

从哈佛商学院毕业后，鲍里斯艾克先生（Boris Eykher）和伊利亚车尔尼洛夫斯基先生（Ilya Chernilovsky）都供职于瑞士嘉能可公司。当他们希望通过创建一个线上的精矿交易平台 - 奥本矿物交易平台 (Open Mineral Exchange)，来简化精矿实货交易流程的时候，他们的这个想法得到了来自若干嘉能可前同事以及其它矿业公司商务人士的支持。

## 与奥本矿物交易平台联合创始人鲍里斯艾克先生和伊利亚车尔尼洛夫斯基先生的访谈

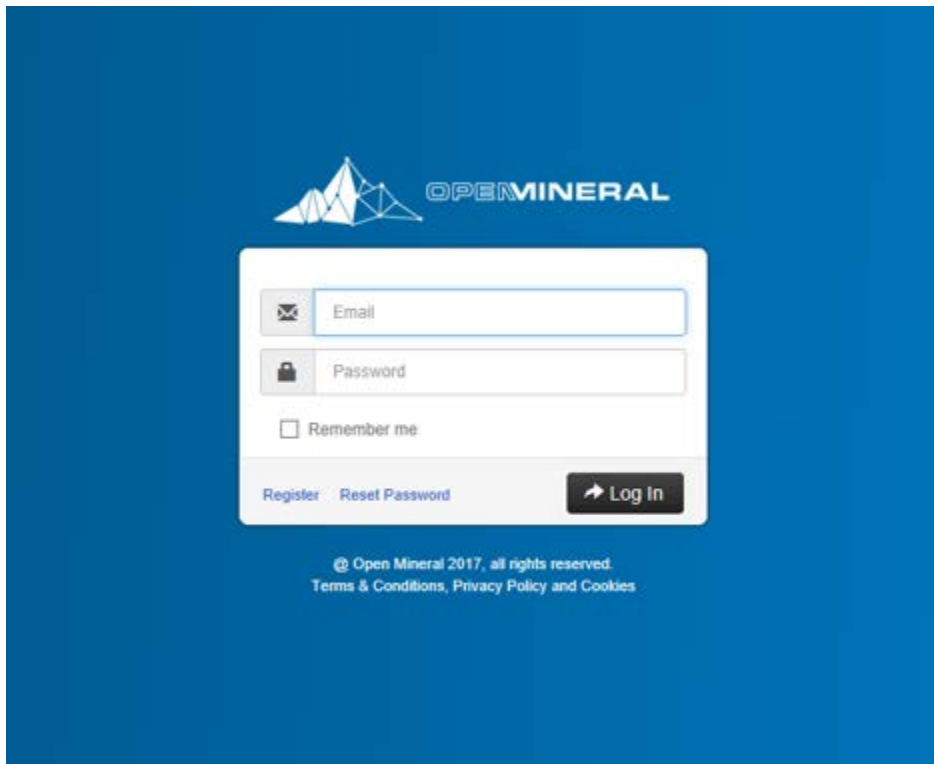
### 创立平台的初衷

大宗产品贸易模式几十年来一直没有突破，中间商在市场中一直扮演着重要角色。我们认为当今的科技水平可以改变以往的传统模式，使矿山和冶炼企业从中受益。就像 eBay 和淘宝颠覆性的电商模式一样，我们致力于将此类模式引入大宗产品交易。我们希望通过为上下游企业带来更充足的信息量和对交易更强的控制力，来切实提高双方的收益。

奥本矿物交易平台（OME）通过联结全球精矿供需企业，为买卖双方提供了一个直接磋商议价的交易平台。它简化了交易流程，规避了中间商，降低了交易成本。

### 平台如何运作

企业在平台上免费注册成为会员后，便可登录平台进行操作与交易。矿山企业和冶炼企业通过在平台上发布销售和采购信息，与交易对手在平台上直接交流，磋商议价，并最终成交。只有在交易成交后，平台按照固定比例收取服务费。



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ID	Picture	Actions	Mine/Smelter	Status	Product	Assays	Quantity	Incoterms Basis	Incoterms Region	Lots	Shipment period	Valid from	Valid until
1309		<a href="#">Buy</a>	Cayfloma	Expired	Pb concentrate	Pb 60%, Ag 15...	12000	FOB	Latin America, ...	6	01/2019 - 06/2019	12/13/2017	01/10/2018
1308		<a href="#">Buy</a>	Cayfloma	Expired	Pb concentrate	Pb 60%, Ag 15...	12000	FOB	Latin America, ...	6	07/2019 - 12/2019	12/13/2017	01/10/2018
1307		<a href="#">Buy</a>	Cayfloma	Expired	Pb concentrate	Pb 60%, Ag 13...	10400	FOB	Latin America, ...	6	07/2018 - 12/2018	12/13/2017	01/10/2018
1306		<a href="#">Buy</a>	Cayfloma	Expired	Zn concentrate	Zn 53%, Pb 0.8...	18000	FOB	Latin America, ...	6	07/2019 - 12/2019	12/13/2017	01/10/2018
1305		<a href="#">Buy</a>	Cayfloma	Expired	Zn concentrate	Zn 53%, Pb 0.8...	18000	FOB	Latin America, ...	6	01/2019 - 06/2019	12/13/2017	01/10/2018

Ready

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Place a bid

General Payables/Penalties TC/RC Payment & Other

General Information

Seller:

Shipment terms

Incoterms basis: EXW

Incoterms region: Latin America

Incoterms country: Argentina

Incoterms location:

Freight allowance: Select value... Unit (if applicable): USD/mt

Bid validity

Bid validity: Time zone: (GMT-00:00) Greenwich Mean Time: Dublin, Edinburgh, Lisbon, L

Special conditions

Please provide additional information regarding the offer, e.g. offer is subject to the following chemical elements being below certain limits.

Tender #1349

General Information

General

Mine: Johns Mine Mexico

Mine Country: Mexico

Product: Bulk Zn/Pb concentrate

Quantity: 11500 DMT

Tolerance in Seller's option: +/- 10%

Tender timing

Tender start: 12/18/2017 06:00 pm

Tender end: 01/01/2018 06:00 pm

Minimum bid validity: 01/22/2018 06:00 pm

Time zone: (GMT-00:00) Greenwich Mean Time: Dublin, Edinburgh, Lisbon, London

Delivery

Incoterms basis: EXW

Incoterms region: Latin America

Incoterms country: Argentina

Mode of Transportation: Ship

Packing: Bulk

Number of deliveries: 1

Shipment starts: 7 / 2018

Back Previous Bid Show Draft Next tab Submit

Negotiations for offer id 294287

Hide accepted terms

Terms	Seller proposal	Accept	Your proposal	Edit
Shipment terms	Incoterms basis: CIF Incoterms location: Main Chinese Port Freight allowance (if applicable): 10 USD/dmt from Buyer to Seller	<input checked="" type="checkbox"/>	Incoterms basis: CIF Incoterms location: Main Chinese Port Freight allowance (if applicable): 10 USD/dmt from Buyer to Seller	
Payables	Cu: 95% (min deduction 0 units) at LME Cash Settlement Grade A (From 20 Up to 22) Cu: 96% (min deduction 0 units) at LME Cash Settlement Grade A (From 22 Up to 24) Cu: 96.5% (min deduction 0 units) at LME Cash Settlement Grade A (From 24 Up to 26) Ag: 90% (min deduction 0 units) at LBMA Spot	<input checked="" type="checkbox"/>	Cu: 95% (min deduction 0 units) at LME Cash Settlement Grade A (From 20 Up to 22) Cu: 96% (min deduction 0 units) at LME Cash Settlement Grade A (From 22 Up to 24) Cu: 96.5% (min deduction 0 units) at LME Cash Settlement Grade A (From 24 Up to 26) Ag: 90% (min deduction 0 units) at LBMA Spot	
Penalties	Bi: Free 100%, then \$2 for each 0.01% above 100% up to 200% Bi: Free 200%, then \$2.5 for each 0.01% above 200% up to 300%	<input checked="" type="checkbox"/>	Bi: Free 100%, then \$2 for each 0.01% above 100% up to 200% Bi: Free 200%, then \$2.5 for each 0.01% above 200% up to 300%	
Other deductions	Not specified	<input checked="" type="checkbox"/>	Not specified	
WSMD and Assaying	WSMD location: Discharge location Cost of WSMD: 50% Seller & 50% Buyer Cost of assaying: to be performed / paid independently by each party	<input checked="" type="checkbox"/>	WSMD location: Discharge location Cost of WSMD: 50% Seller & 50% Buyer Cost of assaying: to be performed / paid independently by each party	
TC	TC: 90 USD/dmt	<input checked="" type="checkbox"/>	TC: 90 USD/dmt	
RC	Ag: \$0.4/toz at at LBMA Spot 100 up to 150 Ag: \$0.4/toz at at LBMA Spot 150 up to 200	<input checked="" type="checkbox"/>	Ag: \$0.4/toz at at LBMA Spot 100 up to 150 Ag: \$0.4/toz at at LBMA Spot 150 up to 200	
Quotational Period (QP)	All payables elements Month +1 arrival	<input checked="" type="checkbox"/>	All payables elements Month +1 arrival	
Payment terms	Provisional payment: 85% (default) 5 days after Arrival date 5 days after	<input checked="" type="checkbox"/>	Provisional payment: 85% (default) 5 days after Arrival date 5 days after	
Payment Security	Payment security: Required LC Value covered by LC or Bank Guarantee (%): 110	<input checked="" type="checkbox"/>	Payment security: Required LC Value covered by LC or Bank Guarantee (%): 110	

从 2017 年 9 月 1 日正式上线运营开始，平台已经吸引了大量的公司进行注册。目前已经注册的矿山公司的产量占全球可交易的铜铅锌金银精矿的产量的 40%。

在传统的交易模式中，买卖双方需要通过大量的往来邮件，电话，会议，甚至是中间商来完成交易。而线上平台交易通过买卖双方直接交流议价来获得

最佳的商务条款，提高了市场透明度。交易双方可以在平台上进行交流和文件交换等。

另外，平台新近增加了 Calculator 计算功能，可以自动计算交易的货值以及成本结构等。

目前平台可提供四种语言操作环境，中文，英语，西班牙语和俄语。同时，平台还配有这四种语言的客户支持。

### 平台交易的精矿品种

目前平台的交易品种包括铜铅锌金银精矿。

另外，平台还提供物流，运输，品质检验，保险，客户评审，电子单据交换等服务

### 平台交易的受益者

矿山企业和冶炼企业是平台交易的最大受益者。在传统的交易方式中，中间商获得相当数量的利润。而平台交易模式规避了中间商，直接服务于买卖双方。平台通过直接联结全球众多上下游供需企业，拓展了企业的采销渠道，提高了企业的利润。

在正式创立交易平台前，我们得到了来自许多上游生产商，冶炼企业和服务供应商的积极反馈。我们认为各方市场参与者对提升市场透明度和交易效率有着很强烈的需求。

### 平台交易的费用

平台会员资格免费获取。会员在平台上注册，进行招投标和磋商都不会被收取任何费用。只有在买卖双方成交后，平台按照成交的干重数量和固定费率向会员收取少量服务费。

### 后续发展

我们的总部设立于瑞士巴尔，在北京，莫斯科，利马设有办事处。

我们非常重视拉丁美洲和中国市场，所以我们目前正在建设和扩充中国市场的业务团队，希望能与中国的客户构建更紧密的业务联系。

如您有任何疑问或是想进行业务咨询，请与我司中国区负责人舒文先生联系。

欢迎您登陆我司网站免费注册， [www.openmineral.com](http://www.openmineral.com)

谢谢！