

OVERVIEW OF PGM MARKETS

24 NOVEMBER 2016 David Jollie, Market Analysis Manager



Real Mining. Real People. Real Difference.

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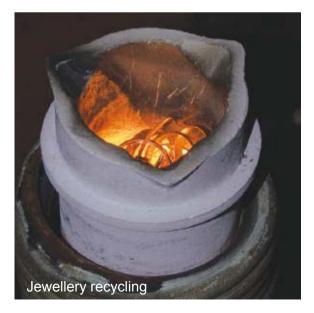
OVERVIEW

- 1 Primary supply
- 2 Secondary supply
- 3 Current demand
- The automotive sector opportunity or challenge
- 5 Platinum jewellery
- 6 Demand stimulation
- 7 A few thoughts on pricing
- 8 Questions

WHERE DO THE PLATINUM GROUP METALS COME FROM?



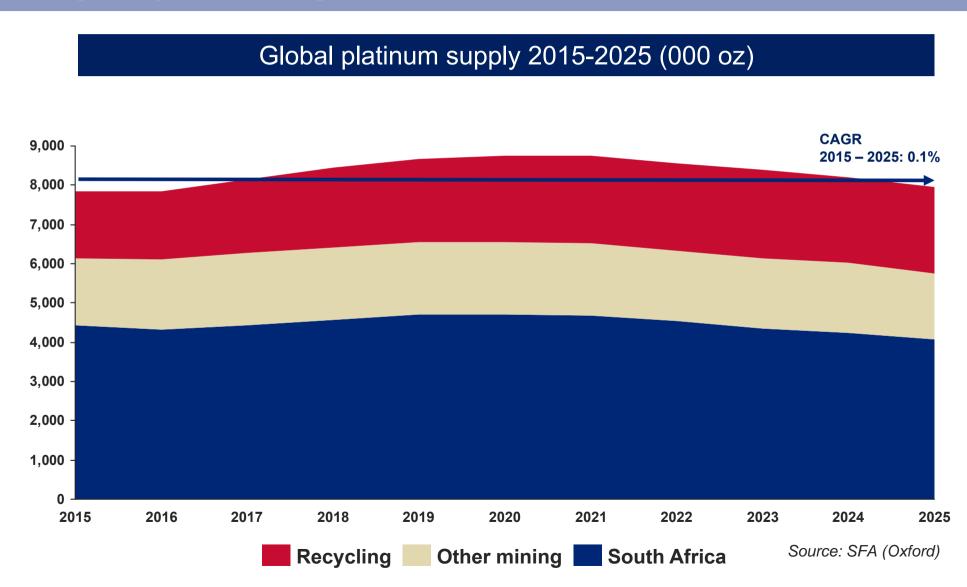






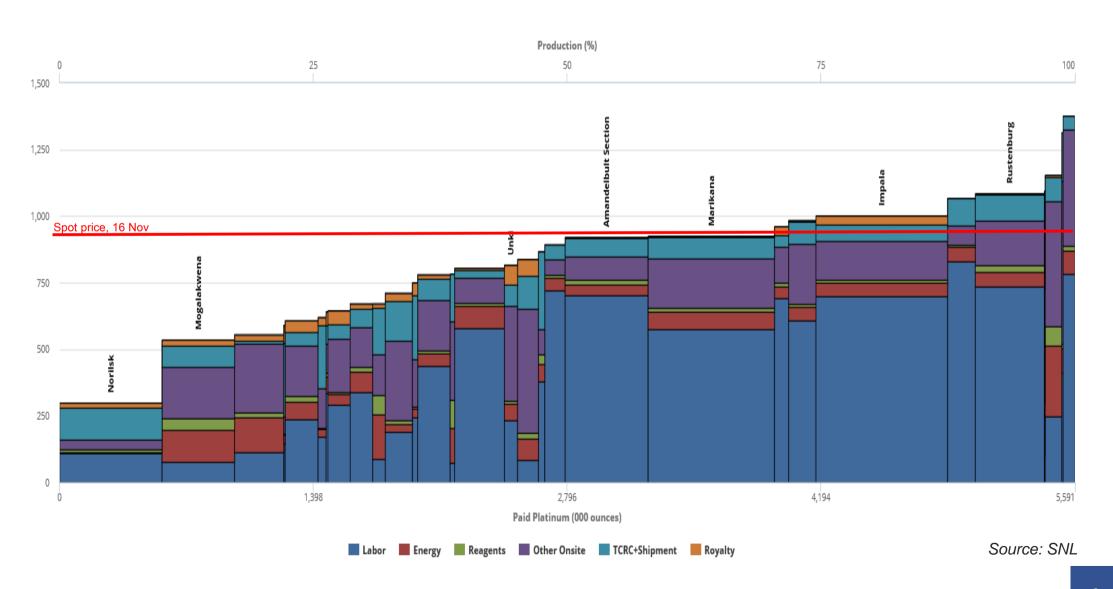
GLOBAL PLATINUM GROUP METAL SUPPLY

A declining supply picture emerges at the end of the decade



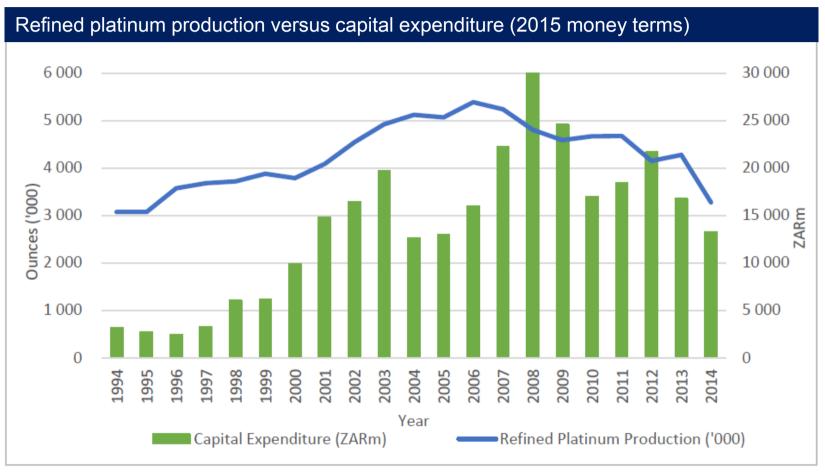
THE PRIMARY CASH COST CURVE

2016 cash costs



WHAT WILL HAPPEN TO PRIMARY SUPPLY?

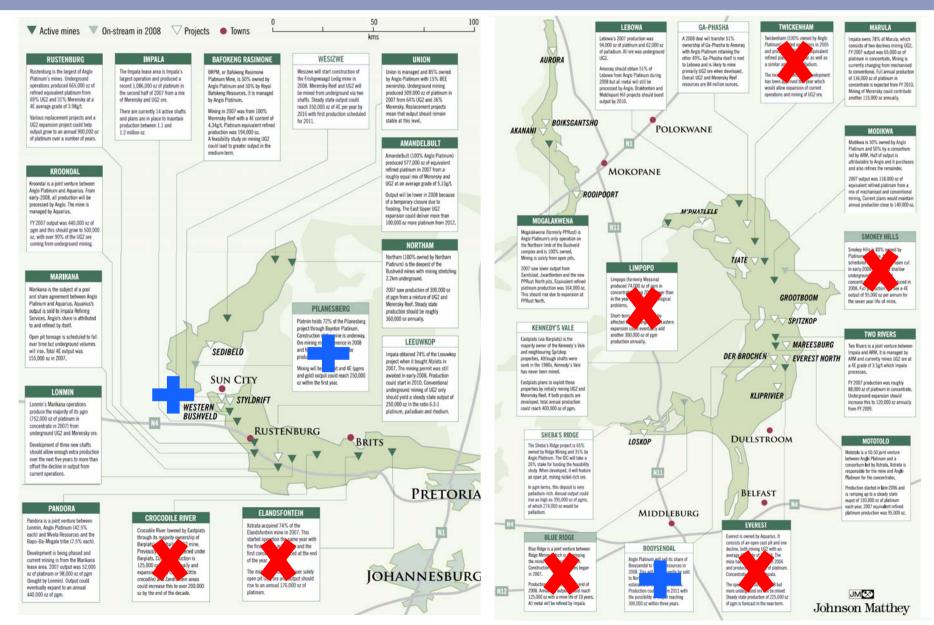
South African production and capex



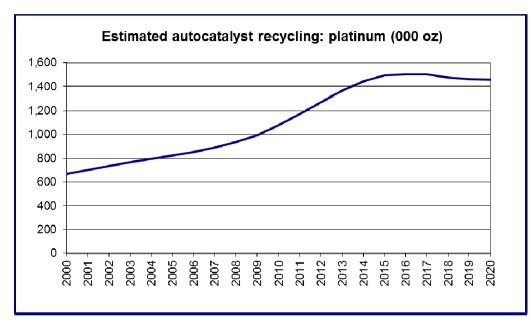
Source: Venmyn Deloitte

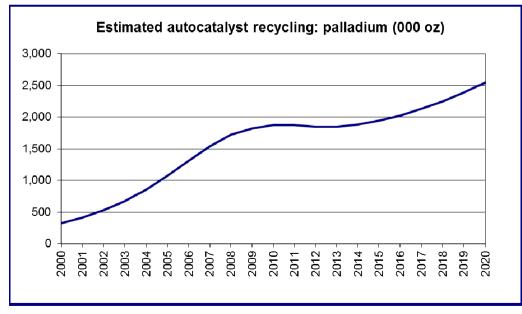
WHAT COULD SUPPLY LOOK LIKE?

Bring on new supply is challenging



MODEST GROWTH IN RECYCLING OF PLATINUM FORECAST

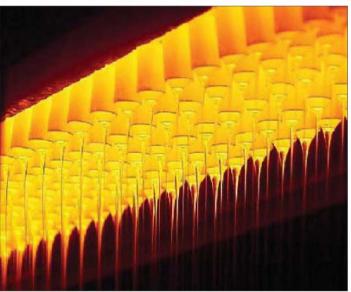




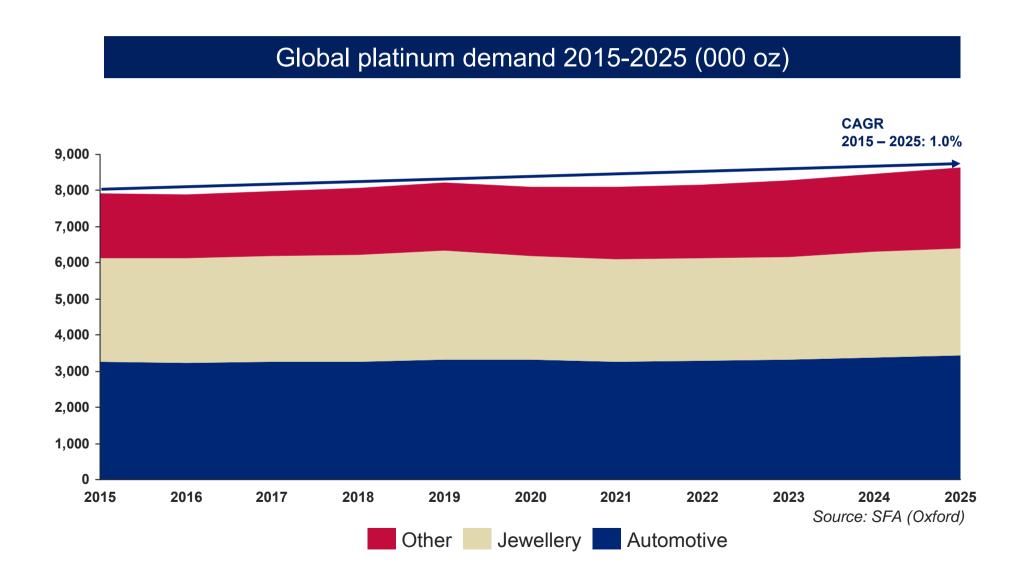
WHY DO PEOPLE BUY THE PLATINUM GROUP METALS?





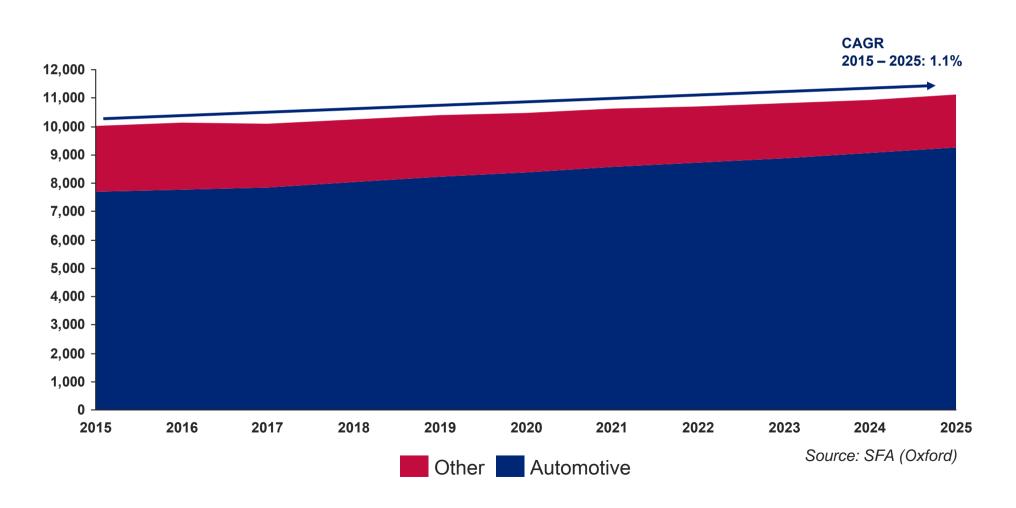


GLOBAL PLATINUM DEMAND BY SECTOR

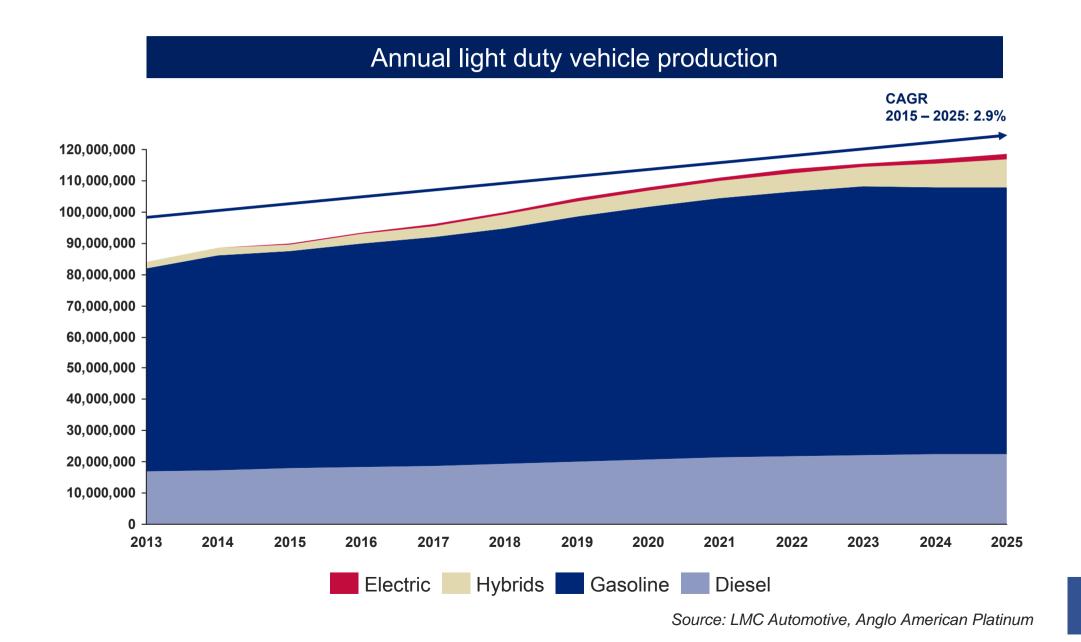


GLOBAL PALLADIUM DEMAND BY SECTOR

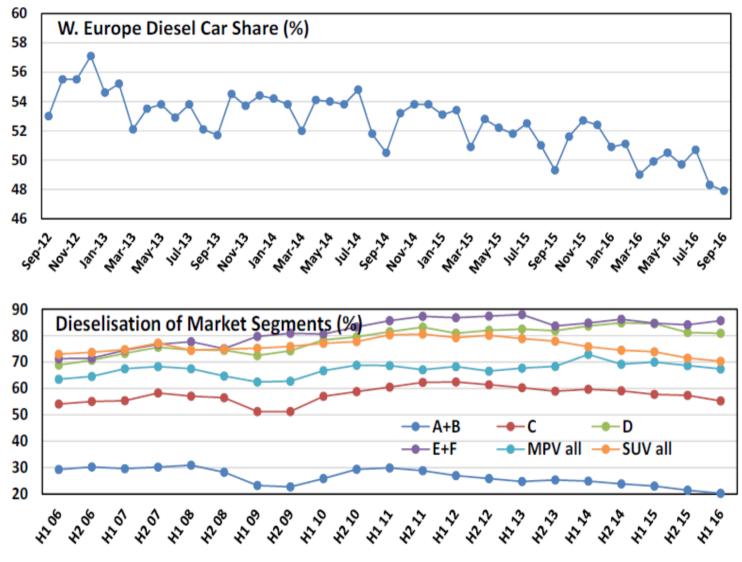
Global palladium demand 2015-2025 (000 oz)



THE AUTOMOTIVE SECTOR

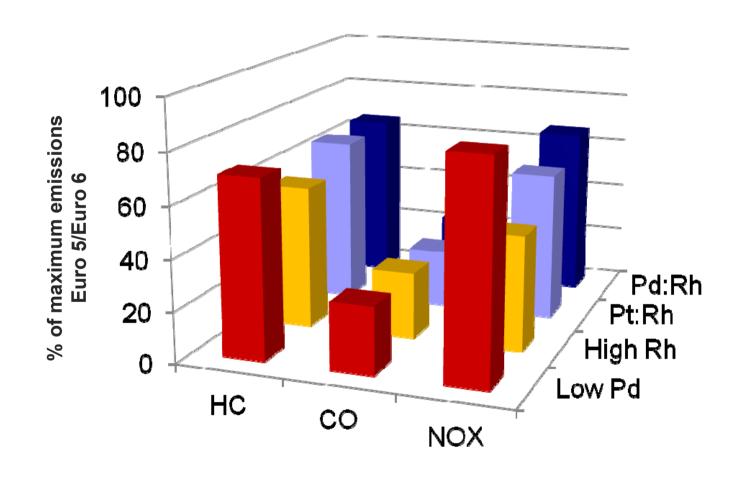


WHAT IS THE FUTURE FOR THE DIESEL ENGINE?



THRIFTING AND SUBSTITUTION

Limited risk, and some opportunity as emission standards tighten



HC Hydrocarbon CO: Carbon monoxide NOX: Oxides of nitrogen

DEVELOPMENTS IN THE AUTOMOTIVE INDUSTRY

A degree of scepticism should be applied regarding future technologies...

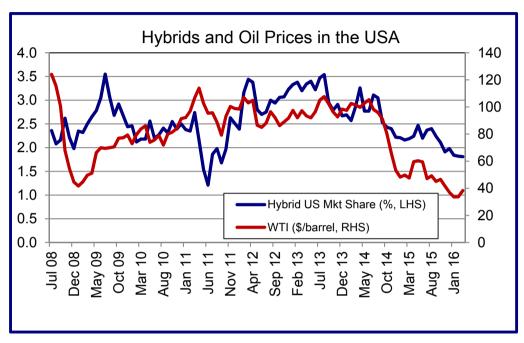








THE FUTURE FOR HYBRIDS



Forecast EV Penetration Rates 12% ■FHEV ■MHEV ■PHEV ■BEV ■EREV ■FCEV 10% 8% 6% 4% 2% 0% 2012 2015 2016 2013 2014 2018 2019 2017 2020 2024 2021 BEV: Battery Electric Vehicle FHEV: Full Hybrid Electric Vehicle MHEV: Mild Hybrid Electric Vehicle EREV: Electric Vehicle with Extended Range

PHEV: Plug-in Hybrid Electric Vehicle

FCEV: Fuel Cell Electric Vehicle

ELECTRIC CARS – MYTH AND REALITY







INTERNAL COMBUSTION ENGINE CARS WILL BECOME MORE EXPENSIVE BUT XEV PREMIUMS WILL DECLINE

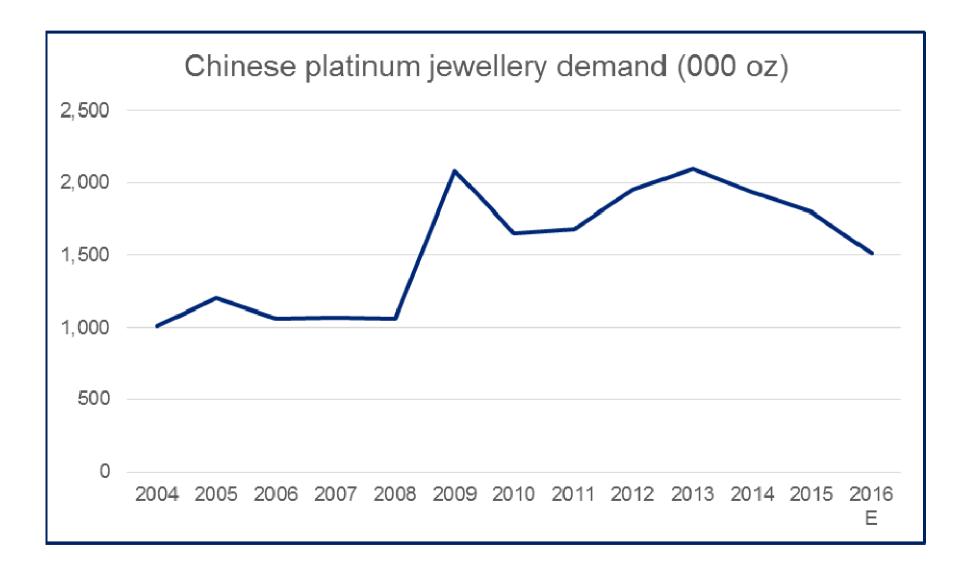
	CURRENT TECHNOLOGY, HIGH VOLUME (2013\$)		FUTURE TECHNOLOGY, HIGH VOLUME (2013\$)		
Vehicle Technology	Total Cost	Incremental Cost	Total Cost	Incremental Cost	Range
Gasoline/E85	21,384	_	23,491	2,107	±784
LPG	22,881	1,497	N/A	N/A	N/A
Diesel	24,697	3,313	25,839	4,455	±1,087
CNG	26,121	4,737	N/A	N/A	N/A
HEV	27,327	5,942	25,561	4,177	±1,097
PHEV10	30,029	8,645	26,150	4,766	±763
PHEV35	38,442	17,058	29,885	8,501	±1,475
H ₂ FCEV	37,923	16,539	30,264	8,880	±1,991
BEV90	32,598	11,214	27,057	5,673	±2,289
BEV210	64,598	43,214	43,056	21,672	±7,246

HEV: Hybrid Electric Vehicle
PHEV: Plug-in Hybrid Electric Vehicle

BEV: Battery Electric Vehicle FCEV: Fuel Cell Electric Vehicle

Source: Autonomie

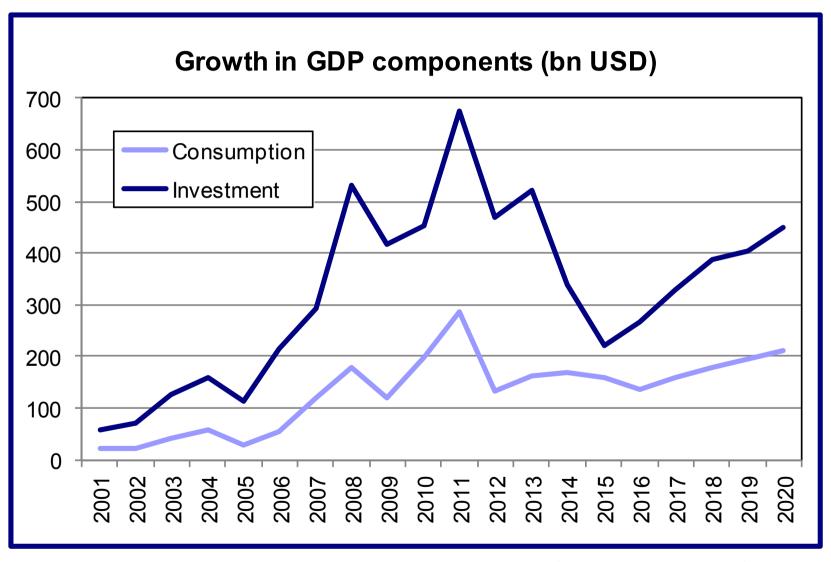
POTENTIAL FOR JEWELLERY DEMAND - CHINA



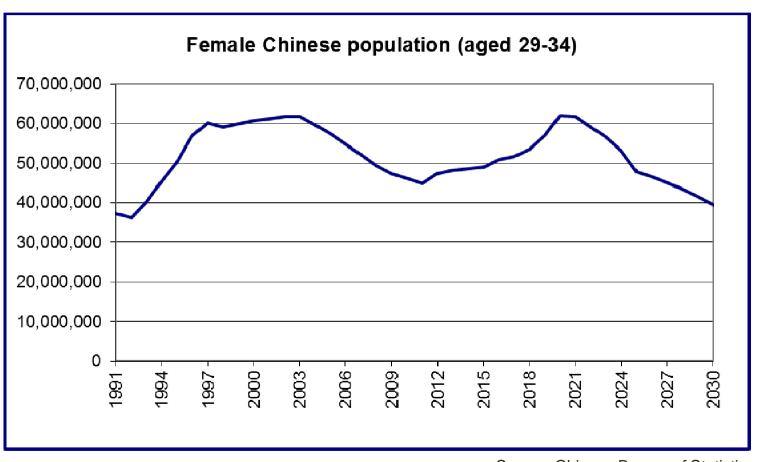
JEWELLERY DEMAND - RETAILERS

Number of Chow Tai Fook points-of-sale in greater China 2,500 2,000 1,500 1,000 500 0 2012 2013 2014 2015 2015H2 Source: Chow Tai Fook

UNCERTAINTY IN JEWELLERY DEMAND: ECONOMIC GROWTH – CHINA



UNCERTAINTY IN JEWELLERY DEMAND: DEMOGRAPHICS



Source: Chinese Bureau of Statistics

STIMULATING DEMAND - OUR STRATEGY

Three key focus

areas for further

development



Investment demand

Grow investment demand via the World Platinum Investment Council (WPIC) which will promote Pt as an investment product



2 Jewellery demand

Grow sustainable jewellery demand and reduce demand elasticity. e.g. by growing Pt purchases in the Chinese and Indian bridal segments via the industry funded Platinum Guild International (PGI)

Med-long term

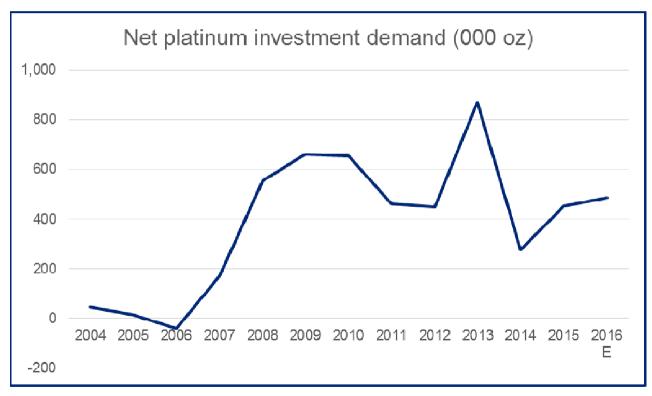
Near Term



3 Industrial demand

Grow industrial demand through supporting development of new PGM applications (specific focus on accelerating fuel cell adoption)

DEMAND STIMULATION – INVESTMENT





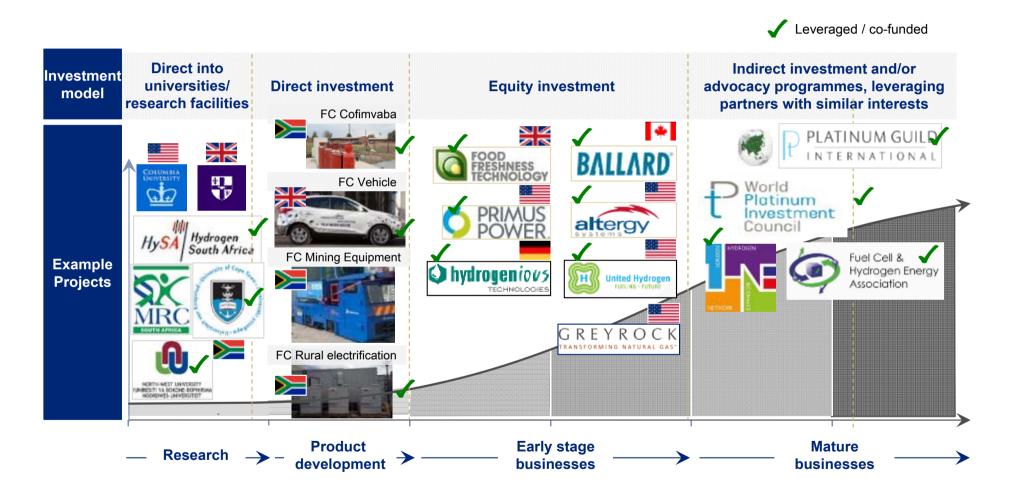


STIMULATING INDIAN JEWELLERY DEMAND

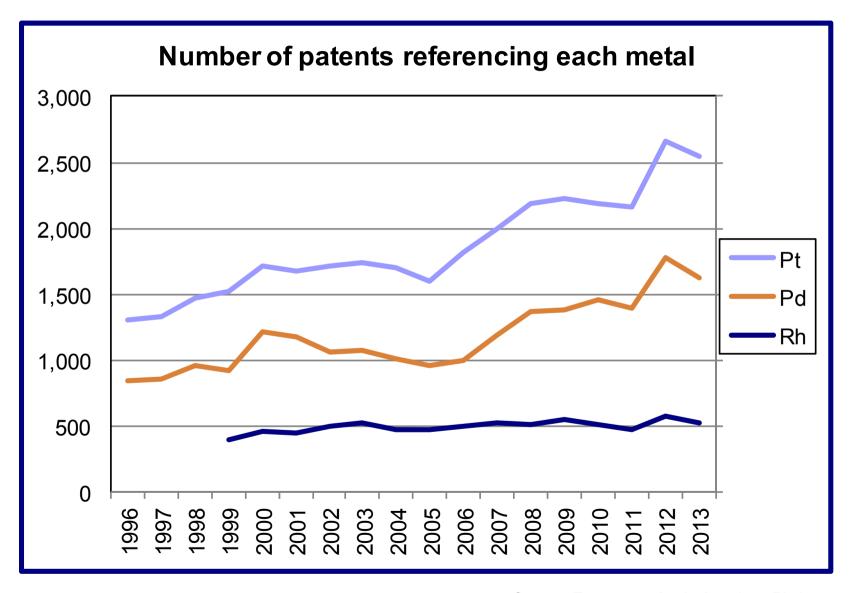
From arranged marriages to true love



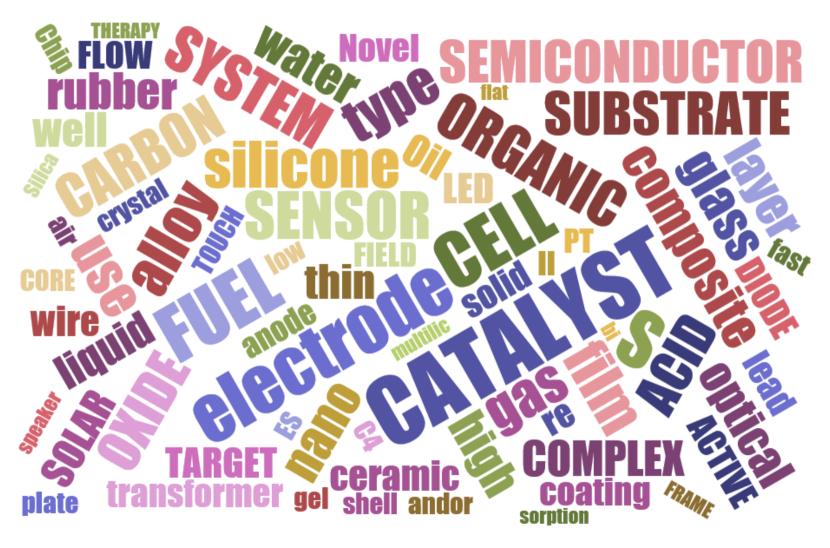
OVERVIEW OF EXISTING MARKET DEVELOPMENT ACTIVITIES



STIMULATING DEMAND - NEW APPLICATIONS

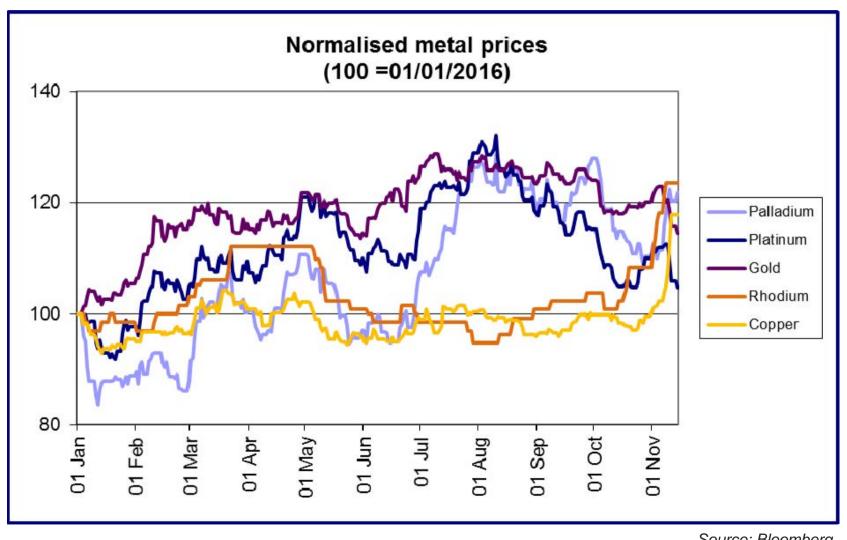


STIMULATING DEMAND - NEW APPLICATIONS FOR PLATINUM



Source: Espacenet, Anglo American Platinum

PRICE PERFORMANCE IN 2016



Source: Bloomberg



