



**VIA**NT  
COMMODITIES



# Who we are

We are a non-ferrous metals merchant set up in early 2016 by its management with offices in Singapore, Hong Kong, Switzerland and Shanghai. We are expanding our presence through new offices and representations to serve our global network of producers and consumers.

Our team of professional traders and operators have many years' experience in the merchant business, gained at large trading houses, financial institutions and mining companies. We have a proven track record of building sustainable, profitable metal trading businesses.







We have a good understanding of the markets we operate in; we understand the products and production processes, we understand the needs of the producers, consumers, and merchants we choose to work with, we understand logistics, local rules and regulations and cultural differences. We understand the risks associated with the metals merchant business, such as market risk, credit risk, operational risks, the reputational risk and we know how to manage these risks.

Our aim is 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.

**VIANT**



# WHAT WE DO

add value to each step in the value chain



# What we do



We source refined and unrefined metals from where they are available to where they are in need.

We leverage our extensive suppliers network to source the metals at the best price to deliver to our customers, whether it is through spot purchase transactions or long term supply agreements.

We provide bespoke finance and risk management solutions for our suppliers and we act as marketing agents as well as off-takers.

● SOURCING

TOLLING

ARBITRAGING

VIANT

# What we do



Where possible, we supply ores, concentrates or semi-refined products to smelters or refineries and pay conversion fees to further process these products into the goods our customers require.

We arrange for finance for these converters and actively manage the market risks they face in their normal course of business, enabling these converters to focus on what they are good at.

SOURCING

TOLLING

ARBITRAGING

MOVING

VIANT

# What we do



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.

TOLLING

● ARBITRAGING

MOVING

STORING

**VIANT**



# What we do



We partner with best in class logistic service providers to move our products by truck, train, and vessel, efficiently, safely and cost effective.

Through a comprehensive global marine insurance, our products are properly insured to cover any possible losses during transportation or storage.

ARBITRAGING

MOVING

STORING

DELIVERING

**VIANT**



# What we do



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.

We have a strict warehouse onboarding process and we do regular checks of the warehouse holdings against our own records.

MOVING

● STORING

DELIVERING

# What we do



STORING

● DELIVERING

We understand that time is of the essence for our customers. Hence our operational team ensures that the physical delivery of the products and the documentation process is done in the most accurate and efficient manner.

We provide extended payment terms, options on pricing, delivery locations, delivery periods, to structure supply agreements that suits our customer's needs.





# WHAT WE TRADE

industrial metals, semi products and raw materials

# What we trade

<div>Cu</div> <div>COPPER</div> <div>63.546</div>	<div>Zn</div> <div>ZINC</div> <div>65.39</div>	<div>Ni</div> <div>NICKEL</div> <div>58.693</div>	<div>Sn</div> <div>TIN</div> <div>118.71</div>	<div>Pb</div> <div>LEAD</div> <div>207.2</div>	<div>Al</div> <div>ALUMINIUM</div> <div>26.982</div>
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Copper is one of the world's oldest known commodities and the world's third most widely used metal, after iron and aluminum, with an annual production of around 20 million tonnes.

Copper is corrosion-resistant, and is an excellent conductor of electricity and heat. It is extensively used in electrical cables.



# What we trade



Zinc is the fourth most common metal in use with an annual production of about 13 million tonnes.

Major applications of zinc include galvanizing (55%), alloys (21%), brass and bronze (16%).

# What we trade



Nickel resists corrosion and is used to plate other metals to protect them.

Its main use is in making alloys such as stainless steel.



# What we trade



Tin resists corrosion from water and is used as a protective coat for other metals. About half of tin produced is used in solder.

The rest is divided between tin plating, tin chemicals, brass and bronze.

# What we trade



Lead is a bright, soft, silvery metal with a very slight shade of blue in a dry atmosphere.

Lead is used in building construction, lead-acid batteries, bullets and shot, weights, as part of solders, pewters, fusible alloys, and as a radiation shield.

# What we trade



Aluminum is a silvery-white, soft, nonmagnetic, ductile metal and it's the third most abundant element in the Earth's crust (after oxygen and silicon).

Aluminum is remarkable for the metal's low density and its ability to resist corrosion.

Aluminum and its alloys are vital to the aerospace industry and important in transportation and structures, such as building facades and window frames.



# 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.

We streamline and simplify supply chains.



# SINGAPORE

## VIA NT PTE LTD.

9 Temasek Boulevard  
#44-01 Suntec Tower Two  
Singapore 038989

Tel +65 6727 7562

Fax +65 6727 0677

[www.viantcommodities.com](http://www.viantcommodities.com)

## HONG KONG

### Viant Commodities (Hong Kong) Ltd.

18 Bonham Strand West  
Bangkok Bank Building  
7F Suite 702  
Hong Kong

Tel +852 3678 9828  
Fax +852 3006 5424

## SHANGHAI

### Viant Commodities (Shanghai) Ltd.

G Block, 5F, No. 360,  
South Pudong Road,  
Shanghai China 200120

Tel +86 21 6432 0211  
Fax +86 21 6432 0019

## SWITZERLAND

### Viant Commodities AG

Gubelstrasse 12  
CH-6300 Zug  
Switzerland

Tel +41 41 560 91 10  
Fax +41 41 560 84 88