



Aspect Client Background

The Singapore-based energy trading arm of the giant Japanese-owned, \$74Bn Mitsubishi Corporation, imports and trades crude oil, petroleum products, LPG, carbon products and derivatives internationally, and regionally across south East Asia. It works from its Singapore base and through offices in Tokyo, London and Houston. Energy trading is part of Mitsubishi's Energy Business Group which has operations worldwide and focuses not only on traditional energy-related activities but also on finding ways of using energy more efficiently while protecting the natural environment.

Global



Crude Oil,	
Why Aspect:	
Limited IT/Cloud	
Real-time P&L	
Risk Controls	
Quick Deploy	
Integrated	

Challenges

- Growing trading volumes mandated a move away from spreadsheets.
- Increasing need to capture deals and manage risk.
- Support for 24+ traders in Singapore.
- With full visibility from Tokyo, London and Houston.

Solutions



Deployed across all four Mitsubishi trading locations, AspectCTRM has replaced a spreadsheet-based system that was beginning to crack under the pressure of a mounting number of trades. It is now doing a very efficient job of managing the risk implicit in buy/store/sell/ship trades of physical products, and associated trades of derivatives for hedging.

- Cloud based deployment avoided need for hardware, software and internal IT resources.
- So convincing that a short trial turned into a full deployment.
- Traders fully migrated from spreadsheets in just four weeks.



In 2014, Mitsubishi, a long-time customer of Aspect, further entrusted its trade, risk and operations business by increasing its contract value by 24%, and extending its long-standing commitment by several more years. Mitsubishi added users and is taking advantage of new and upgraded physical operations and reporting tools now available in AspectCTRM, and relies on it for its physical crude oil operation globally.

"The pattern of our business has evolved with the times over the past several years, as we've been forced to do more position taking in combination with hedges to mitigate risk. AspectCTRM helps us understand our exposure, and reduce risk as our trading volumes and administrative tasks increase. It lifts the burden through automation providing, integrated transparency across several geographical locations in real time," says Mitsubishi Risk Management Director Robert (Tony) Nunan.

"And the cloud model works for us. We started a few years ago with a one month trial, and by the end of the four weeks, our traders were inputting actual trades populated with current positions," Nunan added. *"From there we've continued to grow with the solution, without the costs and infrastructure required from traditional trade and risk software."*

"As volumes increase, so too does the clerical workload and any mistake propagates across multiple worksheets. We felt we needed an automated solution that lifted this burden, that is fully integrated and that gives full transparency across our global operations."

Robert Nunan, Mitsubishi Energy Business Group.

About AspectCTRM

AspectCTRM is a unified solution for traders, risk managers, operations staff and back-office personnel that supports a wide range of functions from trade capture, managing positions and exposure to logistics, scheduling and accounting. One of the many benefits of AspectCTRM is its modular build. It allows companies to integrate only the major components needed without having to replace existing investments in software that are working. It uses On-Line Analytical Processing (OLAP) technology to enable 'slice and dice' reporting for quick data analysis.

Core Functions Deployed:

- Real-time deal capture, position keeping, mark-to-market.



- Integration with market data aggregator.
- Physical supply chain functionality for managing operations.

Key Benefits:

- Traders praise AspectCTRM for its intuitive user interface.
- Pressure on manpower reduced.
- Big improvement in accuracy of position management.

Technology

AspectCTRM is deployed Software-as-a-Service (SaaS) in the cloud. It's fully web-based and accessible to users online. Enhancements and upgrades are deployed quietly in the background and never interrupt business. There are no costs for hardware, or maintenance for the client, as it's maintained as a fully secure, web-based service by Aspect's experience team of analysts and engineers.



Aspect is a leading global provider of multi-commodity trade, risk and operations management solutions delivered Software-as-a-Service (SaaS) in the cloud. With almost 500 customers in 90 countries, it's one of the fastest growing providers with rapid deployment, affordable subscriptions, and immediate ROI for all size companies. Solutions include AspectCTRM, a full-featured commodity trading and risk management enterprise suite for front, middle and back office. It's available in three editions: Lite, Standard and Enterprise, expanding in functionality according to the needs and budgets of clients. Aspect is the only ETRM/CTRM solutions provider with market data and analytics tools delivered with its trade and risk functions on the same platform. This provides users with a seamless packaged solution beginning with pre-trade pricing analysis and market assessments via AspectDSC. Aspect's solutions are available on desktop, tablets and mobile devices and through its new Aspect Partner Program (APP).