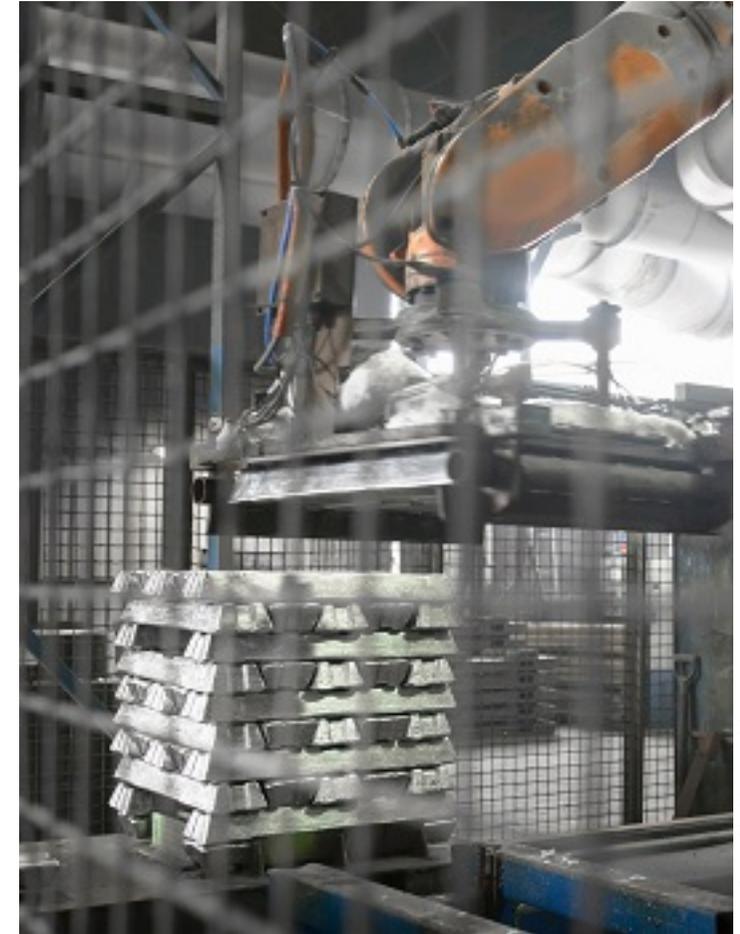


# Nizi International: Enabling Transparency and Revenue Growth with SAP® Commodity Management

Whether you realize it or not, every time you drive your car, cross over a bridge, or open your refrigerator, you are taking advantage of the base metals, ferroalloys, and foundry products that Nizi International S.A. has been trading and distributing since 1898. Dealing in such a wide range of commodities can be a challenge and legacy IT systems could not keep up with growth.

Nizi chose the SAP® Commodity Management solution to help it better manage commodity and foreign exchange risks and give it the flexibility and speed to drive new business. Furthermore, by directly linking hedging and trade analysis, Nizi can make better, faster decisions that help the bottom line. The investment really paid off when Nizi started to trade aluminum. In just three weeks, the system was configured and people were trained to start managing the new commodity.



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# Executive overview

## Company

Nizi International S.A.

## Headquarters

Capellen, Luxembourg

## Industry

Mill products – metals

## Products and Services

Distribution of base metals, ferroalloys, and foundry products

## Employees

150

## Revenue

€1 billion

## Web Site

www.nizi.com

## BUSINESS TRANSFORMATION

### The company's top objectives

- Grow revenue by expanding into new commodity markets
- Reduce commodity and foreign exchange risks
- Improve visibility and analysis on hedge and trading strategies
- Automate and accelerate mark-to-market reporting to save time and costs

### The resolution

- Adopted the SAP® Commodity Management solution, which includes applications for procurement, sales, and risk management, to replace a legacy solution that was unable to adapt easily
- Integrated commodity logistics and financial processes with price and currency risk management modules

### The key benefits

- Transparency at all levels, improving relationships with banks and principals and easing the credit process
- Direct link between hedges and trades, enabling analysis to improve future decisions and increase profits
- Flexibility and speed to drive new business with minimal end-user training
- Simpler pricing with automated currency and metal content calculation

## TOP BENEFITS ACHIEVED

# 25%

Increase in base metal trading revenue resulting from the new aluminum business

# 80%

Less time to prepare ad hoc mark-to-market reports

# 3 weeks

To bring a new commodity on board

“With our ambitions to become a leading global distributor of metals, we went for SAP as the global leader in integrated systems to get a core infrastructure in place which would support our growth.”

Ulf Berg, CEO, Nizi International S.A.

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