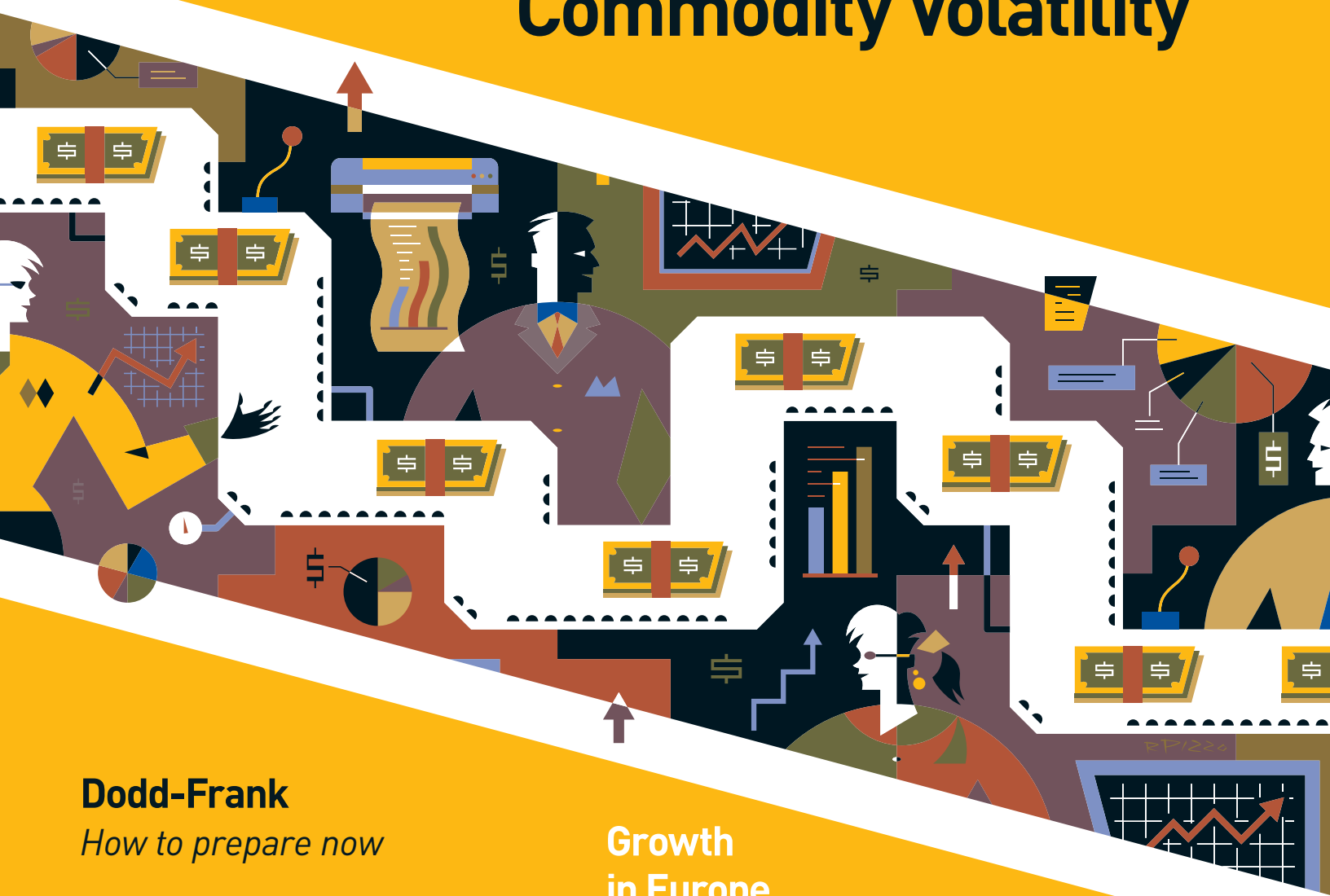


TRIPLE POINT
TECHNOLOGY

TO THE POINT

BOARDROOM BUZZ: Commodity Volatility



Dodd-Frank

How to prepare now

Gartner Names

Triple Point Leader

Growth

in Europe

Key Customers Answer

What keeps them up at night?



Peter F. Armstrong
 Founder and CEO
 Triple Point Technology

Rapidly rising and volatile commodity prices can harm profitability, shareholder value, and credibility with analysts. These challenges — historically a Purchasing Department purview — are now getting the attention of CEOs and CFOs.

The traditional methods of handling rising raw material and energy costs, such as substituting cheaper materials in products and raising prices, might prove necessary but do not take advantage of commodity management best practices to optimize margins. For organizations to be successful, the approach used by the Purchasing Department must be revamped from static “buy to budget” to a more proactive “market-based” procurement and risk management program.

Executives across industries, including food and beverage, consumer products, industrial manufacturing, and transportation, are critically aware that market share could be lost to competitors with a better strategy for mitigating the risk of high and volatile commodity prices. Earnings forecasts are under tremendous pressure due to commodity cost increases over the last year — corn 106%, coffee 126%, silver 137%, and cotton 92% to name just a few.

The Dodd-Frank Wall Street Reform

“The landmark Dodd-Frank Wall Street Reform and Consumer Protection Act will fundamentally change the financial regulatory framework in the United States. As transparency remains a key regulatory theme, real-time access to data across multiple risk centers will be vital.”

— Mike Zadoroznyj, VP, Treasury and Regulatory Compliance, Triple Point

DODD-FRANK CHANGES THE DERIVATIVES LANDSCAPE

Weighing in at more than 800 pages and signed into law in July of 2010, the Dodd-Frank Act (DFA) has been described as the most sweeping set of banking reforms since the Great Depression. Unquestionably it will change the landscape of derivatives trading in significant ways.

Dodd-Frank requires swap counterparties to report transaction data to SDRs (Swap Data Repositories) or, if no SDR will accept the information, to the CFTC or SEC as appropriate for the type of swap. Even if an organization is armed with an end-user exemption, it may still be required to report this activity depending on the classification of its counterparty.



➔ Continued on page 16

- PepsiCo, Kraft Foods, and Campbell Soup Company have already lowered earnings guidance for 2011 due to rising costs.
- During a recent call with investors, Procter & Gamble CFO, Jon Moeller, said the impact of commodity costs on his business was double what the company expected at the beginning of the year.
- CEO Wesley R. Card of Jones Group, the company behind Anne Klein, Nine West, and other brands, is under tremendous market pressure as cotton prices have increased over 90%.

The right strategy and systems to mitigate commodity and energy exposure can have a huge impact on the bottom line. A recent study by Accenture found that companies applying risk management practices to raw material and commodity purchasing saved up to 3% of total costs — which can translate to an increase of 60-85% in profits.

There are other options than raising prices and cutting costs; it's time for manufacturing companies to utilize new commodity management strategies.

I founded Triple Point 18 years ago, and I've seen commodity trends come and go. Today if I could offer one piece of advice to manufacturing organizations it's to adopt the sophisticated commodity management systems that energy and commodity trading organizations are using — and do it fast. High commodity prices and volatility are not a wait-and-see-problem. It's the new reality. Early adopters of Triple Point's flagship commodity management platform are already gaining competitive advantage; don't get left behind.

Please enjoy this issue of *To the Point*.

Leading Global Organizations Choose Triple Point

Triple Point continues to experience dynamic growth fueled by new market penetration, product innovation, and customer satisfaction. The company gained 41 new-name global customers in 2010, spanning commodities, product areas, and industries. Select customers include:

Alta Mesa

Alta Mesa Holdings

licensed Triple Point's fair value disclosure solution to perform independent, credit-adjusted mark-to-market and fair value level assignment for its energy derivative transactions.

BEUGA GROUP

Beluga Shipping GmbH,

the world leader in heavy-lift shipping, licensed Triple Point's chartering and vessel operations solution to manage pre- and post-fixture activities for its heavy-lift transport operations.

freepoint commodities

Freepoint Commodities,

a newly founded energy merchant with over \$300 million in equity capital, licensed Triple Point's commodity management platform to support trading and marketing of natural gas and power in North America. Solution areas include: multiple commodities, vessel operations, credit risk management, treasury and compliance, and market connectivity.

➔ Continued on page 5

Commodity Management for Automotive Manufacturers and Suppliers

Manage volatility, reduce risk, preserve margins, and ensure compliance

Discover how Triple Point's Commodity XL™, the leading commodity and enterprise risk management platform, is helping Industrial Manufacturers to preserve margins by approaching commodity procurement differently – and more proactively – than ever before.

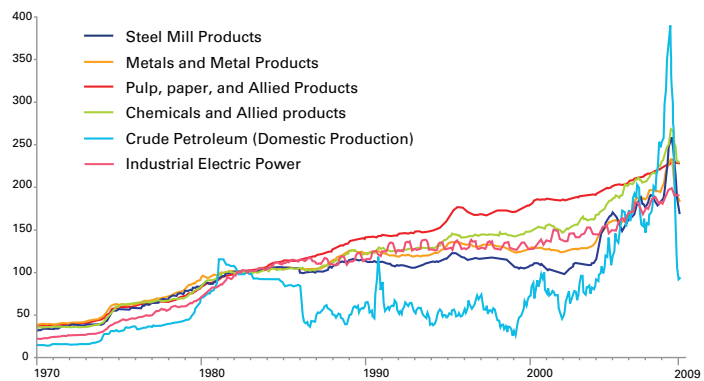
➔ Read the full solution brief at tpt.com/2011/auto.asp



Unprecedented Margin Pressures Due to Rising Commodity Prices & Volatility

The focus for supply chain groups over the last 15+ years has been on efficiency and speed. Manufacturing and supply chain techniques were introduced to eliminate waste, reduce inventory, and improve quality. On one hand this has reduced costs and opened new markets but on the other hand it has significantly limited the ability of businesses to handle unforeseen shocks to the system such as sharp raw material volatility.

Increasing commodity price volatility



➔ Continued on page 6

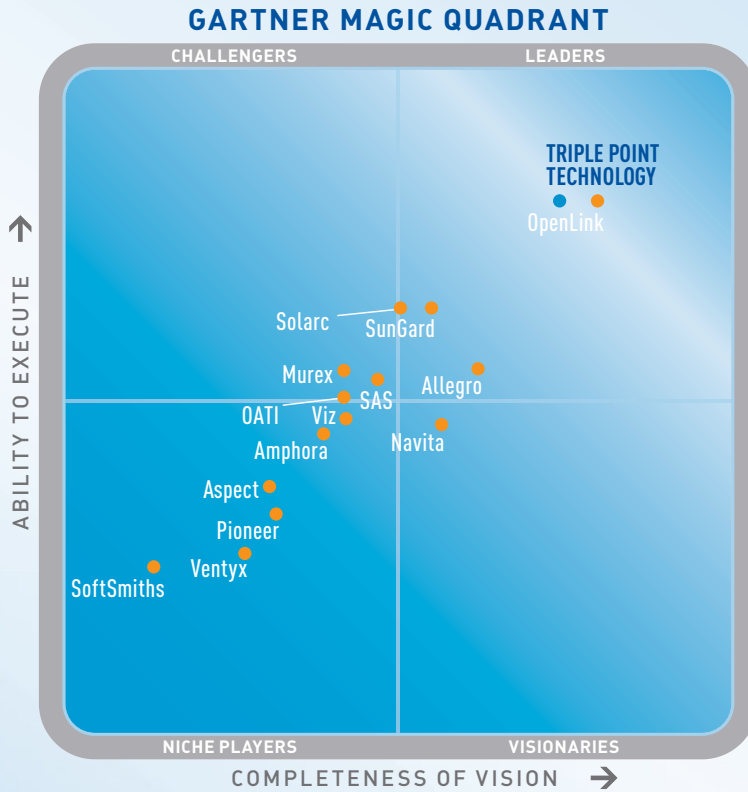
- 2 From the Desk of the CEO
- 2 Dodd-Frank Wall Street Reform
- 3 Commodity Management for Automotive Manufacturers
- 3 Leading Global Organizations Choose Triple Point
- 4 Gartner Names Triple Point Leader

- 8 Record Growth for Credit and Treasury Solutions
- 9 On the Road with Wah Chu
- 10 Q&A with Industry Leaders
- 12 Top Risk Management Webinar Series
- 13 Triple Point Wins Commodity Management Awards

- 14 Growth in Europe
- 15 Sam Vann: How'd You Get Here?
- 18 Triple Point Gives Back
- 20 About Triple Point

Gartner Names Triple Point to Leaders Quadrant for 3rd Year

Triple Point noted for strong growth and deep functionality



Source: Gartner (March 2011)

About Gartner, Inc.

Gartner delivers technology-related insight for its clients to make the right decisions every day. The world-leading information technology research and advisory company is the indispensable partner to 60,000 clients in 11,000 distinct organizations.

To derive the Magic Quadrant, Gartner evaluated 15 of the world's leading ETRM platform providers on two axes: "Ability to Execute" and "Completeness of Vision."

Triple Point Strengths

Triple Point was recognized for several strengths including:

- Extensive range of functional coverage in all aspects of energy/commodity trading and risk management
- Most comprehensive solutions for credit and regulatory risk
- Strong growth in energy markets for the last 3 years
- Broad range of deployment options including ASP and a quick-start "lite" solution
- Global market coverage and support
- Unique endorsed-business solution for commodity management with SAP

"The ETRM platform market continues to be influenced by a number of factors including responding to tightening regulatory and legislative reporting requirements."

— Gartner ETRM Magic Quadrant, 2011

"In today's business landscape of extreme price volatility, stringent regulatory compliance requirements, increased counterparty credit risk, and complex logistics, a breadth of industries now view Triple Point's commodity management platform as a strategic necessity rather than a luxury."

— Peter F. Armstrong, Founder and CEO, Triple Point

Leading Global Organizations Choose Triple Point Continued from page 3



Gavilon Group, formerly ConAgra Trade Group, extended its relationship with Triple Point across Credit Risk and Analytics. Gavilon trades with thousands of counterparties in grains, oils and fats, dairy products and ingredients, petroleum, natural gas and NGLs, renewable fuels, and fertilizers.



General Mills expanded its relationship with Triple Point and licensed additional solutions for oil, refined products, and natural gas. Early in 2010 General Mills licensed Triple Point's SAP-endorsed commodity management solution to optimize commodity management across agricultural raw materials and protect supply chain margins.



Hamburg Bulk Carriers licensed Triple Point's chartering and vessel operations solution to manage pre- and post-fixture activities for its dry bulk shipping operations.



HPCL-Mittal Energy licensed Triple Point's commodity management platform to manage crude supply and product marketing, logistics, and compliance with IAS 39 (IFRS 9) disclosure and reporting.



Hunt Oil Company licensed Triple Point's hedge accounting and fair value disclosure software to manage compliance with ASC 815 (FAS 133) and ASC 815-10 (FAS 161) disclosure and reporting, perform credit-adjusted mark-to-market, and provide fair value level assignment ASC 820 (FAS 157) for interest rate hedging.



Iberdrola Renewables expanded its relationship with Triple Point and licensed an additional solution for fair value disclosure to manage compliance with international IFRS 7 disclosure and reporting.



Klesch & Company expanded its relationship with Triple Point across European power, European gas, oil, and metals.



KVB, India's leading private sector bank, licensed Triple Point's commodity management solution for precious metals to control commodity price volatility in its newly established bullion business.



Louis Dreyfus Highbridge Energy LLC (LDH Energy) expanded its relationship with Triple Point and licensed an additional solution for ICE confirmation management in support of its U.S. trading business. Early in 2010 LDH Energy licensed Triple Point's commodity management platform to manage commodity trading and risk.



Magellan Midstream Partners licensed Triple Point's commodity management platform for oil and refined products, as well as treasury solutions for hedge accounting ASC 815 (FAS 133), ASC 815-10 (FAS 161), and fair value disclosure ASC 820 (FAS 157).

Continued on page 7

Commodity Management for Automotive Manufacturers and Suppliers Continued from page 3

The New Normal — Volatility, Volatility, Volatility

Global supply chains are now faced with unprecedented commodity volatility. Old strategies such as building inventory when prices are low for use when prices rise are dated and not realistic. Profit margins — and the executives charged with preserving them — are coming under fire like never before. In the past, commodity price increases were typically associated with supply-side crises and were relatively localized and temporary. But today, commodity price increases and volatility are linked to several longer term demand-side trends such as the rapid growth of non-OECD countries that have a seemingly insatiable requirement for all raw materials. Analysts generally agree this demand-side growth is here to stay for the foreseeable future. With a tight supply/demand equation, the slightest alteration in either demand or supply brings wild swings in commodity prices — welcome to the new normal.

“Automotive manufacturers’ end products often contain tens or hundreds of base commodities in various and often unknown quantities... Having the information and tools to expose the risks and the talent to manage the complex web of risks offers a distinctive competitive advantage.”

— Taking Control in the New Era of Price Volatility, Accenture

Solution: Profitably Manage Commodity Procurement

To preserve margins, Industrial Manufacturers must move quickly to approach commodity procurement differently — and more proactively — than ever before. While not traditionally viewed as commodity trading organizations, automotive companies can now learn from leading commodity houses and adopt new risk management processes, tools and measurements required to optimize raw material acquisition — all while ensuring compliance with the regulatory demands and hedge accounting requirements of SOX, ASC 815 (FAS 133), ASC 815-10 (FAS 161), ASC 820 (FAS 157), IAS 39 (IFRS 9), IFRS 7, and others.

Triple Point’s Automotive Industry Solution

Commodity XL provides Industrial Manufacturers with the trading, hedging, and risk management tools and practices employed by today’s leading commodity and energy trading houses. The solution balances between profitable purchasing, coverage requirements, supply chain movements, risk management policies, and accounting regulations in today’s volatile and complex environment. Commodity XL enables automotive leaders to actively manage the buying, coverage, position reporting, hedging, risk management, and regulatory compliance for commodity procurement.



ALUMINUM
(engine castings)
8%

STEEL
(frame)
29%



PLASTIC
(fuel tank)
7%

RUBBER
(tires)
73%

Source: *The Times*

A motorcycle is constructed 60% (by weight) from aluminum, 20% from steel and the remainder from a combination of plastics, rubber and other materials.

CASE STUDY: NORTON MOTORCYCLES

The Times featured a case study by Peter Stiff on Norton Motorcycles. Without question, rising commodity costs are most on the minds of manufacturers. The case study notes that for the last 18 months Norton has bought components from different suppliers because of input cost increases. Just in the last year the cost of rubber has increased by 73%. In some cases, the company is also paying more to process such materials into individual parts.

➔ [Read the full article at tpt.com/2011/norton.asp](http://tpt.com/2011/norton.asp)

“The worry for Norton, as for other manufacturers, is that these increases ultimately have to be passed on to customers and that with every cost increase to the customer, the company’s potential market decreases.”

Leading Global Organizations Choose Triple Point

Continued from page 5

MED BROKERS

Med Brokers licensed Triple Point’s chartering and vessel operations solution to manage pre- and post-fixture activities for its dry bulk shipping operations.



NFR Energy licensed Triple Point’s hedge accounting and fair value disclosure platform to manage compliance with ASC 815 (FAS 133) and ASC 815-10 (FAS 161) disclosure and reporting, and provide fair value level assignment ASC 820 (FAS 157) for natural gas and crude hedging.



OCEAN TANKERS

Ocean Tankers licensed Triple Point’s chartering and vessel operations solution to manage pre- and post-fixture activities for its wet bulk shipping operations.



Pacific Carriers Limited, the global shipping and logistics subsidiary of Kuok (Singapore) Limited, licensed Triple Point’s chartering and vessel operations and freight risk management platform to manage supply chain cost and enterprise risk for dry bulk commodities.



Petra Foods, a manufacturer and marketer of cocoa ingredients and consumer chocolate confectionery products, licensed Triple Point’s commodity management platform to optimize the agricultural supply chain, as well as treasury solutions for IAS 39 (IFRS 9), Interest Rates, and Foreign Exchange.

➔ Continued on page 17

Record Growth for Credit Risk Management and Treasury Compliance Solutions

CREDIT RISK MANAGEMENT

Triple Point's Commodity XL™ solution suite for credit risk management chalked up a record number of new customers, expanded licenses, and customer go-lives in the last twelve months and shows continued momentum across solutions and geographies.

New Customers

Gavilon, World Fuel Services, CIMA Energy, Suncor, Regency Gas, Xcel Energy, LDH Energy, Freepoint Commodities, PETRONAS Energy Trading

Expanded Licenses

Williams, ERCOT, Energy Transfer, NYISO

Upgrades

BG Group, Energy Transfer, Dynegey, FirstEnergy

Go-Lives

EGL Trading AG, PPL, Cargill, Glencore, Electrabel, Alpiq, Gavilon, Bruce Power, The Energy Authority, World Fuel Services, Suncor, CIMA Energy

"The technology market to manage credit risk; operational risk; and governance, risk, and compliance (GRC) will grow to \$4.3 billion by 2013."

— Chartis Research, RiskTech100™

IMPLICATIONS OF DODD-FRANK ON CREDIT RISK

New rules on central clearing, position limits, and margining have the potential to significantly increase the cost of hedging and reduce the availability of credit.

Is your organization prepared for the New Rules of Credit Risk Management?

Internal Scoring

Refrain from relying solely on credit rating agencies. Internal models can be more accurate.

Monitoring

Monitor cash flow risk and exposure. Increasing capital requirements makes it more important than ever to mitigate risk and seize opportunity.

Margining

Practice robust collateral management. With the proliferation of margining — active and accurate cash management is critical.

Reporting

Build flexible reporting infrastructure that prepares for today's uncertain fiscal and regulatory environment.

Analytics

Perform liquidity analysis with analytics. Organizations that understand the impact of capital and margin requirements on their liquidity gain competitive advantage.



TREASURY AND REGULATORY COMPLIANCE

Triple Point's global customers have accounting requirements that span various risk desks within their organizations. From commodities to treasury, Triple Point is committed to providing a single hedge accounting solution to meet those challenges. Triple Point's flagship Commodity XL™ solution suite for treasury management gained 11 new customers across energy, manufacturing, consumer products, and food and beverage; 7 expanded licenses; and 8 customer go-lives.

New Customers

World Fuel Services, Hunt Oil, Evonik, NFR Energy, Alta Mesa, Magellan Midstream, Unilever, Xcel Energy, Petra Foods, Freepoint Commodities, Peabody

Add-on Treasury Modules

Iberdrola Renewables, Scottish Power, Food and Beverage company, Newfield Exploration Company, Southwestern Energy, Atmos Energy, Puget Sound Energy

Go-Lives

Evonik, Hunt Oil, NFR Energy, Food and Beverage company, Southwestern Energy, Newfield Exploration Company, Alta Mesa, Puget Sound Energy

On the Road with Wah Chu

Triple Point's Chief Customer Officer on Tour



Wah Chu

Chief Customer Officer
Triple Point

Since joining Triple Point as Chief Customer Officer (CCO) just over a year ago, I've put in many hours and miles meeting with customers to find out what's on their minds.

To date I have met with 46 clients in 8 countries, spanning 3 continents. On the downside, I've consumed 138 cups of airplane coffee and recovered my luggage 4 times.

I'm grateful for the warm reception I've received from customers around the world. Our candid exchange has already yielded several initiatives in Triple Point and valuable input toward product direction.

CUSTOMER ENGAGEMENT:

- Triple Point has created a formal Client Satisfaction Survey to further enhance communication and open dialog. Triple Point's Executive Team will analyze the feedback to ensure its products and services are providing the most customer value.
- Triple Point launched a Customer Driven Development Portal for solutions including Credit Risk Management, Chartering and Vessel Operations, and Treasury and Compliance.
- Triple Point will present several product webinars to discuss plans for future enhancements.

"My goal is to meet with as many clients as possible to receive feedback on how our solutions can provide more value, gain a better understanding of evolving business requirements, and to share Triple Point strategy and key developments."

— Wah Chu, Chief Customer Officer, Triple Point



Triple Point sat down with New Zealand Mint and The Energy Authority to discuss how successfully managing commodity price volatility, accessing actionable information for strategic decision-making, and ensuring an environment of holistic risk management are all key contributors to operating a profitable organization.

New Zealand Mint's Michael O'Kane

We're still years away from gold supply increasing to meet demand levels

Q *How does precious metals volatility today compare to the last few years?*

Michael O'Kane During the financial crisis in 2008 we saw the price for gold jump by over \$50 in an hour, which is generally unheard of. A comparison to this would be during the oil crisis in 1980 when the price of gold increased by several hundred dollars over a period of several days. Currently we're seeing movements of up to \$30 per day as the market reacts to different events and announcements.

Q *Gold and silver have hit record highs. What are the drivers and will they continue?*

MO You've got historical drivers of supply and demand and reaction to inflation, as historically, gold is anti-inflationary. This is only part of what's driving the price of gold and silver today — everything that's been put in place for quantitative easing is, in the long-term, inflationary. Another driver is supply. Gold demand has recently increased by thousands of tons a year. Retail demand in China alone has increased by 70% from 2009 to 2010. With an average of 10 years for a gold mine to come on line, we're still years away from supply increasing to meet that demand. All of these factors lead to a huge boom in the precious metals industry.

Q *What issues keep you up at night?*

MO Security — from electronic to physical. We're dealing with hundreds of millions of dollars of products per day. Triple Point's precious metals solution enables New Zealand Mint to maintain our electronic security in trading positions: what we hold in inventory, where it is, and who's doing what with it; and physical security: where and what volumes of coins and ingots we have.



"Having Triple Point's system, almost out of the box, cover all of our business requirements and do it elegantly is very difficult to argue against."

Michael O'Kane, Head Bullion Trader, New Zealand Mint

Another factor is mitigating exposure to supply shortage. During the 2008 financial crisis, most major suppliers in the world — from the US Mint all the way to New Zealand Mint and other secondary suppliers — ran out of physical stock.



Q *Do you view Triple Point as a strategic partner?*

MO Definitely. Triple Point provides us with the ability to manage security and grow our offerings — including Minting, manufacturing, and day-to-day trading with both suppliers and clients — on one system. Triple Point is helping us increase our global presence.

Q *What were the major business drivers in moving to the Triple Point solution?*

MO Prior to Triple Point, we had five different products to handle our lines of business and security. At the end of the day, that becomes very cumbersome. Having Triple Point's system, almost out of the box, cover all of our business requirements and do it elegantly is very difficult to argue against.

Q *What are some of the tangible benefits New Zealand Mint has gained with the Triple Point solution?*

MO Before Triple Point, it took an hour or two to get a hard figure on our exposure because we were using several systems to map it. Now we don't need three people calculating what our cash or metal position is. It takes one person about two seconds. Triple Point also provides the functionality to handle un-allocated trading locally. In effect, Triple Point is helping to expand our product offering so we can conduct business in all corners of the planet.

The Energy Authority's Thomas Harvey

Technology is an underpinning of TEA's ability to operate effectively in the energy marketplace

Q *What are some of the major trends driving your industry and how do you see it changing in the next few years?*

Thomas Harvey The Dodd-Frank Act and what's happening with the CFTC is the hot topic. We're looking at our business policies and technical systems across several areas — transaction and position reporting, audit-ability, credit management, and documentation — to ensure we're ready to meet additional reporting requirements.

From an IT perspective, we see technology becoming less about automating routine tasks and processing data; it's more about mining data for information we can act on. Some of what's driving this is the world in which we live and our reliance on immediate information exchange. Technology enables us to capture and access huge amounts of data, and the ubiquitous presence of it in our lives means our workforce is increasingly more technically savvy and astute at analyzing the information available to them. Service providers that quickly provide actionable information to move businesses forward will be market leaders.

Q *What are some of the business issues that keep you up at night?*

TH Technology is an underpinning of TEA's ability to operate effectively in the energy marketplace... so we're always questioning where we should be investing our efforts and resources in terms of improving business processes. We are cognizant of how we can provide reliable, cost-effective competitive



Thomas E. Harvey
VP, Information Technology & CIO
The Energy Authority®

"It's really the whole package, Triple Point's software and people, which brings benefit."



advantages to our traders, power managers, schedulers, and analysts.

Q *What were the major business drivers in moving to Triple Point's Enterprise Solution?*

TH Having trading, scheduling, and risk management functionality on a common platform was key. Triple Point enables us to manage both transaction and decision-making information in one solution: physical and financial transactions for power, gas, and oil; scheduling; and credit risk management.

Q *In addition to your current business, how do you see Triple Point supporting TEA's future expansion?*

TH TEA represents 46 Public Power utilities throughout the United States, and we wear multiple hats to support our partners. Triple Point truly understands the complexities of our business, and this provides great peace-of-mind. With Triple Point, we have the infrastructure in place to support our business strategically, now and in the future. If you really look at what TEA offers, a cornerstone of our business is risk management. The value that Triple Point provides in our risk management practice will continue to be a contributor to our success.

Q *What have been the biggest benefits of implementing the Triple Point solution?*

TH I'd be remiss in not mentioning the exceptional Triple Point staff we work with. Our success with the implementation of Triple Point's commodity management and credit risk platform is built upon the dedication of some very smart, hardworking individuals. Triple Point provides an outstanding implementation team and superior customer support. They've been invaluable in educating our team on the inner workings of the Commodity XL™ product and have been fully engaged in helping craft solutions for our unique requests. It's really the whole package, Triple Point's software and people, which brings benefit.

Triple Point Presents: Best Risk Management Series

Focus on Dodd-Frank Wall Street and Consumer Protection Act

Dan Reid

Vice President
Credit Risk Division
Triple Point



IMPLICATIONS OF FINANCIAL REFORM ON CREDIT RISK

Tips to Prepare for the Dodd-Frank Act

The Dodd-Frank Act is having a dramatic impact on energy and commodity credit risk. New rules on central clearing, position limits, and margining have the potential to significantly increase the cost of hedging and reduce the availability of credit.

Dan Reid, Triple Point's VP of Credit Risk, explained how the new financial reform law will impact credit risk and what organizations must do now to meet growing regulatory demands.

Attendees:

- Learned highlights of the Dodd-Frank Act and implementation timeline
- Discovered the impact of regulatory changes on credit risk management
- Heard what an increase in central clearing means for derivatives trading
- Gained strategies to meet growing margining and liquidity requirements
- Learned how to reduce reliance on credit rating agencies
- Viewed tools to dramatically improve accuracy and speed of cash flow reporting

Mike Zadoroznyj

Vice President
Treasury and Regulatory
Compliance
Triple Point



PREPARE FOR FINANCIAL REFORM NOW

Strategies and Systems for the Commodities Markets

The new Dodd-Frank financial reform law is not isolated to banks and will dramatically alter the landscape of energy and commodity trading and hedging.

Mike Zadoroznyj, Triple Point's VP of Treasury and Regulatory Compliance, summarized what proactive steps organizations must take to ensure they have the IT and reporting infrastructure in place to handle new rules on position limits, central clearing, margining, and more.

Attendees:

- Gained first-hand knowledge on how the law will impact the future of commodity trading
- Heard key steps to prepare for regulatory changes
- Learned highlights of the Dodd-Frank Act and implementation timeline
- Discovered how to evaluate if their IT systems would fail to meet new rulemakings
- Viewed must-have solutions that provide real-time position reporting and active capital management

Be sure to read Mike's Dodd-Frank article beginning on page 2.



MISSED THE LIVE WEBINARS?

To listen to all of Triple Point's complimentary webinars — please visit tpt.com/2011/webinars.asp

Triple Point Places First in Commodity Management Awards

Noted for product innovation and leadership

Triple Point was honored in two categories in the Commodity Business Awards (CBAs); Excellence in Commodity Logistics and Commodity Trading and Risk Management (CTRM). The awards illustrate the depth and breadth of Triple Point's multi-commodity software platform.

"Over the last decade, commodities have moved from a niche to a mainstream investment opportunity."

— Guy Isherwood, Awards Patron and Publisher/
Editor, *Commodities Now* magazine

Triple Point Leads Global Commodity Markets

Triple Point provides global markets with the leading logistics platform, including solutions for commercial vessel operations, power and gas scheduling, and physical operations to control the movement and storage of bulk commodities. Triple Point's record new-name customers and expanded licenses across its logistics platform underscored the company's unmatched ability to provide access to real-time views of each stage of the physical commodities process — from demand analysis to delivery.



L to R: Gyles Brandreth, celebrated British author and Master of Ceremonies, Roger Walton, VP of Sales – EMEA, Triple Point, and Ewan Lacey, Awards Director

"Physical delivery creates a whole new set of implications and challenges, especially given the fact that physical supply chain management brings with it complex organizational problems — something recognized but not always fully understood."

— Baringa Partners, *Commodities Now* magazine

Triple Point's advanced solutions for scheduling, logistics, and commercial vessel operations profitably manage the unique operational requirements of power, natural gas, liquids, bulk, and packaged commodities. These solutions supply real-time information to traders, schedulers, risk managers, and administrators to successfully manage commodity volatility and ultimately ensure a profitable supply chain.



Triple Point Gains Market Share in Europe

Leads European Energy and Commodity Markets

Triple Point saw strong growth in EMEA throughout 2010 and continues momentum in 2011. New customers include: Gunvor International (energy trading); Vattenfall (power generation); United Arab Chemical Carriers (transportation); Viterra (agricultural supply chain); Unilever (consumer products); Saras (refining); Evonik (chemicals and energy); and PETRONAS Energy Trading (energy trading).

Triple Point installed solutions for 19 customers across all product lines, in countries including Germany, Switzerland, Greece, South Africa, Monaco, and Cyprus to name just a few.

The company expanded its European presence with new R&D and support centers in Geneva and Vienna and professional staff growth of more than 75%.

“Energy and commodity markets have never been more complex and volatile. Add the regional and regulatory requirements native to Europe, and the need for sophisticated commodity management just goes up. Triple Point is well positioned in local expertise and product breadth to provide its customers with the cutting-edge and innovative solutions required to succeed in fast-moving European markets.”

— Roger Walton, VP of Sales – EMEA, Triple Point

TRIPLE POINT PROVIDES LEADING SOLUTIONS FOR EUROPEAN ENERGY MARKETS

European Power and European Gas

Triple Point launched solutions for European power and European gas, providing expanded and integrated functionality across trading, pricing, position management, valuation, scheduling/nomination, transmission, confirmation matching, and settlement for UK and Continental European power and gas markets.

Triple Point’s seamless integration between Commodity XL™ and its module for electronic confirmation management further facilitates straight-through processing and eliminates integration cost and risk, all while complying with EFET standards.

The European Power and Gas solution suite leverages Commodity XL’s base functionality for front, middle, and back-office, while augmenting it with localized functionality for the UK and Continental European power and gas markets.

Emissions

Triple Point’s flagship solution manages the full scope of emissions trading and management across all regulatory and compliance schemes and provides what-if scenario analysis to optimize abatement strategies, fuel switching alternatives, and trading programs.

e-Back Office for EFET and ICE confirmation management

Commodity XL has extended straight-through processing to include electronic confirmation matching for both EFET eCM and ICE eConfirm standards. Transactions within Commodity XL can be directed downstream toward either confirmation platform.



Sam Vann

How'd you get here?

Triple Point Employee Interview

Q *You spent the first decade of your life traveling quite a bit; Thailand, Melbourne, Honolulu, and Sacramento before settling in Connecticut. What was that like?*

I moved around from necessity. I was born in a refugee camp, and my mother was always looking for a better place to bring her children. These experiences were tough, but also character building. I learned quickly to adapt to new environments and forge lasting friendships — skills that have served me well.

Q *How did you come to work at Triple Point?*

During college I needed to make some money to keep social activities flowing. After one failed business for sports products, I started building websites. After I graduated... I was still at it! When the tapping of my mother's foot played on me like Poe's *The Tell-Tale Heart*, I started working with recruiters. Triple Point's entrepreneurial environment, corporate vision, and multi-career path were a perfect fit for me, and retrospectively, a great decision.

Q *Anything memorable about your interview?*

One of the engineer's gave me a brainteaser: How would you determine why a certain light bulb in your house didn't work? I said everything from checking the circuit breaker to the light bulb filament. Each answer met with a shake of his head. Finally I told him I'd call an electrician.

Q *What are your responsibilities in Sales Consulting for the EMEA region?*

As an industry solution expert, my role is to match the needs of our potential clients with the breadth and depth of

our Commodity XL™ Platform. I'm always focused on how our solutions can deliver business benefits, and I make sure the prospect understands this at both an intellectual and emotional level. This could take the form of technical architecture, functional, and executive KPI aspects. As the relationship progresses, Sales Consulting conducts product demonstrations, often diving deeply into functionality, as well as business case development, best practices workflow creation, and sharing customer reference success stories. Our early participation in the evaluation process helps demonstrate why Triple Point is the best strategic partner for the prospect.

Q *What are some of the observations you've made working in the States versus Europe?*

I really noticed how engaged and active customers in Europe are. Day and night they find me (sometimes at great lengths) to get their questions answered. I admire that kind of dedication and enthusiasm. It makes me work a little harder to make sure they're satisfied.

Q *I've heard you're a fan of extreme sports... have any of these skills come into play at Triple Point?*

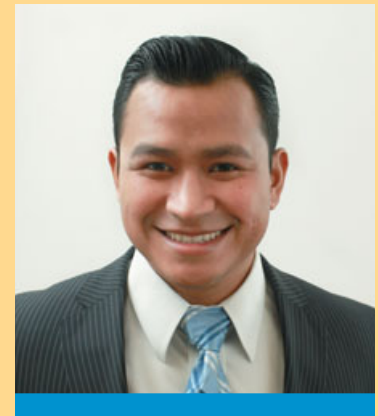
Rumor has it that I once helped close a new license with a well-placed challenge to arm wrestle. I won't confirm or deny.

Q *If you weren't a Sales Consultant, what would you be?*

A cage fighter. Unfortunately (or fortunately) I'm claustrophobic, so I've had to make my mark fighting commodity risk. I'm enjoying every moment.

BREAKING NEWS:

Sam just chalked up his first customers as a Sales Consultant by helping to sign Saras, a leading refiner headquartered in Milan, and PETRONAS Energy Trading, the European trading arm of Malaysia's national oil company. Congratulations!



Sam Vann

Sales Consultant – EMEA, Triple Point

"Our early participation in the evaluation process helps demonstrate why Triple Point is the best strategic partner for the prospect."

VITALS

Alma mater:

Lehigh University

Years at Triple Point:

Almost 7

Favorite color:

Black. It's the color that absorbs all others. Plus, it never goes out of fashion.

Favorite candy:

Baby Ruth. The combination of peanuts, caramel, and nougat just gets me.

Last book read:

First Lessons Ukulele

Favorite sport:

Brazilian Jiu Jitsu. It's like a physical chess match with your body.

Favorite movie:

The Matrix

Best Known for:

Break dancing

The Dodd-Frank Wall Street Reform Continued from page 2

Companies trading in OTC derivatives should be auditing business policies and technical systems to ensure they are ready to meet what will surely be onerous reporting requirements:

Reporting

Both transaction and position data need to be conveyed to Swap Data Repositories near real time, requiring a highly adaptive reporting engine.

Audit-ability

With the CFTC and SEC's increased subpoena power it will be critical that systems maintain a detailed and readily available history of transaction data.

Credit Management

With credit and liquidity at the core of Dodd-Frank, organizations cannot rely solely on credit rating agencies for credit scoring. A system must provide methods of internal scoring, collateral management, and liquidity analysis to solidify an entity's credit strategy.

Documentation

Systems that provide strong documentation of trading and hedging strategies will become a necessity. It could mean the difference between being classified an end-user or a Major Swap Participant. End-users are exempt of the clearing requirements if they can substantiate that their derivatives are used to hedge commercial risk.

Triple Point Participates in CFTC Hearings

Triple Point will continue to stay at the forefront of market regulations and provide customers with fully integrated solutions to manage commodity trading, risk management, and disclosure activities. Triple Point has participated in the CFTC public hearings and roundtables to ensure that our treasury solutions maintain compliance and that our customers' concerns and interests are heard. We were particularly vocal in our opposition to any end-user exemption rule that would require the posting of margin for each derivative transaction. An exemption that merely exempts bona fide hedging activity from the clearing requirement serves as no exemption at all. In a recently proposed rule, the CFTC agreed that swap transactions used for the purpose of hedging commercial risk would in fact be exempt from both clearing and margining requirements. This is progress.

Triple Point Aligns Treasury and Credit Risk Solutions

With transparency as a core DFA principle, reporting that is efficient and configurable is a must. Triple Point's reporting capabilities are ready to provide details of trade activity and position in real time. Triple Point's hedge management solution provides the necessary documentation to support an end-user exemption election. Under the end-user exemption, companies are

exempt from the mandatory clearing requirement but they must be able to prove that the derivatives are used to hedge or mitigate commercial risk. If a company elects the end-user exemption, it must also notify the Commission of how it intends to meet its financial obligations associated with entering into non-cleared swaps.

In the bilateral transaction arena, Triple Point's credit risk management solution is well suited to track, analyze, and optimize collateral obligations, as well as report on capital adequacy.

The strength of Triple Point's solutions in reporting, hedge management, and credit risk management reduce customers' exposure to regulatory risk. As more agencies exercise their regulatory muscle, the importance of an adaptable and auditable system cannot be overstated. Triple Point is committed to building compliance solutions with that in mind.

We're ready so you'll be ready!

Mike Zadoroznyj has over 25 years of industry experience. He joined Triple Point through its acquisition of INSSINC and was instrumental in developing the company's accounting and compliance software.



Leading Global Organizations Choose Triple Point Continued from page 7



PETRONAS Energy Trading Limited, the European trading arm of Malaysia's national oil company, licensed Triple Point's commodity management platform to support its European gas trading operations, as well as new markets for power and carbon. The company also licensed solutions for credit risk and business intelligence.



Regency Gas Services licensed Triple Point's counterparty credit risk and credit scoring solution to manage credit risk processes for its growing natural gas and natural gas liquids (NGLs) business.



SABMiller licensed Triple Point's commodity management solution for logistics to optimize transportation costs and ensure the timely supply of raw materials, including barley and hops.



Saras, a leading operator in the refining sector in Europe, licensed Triple Point's SAP-endorsed commodity management solution to optimize commodity management across energy commodities and protect supply chain margins.



SOCAR Trading, a subsidiary of the State Oil Company of Azerbaijan Republic (SOCAR), expanded its relationship with Triple Point and licensed an additional solution for chartering and vessel operations. SOCAR also uses Triple Point solutions for oil, refined products, and business intelligence.



UBS, managing CHF 2.2 trillion in invested assets, licensed Triple Point's commodity management platform to manage trading activities for oil, gas, UK gas, coal, agriculture, and metals.



ULTRABULK licensed Triple Point's chartering and vessel operations solution to manage pre- and post-fixture activities for its dry bulk shipping operations, including grains, minerals, fertilizers, and steel products.



Unilever expanded its relationship with Triple Point and licensed additional solutions for hedge accounting IAS 39 (IFRS 9), ASC 815 (FAS 133), ASC 815-10 (FAS 161) and fair value disclosure ASC 820 (FAS 157). Unilever previously licensed Triple Point's SAP-endorsed commodity management solution to support the establishment of a global Commodities Buying Unit.



Viterra, the largest grain handler in Canada, licensed Triple Point's commodity management solution for logistics to manage supply chain cost and enterprise risk for its dry bulk commodities business.



Williams licensed Triple Point's credit risk management platform to manage customer default risk and credit scoring for its non-regulated and regulated natural gas businesses.



Xcel Energy, the fourth-largest combination natural gas and electric utility in the U.S., licensed Triple Point's commodity management platform to manage power, gas, refined products, and emissions trading; scheduling and logistics; counterparty credit risk; and treasury compliance.

Triple Point Gives Back to Area Communities

In tough economic times the number of people in need of food and financial assistance has increased in all of our communities. Triple Point employees lent a hand.

Triple Point Collects 500 Pounds of Food

Triple Point's Houston and Westport offices hosted food drives in November to make Thanksgiving special for those in danger of going without a holiday meal.



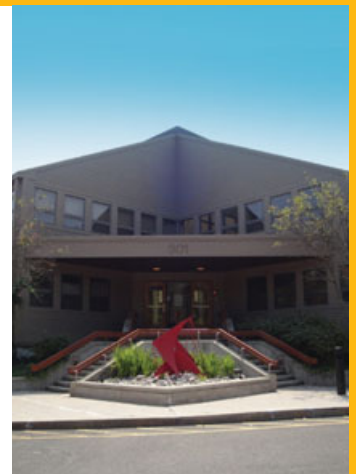
TRIPLE POINT HOUSTON

Sponsored a food drive benefiting the Montgomery County Food Bank (MCFB), a non-profit center for food distribution that transfers donated goods to 46 non-profit agencies in Montgomery County, Texas. More than 42% served by the pantries are children under the age of 18.

www.montgomerycountyfoodbank.com

TRIPLE POINT WESTPORT

Collected food for the "Thanksgiving for All" program. The program is a series of events and food drives hosted and sponsored by local civic and religious organizations, charitable foundations, businesses, media, and supermarkets which help the Connecticut Food Bank make Thanksgiving possible for thousands of disadvantaged individuals. Thanksgiving for All collected 26,503 turkeys and more than 360 tons of trimmings — enough to provide 779,503 meals for people in need of food assistance. www.ctfoodbank.org



Triple Point Donates Gifts for Children and Teens

For the last decade, Triple Point Westport has collected new toys and gifts that are distributed to children and teens in foster care during holidays and throughout the year. During the program's history, Triple Point has donated over 1,000 gifts including board games, books, puzzles, dolls, sports equipment, electronics, and bicycles.

"Close to 700 people came to either collect their gifts or to receive toys for their children. We were about to announce there were no more when Triple Point's gifts arrived — they were a Godsend."

— Saint Mary and Saint Charles Parishes





Triple Point Visits Gokul

Last year for Children's Day, employees from Triple Point's Pune office spent time with HIV-positive orphans living at a home called Gokul. The employees were so touched by the children's spirit and enthusiasm that they made a pledge to visit often — and they have.

Gokul is run by the Non-Government Organization (NGO) Manavya and provides clean and comfortable shelter, nutritious food, medical care, and education for the children, who range in age from six to nineteen.

"Manavya" — a cocoon of love

For more information about Gokul's mission and other Manavya projects, please visit www.manavya.org



"MANAVYA"

— A COCOON OF LOVE

About Commodity XL

Triple Point's Commodity XL™ is the leading multi-market commodity and enterprise risk management solution that meets all of the requirements for supply, trading, marketing, logistics, scheduling, shipping, risk management and accounting in today's volatile and complex environment: multi-commodity management, business intelligence and analysis tools for proactive decision-making, real-time integration of physical and financial positions, advanced service-oriented architecture (SOA) and comprehensive enterprise risk management covering the four key areas of exposure: market/price risk, operational risk, counterparty credit risk and corporate governance and regulatory compliance risk.



About Triple Point Technology, Inc.

Triple Point is the leading provider of software for end-to-end Commodity Management. The global company provides innovative solutions to competitively address the complex commodities value chain: buying, selling, trading, and procurement; enterprise risk management; scheduling and logistics; storage; processing; and settlement and accounting. Triple Point's Commodity Management platform enables over 260 customers in 35+ countries to profitably manage exposure to energy and raw materials across industries including energy; metals; agriculture; transportation; shipping; consumer products (CP); discrete manufacturers; and big box retailers. Triple Point was named a 'Leader' in Gartner's ETRM Magic Quadrant for its completeness of vision and ability to execute in 2009, 2010, and 2011. Founded in 1993, the company employs over 600 staff in 12 offices and support centers around the globe.

More information is available at www.tpt.com

How to Get Started

To learn how Triple Point's Commodity XL software solutions can benefit your supply, marketing, procurement, hedging or trading activities, please contact us at one of our offices below.

Corporate Headquarters

Triple Point Technology
301 Riverside Avenue
Westport, CT USA 06880
Tel: +1.203.291.7979
E-Mail: info@tpt.com

Houston

Triple Point Technology
11200 Westheimer Road
Suite 705
Houston, TX USA 77042
Tel: +1.713.334.9339
E-Mail: info@tpt.com

Parsippany

Triple Point Technology
222 New Road
Parsippany, NJ USA 07054
Tel: +1.973.244.1661
E-Mail: info@tpt.com

Europe, Middle East and Africa Headquarters

Triple Point Technology
24 Chiswell Street
6th Floor
London EC1Y 4TY
England
Tel: +44 (0)20.7065.7650
E-Mail: info@tpt.com

Cape Town

Triple Point Technology
157 Dorp Street
7600 Stellenbosch
South Africa
Tel: +27 21.883.8060
E-Mail: info@tpt.com

Geneva

Triple Point Technology
Avenue de la Gare 25B
CH-1180 Rolle
Switzerland
Tel: +41 (0)21.825.5656
E-Mail: info@tpt.com

São Paulo

Triple Point Technology
Nações Unidas Avenue,
14171, Floor 15
São Paulo, SP 04794-000
Brazil
Tel: +55.11.3568.2422
E-Mail: info@tpt.com

Vienna

Triple Point Technology
Babenbergerstrasse 9/18
1010 Vienna/Austria
Tel: +43 18 9030 4090
E-Mail: info@tpt.com

Asia-Pacific Headquarters

Triple Point Technology
C 901 Pune IT Park
Bhau Patil Road
Pune, India 411 020
Tel: +91.20.2582.1010
E-Mail: info@tpt.com

Chennai

Triple Point Technology
ESPEE IT PARK, 7th Floor
No.5 North Phase
Jawaharlal Nehru Road
Ekkattuthangal, Chennai 600097
Tel: +91.44.4217.7982
E-Mail: info@tpt.com

Singapore

Triple Point Technology
391B Orchard Road #23-01
Ngee Ann City Tower B
Singapore 238874
Tel: +65.6832.5940
E-Mail: info@tpt.com

Sydney

Triple Point Technology
Level 29, Chifley Tower
2 Chifley Square
Sydney, NSW 2000
Australia
E-Mail: info@tpt.com



To the Point is published and distributed by Triple Point Technology, Inc.

For more information, please contact Jennifer Jones at jenniferj@tpt.com.

Editorial and Production Staff

EXECUTIVE EDITOR:
Jennifer Jones

DESIGN:
Jennifer Fleischmann

©2011 by Triple Point Technology, Inc.
All rights reserved.