



Mines and Money

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Modelling the nickel price

The price of nickel is generally considered to be much more volatile than the prices of the other base metals and it has the reputation of being the hardest to forecast

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RESearch by London-based consultancy Bloomsbury Minerals Economics (BME) has confirmed the extreme volatility of the nickel price (see table 1, below), but BME's research suggests people find nickel prices so difficult to forecast mainly because they focus on the wrong price drivers.

For all base metals, the traditional methodology of forecasting prices runs as follows. Production and consumption are forecast, then the production-consumption difference (or 'market balance') is calculated and this is used to predict stock levels. Price forecasts are then prepared on the basis of historical stock-to-price relationships, often set out as scatter diagrams.

The trouble with this methodology is that while the stock-to-price relationship is strong for some metals, it is poor for nickel. BME has compared the degree of statistical fit of base-metals prices with their main influences (drivers): stocks, the rate of industrial production (IP) growth (as an indicator of metals demand growth) and the strength or weakness of the US dollar (using the Federal Reserve's major currencies index). The relationship between stocks and prices is only half as good for nickel as that for copper (see table 2).

A scatter diagram linking prices to LME stock ratios is shown as figure 1. While there is some relationship, it is a poor one. For example, when inventories are low, a

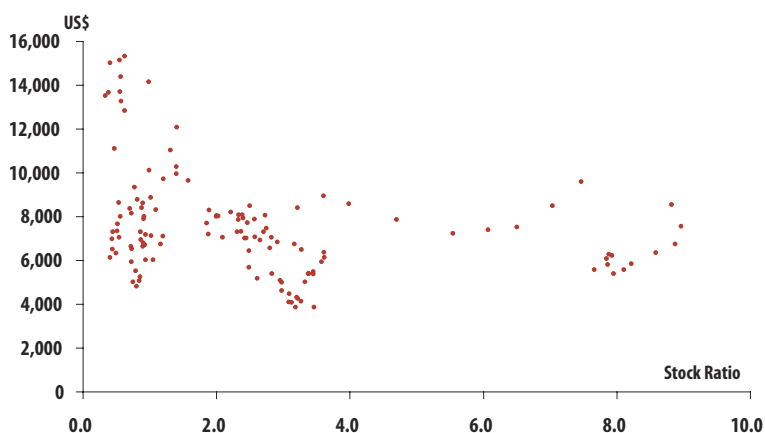


Figure 1: a scatter diagram linking prices to LME stock ratios

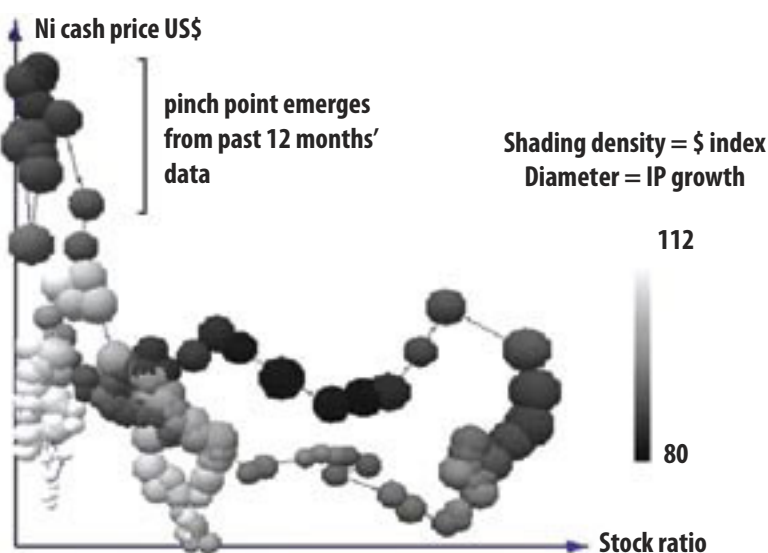


Figure 2: BME shaded the bubbles from figure 1. A strong dollar is shown as pale and a weak dollar dark

single stock level can be associated with prices as low as US\$5,000/t or as high as US\$15,000/t: not a lot of help in forecasting. Analysts have traditionally worked their way around this by drawing a trend line through the distribution and calling it the 'fundamentally justified price' for a given stock level.

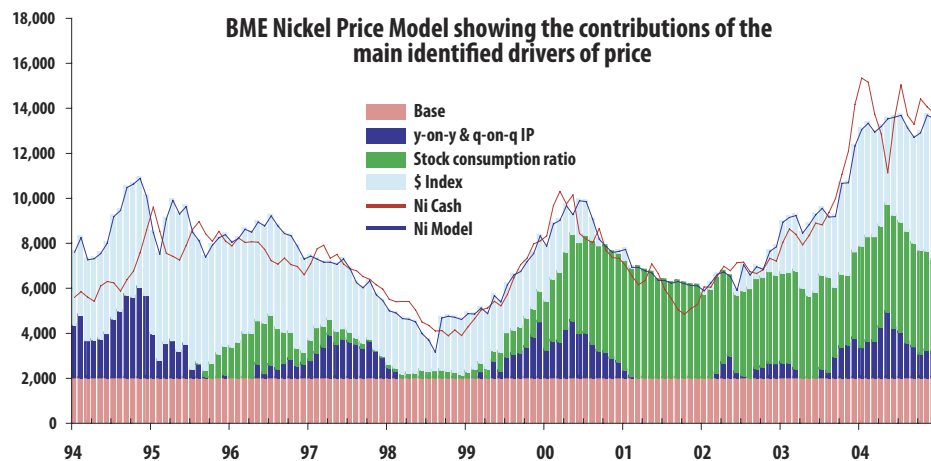
That approach would be justified if the scatter around the trend were 'noise', but would be unjustified

if it were 'signal'. BME delved deeper into this relationship, and established that the scatter is indeed signal rather than noise.

BME examined the situation by switching from a simple scatter diagram to a bubble chart in which the diameter of the bubble is proportional to global IP growth. This established that at any given stock level, prices would vary depending on the rate of IP growth.

BME then shaded the bubbles, with a strong dollar shown as pale and a weak dollar dark (see figure 2).

The implication of BME's shaded bubble charts (in effect, two-dimensional representations of a four-dimensional relationship) is that the trend-line approach and its supposed 'fundamentally justified price' are quite incorrect. The trend line is just show-



This worksheet shows the actual nickel cash price and the modelled nickel price over the historic and forecast period.

Figure 3: modelling makes it very much easier to establish a precise relationship between forecast nickel market conditions and the prices that go with them

