



VIANT
COMMODITIES

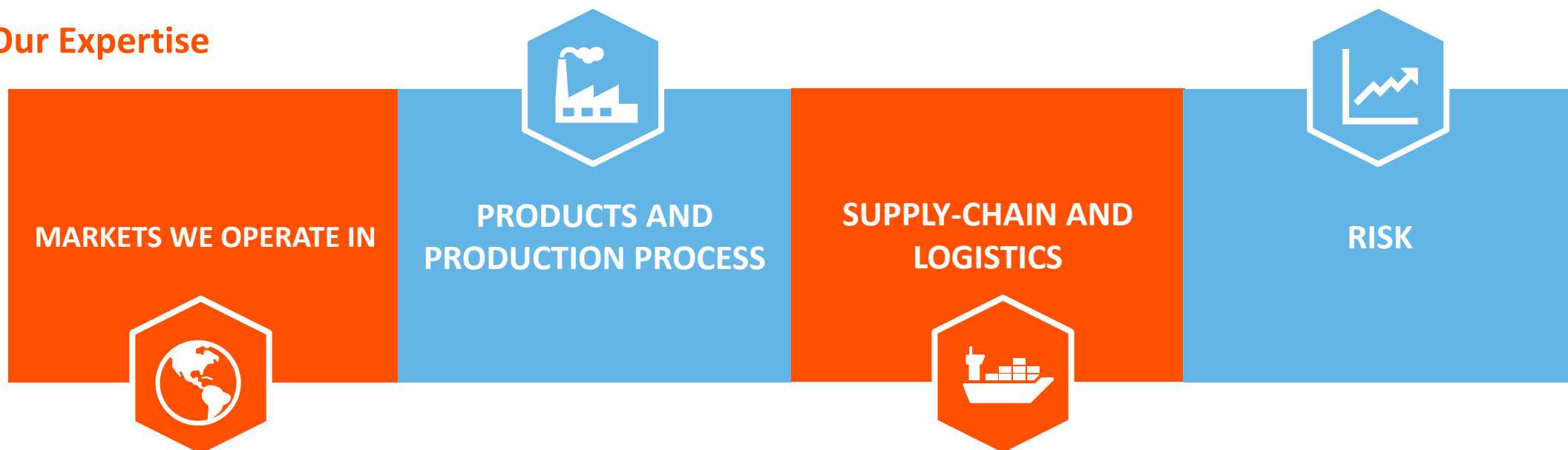
Who we are

- Viant Pte Ltd (“Viant”) is a physical trading house providing tailored solutions to suppliers and buyers globally. Incorporated on 31 May 2016 in Singapore with the support of CFPC, the company was established with a broad mandate to secure business primarily in the base metals sector.
- Since our inception in 2016, our average yearly revenue has been approximately **USD 1.2 billion**. Our Y2020 annual turnover was **USD 1.4 billion**.
- Our team of professional traders, operators and trade financiers have many years of experience in the merchant trading business, gained at large trading houses, financial institutions and mining companies alike.





Our Expertise



Our Mission

To provide a sustainable return on capital for our shareholders by using our knowledge and experience to identify and capitalize on opportunities in the market and to provide innovative solutions for our extensive network of producers and consumers.



WHAT WE DO

add value to each step in the value chain

What we do

Sourcing

- We source metals from our **extensive network of producers and specialized distributors**, we use our operational expertise to move and store these metals to deliver them to our customers when and where they need them.
- Where possible, we supply semi-refined products to smelters or refineries and pay conversion fees to further process these products into the goods our customers require.



What we do



Financing and other value-added services

- We provide bespoke **finance and risk management solutions** for our suppliers, and we act as marketing agents as well as off-takers.
- We arbitrage idiosyncrasies in the markets we operate in, whether that is trading the differences between the various commodity exchanges, premium differentials for different locations or qualities, or interest differentials. In short, **we add value to each step in the value chain.**
- **We provide** extended payment terms, options on pricing, delivery locations, delivery periods, to structure supply agreements that suits our customer's needs.

What we do



Risk Management

- We have a good track record of trading and hedging products on the LME, SHFE and other markets. **We work directly with most brokers and market makers with stable and substantial trade volume.**
- Our derivatives book is managed out of Singapore and Shanghai which covers all base metals, as well as non-ferrous futures, swaps and options, **providing hedging solutions for our own activity and offering services to our suppliers and customers.**
- **We identify and capitalize on idiosyncrasies in the markets in which we operate;** whether it is differentials in time between spot and forward contracts, in premiums between locations, in price between commodity exchanges, in interest rates between the various capital markets, or in any other differentials which we discover through day-to-day trading activities.

What we do



Supply chain and logistics

- We partner with best-in-class logistic service providers to move our products by truck, train, and vessel, efficiently, safely and cost effective.
- Through our comprehensive global marine insurance policy, our products are properly insured to cover any possible losses during transportation or storage.
- We work with reputable warehouse companies to store our metals in locations that are relevant for our customers. We ensure that the products stored are segregated from other products and clearly identifiable as ours.

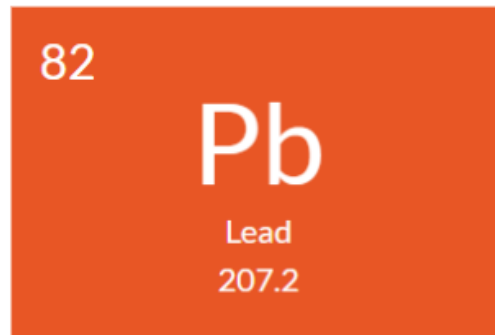
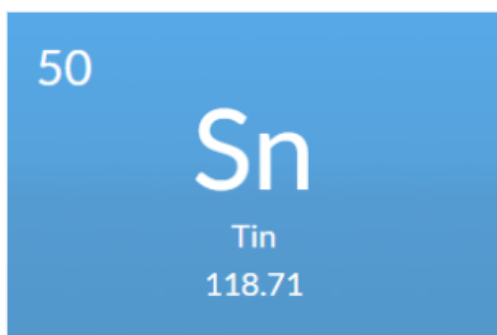
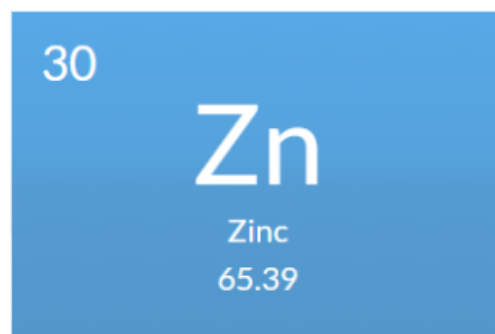
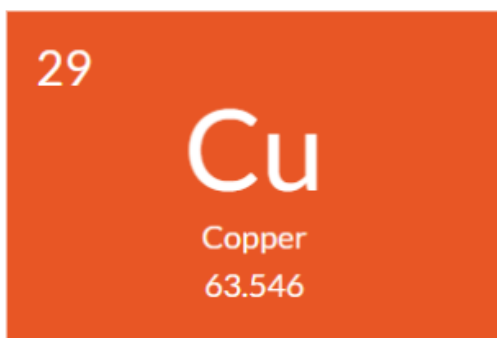


WHAT WE TRADE

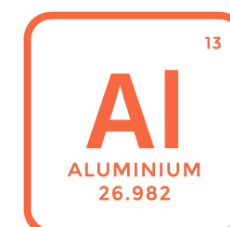
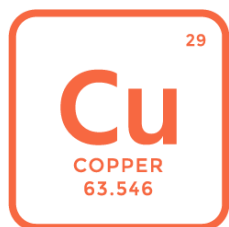
Nonferrous Metals

What we trade

We trade below Non-ferrous Metals in refined and semi-refined forms.



What we trade



- **Copper:** We source from Australia and Europe, and deliver to China, Korea and Taiwan. 95% of our traded volumes are of LME Grade A copper cathodes and balance 5% are of off-grade copper cathodes.
- **Zinc:** We source from Korea, Australia and India and deliver to major Southeast Asian countries such as Vietnam, Malaysia, Thailand and Taiwan. We trade mainly high-grade zinc ingots.
- **Nickel:** We source from Australia, Southeast Asia and deliver to Europe, UAE and mainland China. We trade mainly LME registered nickel in plates and briquettes only.
- **Tin:** We source from Malaysia and Indonesia and deliver to Europe, Singapore and North America. We trade tin and its raw material, cassiterite but also engage major mines and tin smelters for offtake and tolling service.
- **Lead:** We source lead from Middle-East, India and SE Asia and deliver to consumers. We trade lead ingots opportunistically.
- **Aluminum:** We source from Taiwan, Malaysia, Korea and Singapore and deliver to Korea, China, Thailand and Europe. (i) 95% of our traded volumes are of LME registered aluminium in ingots, t-bars and sows form and (ii) and balance 5% are of Ali alloys and various grades of aluminum.



WHERE WE TRADE

Where our strong relationships are and where we can make a real difference

Key markets we trade in

- China
- South Korea
- Malaysia
- Indonesia
- Australia
- India
- United Kingdom
- Spain
- Germany
- Netherlands



Trading with 15+ countries worldwide.



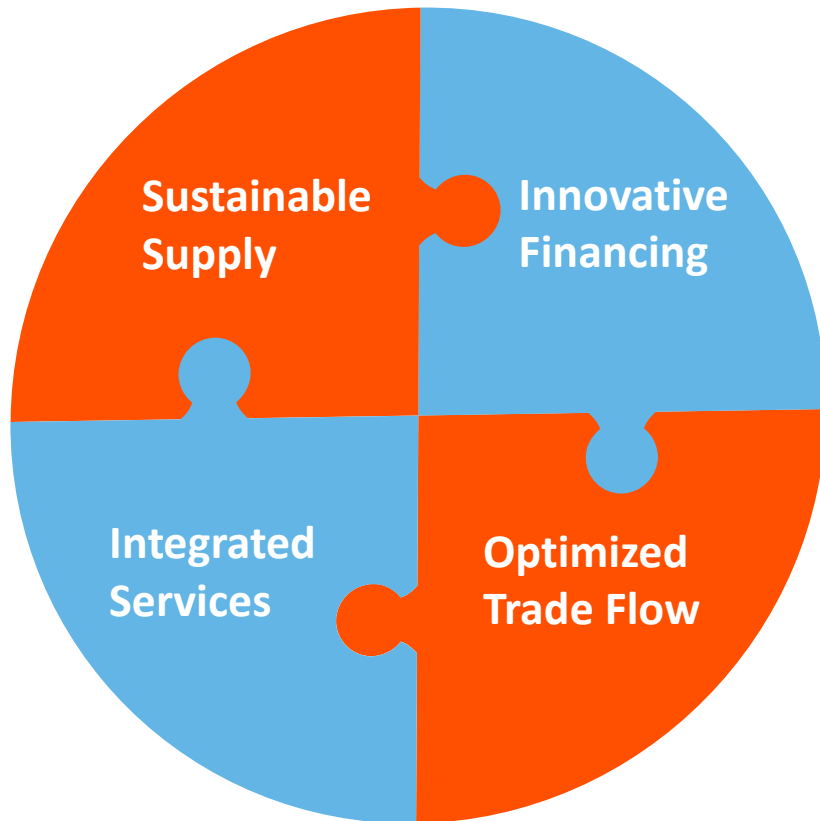
With headquarters in **Singapore** and in addition to subsidiaries establishments in **Shanghai, Switzerland** and **Hong Kong**, our global network of offices and representations allow us to serve producers and consumers around the clock.



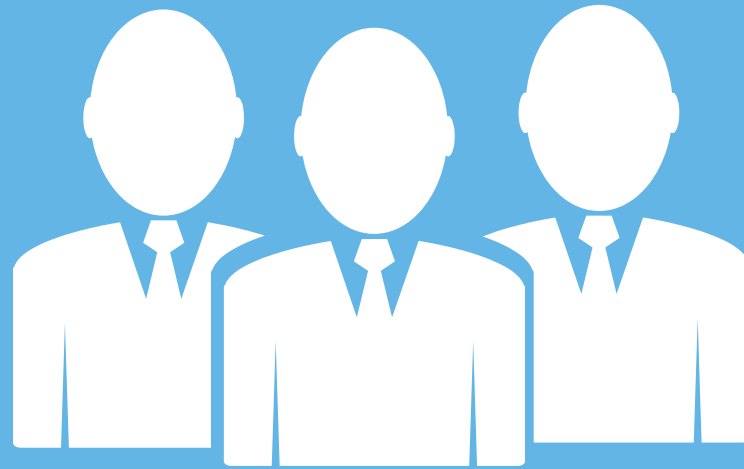


Our Value

Our Value



- Through long-term offtake agreements with our global network of producers, we secure a **sustainable supply** to our consumers.
- Through just in time logistics, through **innovative financing** and through economies of scale, we efficiently provide quality material at competitive prices.
- We focus on providing solutions for our customers through **integrated services** like finance, transport and risk management.
- Timing, location and brands are critical for producers, refiners, smelters and industrial consumers. We **optimize the trade flow** and provide one-stop service in a reliable and efficient manner.



Our Core Team

Our Core team



- Our team of professional traders and operators have many years of experience in the merchant business.
- Our Core team members are from large trading houses, financial institutions and mining companies, such as Glencore, Trafigura, Noble, Guvnor, Royal Bank of Scotland, JPMorgan, and have a combined experience more than 80 years.
- We have a proven track record of building sustainable, profitable metal trading businesses.

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