



CRU Price Assessment Methodology

# Lead and Zinc Concentrates

Independent *expert* intelligence

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## Price Methodology

### Scope

This Methodology and Definitions Guide covers prices for physically traded Lead and Zinc Concentrates in all geographical markets and should be read in conjunction with the CRU Group Compliance Framework and Methodology Guide (Group Compliance Framework). It details commodity-specific methodologies which have precedence, with all other aspects covered by the Group Compliance Framework.

### Methodology

#### Rationale

This methodology was developed in consultation with the industry (including through our annual Underlying Market Conditions Review), allowing CRU to capture market liquidity and establish prices that are reliable and representative of the market. Specification definitions such as price assessment frequency, incoterms, currencies, size/volumes, units and others are aligned with the relevant market requirements and industry conventions.

The methodology blends strict adherence to methodological rules with limited but necessary application of expert judgement, detailed below, in order to produce a price that benefits from rigour, Price Assessor expertise and discretion.

Liquidity is enhanced by a normalisation process which allows for the submission of data which can be standardised to CRU's strict definition but is sourced from a wider array of data.

Transaction data is prioritised as an input to these prices to help ensure they reflect the actual spot market. Inclusion of other price types detailed in the Group Compliance Framework is permissible where this does not compromise accuracy but enhances liquidity.

Final published prices are a single point value as this has been established as an industry requirement.

#### Data Providers

CRU price assessments are based on regular contact with a wide network of market participants situated at critical nodes in the supply chain. This network is constantly reviewed to seek a balance of buyers and sellers that are representative of the market. Our network of market participants providing regular indications and data are defined as 'data providers'.

Data providers must have access to data relating to actual spot market transactions (a purchase or a sale), or if permitted by the methodology, bid/offer information or be able to provide a credible opinion on such prices in the absence of any other data over the relevant time period. They are therefore typically employed in sales or marketing functions on the sell side and purchasing functions on the buy side, or act in a trading function. Data Providers may also include individuals in finance functions if they can provide the same price information.

Each data provider is required to meet the criteria stipulated in Section 2.4 of the CRU Group Compliance Framework and Methodology Guide and must exist on a list of approved data providers before their data can be considered for admission into published prices.

#### Data Submitted and Submission Processes

Data providers can submit prices to CRU by telephone, email, private one-to-one instant messenger services, other private means of communication or where applicable, proprietary CRU system.

Admissible price data are concluded and reported transactions, confirmed bids and offers, indicative bids and offers and opinion. The type of price data submitted should be indicated to CRU. Transaction data is prioritised as an input and to that extent the hierarchy of acceptable price types follows that described in Section 3.1 of the CRU Group Compliance Framework and Methodology Guide. Where transaction data is

submitted, CRU seeks to verify each deal with both parties but where this is not possible, a third or fourth party may be consulted.

For each product, Data Providers provide CRU with a single price figure or a range of prices relating to spot business, except where indicated in the price Definition (e.g. if a contract price).

Data providers are to provide CRU with admissible price data relating to market activity within the following windows:

- 12:30 UK one calendar month prior to the final UK working day of the month of publication and 12:30 UK on the final UK working day of the month of publication.

Information must be submitted to CRU by window close times if it is to be eligible for admission to the subsequent price assessment.

### **Data Submission Dependency and Minimum Threshold**

CRU seeks to receive market information from a broad range of active data sources and seeks to increase the number of companies willing to submit market data. If a limited number of market participants are active in the market, and the market data received constitutes a significant proportion of the total data on which is the assessment is based, CRU will use expert judgement on whether to exclude, include or defer the indication received until more information is received. This expert judgement would be based on observation of the previous price, short term historical price trends, other quantitative market data including prices in other related active markets, producer price change announcements, qualitative information such as that received from interactions with market participants or other CRU Price Assessors, and other sources of information relevant to the market.

CRU does not outline minimum data thresholds to determine price assessments covered in this methodology document to avoid establishing non-representative assessments that may be deemed unrepeatable. Periods of liquidity differ across markets and data thresholds could result in price assessments that do not accurately reflect the market. Price Assessors, instead, aim to source data from a wide range of industry participants to establish premium assessments, in line with the individual premium market data specifications, such as size, timing, loading locations, outlined in this methodology.

When no admissible data is received, Price Assessors follow the processes set out in the “Price determination in an illiquid market” section and expert judgement would be used to determine the final price value. Further details can be found under Section 2.1 of the CRU Group Compliance Framework and Methodology Guide.

## **Final Price Assessment**

### **Expert Judgement**

Expert judgement may apply to decisions on what type of price data is submitted; if the deal is executed at arms-length; if normalisation of price data submitted is required; the means of any normalisation, and the inclusion of a data point in the calculation of the final price (exclusion of outliers).

Expert judgement may also be used to determine the final price value in illiquid market conditions.

A Price Assessor will consult with one or more colleagues before any application of expert judgement if in any doubt, or where collective input would improve the quality of a judgement.

Consistency in the application of expert judgement is achieved through a combination of selection, formal and informal training and review, supervision and control processes as detailed in section 4.5 of the CRU Group Compliance Framework and Methodology Guide.

### **Normalisation**

Data which meets the precise price specification is eligible for admission without any adjustments. Data which does not fit the specification may still be eligible as an input to the price, but would be subject to a normalisation

process.

Normalisation is an essential price adjustment process used to align reported market information with a pricing methodology. Decisions to normalise a price and/or choice of values used in the normalisation process are forms of expert judgement.

### **Exclusion of Outliers**

A Price Assessor may use expert judgement in the exclusion of a data point as an input to the calculation of the final price. In doing so they would consider the range and distribution of data collected in the same timeframe from other data providers; previous data received from the same data provider; non-price information received from the data provider; market state and direction information from any other source. Inclusion or exclusion of input data in the final price is explicit and recorded.

### **Price Determination in an Illiquid Market**

In the cases of zero submissions or where all submissions were deemed inadmissible, expert judgement would be used to determine the final price value. This choice would be based on: observation of the previous week's prices; short term historical price trends; other quantitative market data including prices in other related active markets, producer price change announcements; qualitative information such as that received from interactions with market participants or other CRU Price Assessors, and; other sources of information relevant to the spot market.

The Price Assessor will use their judgement to evaluate the volume, quality and coherence of any such market information they may possess. If one or more of these factors in combination does not provide a sufficiently clear indication of the direction and extent of market movement to allow the Price Assessor to confidently change the price from the previous value, the prior value would be rolled over to form the current period value.

### **Price Verification**

Information from data providers and the final price assessments are captured and established in the CRU Prices System (CPS), or for SMU prices the SMU survey and SMU's pricing workbooks. The final prices are approved by another Price Assessor or the editor.

### **Deactivated Prices**

A price assessment will remain active as long as there are sufficient buyers, sellers and/or traders for the Price Assessor to make an accurate assessment. If the quotation suffers from limited transparency or if business dynamics change, it may be deactivated following market consultation. Its history will still be available, but no further information will be collected for that assessment from the time it is deactivated.

### **Final Benchmark Publication**

Prices are published in the CRU service/s below via CRU Online; DataLab (CRU's data delivery platform), data feeds including APIs and in some cases may be distributed via channel partners. Price publication dates may be varied around public holidays, in which case customers will be notified in advance.

Prices published in: Lead and Zinc Concentrates Service

Monthly prices are first published on CRU Online at 12:45 UK on the first non-public holiday Wednesday of each month.

## Price Detail

### Lead Concentrates

#### China

##### Lead, Concentrates, High Silver, TC, Spot price; China, CIF USD/t

<b>Price Series</b>	<b>Lead, Concentrates, High Silver, TC, Spot price; China, CIF</b>
<b>CRUOnline Name</b>	China Spot TC, imported high silver lead concentrate, CIF (main Chinese port)
<b>Price ID</b>	1802
<b>Currency</b>	USD
<b>Weight</b>	t
<b>Attributes</b>	No other payable by-products or penalty elements
<b>Price Basis</b>	CIF
<b>Quality</b>	Lead concentrates of ex-China origin grading 55-65% lead and over 3000g/tsilver
<b>Terms</b>	Min. 5,000dmt. Buyer pays seller for a portion of the contained lead less the TC; portion is full content less the greater of 5% of content or 3 percentage points from lead assay; its value is based on the average of LME cash and LME 3-month prices; seller receives prompt payment
<b>Duties &amp; Tariffs</b>	Not applicable
<b>Delivery</b>	Prompt to 1 month
<b>Counterparties</b>	Not applicable
<b>Assessment Notes</b>	Monthly assessment

##### Lead, Concentrates, Low Silver, TC, Spot price; China, CIF USD/t

<b>Price Series</b>	<b>Lead, Concentrates, Low Silver, TC, Spot price; China, CIF</b>
<b>CRUOnline Name</b>	China Spot TC, imported low silver lead concentrates CIF (main Chinese port)
<b>Price ID</b>	1031
<b>Currency</b>	USD
<b>Weight</b>	t
<b>Attributes</b>	No other payable by-products or penalty elements
<b>Price Basis</b>	CIF
<b>Quality</b>	55-65% lead and no more than 400 g/t silver
<b>Terms</b>	Min. 5,000dmt. Buyer pays seller for a portion of the contained lead less the TC; portion is full content less the greater of 5% of content or 3 percentage points from lead assay; its value is based on the average of LME cash and LME 3-month prices; seller receives prompt payment
<b>Duties &amp; Tariffs</b>	Not applicable
<b>Delivery</b>	Prompt to 1 month
<b>Counterparties</b>	Origin: Ex-China
<b>Assessment Notes</b>	Monthly assessment

##### Lead, Concentrates, Low Silver, TC, Spot price; China, delivered RMB/t

<b>Price Series</b>	<b>Lead, Concentrates, Low Silver, TC, Spot price; China, delivered</b>
<b>CRUOnline Name</b>	China Spot TC, domestic low silver lead concentrates DAP (delivered to smelter)
<b>Price ID</b>	1030
<b>Currency</b>	RMB
<b>Weight</b>	t
<b>Attributes</b>	No other payable by-products or penalty elements
<b>Price Basis</b>	DAP
<b>Quality</b>	50-55% lead and no more than 400 g/t silver
<b>Terms</b>	Minimum 1,000 dmt; Buyer pays seller for the total value of the contained lead less the TC; seller receives prompt payment
<b>Duties &amp; Tariffs</b>	Not applicable
<b>Delivery</b>	Prompt to 1 month
<b>Counterparties</b>	Origin: China
<b>Assessment Notes</b>	Monthly assessment

## Zinc Concentrates

### China

#### Zinc, Concentrates, Miner/Trader, TC, Spot price; China, CIF USD/t

<b>Price Series</b>	<b>Zinc, Concentrates, Miner/Trader, TC, Spot price; China, CIF</b>
<b>CRUOnline Name</b>	China Spot TC, zinc concentrates, miner/trader
<b>Price ID</b>	1851
<b>Currency</b>	USD
<b>Weight</b>	t
<b>Attributes</b>	Ex-China origin with no payable by-products or penalty elements. Treatment charge (TC) per dmt of concentrate (TC is net of price participation where appropriate)
<b>Price Basis</b>	CIF
<b>Quality</b>	50-55% Zn
<b>Terms</b>	Min. 5,000dmt. Buyer pays seller for a portion of the contained zinc less the TC; portion is full content less the greater of 15% of content or 8 percentage points from zinc assay; its value is based on the LME cash price; seller receives prompt payment
<b>Duties &amp; Tariffs</b>	Not applicable
<b>Delivery</b>	Prompt to 5 months
<b>Counterparties</b>	Not applicable
<b>Assessment Notes</b>	Monthly assessment. Every first non-public holiday Wednesday

#### Zinc, Concentrates, Trader/Smelter, TC, Spot price; China, CIF USD/t

<b>Price Series</b>	<b>Zinc, Concentrates, Trader/Smelter, TC, Spot price; China, CIF</b>
<b>CRUOnline Name</b>	China Spot TC, imported zinc concentrates, CIF (main Chinese port), trader/smelter
<b>Price ID</b>	1029
<b>Currency</b>	USD
<b>Weight</b>	t
<b>Attributes</b>	Ex-China origin with no payable by-products or penalty elements. Treatment charge (TC) per dmt of concentrate (TC is net of price participation where appropriate)
<b>Price Basis</b>	CIF
<b>Quality</b>	50-55% Zn
<b>Terms</b>	Min. 5,000dmt. Buyer pays seller for a portion of the contained zinc less the TC; portion is full content less the greater of 15% of content or 8 percentage points from zinc assay; its value is based on the LME cash price; seller receives prompt payment
<b>Duties &amp; Tariffs</b>	Not applicable
<b>Delivery</b>	Prompt to 1 month
<b>Counterparties</b>	Not applicable
<b>Assessment Notes</b>	Monthly assessment. Every first non-public holiday Wednesday

#### Zinc, Concentrates, Trader/Smelter, TC, Spot price; China, delivered RMB/t

<b>Price Series</b>	<b>Zinc, Concentrates, Trader/Smelter, TC, Spot price; China, delivered</b>
<b>CRUOnline Name</b>	China Spot TC, domestic zinc concentrates, DAP (delivered to smelter), trader/smelter
<b>Price ID</b>	1028
<b>Currency</b>	RMB
<b>Weight</b>	t
<b>Attributes</b>	Chinese origin with no payable by-products or penalty elements. Treatment charge (TC) per tonne of zinc contained in concentrate
<b>Price Basis</b>	DAP
<b>Quality</b>	50% Zn
<b>Terms</b>	Min. 1,000dmt. Buyer pays seller for the total value of the contained zinc less the TC; seller receives prompt payment



<b>Duties &amp; Tariffs</b>	Not applicable
<b>Delivery</b>	Prompt to 1 month
<b>Counterparties</b>	Delivered to smelter's gate
<b>Assessment Notes</b>	Monthly assessment. Every first non-public holiday Wednesday

## Glossary of Terms

### INCO TERM RULES FOR ANY MODE OR MODES OF TRANSPORT:

EXW – Ex-Works  
FCA – Free Carrier  
CPT – Carriage Paid To  
CIP – Carriage and Insurance Paid To  
DAT – Delivered at Terminal  
DAP – Delivered at Place  
DDP – Delivered Duty Paid

### INCO TERM RULES FOR SEA AND INLAND WATERWAY TRANSPORT:

FAS – Free Alongside Ship  
FOB – Free On Board  
CFR – Cost and Freight  
CIF – Cost Insurance and Freight

### COUNTRY ABBREVIATIONS USED:

We use ISO 3166 alpha-2 standard country codes



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