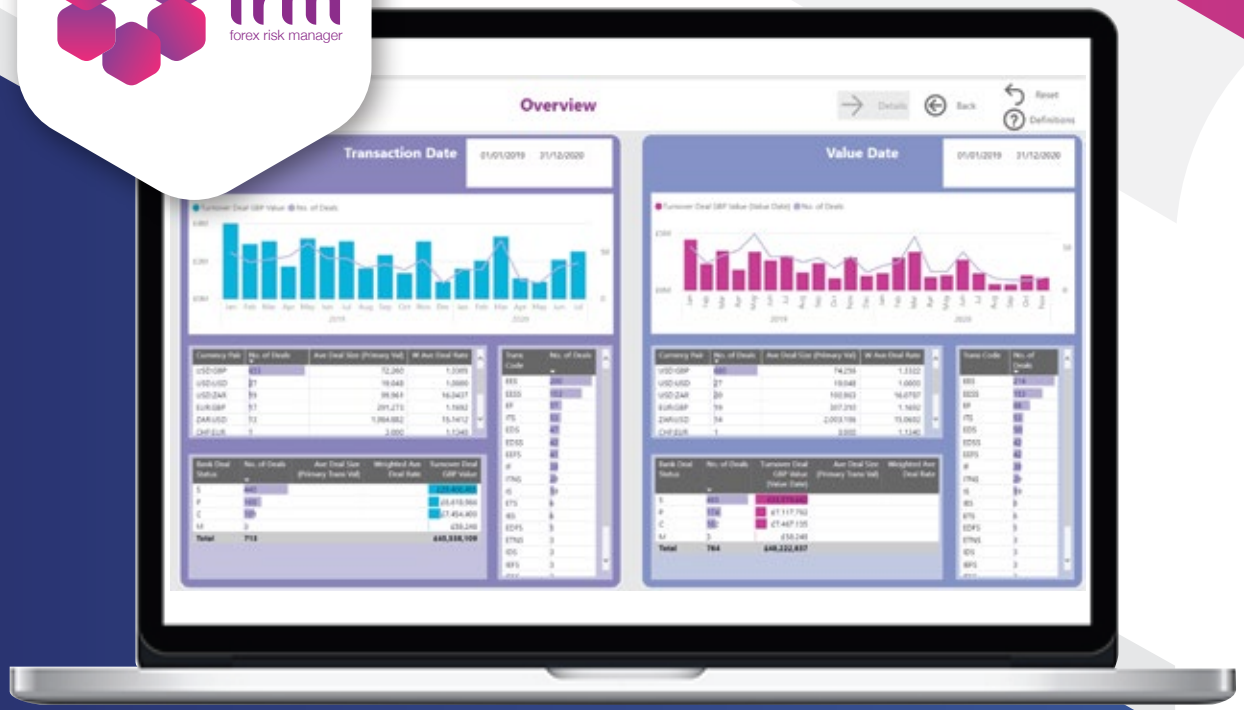
frm
forex risk manager





The Ultimate Forex Treasury Risk Management Solution

Designed for Importers and Exporters

"Software that thinks like a forex treasury manager"

Who is Valufin?

Valufin is an independent foreign exchange risk management consultancy providing forex treasury advice and services to internationally trading businesses.

Valufin creates optimal risk management, rate negotiation, accounting control, reporting and transparency.

Valufin becomes a management team member of their customer's treasury function.

Neither a broker nor a price only negotiator, but a component part of their customer's treasury function, performing daily portfolio assessments

Valufin Ltd

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Registered in England No. 4764899

frm
forex risk manager

What does FRM achieve for the customer?

FRM informs about the portfolio, opportunities & risks; how to account for the forex activities, thus providing one version of the truth

FRM captures exposures to foreign currencies

Annual forecasts
Split to orders
Split to shipments
Split to invoices
Splits or joins to handle other changes
Date changes
Benchmarking rates for performance assessment

FRM captures forex deals

Spots
Forwards
Swaps: extensions and drawdowns
Swaps: rate adjustments
Forward Derivatives

FRM's forex reports

FRM provides Forex Reports ranging from daily action reports, open positions, revaluations, risk reports, what-if analysis, benchmarking, maturities to cash flows, etc.
FRM has interactive, drill down, dashboard reports
FRM provides quality Management Information

FRM works out the effective value of every payment and receipt of the forex deals for the specific exposure, and through determining the effective rate you are able to account for the true value of the goods or services purchased or sold

The capability of FRM includes:

- Knowing the relationship of deals used to pay or receive funds
- Determining past, present and future cashflows and where they belong
- Capturing deals created, and holds the bank paperwork
- Accounting in the balance sheet for future related cash flows
- Calculating the weighted average effective payment or receipt rate
- Determining the relevant balance sheet values and their composition
- Reflecting the income statement realised and unrealised values

Three levels of Engagement

- Super Administration
- Service Provider / Group Head Office
- Company / Subsidiary or Business Unit

Main Operations Menu



Exposures

Used to add the Imports and Exports
Allows for the life of the exposure to change in the way it happens in reality

Forecasts/Budgets » *Orders* » *Invoices* » *Funds flow*

Allows for all accounting, finance, costing and business needs

Exposure Input

Exposure can be bespoke to the User

Capture underlying business activities that give rise to the forex needs, risks and actions

Forex deals

Forex deals established

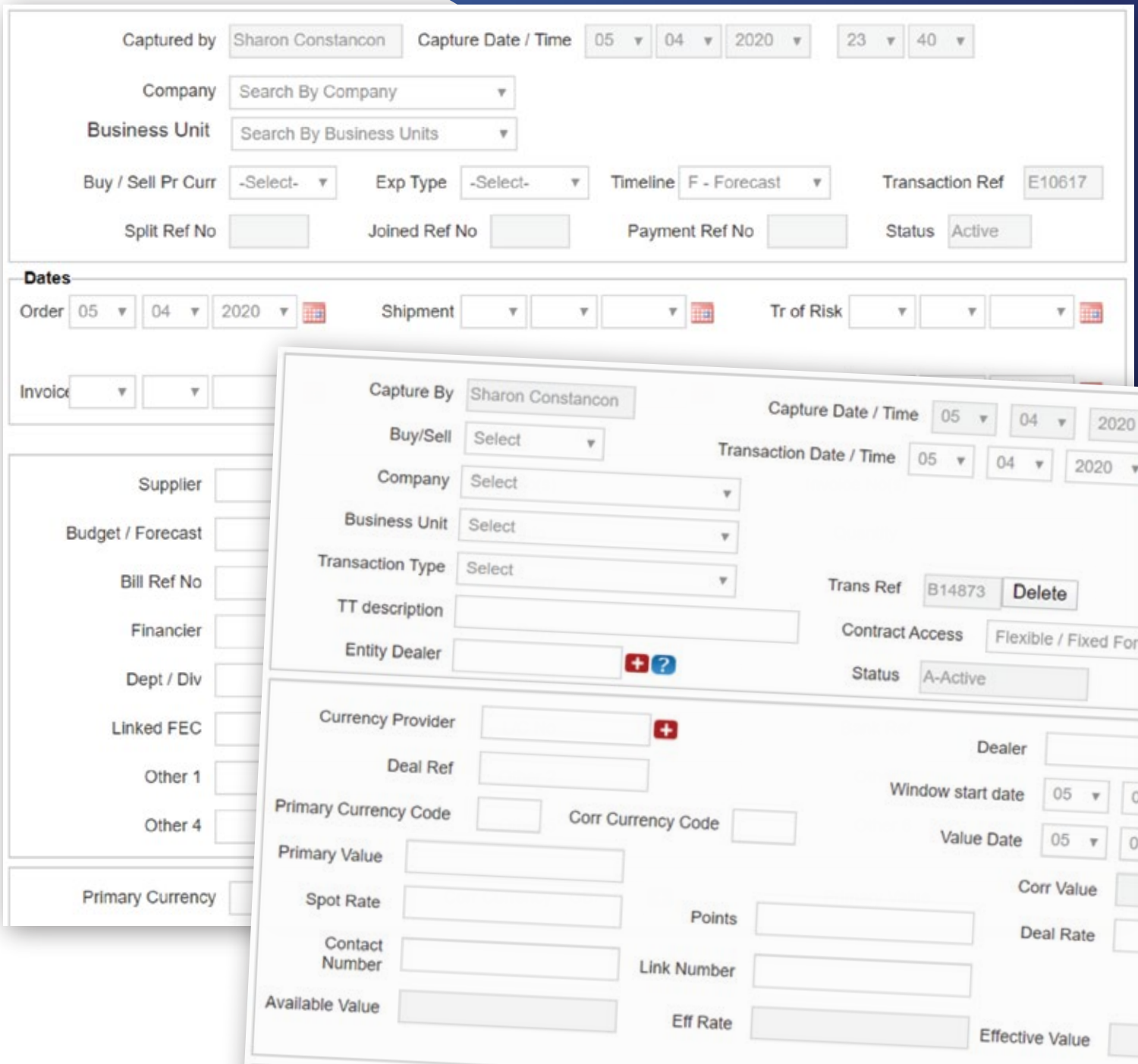
Used to capture all:

- Spots
- Forwards
- Derivative Forwards
- Extensions
- Draw Downs
- 1 to 1 deals
- Many to many deals swaps
- Any currency pair

Extension & Draw Downs

Extensions and Drawn downs can be:

1 to 1
1 to Many
Many to Many



Payments

Effective rates are calculated including swap cash flows in the past, current and in the future

FRM correlates all the bank deals required to pay or receive all exposures at a given point in time providing a "package" reference number and weighted average effective rate; providing a direct link between a business transaction and a forex deal.

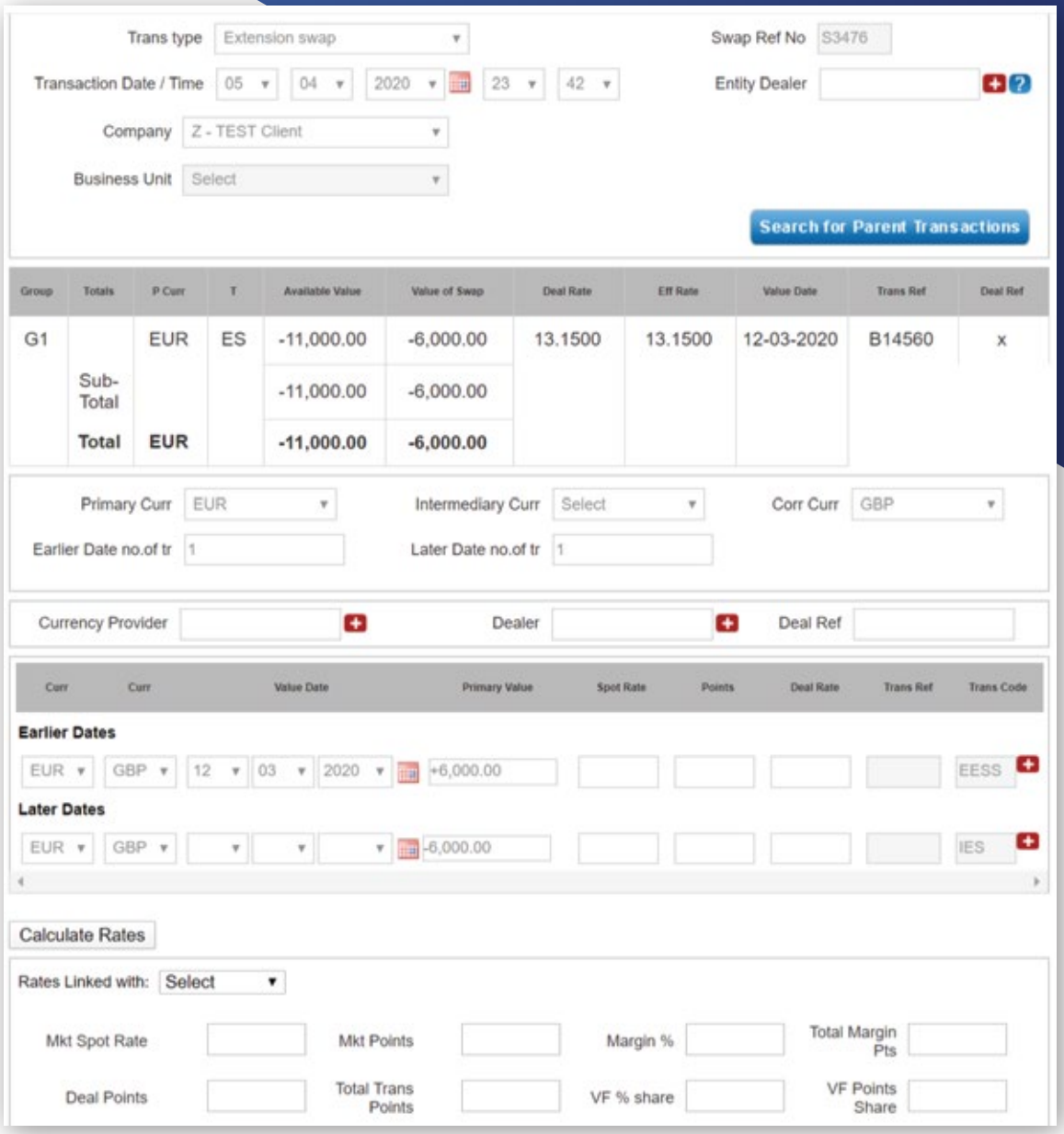
Bank deals

- Deal being used is sourced:
  - Spot
  - Draw down
  - Maturing forward
- Deals history cash flows, apportioned, if extensions have occurred
- Deals future cash flows, apportioned, if draw downs have occurred

Creates the “Effective Payment Rate” which is the true value of the deal to the business. This often differs to the value processed via the bank account on the day the deals are settled

Exposures

- Maturing invoice due
- Split of invoices for partial payment / receipt
- Join of invoices for combined payments / receipts
- Allocations from CFC Account



Benchmarking

Provided on many different levels:

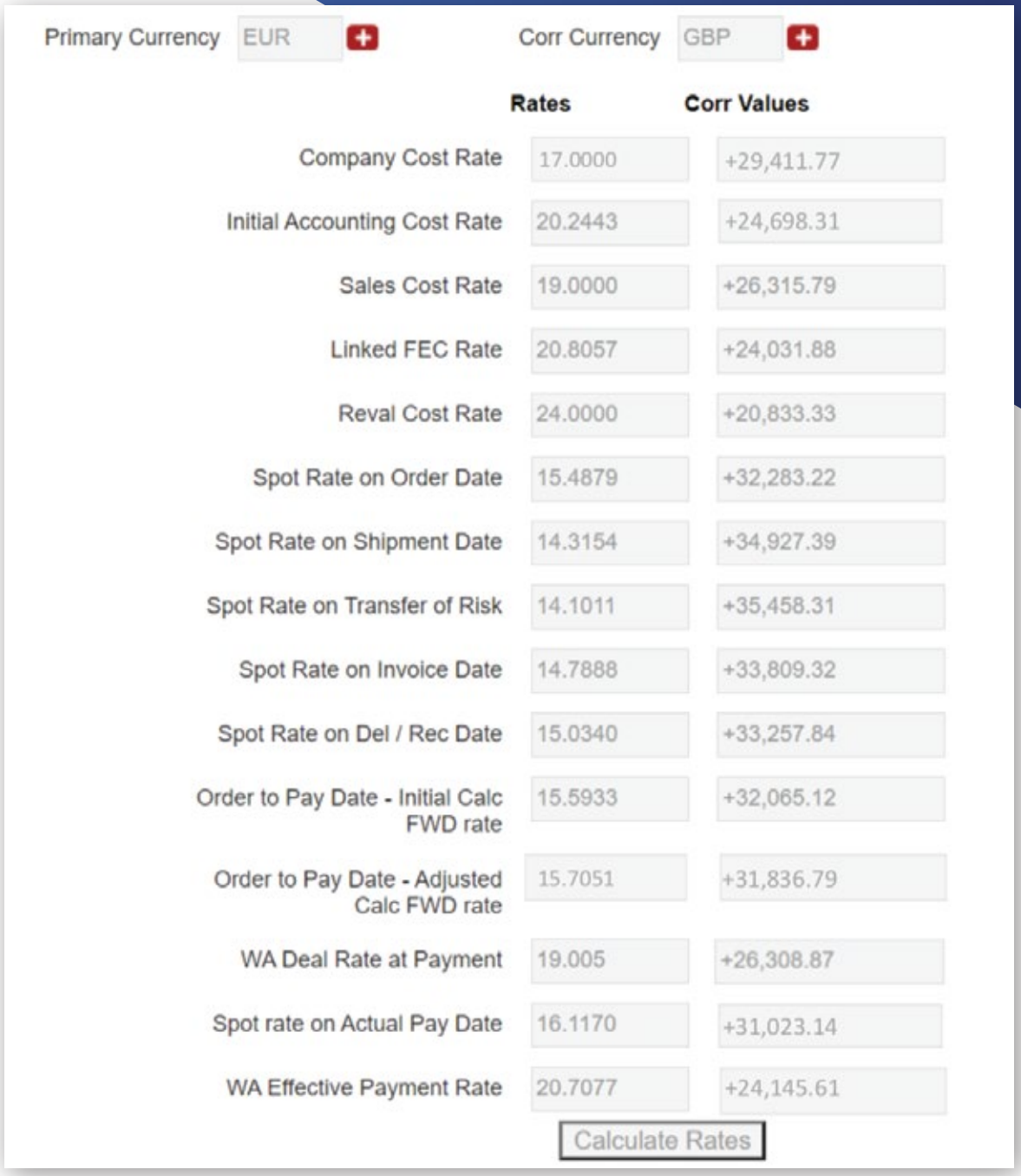
- **Company benchmark rates**
  e.g. costing or accounting rate
- **Time generated rates**
  e.g. spot on shipment date
- **Action related rates**
  e.g. effective payment rate

Benchmarking statistics:

FRM allows for benchmarking against 15 different parameters that will therefore provide information such as profitability, opportunity management, risk control, realised profit, costing rate returns and what if analysis

Information -

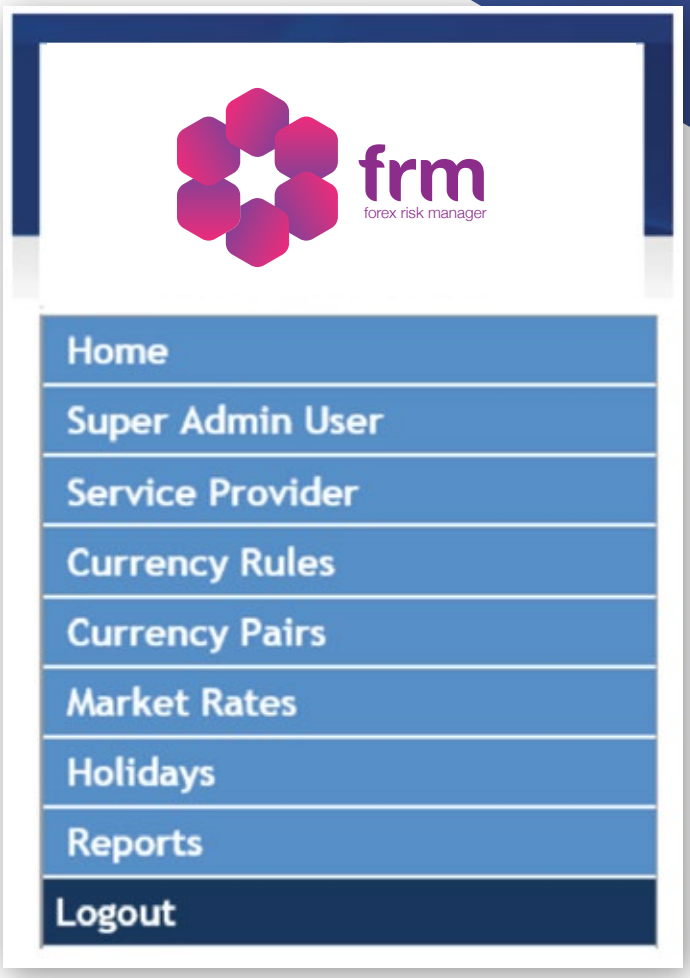
- Value of receipt to business
- Cash Flow through bank
- Realised Profit
- Cost of delayed receipt
- B/S - cash flow entries
- Sales dept - P/L
- Variance from first FEC
- Diff versus covered strategy
- Diff versus uncovered strategy
- Revaluation values
- Hedge accounting information



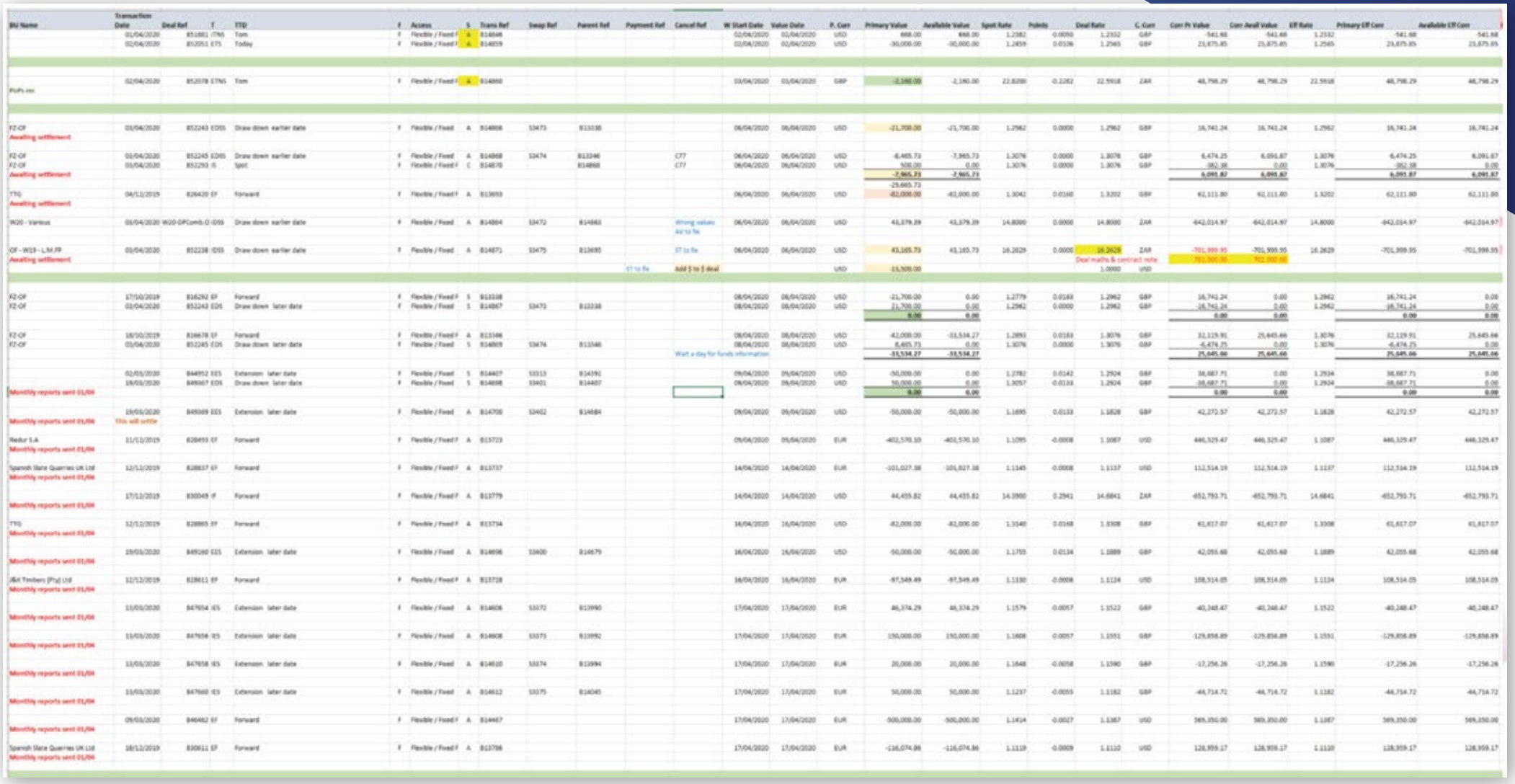
Super Administration

Super Administration, controlled by FRM, include:

- Available Currencies
- Currency pairs, and their rules
- Cross currencies, and their rules
- Market spot rates
- Market forward rates
- Country specific holidays and working days



Reports – Bank Deal Maturities



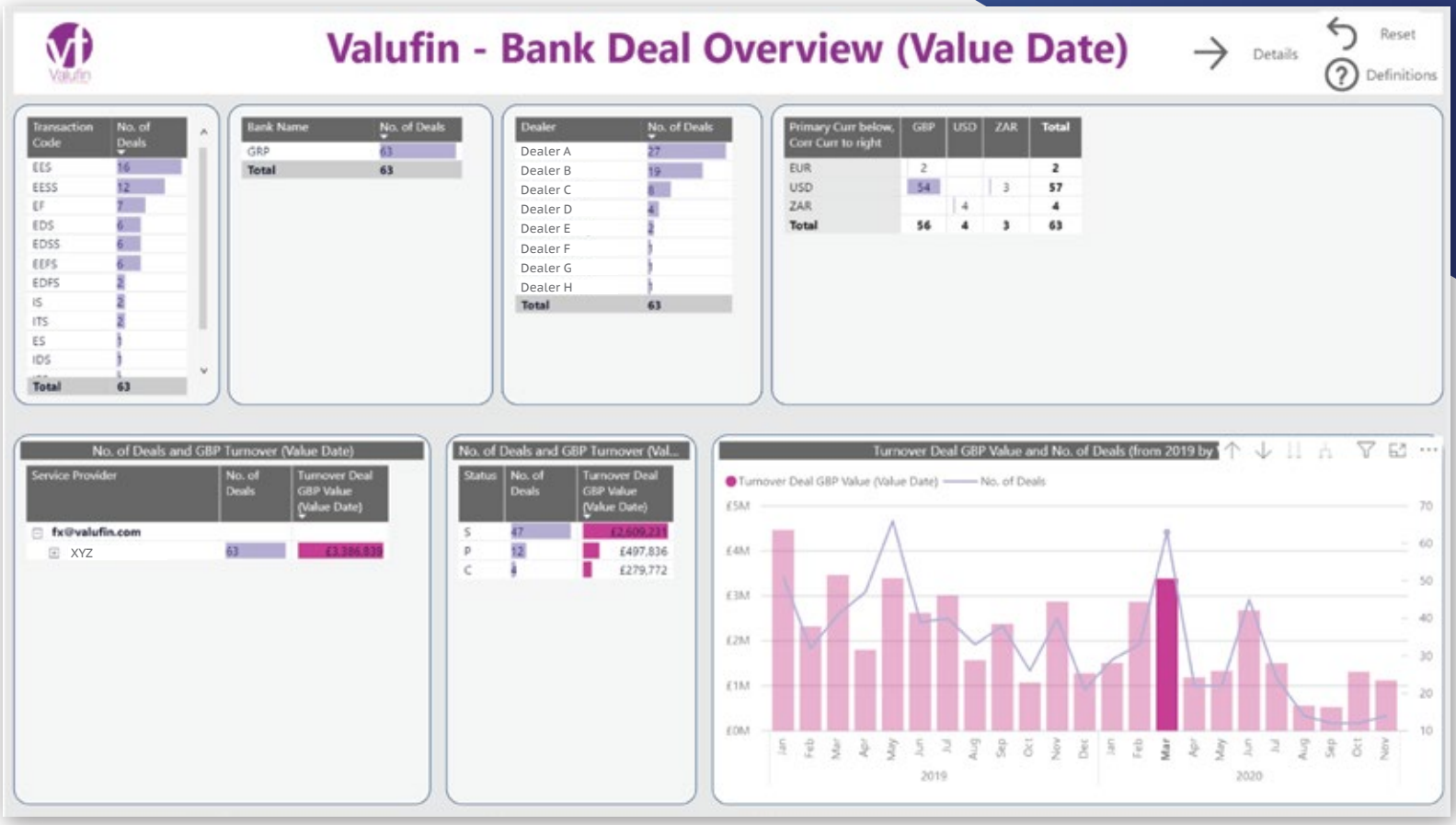
Reports – Exposure Maturities

I/E	Trans Ref	S	Split Ref No	Joined Ref No	Parent Ref No	Cancel Ref No	Payment Ref No	Payment Date	Supplier	Order No(s)	Invoice No(s)	Primary Currency	Primary Value	Corr Currency	Company Cost Rate	Company Cost Rate Corr	Exp Type	Timeline	Order Date	Shipment Date	Tr of Risk	Invoice	Rec / Del	Budget / Forecast	Supplier Info	Delivery Date
E	E10615	A						01/04/2020				GBP	2,160.00	ZAR	0.0000	0.00	Goods	I	02/04/2020		0000-00-00	0000-00-00				
														Matched to bank deal												
E	E9895	A						06/04/2020				USD	82,000.00	GBP	1.3202	62,111.80	Trade Finance	F	04/12/2019		0000-00-00	0000-00-00	06/12/2019			06/12/2019
														Matched to bank deal												
E	E9469	A						08/04/2020				USD	42,000.00	GBP	1.3076	32,119.91	Trade Finance	F	18/10/2019		0000-00-00	0000-00-00	18/10/2019			18/10/2019
														Matched to bank deal												
E	E9461	A						08/04/2020				USD	21,700.00	GBP	1.2962	16,741.24	Trade Finance	F	17/10/2019		0000-00-00	0000-00-00	18/10/2019			18/10/2019
														Matched to bank deal												
E	E9923	A						09/04/2020				EUR	402,570.10	USD	1.1087	446,329.47	Trade Finance	F	11/12/2019		0000-00-00	0000-00-00	11/12/2019			11/12/2019
														Matched to bank deal												
E	E9934	A						14/04/2020				EUR	101,027.38	USD	1.1137	112,514.19	Trade Finance	F	12/12/2019		0000-00-00	0000-00-00	16/12/2019			16/12/2019
														Matched to bank deal												
I	E10568	A	51420		E10199			15/04/2020	Shanghai Wod	PO-0000805		USD	2,570.40	GBP	0.0000	0.00	Goods	B	20/01/2020		0000-00-00	0000-00-00	01/01/2020			01/01/2020
														Not matched												
E	E9932	A						16/04/2020				USD	82,000.00	GBP	1.3308	61,617.07	Trade Finance	F	12/12/2019		0000-00-00	0000-00-00	13/12/2019			13/12/2019
														Matched to bank deal												
E	E9930	A						16/04/2020				EUR	97,549.49	USD	1.1124	108,514.05	Trade Finance	F	12/12/2019		0000-00-00	0000-00-00	16/12/2019			16/12/2019
														Matched to bank deal												
E	E9939	A						17/04/2020				EUR	116,074.86	USD	1.1110	128,959.17	Trade Finance	F	18/12/2019		0000-00-00	0000-00-00	19/12/2019			19/12/2019
														Matched to bank deal												
E	E9952	A						22/04/2020				EUR	-517,976.20	USD	1.1073	573,555.05	Goods	F	20/12/2019	20/12/2019	0000-00-00	0000-00-00				
I	E10298	A						30/04/2020	Jongbloed	Leather Bound Bibles		EUR	80,000.00	GBP	0.0000	0.00	Goods	F	26/02/2020		0000-00-00	0000-00-00				
I	E10297	A						30/04/2020	Jongbloed	Bibles		EUR	120,000.00	GBP	0.0000	0.00	Goods	F	26/02/2020		0000-00-00	0000-00-00				
E	E10472	A						30/04/2020	Martyr Book	Await Currency split		GBP	-300,000.00	GBP	0.0000	0.00	Goods	F	21/03/2020		0000-00-00	0000-00-00				
E	E10471	A						30/04/2020	JBS Book	Await Currency split		GBP	-100,000.00	GBP	0.0000	0.00	Goods	F	21/03/2020		0000-00-00	0000-00-00				
I	E10357	A	51302		E10221			30/04/2020	Yangzhou Heng	PO-0000889		USD	306.00	GBP	0.0000	0.00	Goods	F	20/01/2020		0000-00-00	0000-00-00	13/01/2020			13/01/2020
I	E10355	A	51301		E10222			30/04/2020	Yangzhou Heng	PO-0000889		USD	693.00	GBP	0.0000	0.00	Goods	F	20/01/2020		0000-00-00	0000-00-00	13/01/2020			13/01/2020
I	E10354	A	51300		E10223			30/04/2020	Yangzhou Heng	PO-0000889		USD	1,092.00	GBP	0.0000	0.00	Goods	F	20/01/2020		0000-00-00	0000-00-00	13/01/2020			13/01/2020
I	E10351	A	51299		E10224			30/04/2020	Yangzhou Heng	PO-0000889		USD	567.00	GBP	0.0000	0.00	Goods	F	20/01/2020		0000-00-00	0000-00-00	13/01/2020			13/01/2020
I	E10350	A	51298		E10225			30/04/2020	Yangzhou Heng	PO-0000889		USD	1,254.40	GBP	0.0000	0.00	Goods	F	20/01/2020		0000-00-00	0000-00-00	16/01/2020			16/01/2020
I	E10347	A	51297		E10226			30/04/2020	Yangzhou Heng	PO-0000889		USD	340.20	GBP	0.0000	0.00	Goods	F	20/01/2020		0000-00-00	0000-00-00	13/01/2020			13/01/2020
I	E10345	A	51296		E10227			30/04/2020	Yangzhou Heng	PO-0000889		USD	1,461.28	GBP	0.0000	0.00	Goods	F	20/01/2020		0000-00-00	0000-00-00				
I	E10344	A	51295		E10228			30/04/2020	Yangzhou Heng	PO-0000889	201002	USD	336.00	GBP	0.0000	0.00	Goods	F	20/01/2020		0000-00-00	0000-00-00	16/01/2020			16/01/2020
I	E10207	A						30/04/2020	D S Commodit	PO-0000854		USD	12,369.02	GBP	0.0000	0.00	Goods	PO	17/01/2020		27/01/2020	0000-00-00	27/01/2020			27/01/2020
E	E9414	A	51156		E7911			30/04/2020				USD	-50,137.89	GBP	1.3303	37,689.16	Trade Finance	F	12/04/2019		0000-00-00	0000-00-00	12/04/2019			12/04/2019
E	E7742	A						30/04/2020				USD	-200,000.00	GBP	1.3282	150,579.73	Trade Finance	F	07/05/2019		0000-00-00	0000-00-00	08/05/2019			08/05/2019
E	E6686	A	50414		E2992			30/04/2020				USD	-200,000.00	GBP	1.3299	150,387.25	Goods	F	06/11/2017		0000-00-00	0000-00-00				
I	E9825	A						05/05/2020	WENZHOU QIN	900004523		USD	10,024.30	ZAR	14.8000	148,359.64	Goods	F	18/10/2019	07/04/2020	0000-00-00	0000-00-00	19/05/2020	5257	SF200101	19/05/2020
I	E9824	A						05/05/2020	WENZHOU FAN	900004454		USD	24,206.40	ZAR	14.8000	-358,254.72	Goods	F	10/10/2019	07/04/2020	0000-00-00	0000-00-00	19/05/2020	5188	SF200122	19/05/2020
E	E9988	A						11/05/2020				USD	-44,500.00	GBP	1.3343	33,350.82	Trade Finance	F	07/01/2020		0000-00-00	0000-00-00	07/01/2020			07/01/2020
I	E10220	A						15/05/2020	Ningbo Yinzho	PO-0000876		USD	11,480.00	GBP	0.0000	0.00	Goods	PO	20/01/2020		27/01/2020	0000-00-00	27/01/2020			27/01/2020
E	E8516	A	51027		E8511			15/05/2020				USD	-35,400.00	GBP	1.4177	24,970.02	Trade Finance	F	20/03/2018		0000-00-00	0000-00-00	20/03/2018			20/03/2018
I	E10436	A						15/05/2020				GBP	250,000.00	EUR	1.1466	-286,650.00	Goods	B	17/03/2020		0000-00-00	0000-00-00				

Dashboard Reporting

Dashboard choices:
FRM allows sourcing of data that allows the user to see high level results which delivers to the user, drill down to the next level or review sourced data in listed format.

Operation:
- Global filters
- Page filters
- Multiple filters
- Drill down
  - High level
  - Further information on filters
  - Drill to the detail
- Export data



As Creative as your Imagination

Valufin - Bank Deal Overview (Value Date)

Details | Reset | Definitions

Transaction Code	No. of Deals
EES	374
EF	278
EESS	262
EDS	185
EDSS	165
ITS	165
ITNS	118
EEFS	116
IF	96
IS	65
IES	46
Total	**2,061**

Bank Name	No. of Deals
Bank A	1,859
Bank B	99
Bank C	70
Bank D	29
Bank E	1
Bank F	1
Bank G	1
Bank H	1
Total	**2,061**

Dealer	No. of Deals
G	437
Je	389
Je	215
Je	177
N	119
D	100
	84
D	70
N	59
S	46
Fl	44
N	42
Total	**2,061**

Primary Curr below, Corr Curr to right	CHF	EUR	GBP	USD	ZAR	Total
CHF		1	1			**2**
CNH				1		**1**
EUR			120	7		**127**
GBP		4	5	29	1	**39**
USD	1	6	1,743	42	33	**1,825**
ZAR			50	17		**67**
Total	**1**	**11**	**1,919**	**96**	**34**	**2,061**

No. of Deals and GBP Turnover (Value Date)

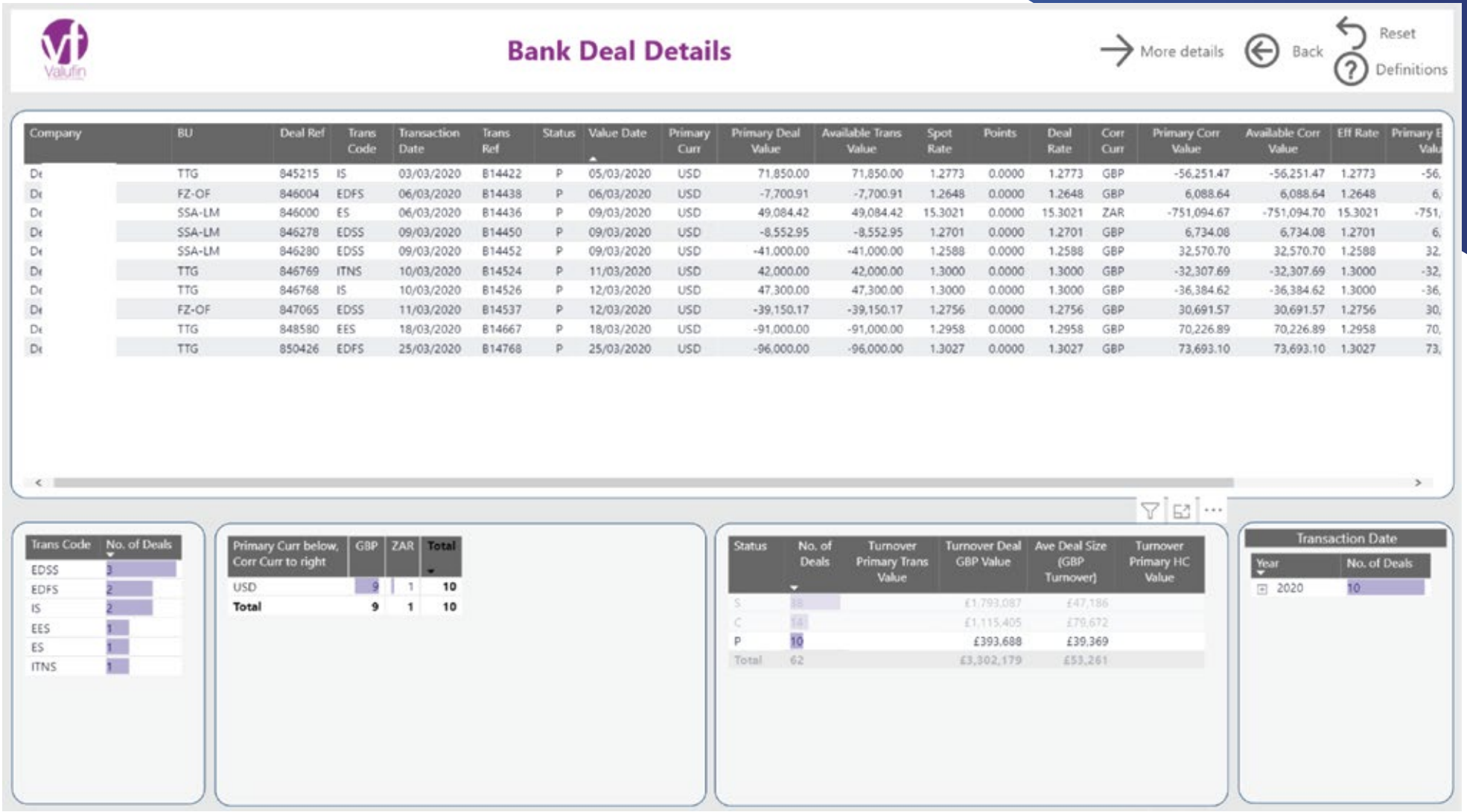
Service Provider	No. of Deals	Turnover Deal GBP Value (Value Date)
fx@valufin.com		
	2,061	£180,512,041

No. of Deals and GBP Turnover (Val...

Status	No. of Deals	Turnover Deal GBP Value (Value Date)
S	1,133	£115,317,084
A	361	£30,890,494
P	445	£26,460,111
C	117	£7,700,082
M	5	£144,269

Turnover Deal GBP Value and No. of Deals (from 2019 by Value Date)





Company	BU	Deal Ref	Trans Code	Transaction Date	Trans Ref	Status	Value Date	Primary Curr	Primary Deal Value	Available Trans Value	Spot Rate	Points	Deal Rate	Corr Curr	Primary Corr Value	Available Corr Value	Eff Rate	Primary E Valu
De	TTG	845215	IS	03/03/2020	B14422	P	05/03/2020	USD	71,850.00	71,850.00	1.2773	0.0000	1.2773	GBP	-56,251.47	-56,251.47	1.2773	-56,
De	FZ-OF	846004	EDFS	06/03/2020	B14438	P	06/03/2020	USD	-7,700.91	-7,700.91	1.2648	0.0000	1.2648	GBP	6,088.64	6,088.64	1.2648	6,
De	SSA-LM	846000	ES	06/03/2020	B14436	P	09/03/2020	USD	49,084.42	49,084.42	15.3021	0.0000	15.3021	ZAR	-751,094.67	-751,094.70	15.3021	-751,
De	SSA-LM	846278	EDSS	09/03/2020	B14450	P	09/03/2020	USD	-8,552.95	-8,552.95	1.2701	0.0000	1.2701	GBP	6,734.08	6,734.08	1.2701	6,
De	SSA-LM	846280	EDSS	09/03/2020	B14452	P	09/03/2020	USD	-41,000.00	-41,000.00	1.2588	0.0000	1.2588	GBP	32,570.70	32,570.70	1.2588	32,
De	TTG	846769	ITNS	10/03/2020	B14524	P	11/03/2020	USD	42,000.00	42,000.00	1.3000	0.0000	1.3000	GBP	-32,307.69	-32,307.69	1.3000	-32,
De	TTG	846768	IS	10/03/2020	B14526	P	12/03/2020	USD	47,300.00	47,300.00	1.3000	0.0000	1.3000	GBP	-36,384.62	-36,384.62	1.3000	-36,
De	FZ-OF	847065	EDSS	11/03/2020	B14537	P	12/03/2020	USD	-39,150.17	-39,150.17	1.2756	0.0000	1.2756	GBP	30,691.57	30,691.57	1.2756	30,
De	TTG	848580	EES	18/03/2020	B14667	P	18/03/2020	USD	-91,000.00	-91,000.00	1.2958	0.0000	1.2958	GBP	70,226.89	70,226.89	1.2958	70,
De	TTG	850426	EDFS	25/03/2020	B14768	P	25/03/2020	USD	-96,000.00	-96,000.00	1.3027	0.0000	1.3027	GBP	73,693.10	73,693.10	1.3027	73,

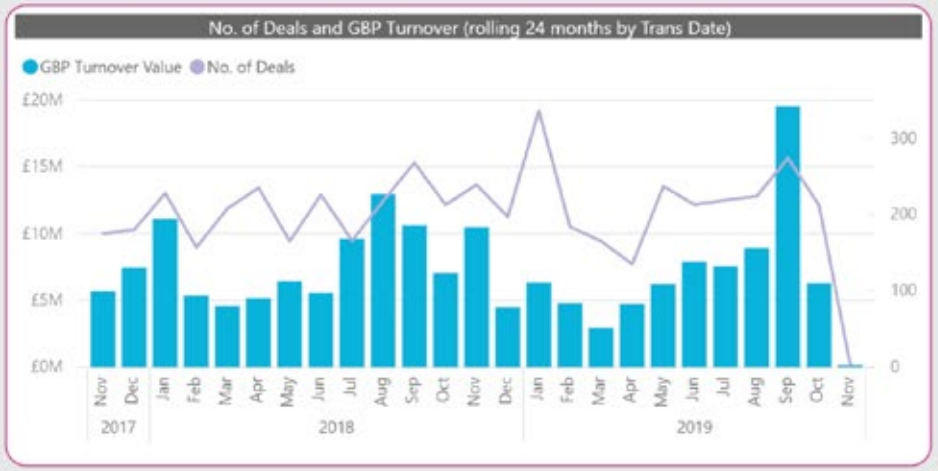
Trans Code	No. of Deals
EDSS	3
EDFS	2
IS	2
EES	1
ES	1
ITNS	1

Primary Curr below, Corr Curr to right	GBP	ZAR	Total
USD	9	1	10
Total	**9**	**1**	**10**

Status	No. of Deals	Turnover Primary Trans Value	Turnover Deal GBP Value	Ave Deal Size (GBP Turnover)	Turnover Primary HC Value
S	48		£1,793,087	£47,186	
C	14		£1,115,405	£79,672	
P	10		£393,688	£39,369	
Total	62		£3,302,179	£53,261	

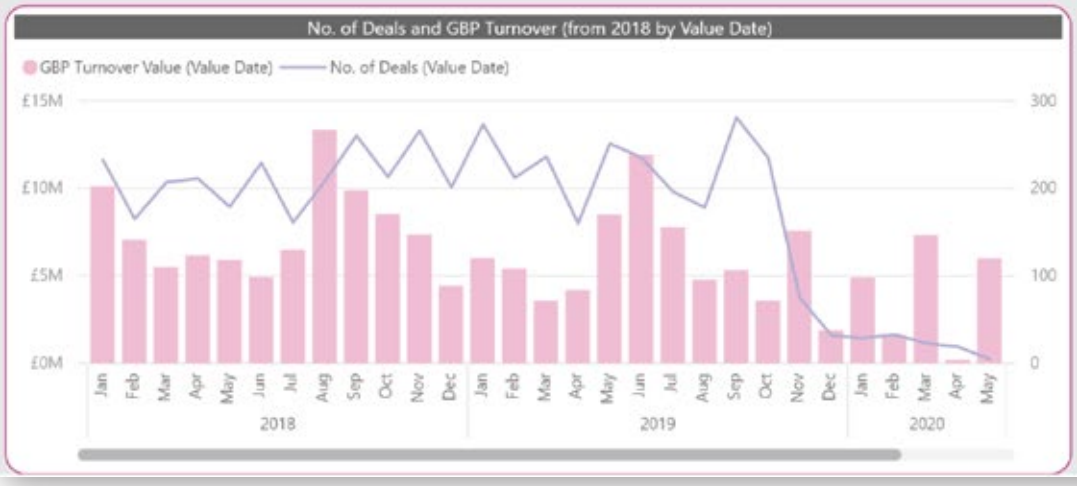
Transaction Date	
Year	No. of Deals
⊞ 2020	10

Overview



Currency Pair	No. of Deals	Primary Turnover	Corr Turnover	GBP Turnover	Ave Deal Size (GBP Turnover)
USD:GBP	2,704	84,223,362	63,605,744	£66,358,673	£79,854
USD:ZAR	1,685	119,573,331	1,735,802,284	£93,928,483	£143,184
EUR:USD	1,398	72,418,501	82,882,509	£64,121,839	£189,150
EUR:GBP	727	28,671,406	24,829,959	£25,015,482	£104,667
GBP:USD	281	5,321,685	6,957,475	£5,321,727	£98,551
GBP:EUR	246	5,587,000	6,383,901	£5,587,023	£91,591
EUR:ZAR	171	8,683,618	146,241,115	£7,690,351	£320,431
AUD:GBP	97	2,583,593	1,502,855	£1,430,107	£59,588
CAD:GBP	94	1,455,306	872,183	£872,968	£31,177
ZAR:GBP	94	23,392,154	1,289,695	£1,324,101	£69,690
GBP:AUD	70	400,254	764,389	£400,257	£25,016
JPY:ZAR	44	6,108,980	844,588	£44,841	£6,406
USD:EUR	39	4,365,000	3,883,953	£3,437,006	£429,626
Total	**8,195**			**£277,420,751**	**£118,657**

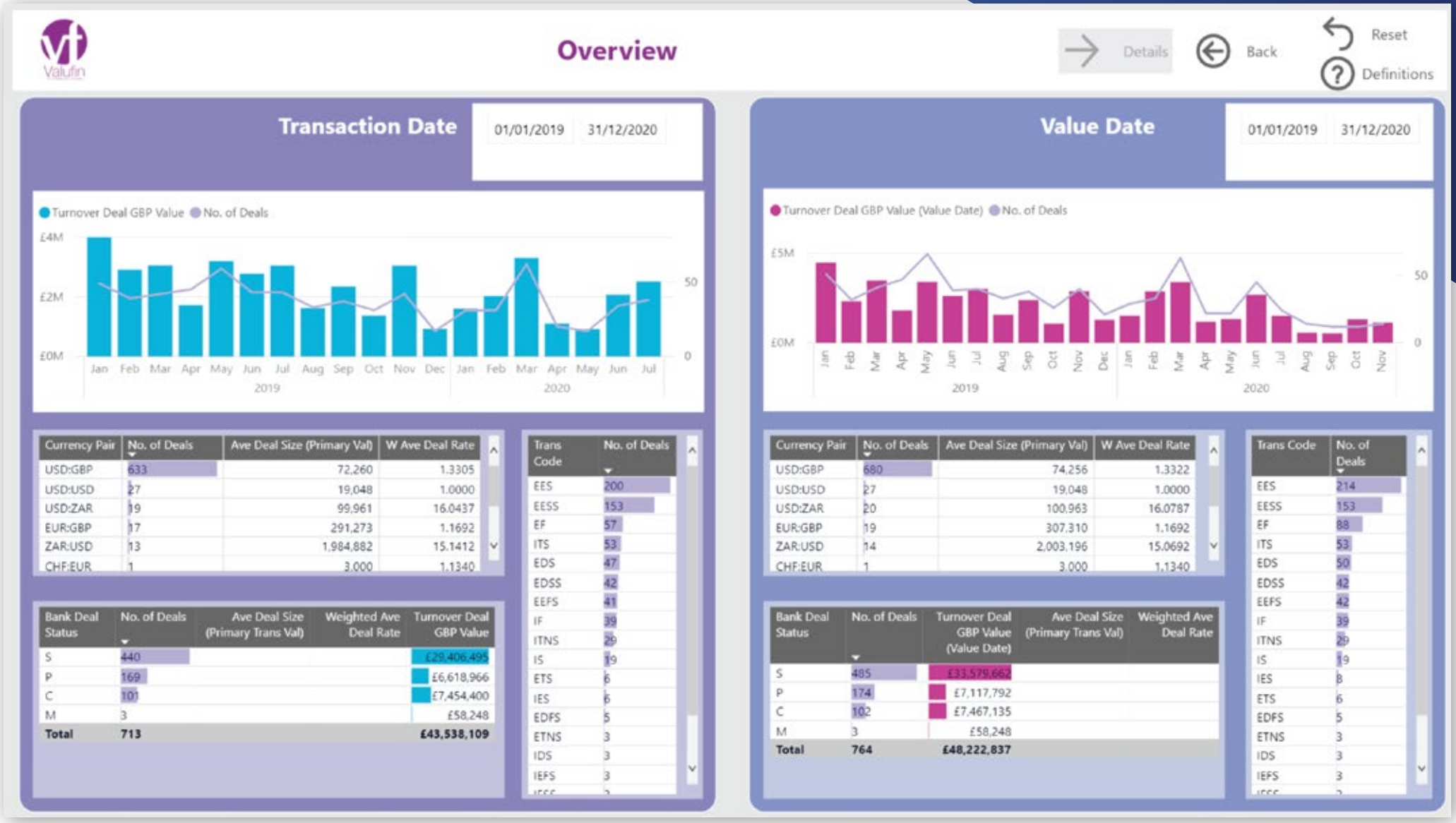
Trans Code	No. of Deals
IS	1,463
ITNS	1,305
EF	891
ITS	734
IF	729
IOP	631
ILF	614
ISNF	564
ES	465
ETNS	452
ETS	241
ID	70
IPF	33
ESNF	2



Company	No. of Deals	Home Curr	Home Turnover Value
Deal Partners	1,697	Multiple	
Tower Trade Group	1,130	USD	42,195,542
Nesstra Services (UK) Ltd	910	USD	93,825,429
Inn p...	701	GBP	29,782,190
Bibl	669	GBP	6,353,567
Oly UK	593	ZAR	242,086,604
Mcl	503	GBP	4,221,983
Coll	376	ZAR	117,982,786
DP	192	ZAR	15,664,262
Fuli	185	ZAR	86,803,175
Wel	167	ZAR	758,656,213
Res	161	GBP	444,287
Cot	136	GBP	633,673
Huc ...	109	ZAR	4,942,666
Brit	93		

Selected Curr Pair

All pairs selected


Valufin
Overview
Details
Back
Reset
Definitions
Transaction Date
01/01/2019
31/12/2020
Turnover Deal GBP Value
No. of Deals
£4M
£2M
£0M
50
0
Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr May Jun Jul
2019
2020
Currency Pair | No. of Deals | Ave Deal Size (Primary Val) | W Ave Deal Rate
USD:GBP | 633 | 72,260 | 1.3305
USD:USD | 27 | 19,048 | 1.0000
USD:ZAR | 19 | 99,961 | 16.0437
EUR:GBP | 17 | 291,273 | 1.1692
ZAR:USD | 13 | 1,984,882 | 15.1412
CHF:EUR | 1 | 3,000 | 1.1340
Trans Code | No. of Deals
EES | 200
EESS | 153
EF | 57
ITS | 53
EDS | 47
EDSS | 42
EEFS | 41
IF | 39
ITNS | 29
IS | 19
ETS | 6
IES | 6
EDFS | 5
ETNS | 3
IDS | 3
IEFS | 3
Bank Deal Status | No. of Deals | Ave Deal Size (Primary Trans Val) | Weighted Ave Deal Rate | Turnover Deal GBP Value
S | 440 | £29,406,495
P | 169 | £6,618,966
C | 101 | £7,454,400
M | 3 | £58,248
Total | 713 | £43,538,109
Value Date
01/01/2019
31/12/2020
Turnover Deal GBP Value (Value Date)
No. of Deals
£5M
£0M
50
0
Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov
2019
2020
Currency Pair | No. of Deals | Ave Deal Size (Primary Val) | W Ave Deal Rate
USD:GBP | 680 | 74,256 | 1.3322
USD:USD | 27 | 19,048 | 1.0000
USD:ZAR | 20 | 100,963 | 16.0787
EUR:GBP | 19 | 307,310 | 1.1692
ZAR:USD | 14 | 2,003,196 | 15.0692
CHF:EUR | 1 | 3,000 | 1.1340
Trans Code | No. of Deals
EES | 214
EESS | 153
EF | 88
ITS | 53
EDS | 50
EDSS | 42
EEFS | 42
IF | 39
ITNS | 29
IS | 19
IES | 8
ETS | 6
EDFS | 5
ETNS | 3
IDS | 3
IEFS | 3
Bank Deal Status | No. of Deals | Turnover Deal GBP Value (Value Date) | Ave Deal Size (Primary Trans Val) | Weighted Ave Deal Rate
S | 485 | £33,579,662
P | 174 | £7,117,792
C | 102 | £7,467,135
M | 3 | £58,248
Total | 764 | £48,222,837

Other Reports

Accounting
Profit and Loss
Cash flows
CFC statements
Balance sheet
Realised values
Unrealised
Profit per Invoicing

Risk Management
Benchmarking
Open Position
Open Time windows
Currency pair matching
Base currency net positions
Order management
What If Analysis

Operations
Bank Deals
Exposures
Maturities
Orders
Invoices
Customer / Supplier
Reconciliation support

Senior Level Reporting
Finance Head
Board
Year end
Auditors

Pricing of FRM

- **Effectively priced**
- **No hidden costs**
- **SaaS fee includes all upgrades**
- **Components that determines the monthly retainer:**
  - Basic SaaS Fee
  - Group or Company Level
  - Number of Companies
  - Number of Business Units
  - Number of Users
  - Permission combinations
  - Reporting combinations
  - Dashboard

frm
forex risk manager

In Summary

- FRM is your right hand support for all of the team
- Meaningful information for operators, managers, oversight, decision making to Board
- Constant upgrading of the system with our own developers
- Bespoke requests handled at no charge
- You have full visibility of the “truth”
- All questions answered

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Registered in England No. 4764899