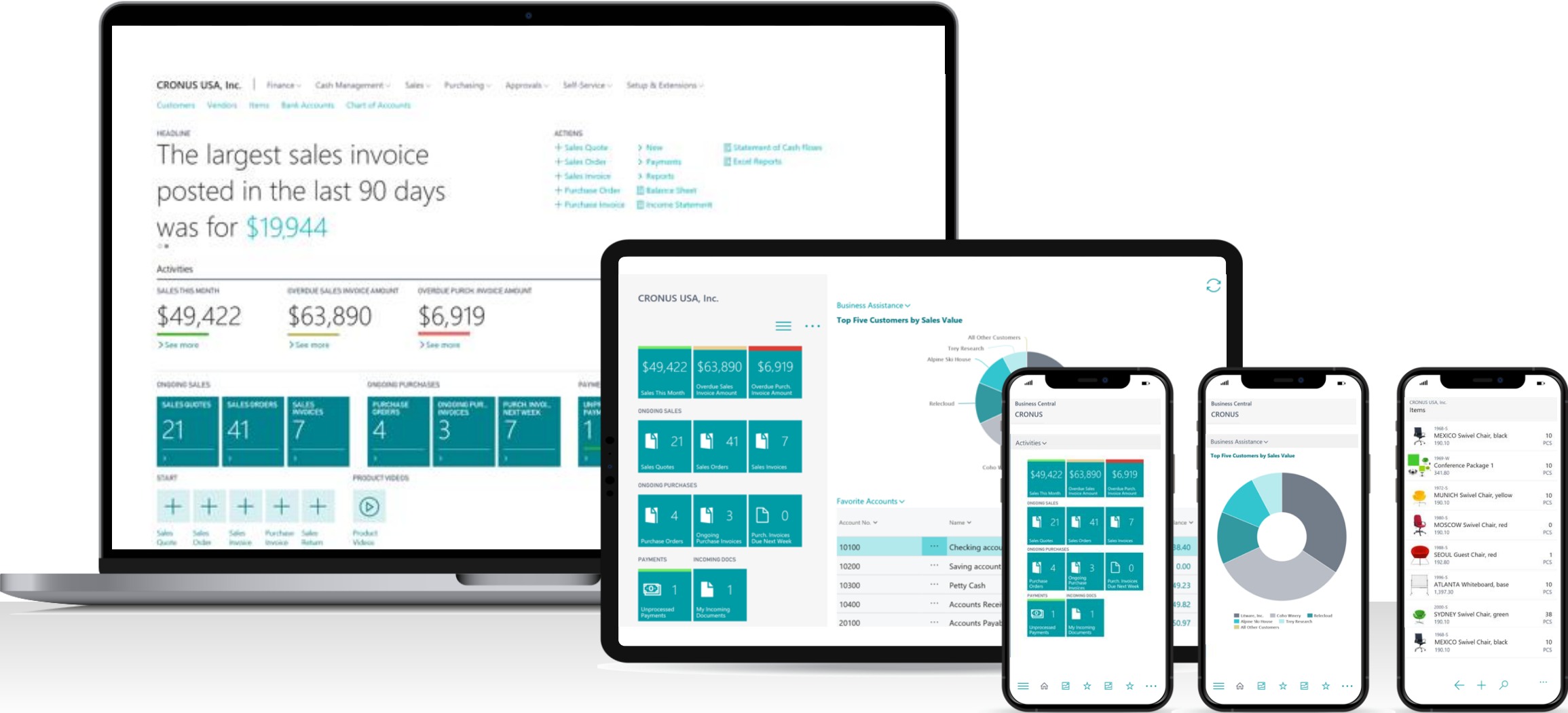
EDIT - DEAL DETAILS - G20-0001

Deal Summary

Purchases 1,431,300.00	Purchases in FCY 1,431,300.00
Cost 15,000.00	Cost in FCY 15,000.00
Sales 1,541,400.00	Sales in FCY 1,541,400.00
Profit/Loss 95,100.00	Profit/Loss in FCY 0.00
Remaining Inventory 2,440.000	Remaining Value 352,897.20
Remaining Value in FCY 352,897.20	Remaining Inventory CM 20,300.000

Cost Details

ROBO-COMMODITY @ Deal Mobile App



Overview of RoboCommodity Agro



Enquiry

Sales Enquiry
Purchase Enquiries
Select the Best Purchase
Quote
Additional Cost
Profitability
Approval
Quote to Customer
Confirmation



Deal

Purchase Contract
Sales Contract
Budget
Planning Report



Purchase Contract

Quality Specs
Pre-Payments
Import Documents
Status Tracking
Truck Management
Token Management
Weigh Bridge
Quality Claims
Receipts
Invoice



Inventory

Location wise Inventory
Location & Internal
Transfers
Transit Loss
Planning
Quality Control



Production

Planning
Yield Tracking
Quality Control



Sales Contract

Quality Specs
Pre-Payments
Export Documents (COO,
Fumigation Certificate
etc.)
Status Tracking
Rejection Penalty
Shipments
Proforma & Commercial
Invoice



Reporting

Contract wise, Invoice
wise, Movement wise
Profitability
Season wise, Region
wise, Commodity wise
Profitability
Category wise, Trader
wise Profitability
Budget Vs Actual



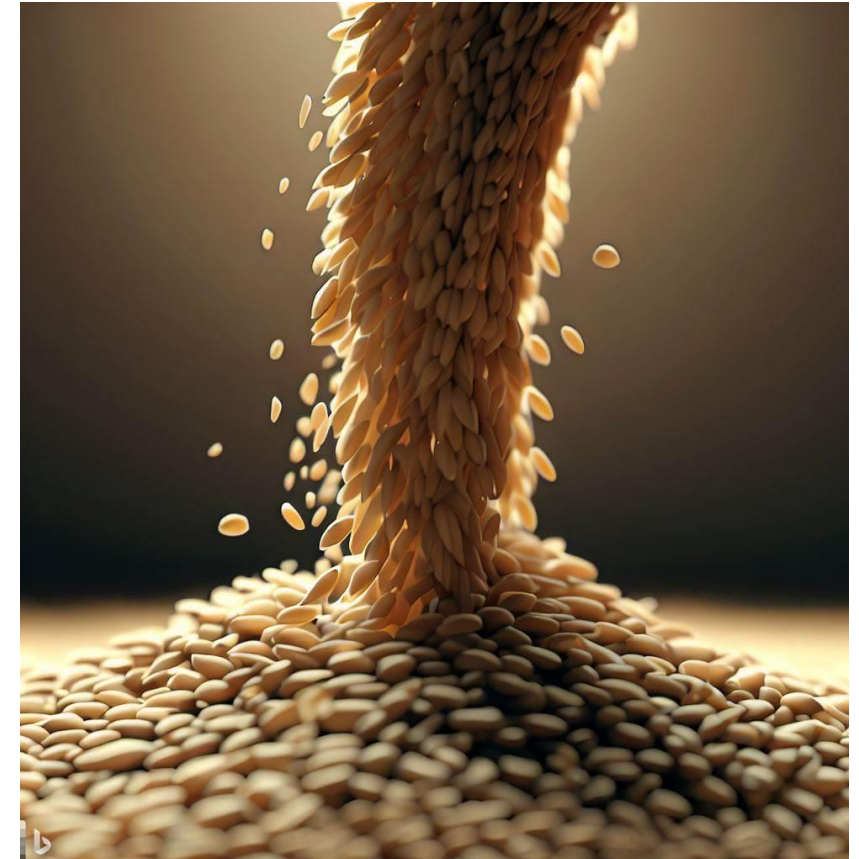
Challenges in Agriculture Commodity



- Before we dive into the software, let's understand the challenges faced in agriculture commodity Trading:
- Accuracy in contract allocation
- Quality control and checks
- Traceability of sales and purchase contracts
- Logistics tracking
- Document management
- Interim process management
- Profitability tracking
- Confidentiality of deal and contract information
- Inventory loss tracking and accounting
- Reliance on multiple spreadsheets in Excel.

Key Features of RoboCommodity Agro

- Deal management:
 - Back-to-Back and Inventory deals
 - Budget vs. Actual comparison
 - Contract allocation (one to many, many to one)
 - Cost allocation (Direct and Indirect)
- Single and Multiple level approval processes
- Documentation:
 - EXIM Document Templates
 - Statutory Document Templates
 - Contract and Invoice Templates
- Document management:
 - Transactional attachment of one or multiple documents
 - Archiving
- Quality control:
 - Quality parameters and specification ranges
 - Validated receipts and shipments based on quality
 - Periodical quality validation of inventory
 - Quality-based inventory reporting
 - Rejection clauses
- Transit loss management
- Production:
 - Dry and cleaning processes
 - Handling of internal losses
- Reporting:
 - Financial statements
 - Deal MIS reports



ROBO-COMMODITY PLATFORM



FRONT OFFICE



Trading



Operations



Contracts Mgt.



Planning



Cargo Trading



Work Bench



Emissions Trading



Schedule Mgt.



Cost Mgt.



Dispatching

MID OFFICE



Hedging/Risk Management



Inventory



Recon



Derivatives Trading



Actualisation



Draft Invoices



Risk Position



Blending



Approve Vouchers



Real Time P&L



Cost analysis



End of Day closure



Exposure Mgt.



Inventory Valuation



End of Month closure



Hedge Settlements



MTM



Snapshots

BACK OFFICE



Finance



Accounting



Bank Mgt. Facility



Account Receivable



Credit Mgt.



Account Payable



Trade Finance



General Ledger



Emission Credit



VAT

ANALYTICS OPERATIONS DASHBOARD REPORTS

Trade performance

Daily P&L

Exposure

Margin Analysis

Inventory Valuation

Financial Position

Balance Sheet

INTEGRATIONS ►

Terminal Systems

ERP Systems
Banking Systems
Tax Systems



MIS Reports list

Sr No.	Nature	Reports
1	Deal	Deal Book Report
2	Deal	Deal Planning Report
3	Deal	Deal Wise Statement
4	Deal	BE Reports
5	Analysis View	Inventory Analysis Report
6	Analysis View	Destination Country Wise Report
7	Analysis View	Vessel Wise Profit
8	Analysis View	Region Wise Profit
9	Analysis View	Sales person wise Profit
10	Inventory	Inventory List
11	Inventory	Inventory Sale Back Orders
12	Inventory	Inventory Vendor Purchases
13	Inventory	Inventory Customer Sales
14	Inventory	Inventory Purchase Orders
15	Inventory	Inventory Sales orders
16	Inventory	Inventory Sales Statistics
17	Inventory	Inventory Top 10 List
18	Inventory	Inventory Valuation

Sr No.	Nature	Reports
19	Customers	Detail TB
20	Customers	Order Details
21	Customers	Aged Accounts Receivable
22	Customers	Balance to Date
23	Customers	Detail Ageing
24	Customers	Sales Statistics
25	Customers	Top-10 List
26	Customers	Item Sales
27	Vendor	Balance to Date
28	Vendor	Detail TB
29	Vendor	Top-10 List
30	Vendor	Order Details
31	Vendor	Item Purchases
32	Vendor	Aged Accounts Payable
33	Power BI Reports	Financial Dashboard

Industry leading Business Intelligence Report.

FINANCIALS DASHBOARD

REVENUE

709.85M

Total COGS

643.00M

Gross Profit

66.85M

Gross Profit %

9.42%

Net Profit

51.46M

Net Profit %

7.25%

Year

- ☐ 2020
☐ 2021
☐ 2022
☐ 2023

Month

All

Operating Profit over Time



Net Profit Over Time



ASSETS & LIABILITIES

--Overview--

Income Statement

Balance Sheet

64.73M

Total Assets

64.56M

Current Assets

18.21K

Fixed Assets

43.04M

Trade Receivable

11.24M

Cash & Bank B...

2.65M

Deposits, Adv. &...

5.41M

Inventory

22.25M

Total Liabilities

20.28M

Current Liabilit...

1.97M

Non Current L...

17.98M

Trade Payables

19.69M

Equity

2.30M

Other Payables

2.32M

Related Party ...

Expenses

Sales Expenses

2.51M

Salary & Staff Relate...

5.11M

Managerial Remune...

4.44M

Legal & Professional...

0.61M

Finance Costs

1.54M

Depreciation & Amo...

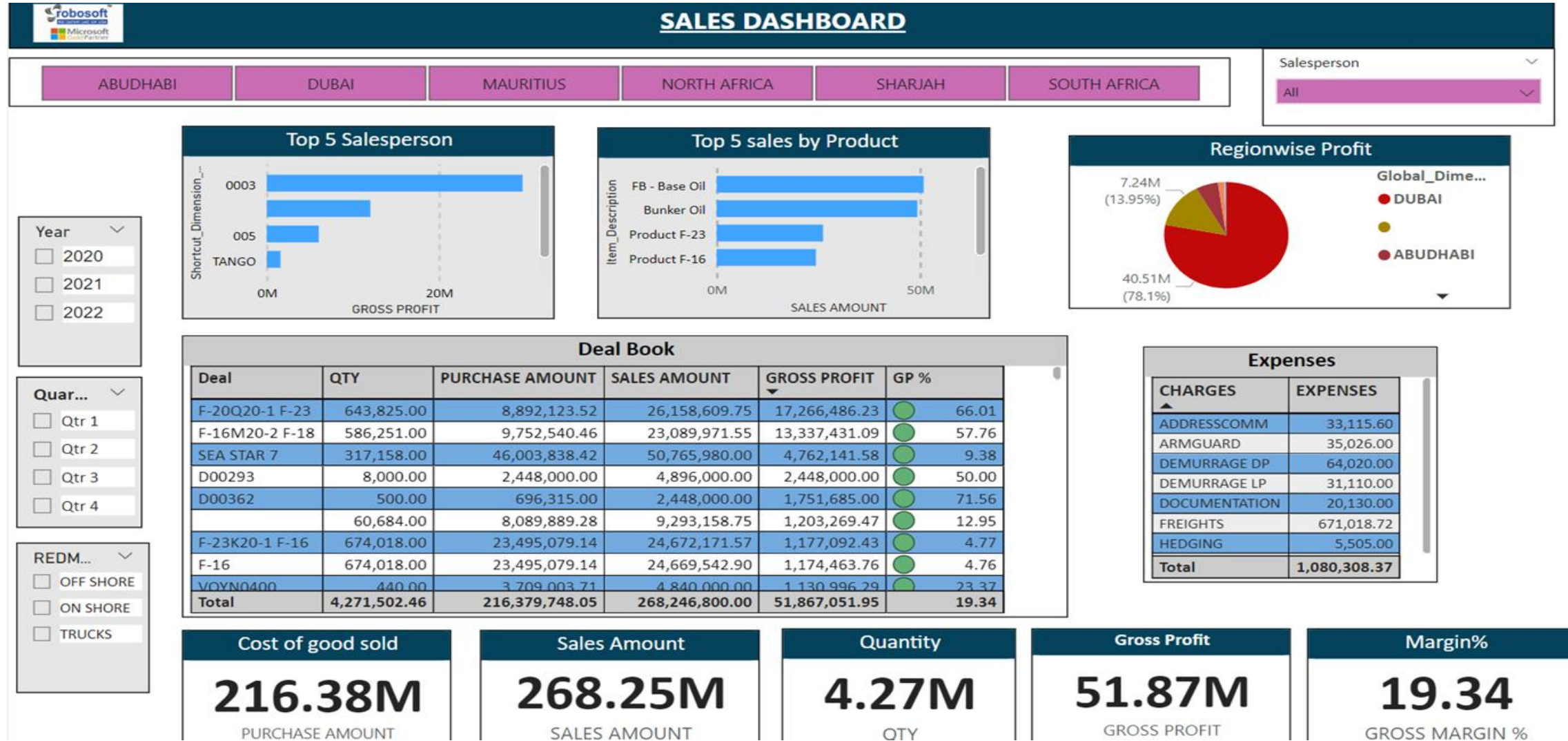
0.09M

Communication & U...

0.17M

Admin Expenses

2.03M



Core Function of ROBO-COMMODITY



MICROSOFT
DYNAMICS ERP



BACK-TO-BACK
TRADE



Stock & Sell



MANUFACTURING /
QUALITY CONTROL



ENQUIRY MANAGEMENT
(CONFIRMATION/NOMINATION)



DEAL
ESTIMATOR



DEAL / BUNKER/ TRADER/
CUSTOMER WISE P&L



EXPENSE MANAGEMENT
BUDGET VS ACTUAL



DOCUMENT
MANAGEMENT



BUSINESS INTELLIGENCE
(ADD ON)



TERMINAL & WAREHOUSE
MANAGEMENT



EXPORT / IMPORT
DOCUMENTATION

Core Solutions of ROBO-COMMODITY+



VESSEL ACCOUNTING
& PNL



VOYAGE ESTIMATOR
VS ACTUAL



VOYAGE
MANAGEMENT



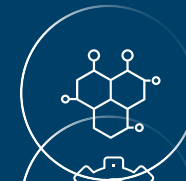
CHARTERING



MARK TO MARKET



FORWARD
CURVE



FORMULA / DYNAMIC
PRICING



FX / COMMODITY HEDGE

Risk Management Features & Reports – Scope of Work

Formula Price Trade (Index Based Trade)

- Time Based Pricing
 - Specific Date or Dates (Single or multiple specific dates)
 - Date Range (E.g. from and to date)
- Event Based Pricing (COD, BL, NOR)
 - Days Before Event
 - Days After Event
 - Include Event Date
- With Premium or Discount Per UOM
- % of Index – Multiple Index can be linked to single trade

BenchMark – Day End Closure

- Exchange Calendar for working days and nonworking days to be manually updated against each Index.
- Daily Price Master (Spot Prices) and Forward Curve Price Master to be uploaded manually via Excel or CSV.
- Benchmark includes
 - Inventory (Stock in hand)
 - Open Purchase Qty
 - Open Sales Qty
 - Commodity Hedges
- Benchmark
 - Price Method: Spot Price, Spot Average, Balance of Month Average, Month Average
 - Additional Cost Per: Any additional cost for processing can be added
 - Discount/Premium: Discount or Premium per UOM

Commodity Hedging

- Select Hedge Type from.
 - Swap
 - Future
 - Options
- Hedge Lot Size – Provision to define lot size of the hedge
- Allocation of Hedge against Physical Position
- Record Hedge Expiry Date
- Hedge expiry reminders for rollover/Close decision making.
- Facilitates Unrealized Gain/Loss against reporting for derivatives.

Reports

- Float Price History
 - **Priced Details** : Details of Qty, Book Rate for the priced Period based on commodity spot prices (Daily Closed Price)
 - **Un-Priced Details**: Details of Qty, Book Rate for the unpriced period based on Forward Curve
 - **MTM Comparison**: Comparison between book value (derived from priced and unpriced position) and MTM value arrived from bench marking details.
- **Summary Snapshot**: This will include snapshot based on the benchmark information updates against each trades (Open Purchase, Sales, Stock in Hand, Hedge)
- **Detailed Snapshot**: This will include trades wise calculation of each trade considered in the summary snapshot.
- **Detailed Hedge Analysis** : This report shows the physical buying and selling of commodities and the hedging strategies used to manage the inventory risk. It also indicates the hedge position of the inventory, the unrealized profit or loss based on the spot price.
- **Detailed Hedge Summary Analysis** : This Summary report shows the physical buying and selling of commodities and the hedging strategies used to manage the inventory risk. It also indicates the hedge position of the inventory and net position of the inventory, the unrealized profit or loss based on the spot price.
- **Hedge Report**: This report shows the Hedge type, Item, Qty, No. of lots and Hedge Contact No. and expiry date of the Hedge.
- **Hedge P&L**: This report will include Commodity, Broker wise, expiry date wise Weightage Average Book Rate, MTM Rate, Unrealized Gain/Loss against each hedge trade.

No direct API integration available for uploading Hedge Contract, Spot Prices and Curve Prices

TREASURY MANAGEMENT



POST DATED CHEQUE
MANAGEMENT



TREASURY
PAYMENTS



CASH FLOW
FORECASTING



FUND FLOW
FORECASTING



INTER COMPANY
LOANS



CASH MANAGEMENT &
FORECASTING



BANK RECONCILIATION –
AUTO & MANUAL



INVESTMENT &
DEBTS

DEBT MANAGEMENT



LETTER OF CREDIT
MANAGEMENT



BANK GUARANTEE
MANAGEMENT



BILL/INVOICE DISCOUNTING
MANAGEMENT



TRUST RECEIPT
MANAGEMENT



REMINDERS FOR PAYMENT
DUE DATES



COLLATERAL
MANAGEMENT (CMA)



DOC. ATTACHMENTS
LC/DEAL/CONTRACTS



DEBTS

Clients @ ROBO-COMMODITY



Metal Clients @ ROBO-COMMODITY



Energy Clients @ ROBO-COMMODITY



November 2022

Thank you for your time!

Our African partner:
Moumakoe Energy
Contact number :
0027 81 430 7470



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