

Heraeus



Global Precious Metals Trading

Precious Tradition

In 1856 Wilhelm Carl Heraeus, a pharmacist and chemist, was the first to melt platinum on a large scale. It brought with it a new era for the industry and laid the foundation of the present Heraeus Group.

Since then, Heraeus continued to make innovations, transforming metals technologies into viable industrial processes and established itself as a competent partner for technical applications of precious and special metals.

Today, Heraeus is one of the most innovative international high-tech companies providing global key markets with a broad range of Heraeus products.

At one time precious metals were the currency of the world. Now precious metals are frequently treated as financial products traded globally, without borders or time limits. Unlike currencies, bonds or equities, precious metals are also a commodity. The foundation of a successful involvement in this market is an in-depth knowledge of the market and its activities around the clock.

Heraeus commands a leading position in this market as a result of our global presence, which has been developed over decades. With trading offices in each major time zone, today we are able to offer a 24-hour service for all precious metals. The global Trading Division is comprised of three trading entities:

- Heraeus Metallhandelsgesellschaft mbH, Hanau
- Heraeus Precious Metals Management LLC, New York
- Heraeus Ltd., Trading Division, Hong Kong





Precious Know-How



Our people make the difference

With highly experienced market professionals, we ensure that we are able to contribute substantially to the success of our customers. We assist them in keeping the costs under control and in making the best use of their resources, in other words, in increasing their performance.

The customer's needs are of primary concern for our traders. Market movements and news that may affect procurement costs are closely watched at all times and taken into consideration. With a unique combination of industrial and financial market skills the members of our core teams ensure that we understand the needs of our customers.

You can rely on Heraeus' connections

As a global player we are closely connected to major market participants such as mining firms, industrial users, traders, financial institutions and investors.

Our well-established connections with primary producers, which include supply contracts with precious metals metal mining companies, build the basis of a reliable flow of material. In addition, we have access to metal from secondary sources as a result of the extensive refining activities of the Heraeus group. In times when supplies are short and prices are extremely volatile, this is a valuable cornerstone of our success in these markets.



Our industrial clients represent a wide range of industries making use of precious metals in various forms.

They include:

- Car and automotive industry
- Chemical and petrochemical industry
- Glass industry
- Pharmaceutical industry
- Jewellery industry
- Electronics industry

Heraeus is an active member of all important industry and trade organisations involved with precious metals, including the International Platinum Association (IPA), the London Bullion Market Association (LBMA), the London Platinum and Palladium Market (LPPM), the International Precious Metals Institute (IPMI), in Germany the Fachvereinigung Edelmetalle (German Precious Metals Association) and in the United States of America the Silver Users Association in Washington DC.

Precious Trading



Assisting our clients in the management of their precious metal needs is not just a simple matter of buying and selling the raw material. Our comprehensive product range is completed by an all-embracing service that guarantees flawless and timely performance.

Heraeus offers an extensive array of products to ensure that our customers are confident while trading in a complex environment:

■ Purchasing through weight accounts

Companies that buy precious metals have the option to hold these metals in safe custody, free of charge, accounts called weight or pool accounts. The delivery to other weight accounts can be executed at any time. Authorized clients have access to the weight account balances through an internet-based application. We offer our clients the option to buy or sell the precious

metals at any time from these accounts based on the prevailing market prices.

■ Providing precious metals liquidity through swaps and loans

We offer our customers metal availability through swaps and loans by providing short-term supply for their needs of precious metals as well.

■ Forward trades

We guarantee our customers future supply of precious metals based on current prices. This avoids unexpected surprises and secures them fixed prices for a certain time period. Forward trades may include the delivery of the precious metals at the end of the term or may be settled financially.



■ Options

The purchase of options offers a viable alternative to protect against disadvantageous price variations, but at the same time take advantage of a potentially favourable price move. Buying an option gives our customers the right but not the obligation to buy or sell the underlying precious metals at a fixed price at the end of the term. The transactions would only be exercised if it is an advantage over the current market prices.

■ Orders

Monitoring the movements in the precious metals markets requires great effort and can be time consuming. Standing or day orders are a convenient solution for our customers. Our traders follow the precious metals markets 24 hours a day for them. We accept orders from the customer at the price they want to buy or sell

and we will fill the order whenever the price reaches their desired target price for the duration of the order.

■ Worldwide transfer of precious metals

Our efficient infrastructure enables our customers to have precious metals transferred to a fabricator of their choice. Precious metals may also be released at other fabricators for our account.

■ Electronic Trading (Heraeus CSS-Shop)

Authorized clients have access to an internet-based trading platform for seven precious metals.

Precious Metal

As a frequent participant in the international financial precious metals markets, we offer our customers and trading partners settlement of trades on unallocated accounts “loco London” and “loco Zurich”.

Alternatively, and more commonly, we credit/debit the client’s weight account maintained with a company of the Heraeus group. A settlement on weight accounts with other precious metals fabricators may also be possible.

Our services for actual physical delivery include the arrangement of transportation, insurance and, if required, the necessary customs processing. Unless stated otherwise, our prices will include all the charges for these services.

In addition to the standard forms of metal, which are traded in the international bullion markets, we provide many of our customers with metals of various grades and specifications (including the ASTM specifications).





Gold

- Good delivery bullion bars
- Investment bullion bars
99.99 % or 99.50 % (VAT free)
1 g, 5 g, 10 g, 20 g, 1 oz, 50 g,
100 g, 250 g, 1,000 g
- Kinebar™ 99.99 % (VAT free)
1 g, 2 g, 5 g, 10 g, 20 g, 1 oz
- Granules 99.99 %
- Tael bars

Silver

- Good delivery bullion bars
- Investment bullion bars
(1 oz, 100 g, 250 g, 500 g, 1,000 g)
- Granules 99.9 %, 99.95 % and 99.99 %

Platinum

- Good delivery bullion bars
- Investment bullion bars
(1 oz, 100 g, 500g, 1,000g)
- Sponge
- Granules
- Plates
- Chopsticks
- Alloys

Palladium

- Good delivery bullion bars
- Investment bullion bars
(1 oz, 100 g, 500g, 1,000g)
- Sponge
- Granules
- Plates

Rhodium, Iridium, Ruthenium, Osmium

- Sponge and powder

Precious Advice

Heraeus' customer oriented approach guarantees our clients that we will make every effort to meet their requirements. As a global player, we are able to act quickly at any time.

We believe in transparency, and provide timely market analyses and strategies for our customers.

Our services and research activities include:

- Our well renowned weekly market report, the "Precious Metals Weekly". It is published in German, English and Chinese. Subscription is available either by contacting Heraeus directly or through our internet page.
- We prepare individual market surveys on specific precious metals or topics on request.
- We provide our customers with statistical data for their own surveys at their request.
- We support our customers by publishing trading and hedging strategies on intermittent basis as the market trends change. Our concept "One Page – One Metal" provides our customers with a brief description of the current market situation, our market outlook and trading recommendation.
- Upon request, we will send our customers prices for precious metals on a daily basis by electronic mail.
- Our home page provides an information portal with access to market news, current market quotations and also technical data about precious metals.



Our three entities



New York



Hanau



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