

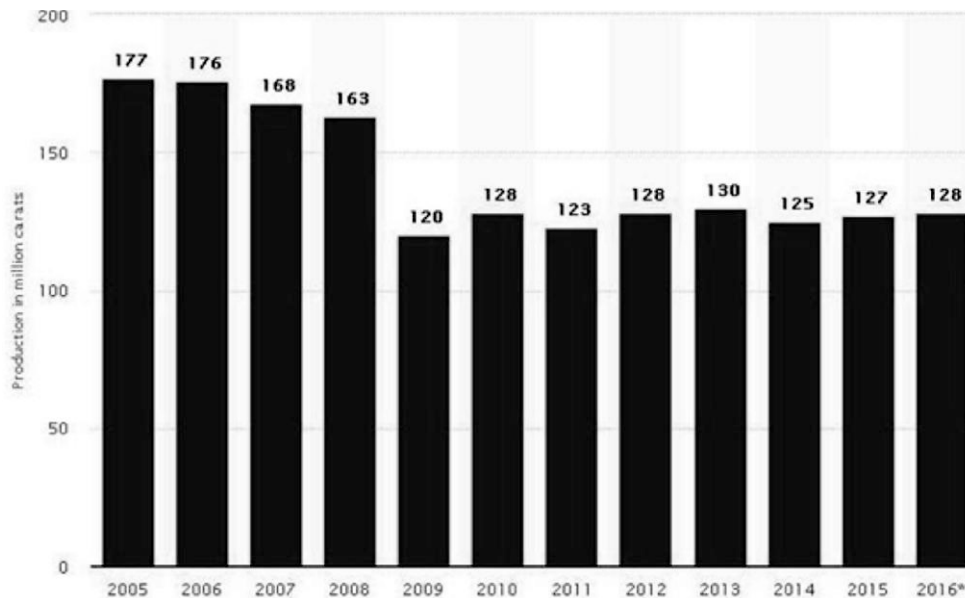
STATS WINDOW

Global Diamond Industry

Global production of rough diamonds from 2005 to 2016 (in million carats)

This statistic depicts the global production of rough diamonds from 2005 to 2016. In 2005, the worldwide production volume of rough diamonds stood at

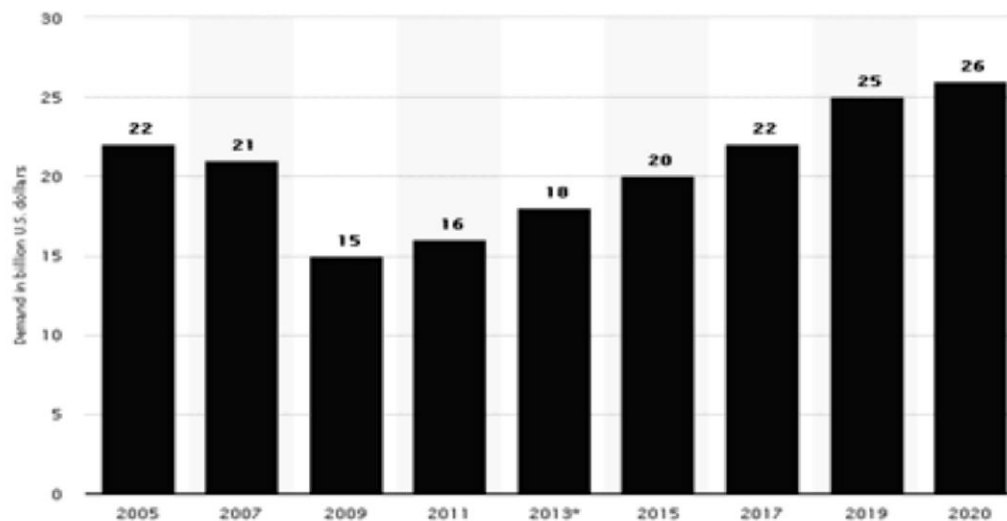
approximately 177 million carats in total. More than a decade later, in 2016, the production stood at 128 million carats. The industry predicts that the rough diamond market will remain stable until 2017 when existing markets become depleted and supply is expected to drop.



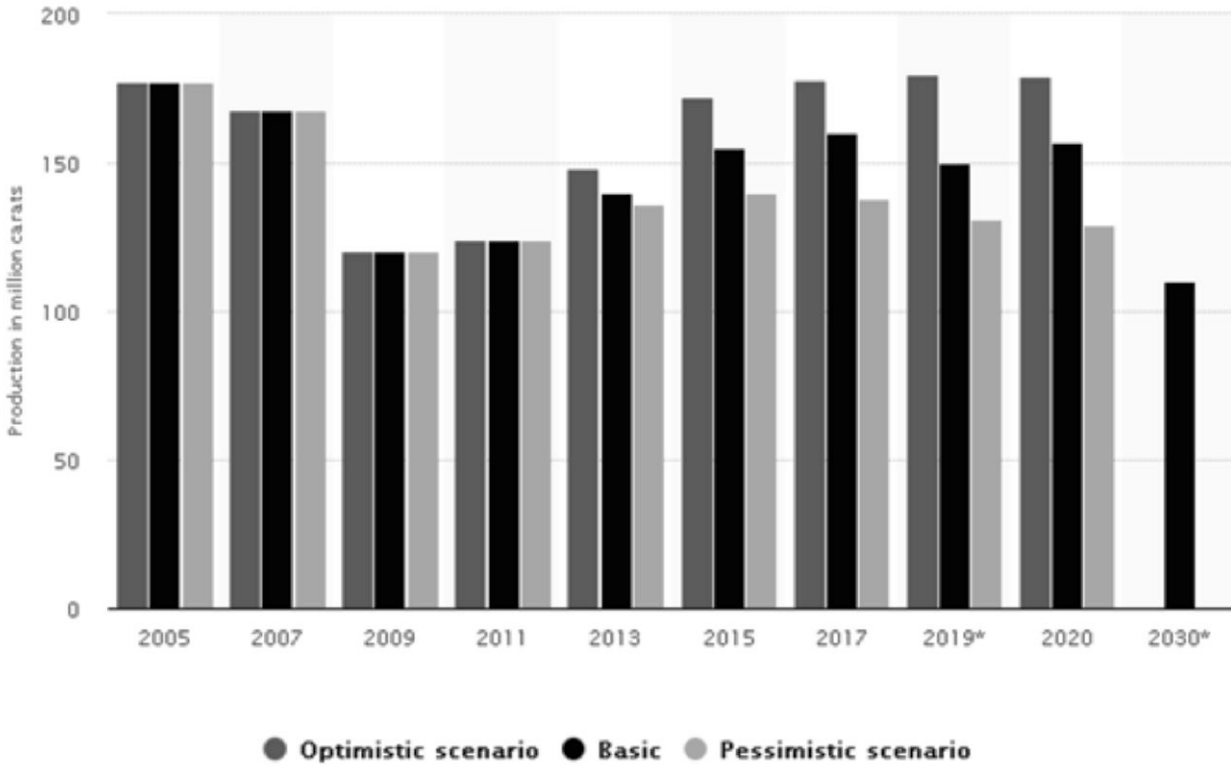
Global rough diamond demand from 2005 to 2020 (in billion U.S. dollars)

This statistic depicts global demand for rough diamonds (measured in billion U.S. dollars) from 2005 to 2011, and

also offers a forecast for the years 2013 to 2020. In 2017, it is expected that global demand for rough diamonds will be at some 22 billion U.S. dollars. Until 2020, this amount is expected to increase up to 26 billion dollars.



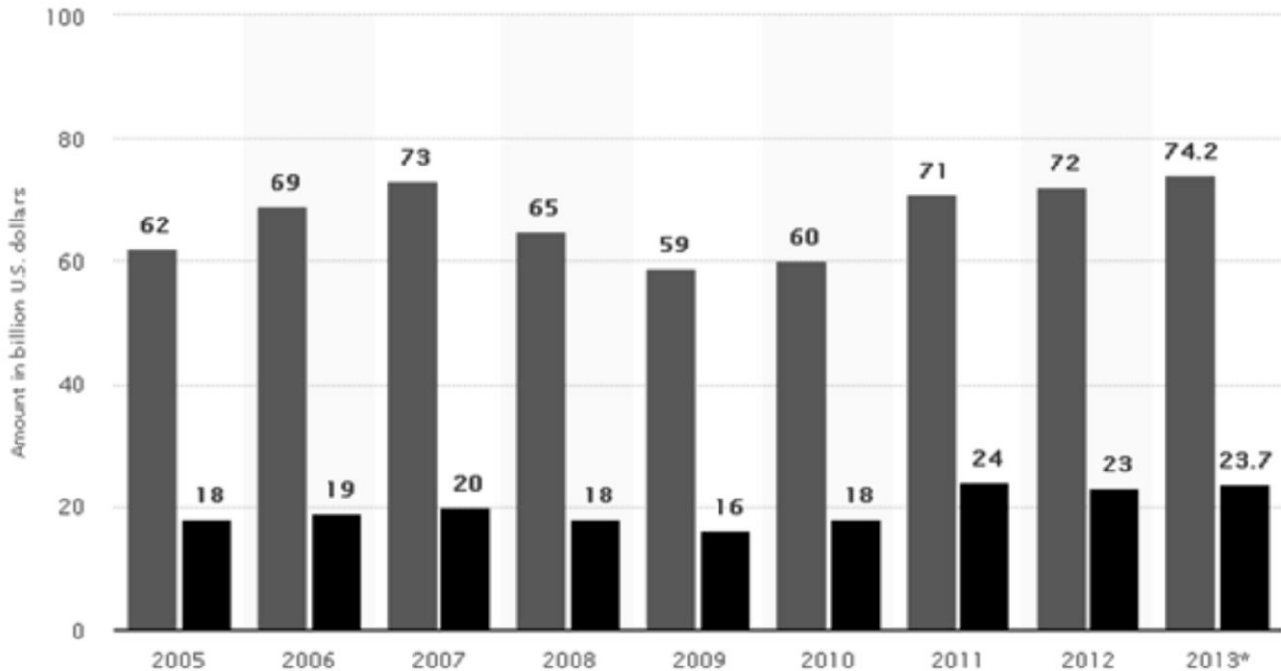
Global rough diamond production forecast between 2005 and 2030 (in million carats)



Global diamond jewelry retail sales and value of diamond content from 2005 to 2013 (in billion U.S. dollars)

and the value of corresponding diamond content from 2005 to 2013. In 2005, the global retail sales from diamond jewelry came to approximately 62 billion U.S. dollars.

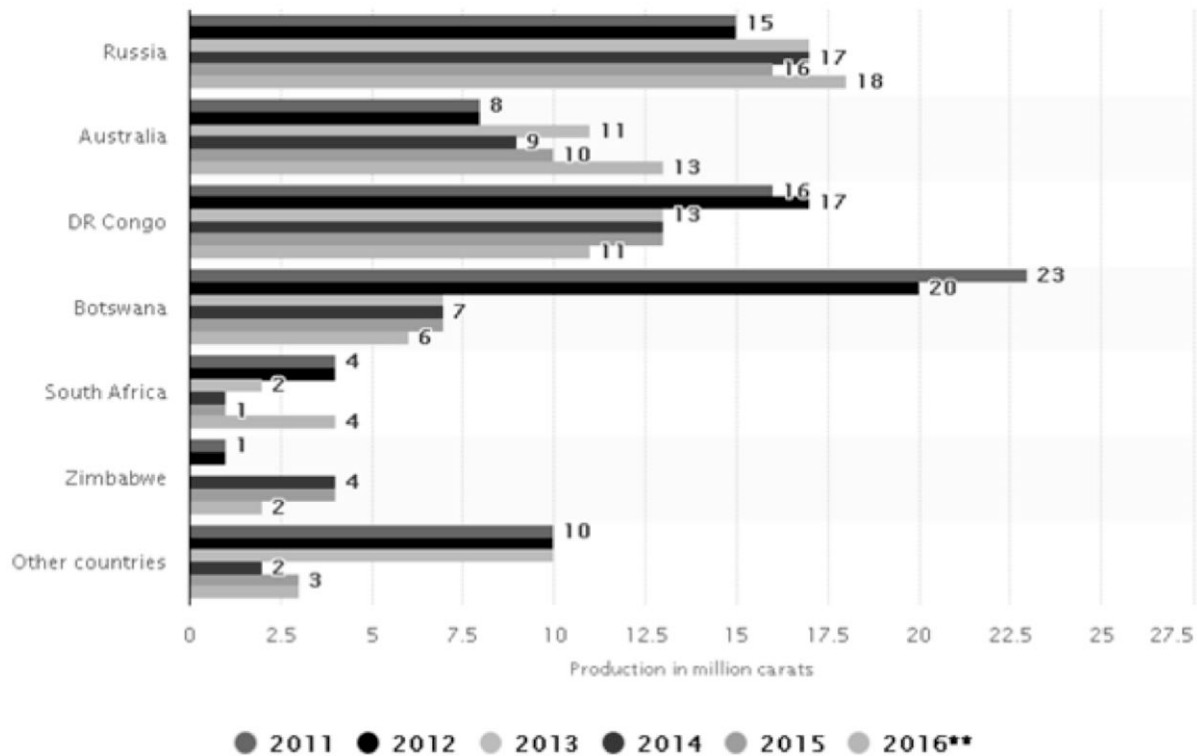
This statistic depicts the global diamond jewelry retail sales



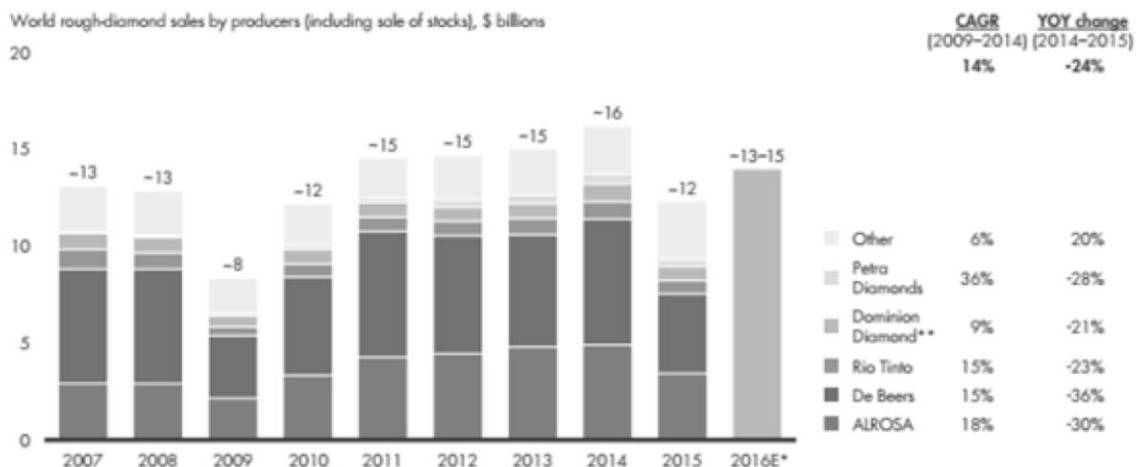
Major countries in worldwide diamond mine production from 2011 to 2016 (in million carats)*

This statistic depicts the major countries in worldwide natural industrial diamond mine production from 2011 to

2016. In 2016, Russia's mines produced approximately 18 million carats of diamonds, making it the world's largest natural industrial diamond producer that year. Diamonds are a coveted material often used in jewelry, as well as for industrial purposes due to their extreme degree of hardness.



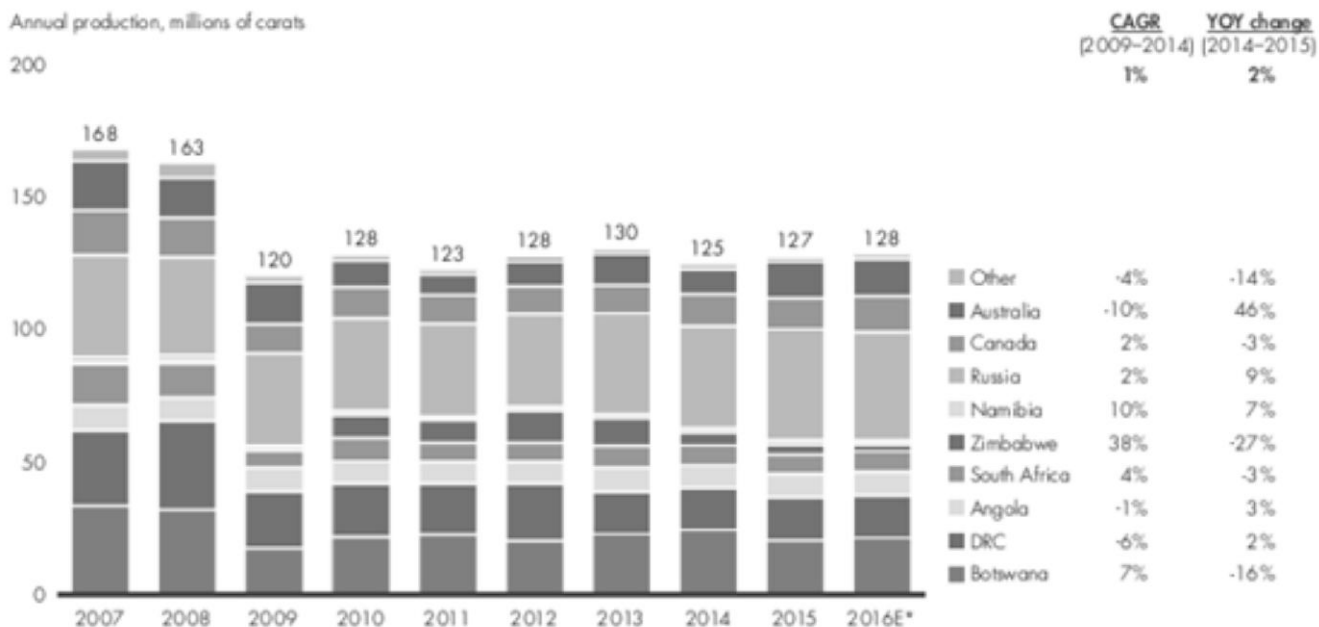
Rough diamond sales by producer



*Estimated based on Q1-Q3 2016 results of top rough producers and expert interviews for smaller mining companies
 **Combined figures for BHP Billiton and Dominion Diamond in 2006-2012; fiscal year ends January 31; year 2006 represents FY 2007, and so on
 Note: ALROSA revenues represent diamond sales only; BHP Billiton sold its diamond business to Dominion Diamond in 2012; Rio Tinto, BHP Billiton and Dominion Diamond revenues include diamond mining only; BHP Billiton and Petra Diamonds data converted from year ending in June to year ending in December, based on company reports for full year ending in June and reports for half year ending in December; only diamonds tracked by Kimberley Process are included; "Other" estimated assuming no price change for the players of this segment
 Sources: Company data; Bain analysis

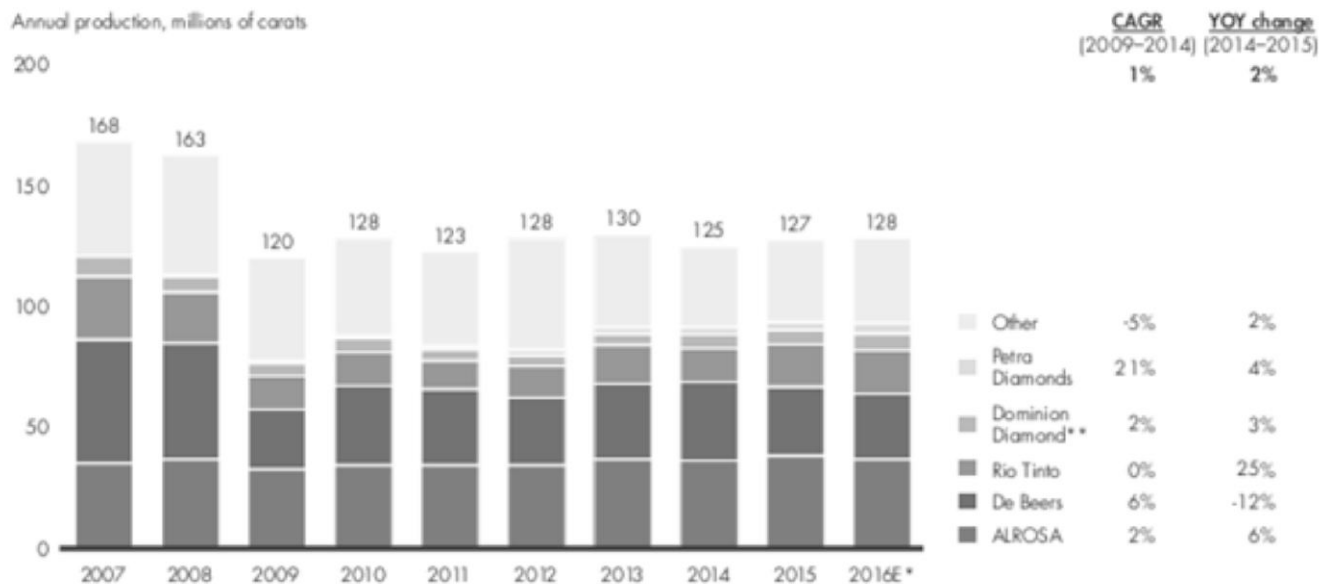
Annual rough-diamond production

Annual rough-diamond production has been stable since 2010 at some 130 million carats, of which around 70 % are gem-quality



*Estimated based on company production plans
 Note: Only diamonds tracked by Kimberley Process are included
 Sources: Company data; Kimberley Process; expert interviews; Bain analysis

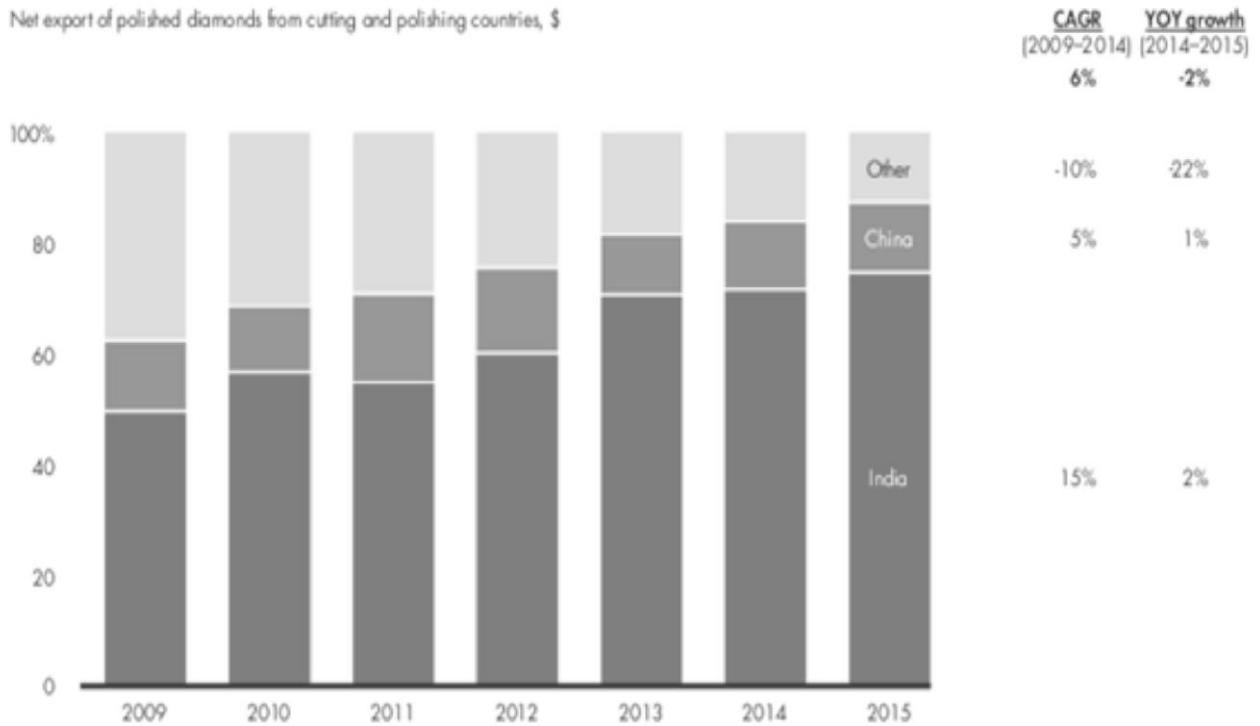
The combined output of the top five producers



*Estimated based on company production plans
 **Combined figures for BHP Billiton and Dominion Diamond in 2006-2012; fiscal year ends January 31; year 2006 represents fiscal year 2007, and so on
 Note: BHP Billiton sold its diamond business to Dominion Diamond in 2012; BHP Billiton's data converted from year ending in June to year ending in December, based on company reports for full year ending in June and reports for half year ending in December; only diamonds tracked by Kimberley Process are included
 Sources: Company data; Kimberley Process; expert interviews; Bain analysis

India and China gained additional market share in 2015

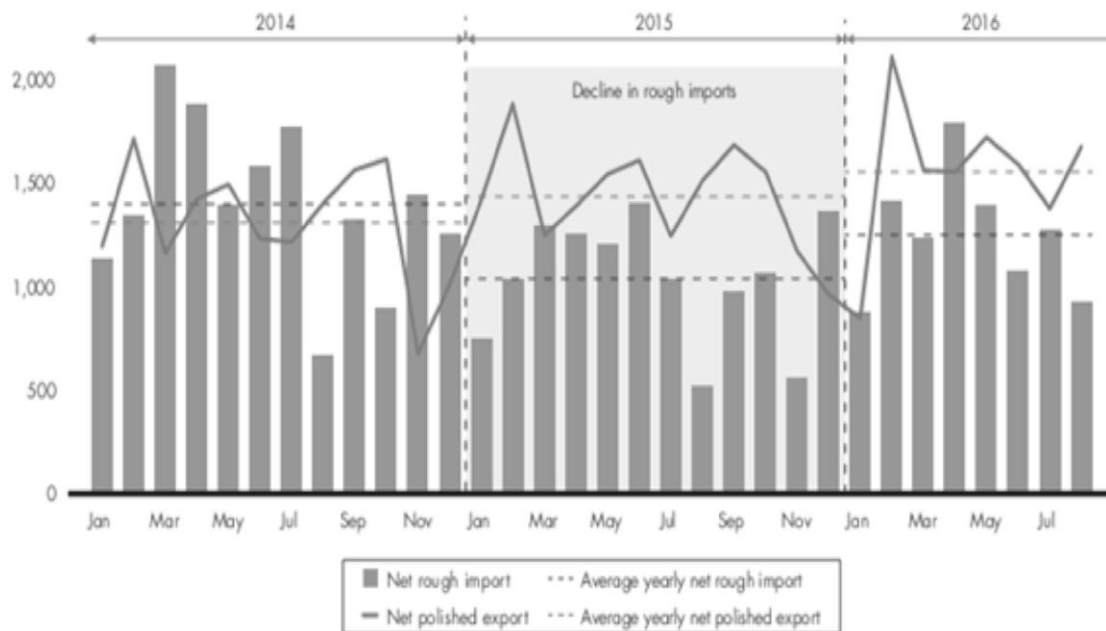
Net export of polished diamonds from cutting and polishing countries, \$



Sources: Gem & Jewellery Export Promotion Council; Antwerp World Diamond Centre; China Customs Statistics; Israeli Central Bureau of Statistics; Bain analysis

Diamonds foreign Trade in India \$ millions

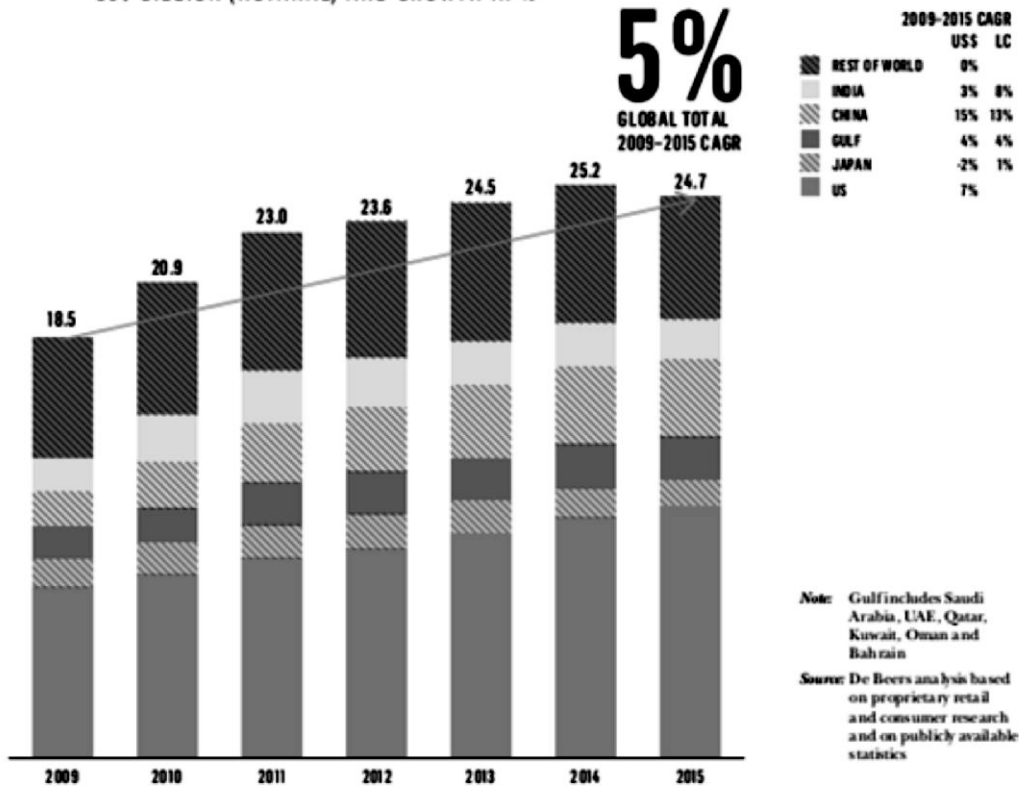
India's polished exports increased in 2015 and 2016, as midstream players sold previously accumulated inventory



Source: Gem & Jewellery Export Promotion Council

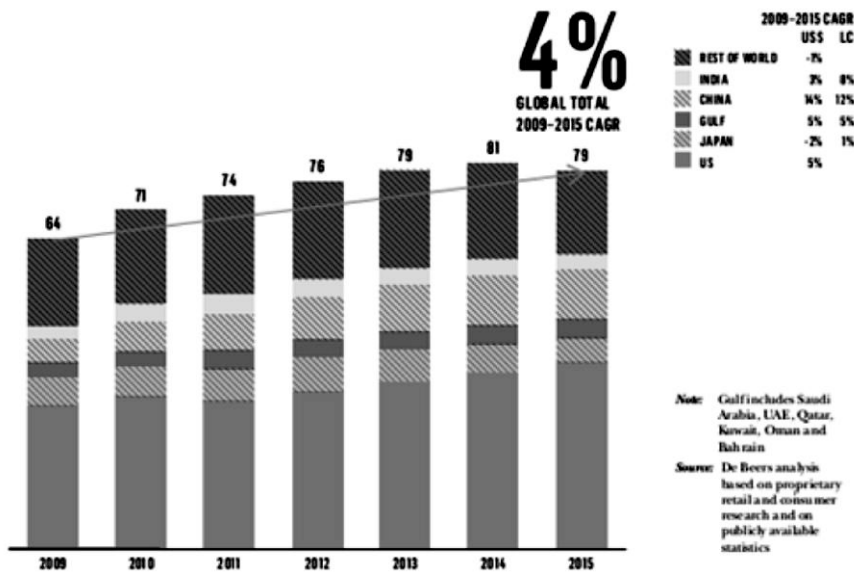
DIAMOND JEWELLERY VALUE: GLOBAL GROWTH BY MAIN GEOGRAPHY

US\$ BILLION (NOMINAL) AND GROWTH IN %



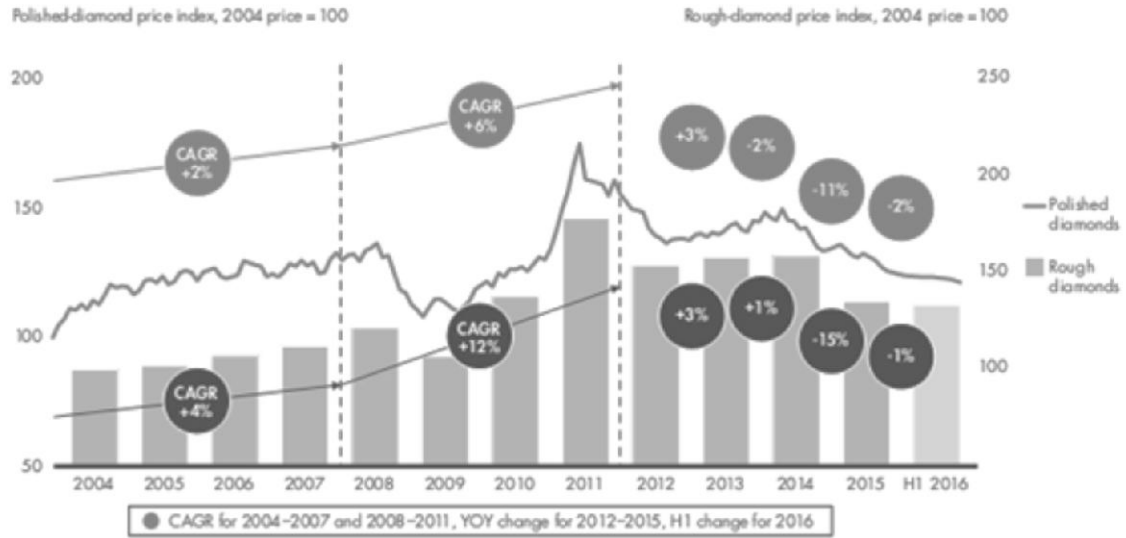
POLISHED DIAMOND VALUE (POLISHED WHOLESALE PRICE): GLOBAL GROWTH BY MAIN GEOGRAPHY

US\$ BILLION (NOMINAL) AND GROWTH IN %



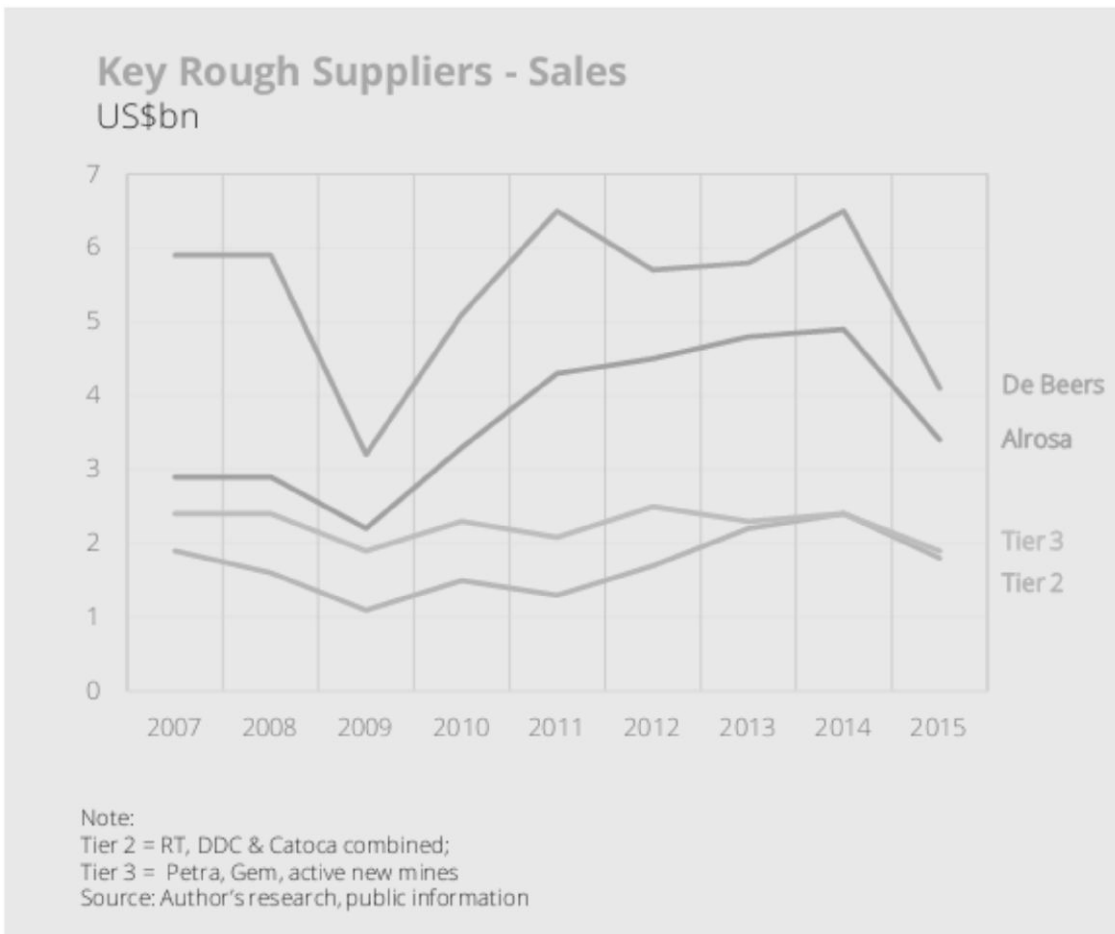
Price Trend

The historical long-term price trend is positive; short-term prices are stabilizing after a recent drop

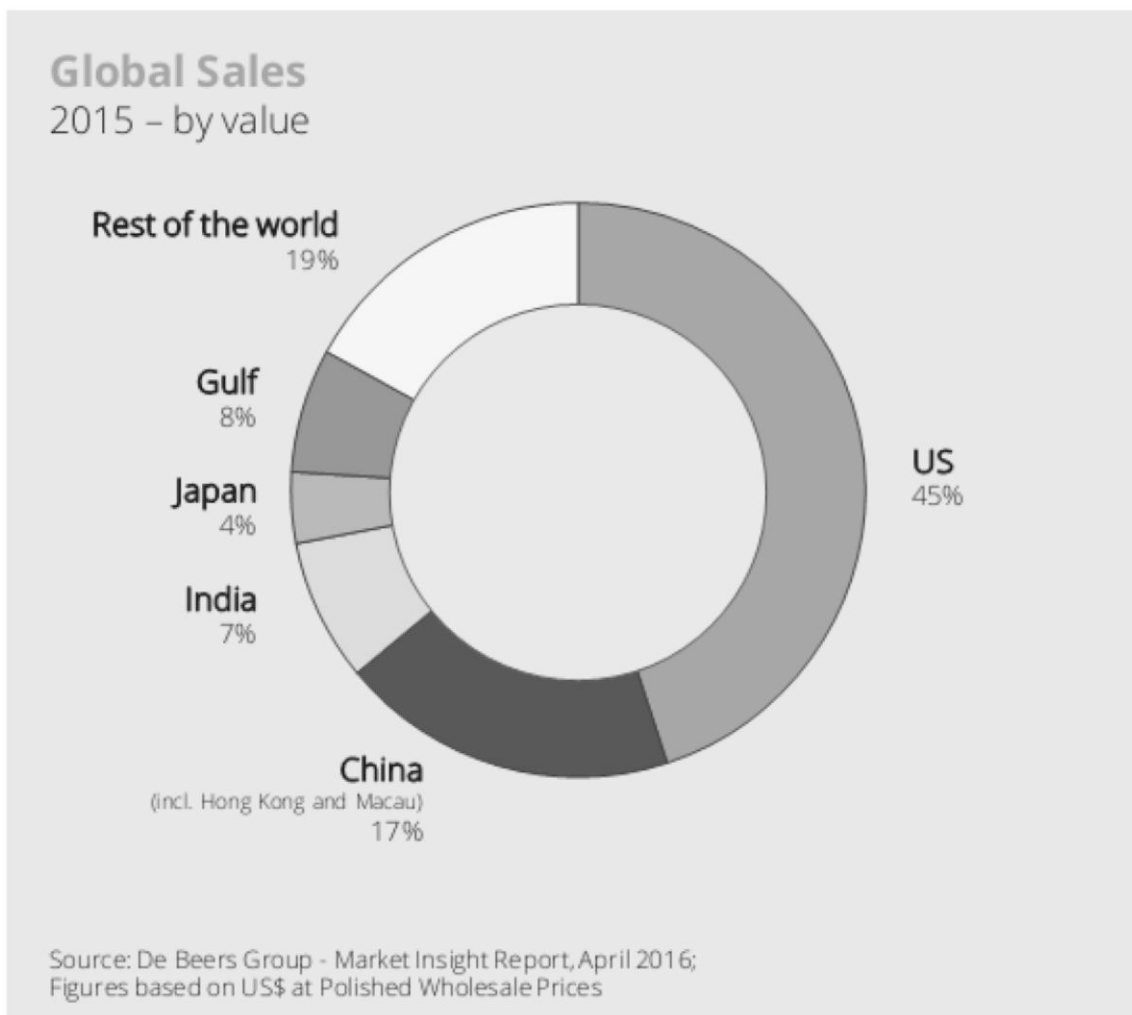
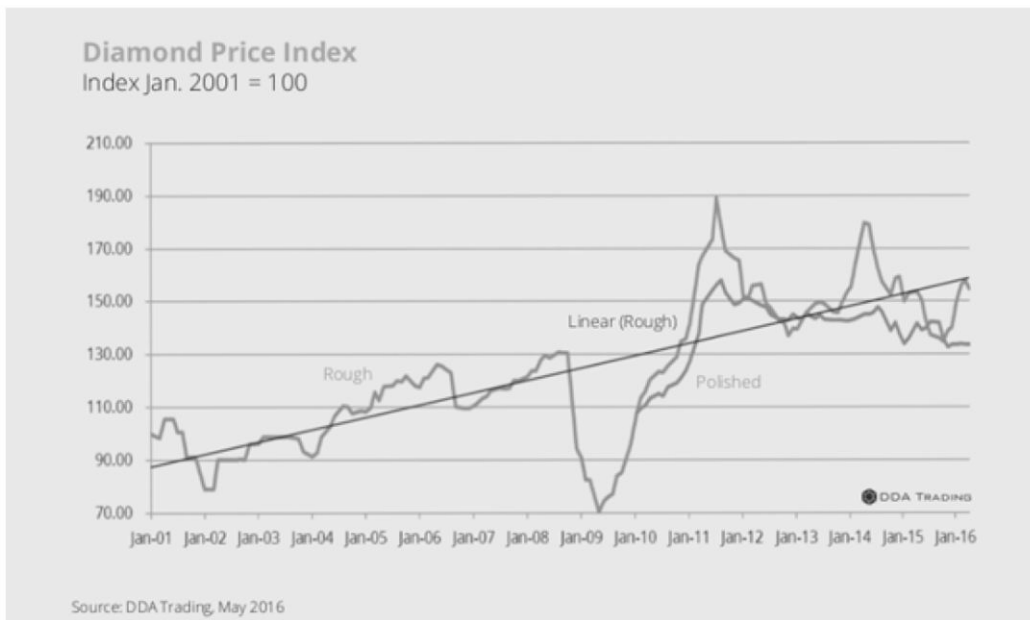


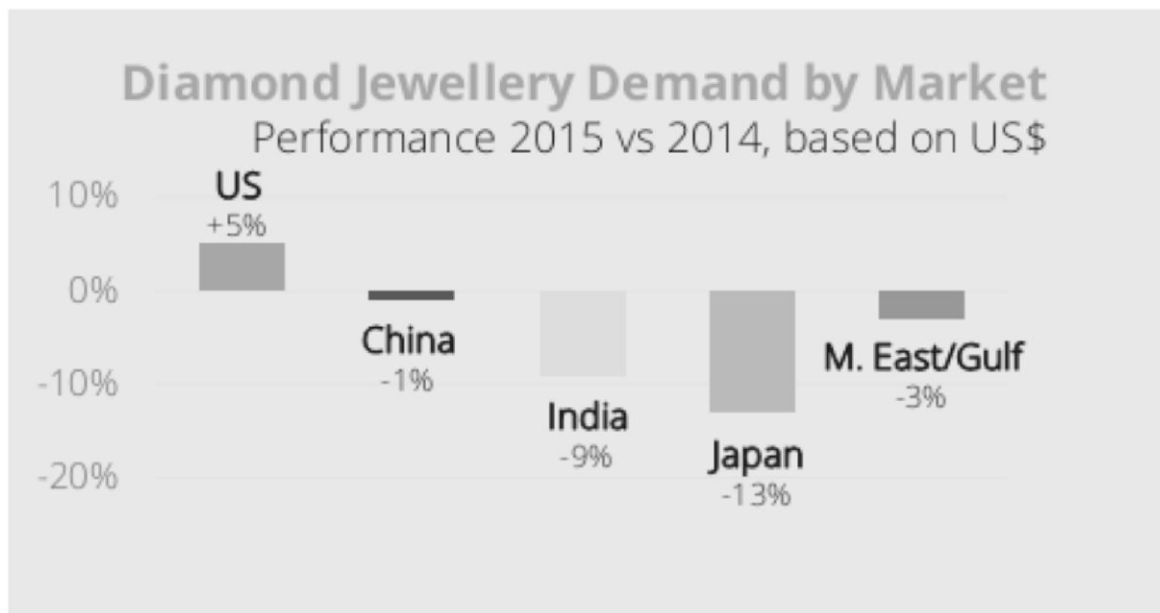
Note: The CAGR for polished-diamond prices is calculated as the growth rate for year-end or period-end prices; CAGR for rough-diamond prices is calculated as the growth rate for annual weighted average prices; H1 2016 CAGR for rough is shown vs. H2 2015
 Sources: General polished-diamond price index (PolishedPrices.com); Kimberley Process; company data; Bain analysis

Market Trends

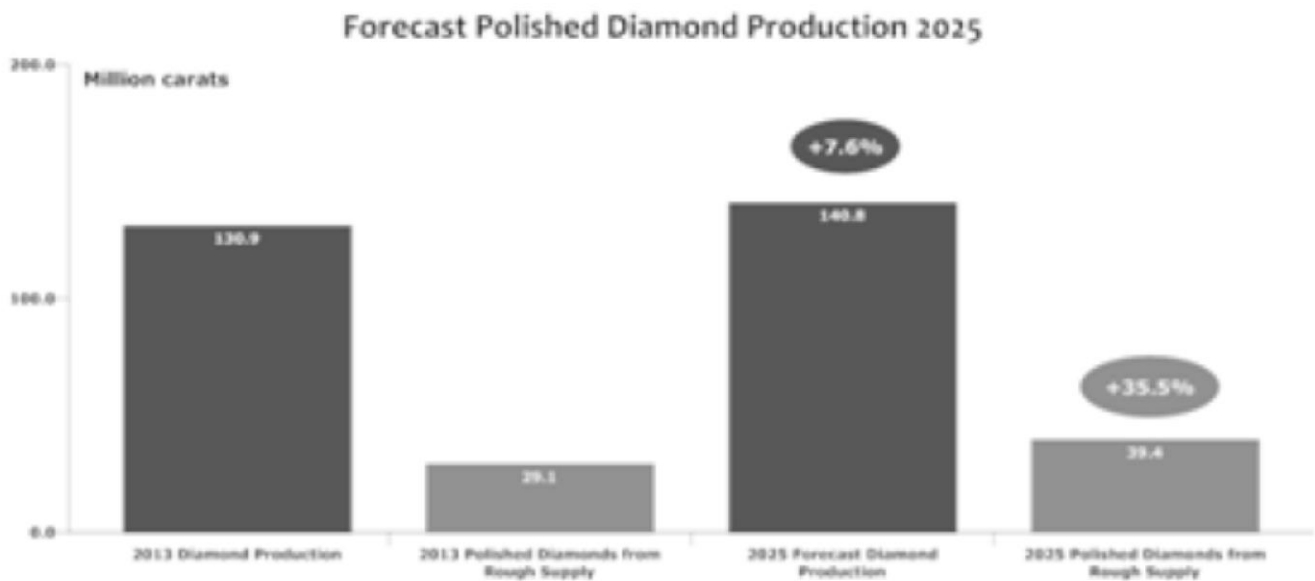


Note:
 Tier 2 = RT, DDC & Catoca combined;
 Tier 3 = Petra, Gem, active new mines
 Source: Author's research, public information





Market Forecast Production forecast of polished diamonds

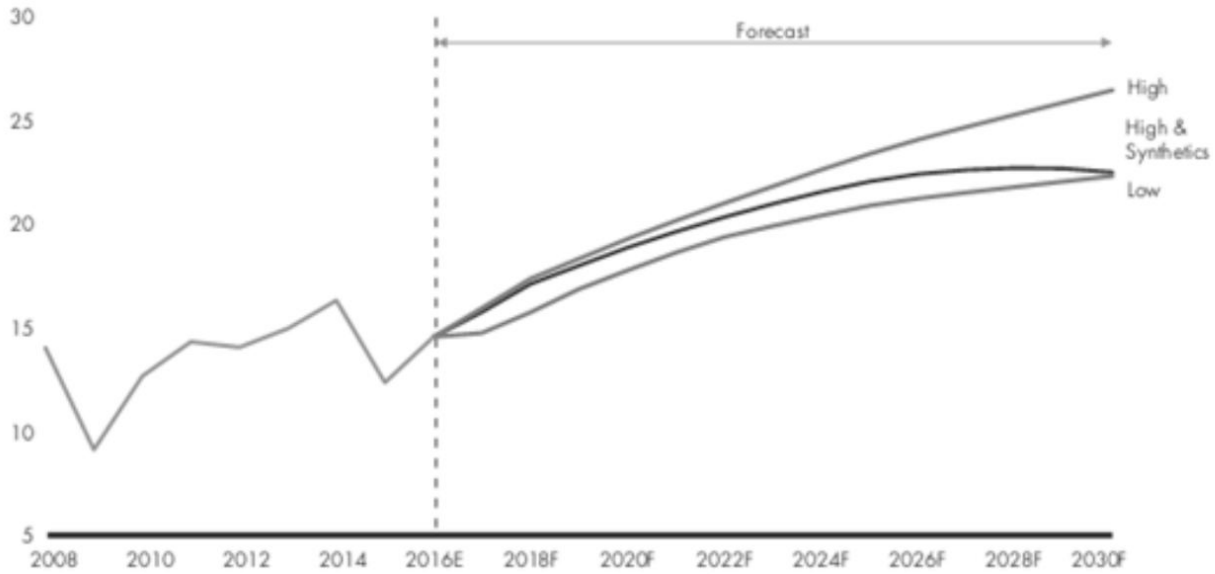


Source: Equity Communications

Global demand is expected to grow 2 % to 5 % per year

Rough-diamond demand, \$ billions, 2008–2030, 2016 prices, constant exchange rates

CAGR
(2016–2030)
-2–5%



Note: Rough-diamond demand has been converted from polished-diamond demand using historical ratio of rough-diamond values to polished-diamond values
Sources: Euromonitor; EIU; expert interviews; De Beers; Bain analysis