**PLATTS MARKET DATA — METALS**

**WHAT IS MARKET DATA?**

Market Data is the most efficient and resourceful way to receive the latest global ferrous and non-ferrous prices from Platts. The Market Data – Metals service provides you with prices from Platts (incorporating SBB) and TSI as well as third-party data. Complete and custom historical data sets are also available.

**WHAT IS INCLUDED IN THE PLATTS MARKET DATA — METALS PACKAGES?**

Platts acquired the Steel Business Briefing Group (SBB), including The Steel Index (TSI) in mid-2011. Both Market Data – Metals packages now include prices from Platts, SBB, TSI and a variety of 3rd party sources. There are two Market Data packages available:

### The Steel & Raw Materials package

The Steel & Raw Materials Market Data package includes over 850 ferrous prices including:

- Iron ore (including Platts IODEX and TSI 62% Fe iron ore benchmarks)
- Steel by Region: Asia, EMEA and Americas
- Ferrous scrap
- Ferroalloys
- Steel/ Ferrous Metals spreads
- LME Ferrous
- Non-Platts Ferrous Data
- Metallurgical coal
- Foreign Exchange data including FOREX rates

### The Metals package

The Metals package Market Data includes all of the prices in the Steel & Raw Materials package as well as over 1000 prices for:

- Light Metals
- Minor Metals
- Major Metals
- Precious Metals
- LME Non-Ferrous Metals
- Non-Platts Non-Ferrous Data including COMEX rates
- Non-Platts Ferrous Data
- Foreign Exchange data including FOREX rates

With the addition of new content, the Platts Market Data - Metals packages are a one-stop resource for you as global metals professionals for all your market data needs.

**WHAT MAKES MARKET DATA — METALS SO UNIQUE IN ITS OFFERING?**

- New packages now reflect the total Platts Market Data - Metals offering incorporating the acquisition of SBB and TSI
- These are the only packages which have the spot and historical data from both iron ore benchmarks: Platts IODEX and TSI 62% Fe prices going back to when the indices began
- Platts and TSI normalize their prices facilitating the comparison of apples with oranges
- The steel data is categorized by region (Asia, EMEA and Americas) to make it easy to analyze and cross reference geographically
- There are additional prices for steel and raw materials spreads that show the profitability of steel mills and miners when producing steel to help you build a rounder picture of current market activities
- Time and money-saving - the only other way to get these prices is to subscribe to all Platts and TSI metals products
- The data is available in multiple formats and can even be fed directly into your company systems, allowing you to quickly analyze the data and eliminate risks associated with manual data entry
**What are the benefits of a product like this?**

- Quick and easy access to all Platts ferrous and non-ferrous data in one comprehensive package. This includes both Platts IODEX and TSI 62% Fe iron ore benchmark prices.
- The ability to easily identify trading patterns and price trends to help you curve out future price movements.
- You can populate your proprietary financial models with ease and confidence.
- It’s a resource against which you can benchmark your data and keep track of how your company is performing: whether you are lagging, norming or outperforming your peers.
- You will run a very low risk of a front/middle/back office disconnect – your forward curve and spot data will be better-aligned.
- Receive information from a consistent data source which is wholly independent.
- Without it, you can be exposed to poor stock management.
- Develop a strong pricing and business strategy.
- Get a broad and impartial view of the market on a daily basis.
- Trade at the same price levels as other market participants.
- Have far less exposure to human error brought about by manual data entry.
- Validate internal/3rd party data with direct access to Platts data.
- Platts Market Data gives you the confidence to satisfy the regulators and compliance teams as they require independent data direct from the source.

**BOTH PLATTS AND TSI PRICES (INCLUDING PLATTS IODEX AND TSI 62% FE IRON ORE BENCHMARKS) ARE PUBLISHED IN BOTH MARKET DATA PACKAGES. WHAT ARE THE FUNDAMENTAL DIFFERENCES BETWEEN THE TWO INDICES?**

**End of day price vs daily average price** – Platts’ iron ore price assessments reflect the market spot price at a specified time of the day. TSI’s iron ore indices represent the average iron ore transaction spot price during the day (for the specified product).

**Price range vs single price** – Platts’ price assessments are reported as a range with a midpoint value. The high and low values in Platts range are expressed to the nearest US$0.50/dry ton. TSI indices are published singles prices, expressed to the nearest US$0.10/dry ton.

**Product specifications** – The product specification for TSI 62% Fe iron ore price has an alumina content of 3.5% whereas the Platts IODEX product has an alumina content of 2%. Also, the pricing point for TSI 62% Fe price is the Chinese port of Tianjin, whilst the pricing point for Platts IODEX is the Chinese port of Qingdao. The combination of these differences in the product specifications means the TSI 62% Fe index price structurally differs from Platts IODEX.

TSI also publishes an index with the same specification as Platts IODEX, also in both Market Data packages; the difference between this price and the Platts IODEX is a consequence of the different methodologies.

**Methodology** – Platts and TSI both gather price data from participants across the steel supply chain: distributors, producers, traders, miners, and end users. But Platts and TSI employ different information-gathering and price assessment methodologies:

Platts price assessments are derived via data gathering from market sources using traditional editorial reporting techniques, with price value published reflecting the spot market value for a freely traded commodity normalized to a published standard at a given time of day.

TSI gathers transactional data from over 570 companies who have signed a legal agreement with TSI directly. These participants are formally known as ‘Data Providers’. Their data is entered through secure automated online channels and processed using various statistical and normalization techniques to generate a volume-weighted average daily or weekly price.

**WHAT ARE THE CHANNELS AVAILABLE TO ACCESS THIS DATA?**

- Via .csv data file on platts.com
- Via .txt file from an FTP site
- Via a 3rd party vendor e.g. Thomson Reuters and Bloomberg.

**WHO ARE THE 3RD PARTY VENDORS (CHANNEL PARTNERS) THAT SELL MARKET DATA – METALS?**

- Allegro Development
- Aspect Enterprise Solutions (formerly OILspace)
- Bloomberg
- CACT
- DTN
- IHS Global Insight
- GlobalView
- Morningstar Commodity Data (formerly LIM)
WHO NEEDS MARKET DATA?

Whether you participate in the physical or financial markets, Platts Market Data – Metals is your one-stop resource for metals data.

Types of companies:
Metals and Steel producers, miners, fabricators, service centers, distributors, trading companies, financial institutions and end-users.

Types of Users:
Back and mid office: Invoicing, Settlement and Payment division, Logistics and Insurance, Compliance, Treasury dept.
Front office: Traders, Purchasing, CFOs, MDs, CEOs, Marketing and Sales, Analysts and research teams, Risk Managers.

WHAT CAN YOU DO WITH THE DATA?

Having access to all this information allows you to:

Manage your exposure
Platts Market Data helps to reduce market risk when making important trading decisions, valuing positions and analyzing data.

Mark your books
Platts covers thousands of prices providing transparency for the global metals markets.

Reduce operational risk
Set up automated feeds to ensure your trading analysis and settlements are powered by the same information across your entire organization.

Find your next opportunity
Historical and current data gives you the confidence to fuel financial models and prepare for what lies ahead.

CAN I HAVE A LOOK AT THE DATA BEFORE I DECIDE TO SUBSCRIBE?

A sample of the data is available on www.platts.com/Products/marketdatametals where you can see what one day’s worth of data looks like on your screen.

WHO SHOULD I CONTACT FOR MORE DETAILS ON PLATTS MARKET DATA – METALS?

Contact your nearest sales representative at info.metals@platts.com