

Bullion Bulletin

Information Insights for Bullion Business

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CEO, Hindustan Zinc Ltd

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Dear Readers,

Innovation leads to growth opportunities. It is indeed heartening to note that NSE, BSE and MCX, the leading Indian exchanges in bullion space have launched path-breaking initiatives in August 2020. Each of the initiatives is unique and aimed at broadening and deepening the market through product innovation. From September 1st, NSE approved refiner's conforming to BIS Standards programme has commenced. From now on, Gold bars produced by eligible Indian refiners will be accepted for delivery on the NSE platform. On August 31st, India International

Exchange, a subsidiary of the BSE, launched Gold Quanto and Silver Quanto futures contract. The Gold Quanto futures is Indian Gold spot purity 995 and that of Silver Quanto futures is Indian Silver spot purity 999. On August 24th, MCX launched India's first bullion index futures MCX iCOMDEX Bullion or MCXBULLDEX. The index will track the real-time performance of flagship near month MCX Gold (1 Kg) and Silver (30 Kg) futures contracts. More details on each of the initiatives are available in the inside pages.

According to Refinitiv, India imported about 60 tons of Gold in the month of August 2020. About 32 tons were imported in August 2019. On the face of it, it is surprising to see a spike in gold imports when the price is at all-time high. It could also mean that there is an expectation of further price increase by large sections of the market.

Though import surged in August, the export of Gems and Jewellery dipped by 38% in July 2020. As per the data, gem and jewellery exports declined by 73.62% to USD 494.92 million during the first four months of 2020-21 (Apr-Jul), largely due to weak global demand on account of Covid. According to GJEPC, the exports are projected to decline by 25-30% in the current fiscal year. Manufacturing of Jewellery is also facing challenges due to shortage of man power as a lot of workers have still not returned. Exporters are seeking more time to execute the orders. The most affected areas are Mumbai and Surat.

RBI relaxed the Gold lending norms allowing lenders to lend up to 90% of the value of Gold pledged as loan. The loan-to-value (LTV) ratio has been increased from 75% to 90% to provide better liquidity for the Gold loan borrowers. The relaxation in LTV will be available on loans availed of till March 31, 2021.

World Gold Council has launched a new initiative by the name, Retail Gold Investment Principles (RGIP's) earlier this month. These principles are designed to set the bar for product providers across the global retail gold market and further encourage retail investors to place their trust in gold.

In this edition of Bullion Bulletin, in addition to exclusive interviews from all three exchanges, we bring you the transcript of our webinar on "Indian Gold Jewellery Industry: Reimagining the future".

We hope you enjoy this issue of Bullion Bulletin. We would be delighted to receive your comments/ suggestions. Do write to us at neel@bullionbulletin.in

Stay safe.

Best Wishes!

Neelambari Dasgupta
 Editor

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NSE Approved Refiners Programme: Towards Athmanirbhar Bharat

Mr. Nagendra Kumar, Chief Business Officer, National Stock Exchange of India (NSE)



in India vis-a-vis LBMA approved bars via the banks. The below data clearly shows that Duty paid metal imported by the Banks and Nominated agencies which is accepted on a few other Exchanges in India, is a small fraction of the Dore being imported into the country.

Volume in tonnes	Jan.20	Feb.20	Mar.20	Apr.20	May.20	Jun.20
Banks						
Duty paid	3.7	3.9	1.6	0	0.8	0.3
Duty free	1.7	1.1	1.2	0	0	0.3
Nominated Agencies						
Duty paid	0.2	0.2	0.1	0	0	0.7
Duty free	1.2	1	0.4	0	0	0.1
Other						
Fine gold from doré	7.1	19.4	6.5	0	0	2.8
Direct import by exporters	17.2	15.6	6.7	0	0.2	5.3
Total Volume	31.1	41.2	16.5	0	1.1	9.4

Source: GFMS,Refinitiv

What were the motives / objectives behind NSE launching the initiative?

The Indian gold market trades at a discount most of the time to the International Markets making it commercially unviable for Gold importers importing LBMA approved refiners gold and hedging it on the local commodity derivative Exchanges. Secondly, the tax benefits given to Gold dore importers refining gold in India now at 0.65% has resulted in increase in the share of Gold dore imports

Hence with an objective to make our Gold futures contract more representative of the underlying physical gold trade and attract hedgers like small jewellers, wholesalers, bullion dealers to the NSE Gold derivatives platform, it was decided to accept locally refined metal by Refiners approved by NSE.

It may also be noted that:

- India has over 25 BIS accredited refiners in India and the total capacity of the domestic refiners is estimated to be around 1400 to 1600 tonnes (as per World Gold Council).

There was a strong need and market demand expressed by varied market participants during different forums, that there should be gold standard focused on the Indian markets.

With the launch of NSE Refiner Standards (NRS) for Gold Bars conforming to BIS Standard, we aim at enhancing the effectiveness of the physical settlement framework for the commodity derivatives contracts in India by including the Indian refiners in the exchange settlement framework. This path breaking initiative is also aligned to our honourable Prime Minister's vision of 'Atma Nirbhar Bharat' and also in empowering the domestic refiners and bring the gold bars produced by them at par with the globally acceptable bars.

From the trading perspective, it shall also facilitate in widening the array of acceptable gold which can be provided by the members for the physical settlement of gold contracts traded on the commodity derivatives segment of NSE.

NSE has been working on the project for over three years now. Can you take us through the elaborate process followed? (please elaborate the various consultations held, study tours undertaken to understand several other global markets and so on)

This initiative has been based on multiple interactions and engagements with the market participants, associations, industry experts, regulators, global experts, value chain participants etc. as well as a lot of reading and understanding of the globally laid down standards in this regard.

This idea was initially placed before the expert advisory committee formed by NSE comprising of various key market participants, experts, associations as well as

banks from the bullion industry. After the initial rounds of discussions and revisions with the committee members, study tours were organised to the leading global bullion trading hubs including Shanghai, London and Istanbul. A team comprising of NSE officials, banks, industry experts, associations had visited the leading exchanges in these regions, including Shanghai Gold Exchange, LME, LBMA, Istanbul exchange, to completely understand the market structure, regulatory framework, etc and use the knowledge gained through these study tours for the development of the bullion market in India.

Even after this process there have been several rounds of discussions with all the key entities involved including refiners, technical experts, vaulting service providers, referee labs, auditors, OECD, RMI and other certification / audit agencies etc.

NSE has engaged with one of the reputed global experts in the area of technical assessment of refineries namely, Alex Stewart and they have conducted the technical assessments of all refiners currently empanelled with NSE and those which are proposed to be empanelled with NSE as well.

One key aspect which we came across during such market engagement was related to the sourcing of metal for producing gold bars. As you may be aware currently there is a lot of focus on how the metal is being sourced whether the same is from a responsible source. In fact, OECD has also issued a detailed guideline namely, OECD Due Diligence Guidance for Responsible Supply Chains of Minerals from Conflict-Affected and High-Risk Areas. NSE has also taken guidance from OECD on its entire framework and approach to responsible sourcing.

All these engagements and actions have been primarily focused on ensuring that while we give suitable opportunities to our domestic refiners, we do not compromise on any of the key requirements considering the globally acceptable standards.

How many refiners have been enrolled in the NSE approved refiners programme as of today? Is the NSE approval given for the company or each individual refinery location? How many more refiners are undergoing the approval process? How long does it take for a BIS accredited refinery to become an NSE approved refiner? At present NSE has empanelled 4 refiners as listed below:

- M D Overseas Pvt Ltd
- Kundan Care Products Ltd
- Augmont Enterprises Pvt Ltd
- GGC Gujarat Gold Centre Pvt Ltd

The selected refinery of these refiners have been approved by NSE after due assessment by the technical expert appointed by NSE. We have another 5 refiners who have shown interest in getting empanelled and we should be able to on-board them subject to their compliance with the required NRS guidelines.

Taking into consideration, the various stage involved in the empanelment process (technical inspection, documentation, advisory from the committee etc), a BIS accredited refiner can get empanelled within a time frame of 6-8 weeks.

Is it right to say that NSE approval process primarily is a “process audit” while BIS accreditation stresses on “product quality”? If so, what are the constituents of the process audit? Is the audit carried out by a third party or NSE itself? What is the frequency of the audit?

The standards prescribed by BIS focusses on technical requirements / physical aspects of gold bar produced by the refiner like the grade, manufacturing methods adopted, dimensions, appearance, markings, weight and such physical appearance.

On the other hand, the NSE Refiner Standards takes these BIS Standards as the base and builds on the same by

specifying additional requirements in a structured manner. There are quantitative criteria like networth, track record, minimum production etc as well as qualitative criteria like refining standards, assaying capabilities etc.

NRS has also prescribed ongoing compliance requirements including technical audit, process and sourcing audit which would be carried out on a half yearly basis. We have appointed external experts in these areas to ensure that all aspects related to technical evaluation and audits are appropriately covered and assessed by the experts in the field.

Another important aspect which is covered under NRS is the genuine sourcing requirement which requires the refiners to be certified by the OECD aligned audit programme within a period of 15 months from the date of empanelment.

Let’s discuss the benefits. How will the NSE approved Refiner’s gold bar benefit a jewellery manufacturer? Would it also be helpful for exporters of gold jewellery from India? Does a manufacturer need to be a participant of NSE derivative market to buy the metal from this programme?

The following are the key benefits for a manufacturer to buy NSE approved Refiners gold bar:

- Cost benefit for the reasons stated in our earlier responses
- Guarantee of the gold bar purchased (counter-party risk handled due to the presence of NSE Clearing Corporation)
- Compliance to the norms prescribed by NSE with respect to purity and sourcing.

In order to buy the metal from NSE, a manufacturer or any other participant needs to be a client of a Trading member enabled under the commodity derivatives segment of NSE.

A STEP IN THE RIGHT DIRECTION.



Why is *Commodity Options on Gold Futures* a big step forward?

Commodity Options on Gold Futures is a flexible, powerful financial instrument which helps provide substantial opportunities for both hedgers and investors. When we buy Commodity Options on Gold Futures, we need to only pay a fraction of the purchase cost, known as a premium. This is the risk you take as an Options buyer for benefits that are not limited. If you are in a business where the price of gold can impact your bottom line, Options can help you manage the frequently changing cost. This instrument helps businesses maintain a fixed cost throughout the year.



MCX INVESTOR PROTECTION FUND

Issued in Public Interest by Multi Commodity Exchange Investor Protection Fund
Read the Risk Disclosure Document (RDD) carefully before transacting in commodity futures and options

How can a bank participate in the NSE Approved Refiner's gold bar programme?

Subject to RBI regulations, Indian Banks can participate in NSE to:

- Hedge their price risks (on NSE) of the India Good Metal purchased in OTC
- Purchase India Good Delivery bars at discounted prices to International Bullion prices
- Save on the foreign exchange out flows

Is there a role that NSE Approved Refiner's gold bar programme could play in reviving the gold monetisation scheme? Please elaborate.

The implementation of India Good Delivery by NSE takes a holistic approach towards GMS. Banks would now be more comfortable dealing with the domestic refined bars as there is a conformity to purity. Refiners that NSE has onboarded further adds to trust in the system as there is a well defined framework and the presence of a third part who looks into the processes

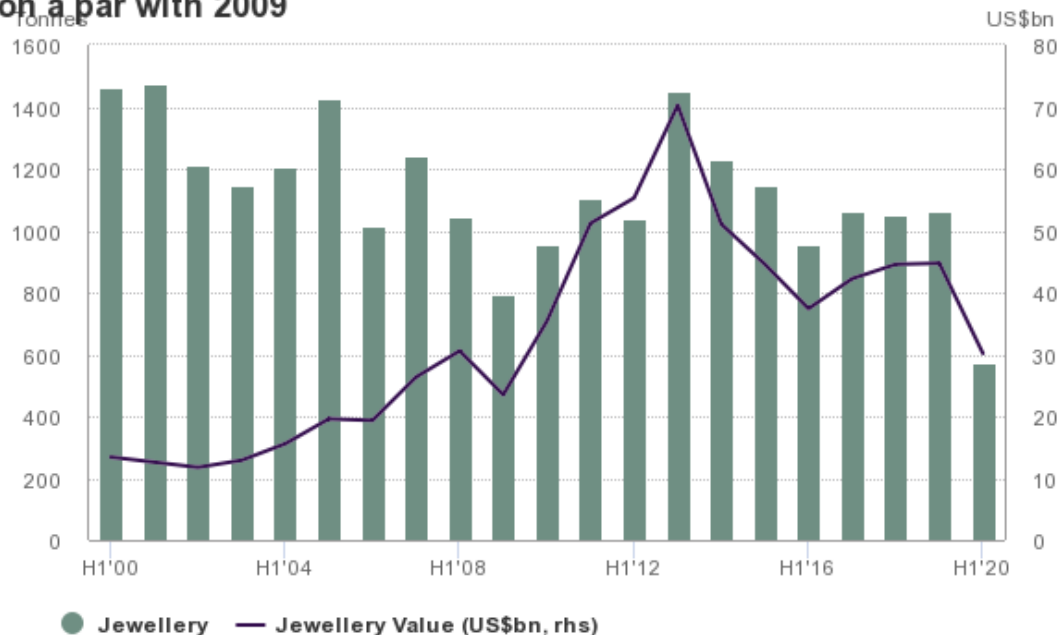
Is a buyer automatically assured of NSE Approved Refiner's gold bar as "Responsibly Sourced" as per international norms?

The empanelled refiners as part of their documentation provide an undertaking that their sourcing is made from responsible and genuine sources. The guidelines prescribed as part of the undertaking though takes into consideration the domestic market scenario is well aligned to the globally accepted norms.

Furthermore, in this regard, we have also specified under our guidelines that the refiners are required to get themselves certified by the OECD aligned audit programme within a period of 15 months from the date of empanelment. Till this period of 15 months while the refiners are getting themselves certified from OECD aligned auditor, NSE shall make sure that the refiners are subjected to sourcing and process audits through an appointed independent team.

Disclaimer: Views are personal and not the views of the publisher

Global jewellery volumes crash to record H1 low, with value on a par with 2009



"MCXBULLDEX": An ideal product for diversified investment portfolios

Mr. Shivanshu Mehta, Head – Bullion, Multi Commodity Exchange of India Ltd (MCX)



What is the vision of MCX behind the launch of MCX BULLDEX? Who are the intended users of this product?

MCX BULLDEX is a Sectoral Index, providing an efficient tool for investors to make precious metals a part of their portfolios. This index includes gold as well as silver futures listed on MCX. This portfolio approach has been long awaited in commodities and the BULLDEX has now enabled this much needed diversification. It is empirically proven that commodities not only reduce the Beta (Volatility) but also increase the risk-adjusted returns of portfolios. Market participants including individual investors, professional traders and financial institutions such as hedge funds, exchange traded funds and mutual funds, can use the MCX BULLDEX either as a reference benchmark for their investments in bullion or as the basis itself of investment products which provide direct exposure to bullion. The lower value, shorter tenor (being monthly) and the index being a cash-settled contract create a convenience in line with this objective.



Correlation: 0.07656

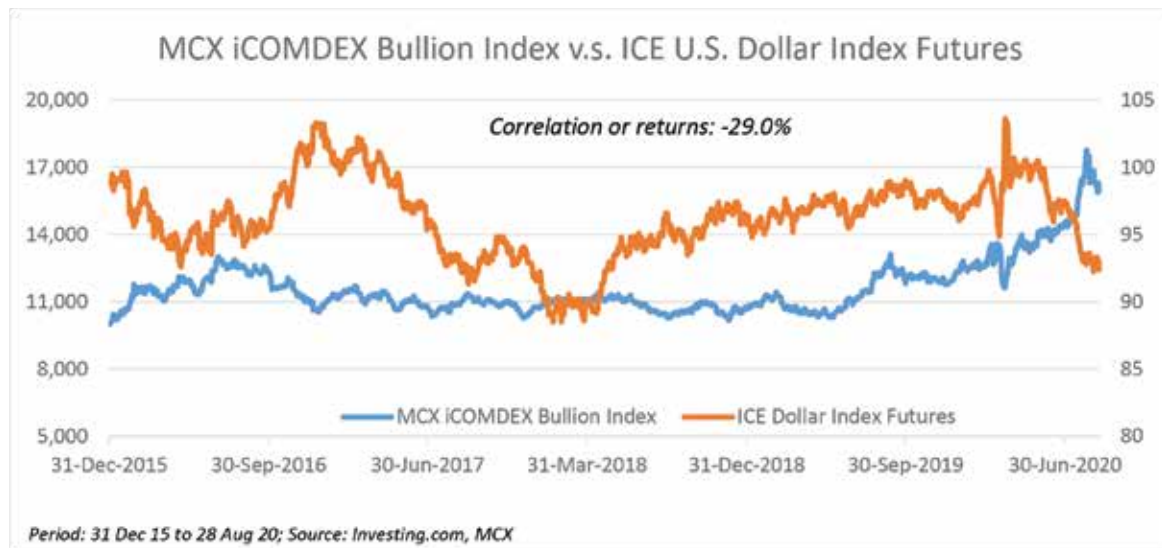
$$\text{Returns } (R_p) = \sum_{i=1}^n W_i \times R_i$$

$$\text{Volatility } (\sigma_p) = \sqrt{w_1^2 \sigma_1^2 + w_2^2 \sigma_2^2 + 2w_1 w_2 \sigma_1 \sigma_2 \rho_{12}}$$

Performance (Aug'19-Jul'20)	Portfolios with Equity Index & BULLDEX			
	Equity Index (100%)	Equity Index (90%) + BULLDEX (10%)	Equity Index (75%) + BULLDEX (25%)	Equity Index (50%) + BULLDEX (50%)
R_p	0.85%	5.20%	11.72%	22.59%
σ_p	31.47%	28.53%	24.44%	19.05%
Sharpe Ratio	-16.36%	-2.81%	23.40%	87.06%

While the established benchmark bullion Futures and Options at MCX, cater to the comprehensive needs of all market constituents including the bullion value-chain hedgers, BULLDEX is ideally suited to retail investors who have hitherto single-asset portfolios, but now wish to take a sectoral exposure to gold and silver together.

The BULLDEX like the underlying constituents- Gold and Silver also creates a Currency hedge:



We would like to know how the index is constructed. Can you take us through the elaborate process followed?

MCX BULLDEX is a price based 'Excess Return', ER Index. It is built on highly liquid contracts – Gold 1 kg & Silver 30 kg (front month contracts) traded on MCX. Being an ER index, it also provides the return attributed to rolling of constituent contracts to a new expiry, apart from price returns. It has a base value of 10,000 at market close as on December 31, 2015.

Computation formula:

MCX BULLDEX value is calculated as weighted average of single commodity indices i.e. Gold Index and Silver Index, which are computed using the relevant commodity futures contracts. The single commodity indices are computed real-time by adding returns (t) over the previous day (t-1) to the previous day's Index value as

$$SINGLECOMDEX_t = SINGLECOMDEX_{t-1} * \frac{CSR_t}{CSR_{t-1}}$$

where CSR is the price of the front expiry month of the relevant futures contract or, if day falls within the two-day roll period, then CSR is the weighted average price of the front and next expiry months

$$\text{Say, Gold Index (GI)}_t = GI_{t-1} * \frac{CSR_t}{CSR_{t-1}}$$

Example, if $GI_{t-1} = 16,500$

Gold front expiry month price is Rs. 50,050/ 10 grams on day 't' and Rs. 50,000/10 gm on day 't-1',

then $GI_t = 16,500 \times 50,050 / 50,000$

$$= 16,516.50$$

Then, MCX BULLDEX is calculated as

$$Bullion\ Index(BI)_t = \frac{Gold\ Index\ (GI)_t * W_G + Silver\ Index\ (SI)_t * W_S}{\text{Divisor}}$$

$$\text{Divisor} = \frac{GI_{t-1} * W_G^{new} + SI_{t-1} * W_S^{new}}{B\ Index_{t-1}}$$

Divisor - Adjustment factor to accommodate rebalancing (i.e. change in weights: once in a year)

Index Rollover

The rollover days for MCX iCOM DEX Bullion Index have been fixed in such a manner to ensure that prices of most liquid contracts are used for index construction. The rollover takes place over two business days just prior to the first day of staggered delivery tender period of gold or silver futures.

Index Governance

MCX iCOMDEX Indices are administered by a dedicated team at MCX, with support from the Index Action Committee and Index Advisory Committee. The indices conform to the SEBI-prescribed guidelines on index design and also to the IOSCO Principles of Benchmarks, as certified by an external assurance firm.

As the index will track the real-time performance near next month of Gold 1 kg and Silver 30kg futures, What will be the weightage of Gold and Silver in the index? How often will the weights be re-balanced?

The MCX BULLDEX are computed based on gold (1 kg) and silver (30 kg) futures listed on MCX. The underlying constituents are weighted three-fourths by its liquidity (over last 12 months) and one-fourth by its physical market size in India (average of last 5 years), determined by

local production and imports. The weights are rebalanced annually- announced every year in October, w.e.f. January.

Sectoral Index	Constituents & Weights (2020)
Bullion	Gold (~70.52%) & Silver (~29.48%)

For example, if Gold Index(t) is at 16,516.50 and Silver Index(t) is at 12,500, then MCX BULLDEX value with weights of Gold and Silver at 71% and 29% respectively, is: $16516.50 \times 0.71 + 12500 \times 0.29 / \text{Divisor} = 15351.72 / 1.009 = 15214.78$, if the divisor is 1.009

Index weights

Constituents of MCX BULLDEX are rebalanced annually in January on the basis of re-calculated weights, which are published three months before the rebalancing. The impact of weight change on index is taken care of by appropriately applying the Divisor' or the Normalization Constant'.

Can they use arbitrage strategies through this index?

The BULLDEX and the underlying Futures contracts can be value-balanced to create hedging arbitrage strategies. As an example the number of lots needed to balance the positions is given below:

Underlying Futures	Price	Multiplier		Value	Units	Basket Value	Eff. Wt
Gold OCT	51,521	100		51,52,100	1	51,52,100	71.85%
Silver DEC	67,301	30		20,19,030	1	20,19,030	28.15%
				71,71,130		71,71,130	
Index	Price	Multiplier	Weights	Value	Units	Basket Value	Eff. Wt
GOLD index	17,440	50	70.52%	6,14,916	9	55,34,241	75.13%
SILVER Index	13,811	50	29.48%	2,03,597	9	18,32,370	24.87%
				8,18,512		73,66,612	

Underlying Futures	Price	Multiplier		Value	Units	Basket Value	Eff. Wt
Gold MINI OCT	51,381	10		5,13,810	2	10,27,620	74.65%
Silver MINI NOV	69,779	5		3,48,895	1	3,48,895	25.35%
				8,62,705		13,76,515	
GOLD index	Price	Multiplier	Weights	Value	Units	Basket Value	Eff. Wt
GOLD index	17,440	50	70.52%	6,14,916	2	12,29,831	75.13%
SILVER Index	13,811	50	29.48%	2,03,597	2	4,07,193	24.87%
				8,18,512		16,37,025	

Disclaimer: Views are personal and not the views of the publisher

BSE India INX: Gold Quanto and Silver Quanto future contract launched

Mr. Sameer Patil, Chief Business Officer, Bombay Stock Exchange Ltd., (BSE)



market participants an effective hedge against exchange rate fluctuations.

We understand that both the Quanto futures contracts will be settled in cash in US Dollar, What will be the terms of final settlement price? Will it get settled at IBJA PM fix on the expiry date round off to the nearest tick? Please elaborate on this.

The underlying assets for Gold Quanto futures is Indian Gold spot purity 995 and for Silver Quanto futures is Indian Silver spot purity 999. The contract symbols are GOLDQ & SILVERQ respectively. For both contracts, the contract value is (Quoted Price*1) USD, contract size is 1, minimum price movement (tick size) is 1 and the tick value is USD 1. The quotation for Gold Quanto futures is Indian gold price quoted per 10 grams (E.g. Bid 50000 - 50001 Ask) and for Silver Quanto futures is Indian silver price quoted per kg (E.g. Bid 60000 - 60001 Ask). The available contracts for both Quanto futures contracts is Twelve (12) serial monthly contracts. Both Quanto futures contracts will be settled in cash in US Dollar (US \$). In terms of final settlement price, both contracts will be settled at IBJA PM Fix on the Expiry Day rounded off to the nearest tick. The trading hours will be from Monday to Friday from 4.30 am to 5 pm (session 1) and from 5 pm to 2.30 am (Session 2).

What is the need behind the launch of this product?

The Gold Quanto and Silver Quanto Future contracts commenced trading from August 31, 2020. The launch of the quanto products is aimed at enabling investors to gain exposure to the Indian gold and silver markets without being exposed to movements in the USD-INR exchange rate. Gold Quanto and Silver Quanto futures contracts will attract market participants looking for foreign commodity exposure but without the accompanied exchange rate risk. These Quanto futures contracts will provide these

Who are your target customers? How will they benefit from the contract?

While our existing product suite is essentially used by arbitrageurs and hedgers, the Gold and Silver Quanto

futures contract is designed for traders who take a directional call on the Indian Rupee and the Bullion markets in India. These contracts will provide an opportunity to take price view and trading opportunities for offshore traders on Indian bullion markets – the second biggest consuming country in the world. The new contract will trade throughout the day (22 hours) which offers traders increased trading opportunities and ability to react to global fluctuations instantly.

How will this encourage the market participants looking for foreign commodity exposure without accompanying exchange rate risk? Will it provide a hedge risk?

The concept of Quanto futures is very simple and helps market participants manage currency exposures effectively, and we are delighted to play a pioneering role in the introduction of such unique derivative products in GIFT City IFSC. These Quanto products will expand the value proposition of our commodity product suite and take us to the next level in terms of offerings available in the region. As explained in the previous question, these products effectively add an additional layer to the richness of market participation and give more and more opportunities for investors.

How does it align with the long-term objectives of the Government? Will it enhance India INX's position as an international exchange, where you will have all the products seamlessly?

GIFT City is today functioning as a measure to enhance foreign investments in India is not just attract more foreign investments but is also slated to be at par with global financial hubs like HK and Singapore. The city already has 2 stock exchanges and exemptions by the government have virtually made trading tax-free. The unified IFSC authority at GIFT city is expected to curb red tape and bureaucratic discrepancies that deter foreign investments.

The launch of Gold Quanto and Silver Quanto Future contracts thus adds to the already wide bouquet of products across equity stocks and index, commodities and currencies. The contract will supplement the Exchange's existing suite of products by providing traders with an outright quote on the USD/INR foreign exchange rate and inter- arbitrage opportunities.

India INX's vision, in a way, is witnessing the trajectory and aspirations set by Prime Minister Narendra Modi in his inaugural address of the exchange "In ten years, IFSC set up at GIFT City should become a price setter for few of the largest traded instruments in the world – across currencies, commodities, equities, interest rates or any other financial instrument and should become a leading fund raising destination for Indian and Foreign issuers."

Disclaimer: Views are personal and not the views of the publisher

Tonnes	Q2'19	Q2'20	YoY
World	529.6	251.5	-53%
India	168	44	-74%
China	136	90.9	-33%
Source: World Gold Council			
10-year average H1 gold demand 1016t.			

Strategic role of Silver in future; a way ahead

Ms Ruchika Jha, CEO, Silver Business, Hindustan Zinc Limited (HZL)



Can you please take us through the journey of silver production at HZL during the last 15 to 20 years (the story so far). How do you see silver playing a very strategic role for HZL as well as India?

Thank you. Hindustan Zinc Ltd. used to produce 47 – 50 tons of Silver in 2002, at the time of disinvestment, from there; we are now the sixth largest Silver producer in the world with last year's production of 610 tons. We remain committed to advance our Silver growth trajectory and be among the top 3 producers of Silver in the world in the next 2-3 years.

We are the only integrated miner for Silver in India and our mines will continue to fuel our growth plan. Silver business is a key strategic focus area for Hindustan Zinc and contributed to ~ 30% of our EBITDA last year. We see tremendous potential to unlock value in our Silver business through improved mine to metal recovery and value-added products. For India, where almost 90% of Silver is imported, Hindustan Zinc's capacity growth would lead to saving of precious Foreign Exchange for the country. Our customers would be benefitted by the purity of LBMA grade 99.9% refined Silver, consistency of supply and Industry collaboration for joint product development through R&D. We are also working on providing a seamless digital buying experience to our customers through the ecommerce portal – eVolve.

Industrial use of silver is an established demand segment around the world. However, the share of silver usage for industrial purposes is low in India. What can be done to produce silver-based downstream industrial products in India? How can the industry leverage some of the flagship programmes of government of India such as Make in India and Atmanirbhar? How can HZL support in such initiatives?

Globally, Industrial segment accounts for about 50 – 55% of Silver demand vs 19-20% in India. India is the largest consumer of Silver; the irony is that India imports a lot of downstream products which shifts the manufacturing and value addition on Silver outside of India. For example, Silver paste is a critical element for Photovoltaic cells in

Solar panels. Chinese firms supply about 80 percent of solar cells and modules in the Indian market. At present there are none to just a few Silver paste manufacturers in India. At Hindustan Zinc, we want this situation to totally change. In our view, the largest consumer of Silver in the world should also be the largest manufacturing hub and employment generator for Silver downstream products in line with Atmanirbhar India campaign. Hindustan Zinc Ltd. is committed to give impetus to downstream Silver Industry by extending consistent supply of highest quality input Silver, technical and R&D support. The technical knowhow and skill development gap can be mitigated with the expertise of Global Associations like The Silver Institute for the Indian Industry and Hindustan Zinc has sowed the seeds of this partnership.

Unlike the rest of the world, the demand for silver in India is predominantly from silverware and silver Jewellery manufacturers. What do you see as opportunity for HZL as well as India to leverage further on our unique craftsmanship and grow these traditional markets?

Indian craftsmanship and artistry of Silver both for Silver Jewellery and Silverware is very unique. Further, India has the advantage of low labour costs compared to western countries which are big markets for high end premium fashion Jewellery and Silverware. HZL intends be the backbone for a model supporting our artisans and our heritage, giving Indian fusion styles a Global platform. Empowering the local artisans with the machines / equipment enabling highest quality finish & elevating their design capabilities, tie ups with Global designers could open up the Global markets for Indian artisans in a structured way leveraging e-commerce.

It is very heartening to note that HZL has taken a lead in organizing a webinar to engage with all the downstream user segments of silver. Can you share with our readers more information on the same? What is the objective

that HZL tries to achieve from the webinar?

It is the vision of our Chairman Mr. Anil Agarwal to nurture Silver downstream industries and empower them. This is a response to the call for “Atmanirbhar Bharat” from all of us at Hindustan Zinc under the leadership of Hindustan Zinc Ltd, CEO Mr. Arun Misra. The Webinar is the first step in that direction where we intend to bring all stakeholders at one platform – Industrial Users , Jewelers , Silverware manufacturers, Investors, Policy makers, Associations, Global & R&D Institutes. Idea is to openly engage and identify key initiatives that each stakeholder needs to take to see the Silver downstream industry prosper and create more jobs in India.

What are the regulatory imperatives for Silver in India ?

At present, in India, Banks are not allowed to source Silver from domestic producers; we believe that Globally, Banks participate in physical trading of Silver (highest quality LBMA grade) and it ensures transparency and funding support to SMEs. Especially in context of a country like India, where improvising GST collections remains the key, this could be a welcome transformational policy change.

Disclaimer: Views are personal and not the views of the publisher

The India Gold Jewellery Industry: Re-imagining the future

Foretell and IBJA, organized a webinar on the above subject and discussed various dimensions with two leading industry players Mr. Ajoy Chawla, CEO Jewellery Division, Titan Company Ltd and Mr. P R Somasundaram, Managing Director, World Gold Council – India. In course of discussion, Mr. Ajoy Chawla took the audience through a series of innovation that Titan has initiated during covid-19 times and the way forward. A must read...



Mr. Ajoy Chawla
CEO Jewellery Division
Titan Company Ltd

What has been the trend in demand for gold jewellery in the last two to three years? What has been the impact of covid-19 and subsequent lockdown on the gold jewellery demand?

Mr. Ajoy Chawla: In the last two to three years, we have seen a steady increase in Gold prices. Especially the price increase has been significant from second quarter of FY20. In 2017-18, Titan saw growth in both value and grammage terms. In year 2018-19, the grammage growth was flat in the wedding side, it was not declining. But if we look at the total grammage of 22k jewellery, there was a decline of 7% for us. However, there was value growth because the Gold prices have gone up. So, we saw interplay between the ticket sizes going up and grammage per ticket coming down. In the current year, we are seeing grammage holding up, even though the weddings scheduled for quarter 2 and 3 have got postponed. It's surprising. Our understanding is that a lot of customers are expecting gold prices to go up and are advancing their purchase for future. Even though there is jump in Gold prices, people are holding on to the grammage for the plain Gold jewellery of 22k.

Clearly there is a demand for Gold partly because of the investment value of Gold, the safety of Gold, and the worry that Gold prices may go up in future. We have seen a significant interest in Gold coins and Bullions. If we look into our "Golden Harvest" programme, a monthly saving



P R Somasundaram

Managing Director, World Gold Council

approach of Tanishq, we are seeing a good recovery in the enrollments. We are not seeing too many people taking the refunds. To us, this indicates that a lot of people are expecting to buy gold jewellery in the near future.

If we talk about studded jewellery, buyer growth is similar to the last year. Overall jewellery, we may see a 60-70% of buyer recovery; in case of studded, we see a 5-6% lower buyer recovery, say around 60-65%.

In your view, what will be the demand of Jewellery in FY21 and FY22?

Mr. Ajoy Chawla: I think the demand will differ quarter to quarter for the upcoming years. For Q1 (Apr-Jun) of FY21, I expect significant decline. We are not expecting to come back to 100% on like to like basis in Q2; it will be around 75-80% recovery in the month of July and August. This is what we have projected. This is not an outlook, its

an estimation. We are hoping Q3 (Oct-Dec) of FY21 to be better as we feel there is a lot of deferred demand for wedding which will kick in as well as the festive season starts off. We are hoping there will be a better grip on the covid situation as vaccines may be introduced. By Q4 of FY21, we are hoping things will come to normalcy. If there is no rebound of the virus and if vaccines are made available, we are hoping FY 22 we will see a good demand. There is, however, one criterion which we cannot rule out. There are millions of people who have lost jobs in Q1 of FY21. The effect of that will start to show up by next year. So many people from the informal economy will get hurt. While organized economy may show a rebound and for players like us it may be a positive situation, but because there will be a large number of people who have lost livelihoods, it might have a drag effect on the economy in FY 22, unless the Government, RBI and Ministry of Commerce (MoC) puts in a lot of effort to revive the economy. Besides the local economic factor, there is the international factor. If geo-political tensions increase, the Gold prices will be impacted. We hope that FY22 will be much better than FY21.

Which kind of markets will see what kind of demands?

Mr. Ajoy Chawla: When we started reopening in June, we observed that the smaller towns and up-country markets have seen a better recovery than the urban towns. Most of the markets saw an improvement in July over June. Counting over all India, Tier 3 and Tier 4 towns are doing comparatively better. Certain towns like Patna, Bhubneshwar saw a closure, but whenever they are open, they are doing well.

Regarding rural demand for wedding related jewellery, even for last year, we saw an improvement over grammage and ticket size despite prices going up. This year the grammage was flat but the ticket size improved. However, big towns did not see that. There was a reduction in ticket size, so there was a decrease in the grammage for sure.

Last year we have added 41 stores, before that we added 36 stores and so on. So if we look at last three years, we have added around 100 stores and many of the stores we have added are in smaller towns like Tier 3 and Tier 4. Currently, Tanishq is present in 210 towns across India. We see a lot more movement in smaller towns and that has helped us to know the share of those towns. Whatever we are mentioning is the outcome of Tanishq. We hope we will see a good demand in rural, thanks to monsoon. We feel this time, the rural economy will support the urban economy.

What can the industry do to increase the demand and margins?

Mr. Ajoy Chawla: Demand is the function of many things. One is, of course, the sentiments of customers and their occasions for purchase. For Growth, every player has to enable the market to grow. So as a player, what are we are giving to the customer to excite them in an important factor. Let it be in terms of material, product, convenience of purchase or design. Players who are able to innovate in any of these fronts, seek growth.

What can industry do to increase the demand? Listen to your customer, innovate and delight them because customers are always a few steps ahead of most market players. The important thing here is to focus on younger customers and one who are entering into the market. As a player if we are looking to increase the demand side, we have to focus on bringing new customers to the market. Young customers are seeking products which they can wear with their Indo-Western or Western clothing. Customers should be the prime focus as, you can do a product differentiation, quality, business model and customer delivery equation. With these factors you can rightly pin on how to increase the demand.

What are the Global Jewellery demand trends?

Mr. P R Somasundaram: In last three months, every sector has got affected quite badly due to lock down as well as other issues. Regarding how the economy will

rebound, these are based only on guesses. We can't draw a comparison on which country will perform better and which will not, as situation is very complex.

In terms of how jewellery market will perform, if we take an example of China, though they reopened shortly after lockdown, prices have played a major barrier. People are more interested to sell than buy. The usual issues of uncertainty are being faced there. But one thing we see in jewellery markets such as Turkey is a lot of innovation. China, for years have been focusing on millennials. We feel in India too innovation would become the most important thing going forward.

What's happening at the customer end? How is the customer evolving? How is the industry responding?

Mr. Ajoy Chawla: We have not seen casual browsing customers in the last 3-4 months. Customers that visit us are the ones who have motive for buying- either they have a wedding coming, or their gold harvest scheme is maturing or they want to invest in bullion. In Caratlane, we have seen a good traction online. In Tanishq online, we are seeing a 4x jump in the customers over what we have seen in the last year. One understanding is this, customers- either younger or older, are comfortable getting online for the lower ticket size.

Digital technology and social media reach out. What can be done at industry level to reach out the customers? What are the possibilities at individual company level?

Mr. Ajoy Chawla: For Tanishq online segment, the average ticket size last year was about Rs 17000 to Rs. 18000. Most of them were young and were buying lightweight stuffs. Today, the average ticket size have gone up 2.5 times even for Tanishq online. That means, the average band has gone up to 40k. This means there are several customers who are new and have bought from online.

For Akshay Tritiya, which is the largest Gold buying festival, a lot of online buying enquiries happened. People placed order and we delivered jewellery later. Customers are

now becoming used to digital buying. So we are reaching to customers through digital media and video calling. This is both available in Tanishq and Caratlane. We are seeing a tremendous traction for video calling.

The third important trend we are seeing is the online chat, which is not necessary the video, but text chats using whatsapp and other social media platforms. A lot of customers are engaging on that for exchanging of products or shortlisting of products etc. These chats are assisted on the online browsing also.

Fourth thing we have introduced is the endless aisle concept. That is, all products available across the physical stores are displayed online for a customer to see from the comfort of your home. Many people are doing a virtual try on, i.e you can place the product virtually and see how they look on you. So, technology provides immense possibilities and opportunities to engage with customers.

Technology offers a lot of possibilities to engage with customers. Simple thing we did during April 2020 was to reach out to half a million customers on our customer base and checked on how are they doing? Do they need any help? And so on. We wished them on their milestones, so what if they can't come to stores. The model of engaging with the customers is very different.

We have adopted technology for new product development extensively. We can do lot online, in terms of, creating exciting designs and collaborating with our vendor partner and collaboration with our designers and so on. The entire diwali collection which is currently in the pipeline is done online and working remotely. So there is this huge opportunity to serve the customers is through digital platform.

We have been very active on social media. We have tied up with Google, Whatsapp, Instagram and others. We get leads from those social media based on customer browsing. We reach out to customers and checkout if they

are interested, filter the cold leads to warm leads and then we pass-on the leads to the stores closest to them, with the permission of the customers. The collaboration is through online team, the central customer help desk, social media marketing team and the store team. When they come together, for the customers it should be a seamless journey. We have planned this digital approach for a long time, but the accelerated thrust has come since last three months.

What does the millennial want?

Mr. Ajoy Chawla: We hear from millennials "Give me stuff which I can wear all time with what I usually wear. I may not wear Indian clothes all the time, I may wear Indo-western or completely western". They want wearable jewellery. Certainly there is an inclination on the lighter jewellery. They are not hung up on the material. They are fine with 14k or 18k on plain Gold jewellery also. The younger customer is not material driven specially in the top 4-5 towns. But if we go beyond those 4-5 towns, the younger customers definitely want the heavier products.

Another thing we hear from millennials is the sustainability and purposeful brand. Brands which are wholesome, brands which are not harming the planet. In India we have not worked much on the sustainability point of view, We think the jewellery segment should focus on that. If we talk about Titan, we only buy LBMA gold. We completely adhere to the responsible sourcing guidance for Gold and diamonds. We have pipelined a lot of integrity check in our processes. We have looked on to responsible practices when it comes to manufacturing. But we have not really taken that story and given to the customers. Recycled Gold or green gold will be an important topic for millennials.

to be continued

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Creating shareholder value and superior investment returns by investing in undervalued and distressed natural resources opportunities

Mr. Fred Jones, Chief Financial Officer, Pan Pacific Resource Investments Ltd



Tell us about your organization

Pan Pacific Resource Investments Ltd (PPRI) devotes 50% of its investment portfolio exclusively to making control investments in the metals sector. Priority targets are precious metals; secondarily base metals and strategic metals. PPRI's mandate is to invest in private and public undervalued, orphaned and distressed mining targets,

primarily in the Americas. The balance of the portfolio is allocated into offtake and streaming transactions, high-yield secured lending into the mining and metals sector, and physical bullion holdings.

Can you share an interesting case study of yours which is related to Gold or Silver?

Our first transaction concerned a mining property in the Kirkland Lake mining district in Ontario. It is in the rich mining zone near Timmins, Ontario that produced Kirkland Lake Gold. The property was a past producer that had been neglected for some time. It was taken over by a Canadian mining company that conducted millions of dollars of advanced exploration work on the property. Interestingly to us, the property also contained several hundred thousand tonnes of tailings that, with current processing technology and at a recovery rate of 75%-90%, can yield several thousand ounces of gold immediately and at low cost. The Canadian company raised millions of dollars during the last gold bull market, but ran out of funds during exploration and development. The property owners wanted to partner with a well-structured, well-capitalised group; which was difficult to do in a gold bear market. Because of the longstanding experience of the PPRI senior leadership and our geologic team, we were shown the opportunity in-house, and contacted the owners privately.

PAN PACIFIC RESOURCE INVESTMENTS

INVESTMENT PROCESS

GRASSROOTS

Research
Screening
Analyses

PROSPECTING & EXPLORATIONS

Project History
Resource Potential
De-Risking

CORPORATE & NEGOTIATIONS

Due Diligence
Deal Structure
Transaction

EXPLORATION & DEVELOPMENT

Evaluations
Studies
Feasibility

ASSET GROWTH & REALIZATION

Sole Production
JV Operations
Transaction

Pan Pacific:

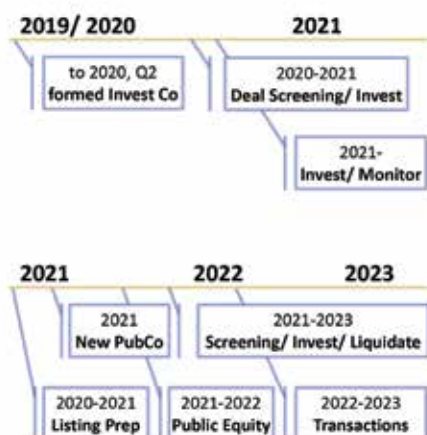
- ❑ With technical guidance; identify and qualify (precious) metal assets held by capital-constrained/ financially-distressed owners
- ❑ In exchange for cash and units of **Pan Pacific**, it takes control of and secures the asset
- ❑ Raise further public capital and dividends back as a return of capital, and share offerings to investors
- ❑ Invest and advance development to ready the assets for production, JV production/ development, or sale

August – 2020

PAN PACIFIC
RESOURCE INVESTMENTS

PAN PACIFIC RESOURCE INVESTMENTS

FUNDING



Private Placement

- ❑ US\$375,000
- ❑ Legal, accounting, and admin
- ❑ Complete first acquisition
- ❑ Position for portfolio expansion

Initial Public Funding

- ❑ Raise US\$10 million
- ❑ Increase shareholder register
- ❑ Majority ownership liquidity options

August – 2020

PAN PACIFIC
RESOURCE INVESTMENTS

We were able to negotiate much more advantageous purchase terms versus the prior company, and we were the sole bidder. This meant we were able to develop the negotiations deliberately, as opposed to under pressure from competing entities. We also then retained one of the owners, who is a young trained geologist, to concentrate on further developing the potential of that particular property. He is now working with our more experienced technical team, which is based in Calgary, to bring the property eventually to full production. Of note, we were able to complete the deal while we were conducting our initial seed-round of funding. So this shows the strength of the investment and technical team that we have assembled.

Kindly elaborate on your activity on the mining area and how do you connect it with investment exclusively in the precious metals industries?

Our base view of the precious metals industries is exclusively supply-chain orientated. Meaning, we evaluate opportunities starting at the advanced exploratory mining level, all the way through the physical bullion trading end-level. Our view is that the upside price pressures in gold and silver will continue for some time, and such price pressures will find their way down the supply chain all the way back to the mine level. Those same pressures will then begin at the producing mine level, and then work down through the advanced-exploration level, to the exploration level, then finally to the most speculative level, which is the property-play level; this typically occurs nearer to the end of a gold bull market. We are assembling a portfolio of assets that include properties mainly at the advanced-exploration level; this is a "sweet spot" for us in terms of price relative to time to production start. This is also the level where the better distressed and orphaned opportunities typically reside. In terms of responsible sourcing of gold, we confine our control investments to the Americas, where there are better-defined guidelines

in place for responsible sourcing, and expectations of ESG policies already are in existence. So it becomes a considered part of our investment decision structure.

Our objective is to control the supply chain from mine to market, and to supply the market with physical bullion through our portfolio investments - as well as hold physical bullion for our client investors. In order to best accomplish this, we have focussed on building an excellent team of geologists; to be successful in this business, you have to have good technical people. This is a key element of upfront risk-management at the acquisition level, as well as an element of ongoing risk management at the portfolio monitoring level. To drive this, we have a proprietary database containing detailed data on thousands of properties, public and private, throughout the Americas and Australia. So our geologists are constantly evaluating potential targets according to very stringent criteria; less than 3% of the opportunities under consideration actually make it up to the investment committee level.

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India

As gold imports take a hit, industry looks for ways to make deposit schemes attractive

India's existing gold monetisation scheme is yet to take off, garnering deposits of only 20 tonnes of gold till now. Private gold stock in India is estimated at 25,000 tonnes which is worth Rs 110 lakh crore. Amid a crash in gold imports following the lockdown, the government has sounded out jewellers and bullion dealers on ways to tap idle gold lying with Indian households. Among the proposals by the industry are aligning the income tax law with gold deposit scheme, raising gold holding limits under 'Streedhan', tweaking the gold monetisation scheme to make it more attractive, and giving greater flexibility to local refineries to scale up as part of a broader gold policy. Some of these suggestions are being examined by the government, two industry sources who have had discussions with senior government officials told ET.

Source: <https://economictimes.indiatimes.com>

High price stifles gold retail; January-July imports decline 66%

During the same period, gold price rose from Rs 40,300 per 10 gram on January 1 to Rs 55,500 per 10 gram on July 31. The prices have remained high due to the global economic uncertainty caused by escalating tensions between US and China and the fallout of the coronavirus pandemic. Gold analysts attribute the decline in retail demand of gold to the increase in prices, liquidity problems faced by people and even the losses during the lockdown when shops remained shut for close to 60 days.

Source: <https://timesofindia.indiatimes.com>

Finance ministry may consider amnesty scheme for those hoarding gold

The Finance Ministry is considering an amnesty scheme for residents with illicit stash of gold, as part of an effort to crack down on tax evasion and cut its dependence on imports, according to persons with knowledge of the matter.

Source: www.thehindubusinessline.com

Indian gold exports to UAE sees 80% drop in Q2

Its price may be soaring, but the yellow metal has lost almost all its sheen of late for Indian exporters of gold jewellery to the UAE – India's largest export market. The April-June 2020 quarter has seen India's gold jewellery exports crashing by about 80 percent to \$321.24 million from \$1.54 billion during the same quarter a year ago, latest data available with India's Gems and Jewellery Export Promotion Council (GJEPC) revealed. A massive drop in demand in the Dubai gold market and Indian exporters' reluctance to export goods on credit basis to buyers in the UAE is cited by trade experts in India as the major reasons for the fall in exports.

Source: <https://www.arabianbusiness.com/>

Government Tries to Boost the Gold Monetisation Scheme Amidst Fall in Imports and Rising Gold Price

India imports 800-900 tonnes of gold each year (officially that is, but we'll come to that later), making us the second-largest gold consumer globally after China. We are the largest jewellery manufacturing hub as well.

Gold imports however plunged 94% to \$688m during the first quarter of 2020-21 vs \$11.5bn in the corresponding period last year, on the back of significant fall in demand in the wake of the COVID-19 pandemic.

Source: <https://transfin.in/govt-to-boost-go>

RBI enhances limit for loans against gold to 90%: what does it mean for you?

The Reserve Bank of India (RBI) relaxed gold lending norms, allowing lenders to give up to 90% of the value of the gold pledged as loans. Currently, banks can lend up to 75% of the value of gold jewellery and ornaments. On the day of the monetary policy outcome, the central bank increased the loan-to-value (LTV) ratio for gold loans to 90%. LTV indicates the proportion of the collateral's value that the lender can finance through the loan.

Source: <https://www.livemint.com>

With migrants gone, jewellery exporters seeks more time to fill orders

Diamond and gold jewellery exporters from Gujarat and

Maharashtra are seeking more time to ship export orders as nearly four lakh migrant workers in Surat and Mumbai are unlikely to return to work before Diwali. Orders that take 4-5 weeks to be delivered are now being executed in 6-7 weeks. Exporters fear the delay in execution of orders may result in shifting business from India to other South East Asian nations.

Source: <https://economictimes.indiatimes.com/>

BSE join hands with bullion trade associations to strengthen commodity derivatives market

Leading stock market BSE on Tuesday said that it has joined hands with two bullion trade associations for strengthening the commodity derivatives market within the country. BSE has signed a Memorandum of Understanding (MoU) with Akola Sarafa Association and Akola Sarafa Va Suvarnakar Yuva Sangh in this regard. These associations represent members engaged in retail sale and trade of bullion. The pact is aimed toward facilitating cooperation between BSE and physical markets represented by these two trade bodies in areas like knowledge sharing, education and training, events also on explore areas of mutual interests to make sure the simplest interests of jewellers are fulfilled.

Source: <https://www.siliconindia.com/>

MCX launched market making in Gold Mini options from Sept 1

MCX, the country's largest commodity exchange, has introduced market making or Liquidity Enhancement Scheme in Gold Mini Options with effect from September 1 to encourage active participation and market development. Under the scheme, members designated as market makers with the exchange shall be eligible for monthly incentives, based on fulfilment of the committed quote obligations.

Source: www.thehindubusinessline.com

Gem, jewellery exports dip 38% in July, courtesy weak global demand on account of Covid

The country's gem and jewellery exports contracted by 38.10 per cent in July to USD 1.35 billion (around Rs 10,185 crore) due to weak global demand on account

of the COVID-19 pandemic, according to the Gems and Jewellery Export Promotion Council (GJEPC). The exports stood at USD 2.2 billion (around Rs 15,112 crore) in July last year.

Source: <https://www.financialexpress.com>

BSE getting traction on gold trade

Derivatives trading in gold is turning out to be the new battle ground between the BSE and the Multi Commodity Exchange (MCX). In the commodity trading, the MCX has a monopoly in crude oil, bullion and base metal futures contracts. In July, the BSE cornered 22.57 per cent market share in gold derivatives trading while 77.43 per cent of the entire volumes happened on MCX. The total turnover on both exchanges combined in the gold derivatives segment was ₹13,914 crore on an average daily basis.

MCX draws huge trading interest in gold 'futures' but to counter that the BSE launched a new product called as 'options in goods' contract.

Source: www.thehindubusinessline.com

GoM agrees to e-Way bill for intra-State movement of gold

But panel leaves it to the States to introduce it or not. A Group of State Finance Ministers (GoM) has agreed to the suggestion of bringing the e-Way bill for intra-State movement of gold. "It will be up to a State whether it wants to introduce it or not," Sushil Kumar Modi, Deputy Chief Minister of Bihar and a member of GoM told BusinessLine after the meeting. The virtual meeting was presided over by Finance Minister of Kerala, TM Thomas Issac, and attended by Deputy Chief Minister of Gujarat and Modi.

Source: www.thehindubusinessline.com

MCX to launch futures trading on bullion index on Aug 24

MCX, the country's largest commodity exchange, will launch futures contracts on MCX iCOMDEX Bullion index on August 24. Three futures contracts of the bullion index expiring in September to November will be available for trading initially. The contracts would be settled in cash.

Source: www.thehindubusinessline.com

MCX plans to launch recycled base metals delivery

Top commodities bourse Multi-Commodity Exchange (MCX NSE 1.49 %) is planning to allow delivery of locally-recycled base metals against their futures contracts on its platform to help make better price discoveries based on domestic factors. Currently, domestic commodity prices are mostly determined by international cues and domestic factors play very little role in prices. As against this, if local factors are considered the market can better discover prices in a more transparent manner.

Source: <https://economictimes.indiatimes.com>

SEBI wants holistic BIS norms for gold refiners

Capital and commodity market regulator SEBI has urged Bureau of Indian Standards (BIS) to come out with LBMA-like norms for refiners producing India-refined gold and exchange-accredited gold refiners.

NSE has recently approved a few Indian refiners recycling domestic gold as per BIS standard for delivery on the exchange platform starting September 1.

Source: www.thehindubusinessline.com

NSE to launch 'silver options' in commodity derivatives segment from September 1

Leading stock exchange NSE will launch 'silver options' in the commodity derivatives segment from September 1. The exchange has received markets regulator Sebi's nod for 'options' in goods contracts on underlying silver spot price for trading in the commodity derivatives segment, the NSE said in a circular on Friday.

Source: <https://www.moneycontrol.com>

India INX to launch Gold Quanto, Silver Quanto futures contracts on Aug 31

The underlying assets for Gold Quanto futures is Indian Gold spot purity 995 and for Silver Quanto futures is Indian Silver spot purity 999. BSE's India International Exchange (India INX) has received regulatory approval for launching Gold Quanto and Silver Quanto futures contracts. "Trading in these Quanto futures contracts at India INX will commence from Monday, August 31, 2020

Source: <https://economictimes.indiatimes.com>

Across the World**Major Chinese Banks Bar Customers From Buying Gold, Precious Metals**

Chinese regulators and major banks are taking measures to curb the trading of gold and other precious metals by investors in order "to cool [the] gold rush," Reuters reported. Gold prices hit record highs this week as investors look for safe-haven assets amid worries of rising coronavirus cases, the sinking U.S. dollar, low-interest rates, and increasing tension between the U.S. and China. Starting, the Industrial and Commercial Bank of China (ICBC), the country's biggest lender, has barred customers from opening new trading positions for platinum, palladium and index products linked to precious metals. For ICBC, precious metals include gold, silver, palladium, platinum. Transactions can be made in various currencies, including the RMB and U.S. dollars.

Source: <https://news.bitcoin.com>

Switzerland Gold Savings Rate 12%

The Swiss population owns 920 tonnes in private gold, next to 1,040 tonnes in official gold reserves. In total, Switzerland likely has the highest amount of gold per capita in the world.

Source: <https://www.voimagold.com/>

Decreasing purchasing power pushes Turks toward 'Syrian gold'

The escalating price of gold in Turkey, in tandem with the global market and the decrease of purchasing power, has led to an influx of lower quality products from Syria. One, an imitation known as "Syrian gold" due to its popularity with Syrian jewelers, has gone mainstream, having emanated from the jewelry markets of the southern city of Hatay on the Syrian border. One gram of gold currently costs 437 lira (\$62) in Turkey, up by almost two-fifths since January. Having reached near unaffordable levels, the prices have pushed people to turn toward metals with lower values for things such as wedding ceremonies, where pinning 22-karat gold coins and sets of gold jewelry on couples is a Turkish tradition.

Source: <https://www.arabnews.com>

Russia's gold production up in Jan-May y/y – Ministry

Russia produced 104.31 t of gold from January to May, up from 101.44 t during the same period in 2019, the finance ministry.

The country also produced 355.30 t of silver during the first five months of the year, a figure lower than the 383.64 t produced over the same period last year.

Source: <https://www.miningweek.com>

WGC launches Retail Gold Investment Principles

The World Gold Council has launched a new Retail Gold Investment Principles (RGIP) designed to set the bar for product providers across the global retail gold market and further encourage retail investors to place their trust in gold.

RGIP comes at a time when China has unearthed 83 tonnes of fake gold bars worth 20 billion yuan. This amount of gold “would be equivalent to 22 per cent of China’s annual gold production and 4.2 per cent of the state gold reserve as of last year”.

Source: www.thehindubusinessline.com

Chinese interest leads to uptick in gold M&A deals

Acquisition of gold assets by Chinese buyers soared during the first six months of this year, fueling a record surge in the yellow metal price and a rapid depletion of reserves globally, even as merger and acquisition deals in the commodity hit a high in the second quarter of this year.

The total transaction value of mergers and acquisitions during the April-June period reached \$2.86 billion, involving 12 transactions and was nearly double the level seen in the first quarter of this year, said a research report from Bank of America Securities.

Source: <http://www.china.org.cn>

Hong Kong's wealthy move gold out of city for fear of security law

Hong Kong's wealthy are moving increasing amounts of their gold out of the financial hub after Beijing imposed a

new national security law on the city last month, precious metals dealers say.

Private sector investors have moved around 10% of their physical gold from the territory to countries like Singapore and Switzerland over the past 12 months, according to Joshua Rotbart, director of J Rotbart & Co, a gold and storage trader based in Hong Kong. provider.

The trend began last year with anti-government protests in the city and accelerated with the passage of the security law, as investors worried about political uncertainty and the state by right.

Source: <https://quizfeed.co.uk/>

Uzbekistan aims to become one of world's largest gold producers

Uzbekistan aims to become one of the world's largest gold producers within the next several years that will be achieved through more development of its domestic gold regions. According to latest data, published by the Uzbek State Committee for Geology, the country currently has 63 large-scale gold mining fields, which have total reserves of more than 2,500 tonnes of gold, and probable reserves (in categories C1 and C2) of 5,990 tonnes. Of these, at least nine are currently in the developmental stage and there is a possibility the number of such fields will increase already shortly.

Source: <https://resourceworld.com/>

SA's gold industry has been dying slowly for years. Platinum may be next.

South Africa's gold industry has been dying slowly for years. As the coronavirus undercuts the already fragile case for investment, its platinum mines may be next. Beset by power and water shortages, alongside whipsawing government policies, South African producers have cut spending over the past decade on mines responsible for 75% of global platinum supply. The virus is accelerating that trend, damping demand for the catalytic converters that are the largest users of the metal, while stimulus packages push automakers to speed a shift to electric vehicles.

Source: <https://www.news24.com/>

Russia on track to become world's top gold producer by 2029 – report

Despite some disruptions caused by the covid-19 pandemic, Russia is expected to surpass China as the world's top gold producer by 2029, achieving average annual growth of 3.7% y-o-y between 2020 and 2029. This forecast was presented in a report by Fitch Solutions Country Risk & Industry Research, whose experts believe that in the short-to-medium term, strong domestic demand for gold will underpin increasing gold production in Russia. Despite a 900-case coronavirus outbreak at Polyus Gold's Olympiada mine in the Krasnoyarsk region of eastern Siberia – which is one of the largest operations on the planet producing 1389.2koz of gold in 2019 – most mines have remained virus-free and operational so far.

Source: <https://www.mining.com/>

Nigeria to begin gold production in 2021 with the Segilola Gold Project

Nigeria is set to commence gold production in 2021 after the launch of the Segilola Gold Project in Osun state. This was disclosed by the Honourable Minister of Mines and Steel Development, Olamilekan Adegbite, while taking stock of his first year in office as Minister. In a statement signed by his Special Adviser on Media, Ayodeji Adeyemi, Adegbite said that the project is expected to create about 400 direct jobs and 1000 indirect jobs along the gold value chain.

Source: <https://nairametrics.com/>

No gold rush but demand is strong in Ireland as gold hits record highs

Gold has hit a record high, surging over \$2,000 dollars an ounce for the first time in history, as increasing numbers of nervous investors seek a safe place to put their money. Many investors avoid gold because it does not pay dividends or earn interest but its price tends to rise in troubled times because it is seen as a safe haven asset. But like all investments, the value of gold can go down as

well as up. The last time we saw a surge in gold prices was during the financial between 2008 and 2011. The price of gold is rising across all currencies and is €1,700 an ounce, up 28% so far this year. There is no gold rush in Ireland, according to Mark O'Byrne, Research Director of GoldCore, but demand is strong.

Source: <https://www.rte.ie/news/business/>

Amazon launches virtual gold buying feature 'Gold Vault'

E-commerce major Amazon has launched a virtual gold buying and selling option called 'Gold Vault'. The move would potentially pose a direct competition to Paytm, PhonePe, Mobikwik, ET Money and Google Pay's digital gold services. The users can buy and sell the virtual gold-stock any time at the latest price, which gets refreshed every 5 minutes and can be accessed under the Insurance category of Amazon Pay on the main app. While the gold can be purchased in multiple transactions of any denomination and accumulated over a long period, every purchase made is placed in a secure vault backed by the government regulated security trustee.

Source: <https://entrackr.com>

ABC Refinery brings competition to the Gold Refining Industry

ABC Refinery proudly reached 24.6 per cent market share in the Australian Gold Refining Industry and is gaining momentum. Since its accreditation from the London Bullion Market Association (LBMA) in 2015, ABC Refinery has gone from strength to strength. In early 2020, ABC Refinery announced the significant expansion of its Treasury & Precious Metals Trading capability with the recruitment of a number of senior executives including Joe Metcalfe as Treasurer (formerly Perth Mint Deputy CEO), Nishan Koditwakku as Deputy Treasurer (former Perth Mint Deputy Treasurer) and Michael Dymock as Senior Trader (former Perth Mint Senior Trader).

Source: <https://www.abcrefinery.com/>

Other Precious Metals

Platinum continuing to attract strong investor interest – WPIC

The interest in platinum group metals (PGMs) is high at the moment, World Platinum Investment Council (WPIC) research director Trevor Raymond.

Speaking to Mining Weekly from London in a Zoom interview, Raymond said: “As you know, the WPIC doesn’t forecast price but one of our important roles is to make sure that people are aware of platinum as an investment asset and secondly, that they’re able to take a view on price, and that view is probably governed by three dominant features at the moment.

Source: <https://www.miningweekly.com/>

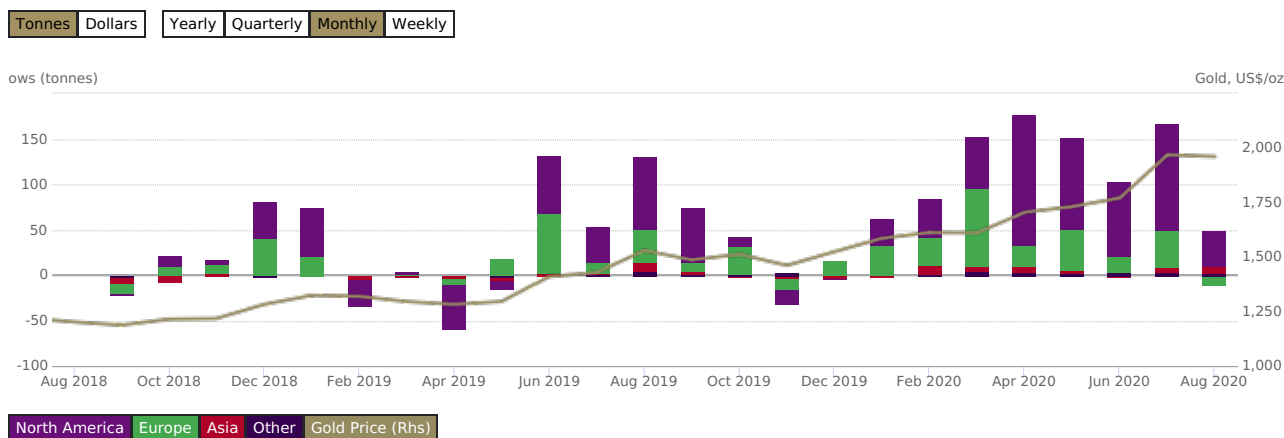
Silver jewellery exports soar 121% in April-July even as overall jewellery exports fall 46%

Silver jewellery exports from India soared 120.54% year-on-year in April-July, although overall gem and jewellery exports from the country fell 46%. Traders attributed this to more affordable prices of silver jewellery despite higher appreciation in silver prices than in gold as well as better designs available in silver jewellery. India will soon give a tough competition to Thailand and China, the two major players in silver jewellery, said industry executives.

Source: <https://economictimes.indiatimes.com>

GOLDHUB

ETF flows chart



एनएसई मान्यताप्राप्त गोल्ड रिफायनरियों के गोल्ड बार बीआईएस मानक अनुरूप

श्री नगेन्द्र कुमार, चीफ बिजिनेस ऑफिसर, नैशनल स्टॉक एक्सचेंज



मात्रा टनों मे	जन.20	फर.20	मार्च20	अप्रैल20	मई20	जून20
बैंक						
इयुटी सहित	3.7	3.9	1.6	0	0.8	0.3
इयुटी मुक्त	1.7	1.1	1.2	0	0	0.3
नामित संस्थाएँ						
इयुटी सहित	0.2	0.2	0.1	0	0	0.7
इयुटी मुक्त	1.2	1	0.4	0	0	0.1
अन्य						
डोरे से प्राप्त रिफाइन गोल्ड	7.1	19.4	6.5	0	0	2.8
निर्यातकों द्वारा सीधे आयात	17.2	15.6	6.7	0	0.2	5.3
कुल मात्रा	31.1	41.2	16.5	0	1.1	9.4

Source: GFMS, Refinitiv

एनएसई के इस पहल के पीछे क्या कारण है?

भारत का गोल्ड बाजार अधिकतर समय अंतर्राष्ट्रीय बाजार की तुलना में डिस्काउन्ट पर चलता है जिससे कि गोल्ड आयातकों के लिए एलबीएमए गुड डिलीवरी गोल्ड का आयात करना व्यवहार्य नहीं होता है।

दूसरा, रिफायनिंग के लिये डोरे गोल्ड आयात पर प्रदत्त टैक्स छूट आज के समय में ०.६५% है जिसके चलते एलबीएमए बार के साथ ही डोरे गोल्ड का आयात भी बढ़ रहा है। नीचे दिये टेबल में बैंको तथा अन्य नामित संस्थाओं के माध्यम से भारत में इयुटी का भुगतान कर आयातित गोल्ड, डोरे व रिफाइन, का विवरण प्रदान किया गया है।

इसलिये हमने अपने वायदा सौदों को वर्तमान में हो रहे भौतिक गोल्ड के लेनदेन के साथ बेहतर सामंजस्य बैठाने के लिये तथा अधिक संख्या में हेजर जैसे कि ज्वैलर, थोक विक्रेताओं, बुलियन डीलरों इत्यादि को आकर्षित करने के लिये एनएसई द्वारा मान्यताप्राप्त रिफायनरों के गोल्ड बार डिलीवरी के लिये स्वीकरना शुरू किया है। हम यह बताना चाहते हैं कि-

- भारत में कुल २५ बीआईएस मान्यताप्राप्त रिफायनर हैं जिनकी सकल क्षमता १,४०० से १,६०० टन अनुमानित की गयी है।
- देश के स्थानीय हितधारकों द्वारा अनेकों फोरम के माध्यम से भारत के लिये स्वयं का गोल्ड मानक स्थापित करने की जरूरत तथा आवश्यकता पर जोर दिया जाता रहा है।

एनएसई रिफायनर स्टैंडर्ड (एन आर एस) के गोल्ड बार बीआईएस मानक के अनुसार निर्मित है, इसका लक्ष्य स्थानीय बाजार में

भौतिक निपटान के लिये बेहतर संरचना का निर्माण करना है। यह एक ऐसा महत्वपूर्ण कदम है जो कि हमारे देश में माननीय प्रधानमंत्री जी के "आत्मनिर्भर भारत" के संकल्प को साकार करता है। साथ ही यह स्थानीय रिफायनरों को अपना उत्पाद अंतर्राष्ट्रीय रिफायनरों के उत्पादों के समकक्ष स्थापित करने में सहायक साबित होगा।

एनएसई इस परियोजना पर पिछले पांच सालों से कार्य कर रहा है, क्या आप हमें इस बारे में कुछ और विस्तार से बता सकते हैं?

हमने अपना यह कदम उद्योग के विभिन्न हितधारकों के साथ अनेक स्तरों पर हुई बातचीत तथा सुझावों के अनुसार उठाया है। इसके अलावा हमने इस मानक की स्थापना के लिये अनेकों देशों तथा बाजारों के मानकों का अध्ययन किया है।

इस विचार को सबसे पहले एनएसई की विशेषज्ञ समिति के समक्ष रखा गया जिसमें किड़ उद्योग के प्रमुख हितधारक जैसे कि व्यापारी संगठनों, बैंकों के पदाधिकारी इत्यादि शामिल हैं। इस विषय पर प्राथमिक चर्चा के बाद इसमें संशोधन किया गया तथा इसके बाद प्रमुख वैश्विक बाजारों जैसे कि शंघाई, लंदन तथा इस्तांबूल में अध्ययन दौरा किया गया। साथ ही इस अध्ययन दल के द्वारा इन बाजारों के एक्सचेंजों के साथ भी विस्तृत चर्चा की गयी और इसके बाद प्राप्त जानकारियों के आधार पर भारत में बुलियन बाजार के विकास की रूपरेखा तैयार की गयी।

इस प्रक्रिया के संपन्न होने के बावजूद भी रिफायनरों, बैंकों, वॉल्ट सेवाप्रदाताओं, लैब, ऑडिटर, प्रमाणन संस्थानों इत्यादि के साथ अनेक दौर की चर्चाएँ भी की गयी।

एनएसई ने रिफायनरियों के जांच के लिये इस क्षेत्र के वैश्विक विशेषज्ञ एलेक्स स्टुवर्ट का चुनाव किया जिन्होंने सभी रिफायनरियों की तकनीकी क्षमताओं का विवेचन किया है।

हमारे इस अध्ययन के दौरान यह बात प्रमुख रूप से सामने आयी कि गोल्ड बार के निर्माण के लिये कच्चे माल के स्रोत का जानना काफी आवश्यक है। और इसी के चलते आजकल रिसर्पॉन्सिबल सोर्सिंग पर काफी जोर दिया जा रहा है। इस संदर्भ में ओईसीडी की दिशा-निर्देश लागू की गयी है तथा एनएसई ने अपने मानक में इसका का विशेष ख्याल रखा है।

हमारे इन सभी संपर्कों तथा संदर्भों के पीछे एक ही उद्देश्य है कि हमने अपने घरेलू रिफायनरों को समुचित अवसर प्रदान करे ताकि वे अपना उत्पाद वैश्विक सप्लायरों के समकक्ष निर्मित कर सकें।

एनएसई के इस कार्यक्रम के अंतर्गत अभी तक कितने रिफायनर जुड़ चुके हैं? क्या यह मान्यता कंपनी को दी गयी है या स्थान विशेष की रिफायनरी को? आने वाले समय में और कितने रिफायनर शामिल होने वाले हैं? एक बीआईएस मान्यताप्राप्त रिफायनर को एनएसई मान्यता प्राप्त रिफायनर होने के लिये कितना समय लगता है?

एनएसई के द्वारा अभी तक चार रिफायनरियों को मान्यता दी जा चुकी है—

- एमडी ओवरसीज प्रा. लि.
- कुंदन केयर प्रोडक्ट्स लिमि
- ऑगमान्ट एन्टरप्राइज प्रा. लि.
- जीजीसी गुजरात गोल्ड सेंटर प्रा. लि.

चयनित रिफायनरों को एनएसई के तकनीकी विशेषक की अनुमति के बाद मान्यता प्रदान की जाती है। हमारे पास और पांच रिफायनर हैं जो कि मान्यता प्राप्त करने के इच्छुक हैं, हमारे मानक के दिशा-निर्देश की पूर्ति के पश्चात इन रिफायनरियों को मान्यता प्रदान की जायेगी। एनएसई में एमपैनल होने की प्रक्रिया अनुसार किसी भी बीआईएस मान्यताप्राप्त रिफायनर के लिये ६-८ सप्ताह का समय इसमें लग सकता है।

क्या यह कहना सही होगा कि एनएसई की मान्यता एक तरह कि "प्रोसेस ऑडिट" है जबकि बीआईएस "प्रोडक्ट ऑडिट" पर फोकस करता है? यदि हां तो आपकी प्रक्रिया में क्या-क्या शामिल है? क्या यह थर्डपार्टी या एनएसई द्वारा किया जाता है?

बीआईएस की मान्यता में प्रमुख रूप से उत्पाद (गोल्ड बार) की भौतिक तथा तकनीकी प्रक्रियाओं पर फोकस किया जाता है जबकि एनएसई के द्वारा इन्हीं प्रक्रियाओं के साथ अतिरिक्त जानकारियों को जोड़कर एक संरचनात्मक रूप से मान्यता की प्रक्रिया निर्धारित की गयी है। हमारी प्रक्रिया में कुछ मात्रात्मक मानदंड जैसे कि टर्नओवर, ट्रेक रिकॉर्ड, न्यूनतम उत्पादन इत्यादि तथा गुणवत्तात्मक जैसे कि रिफायनिंग विधि, क्षमता, मानक इत्यादि शामिल होते हैं।

एन आर एस के द्वारा अनेक अनुपालन भी जारी किये गये हैं

जिसमें ऑडिट, स्रोत, प्रक्रिया इत्यादि शामिल है जो कि वार्षिक या अर्धवार्षिक स्तर पर होती है। हमने एक तकनीकी विशेषज्ञ भी इसके लिये नियुक्त किया है जो कि समस्त अनुपालनों की जांच करता है। हमारी मान्यता में एक प्रमुख अंग यह भी है कि एमपैनल रिफायनर को १५ महीनों के अंदर ओईसीडी के दिशा-निर्देश के अनुसार ऑडिट सर्टिफाइड होना होता है।

एनएसई मान्यताप्राप्त रिफायनर का गोल्ड बार किस प्रकार से ज्वैलरों के लिये उपयुक्त है? क्या यह भारत के गोल्ड ज्वैलरी निर्यातक के लिये भी फायदेमंद है? क्या निर्माता को गोल्ड खरीदने के लिए इस कार्यक्रम का सदस्य होना पड़ता है?

एनएसई मान्यताप्राप्त रिफायनर गोल्ड बार के निम्न लाभ हैं-

- उपरोक्त लिखित कारणों के अनुसार किराया
- गोल्ड बार की पूर्ण गारंटी
- गोल्ड बार की शुद्धता तथा स्रोत पर एनएसई का निर्दिष्ट अनुपालन कानून

एनएसई गोल्ड की खरीदी के लिये किसी को भी इसका कारोबारी सदस्य होना आवश्यक है।

बैंक किस प्रकार से एनएसई मान्यताप्राप्त रिफायनर गोल्ड बार में शामिल हो सकता है?

आरबीआई के निर्देशानुसार बैंक निम्न प्रकार से इसमें शामिल हो सकता है-

- ओटीसी में खरीदे गये इंडिया गुड मेटल के भाव जोखिम की हेजिंग के रूप में
- अंतर्राष्ट्रीय बुलियन भाव के अनुसार डिस्काउन्ट में उपलब्ध इंडिया गुड डिलीवरी बार की खरीदी हेतु
- विदेशी मुद्रा का बाह्य प्रवाह रोकने के लिये

क्या आपका यह कार्यक्रम इंडिया गोल्ड मॉनेटाइजेशन योजना के लिये भी लाभदायक हो सकता है?

एनएसई द्वारा जारी इस इंडिया गुड डिलीवरी का उद्देश्य जीएमएस को भी ध्यान में रखकर किया गया है। बैंक स्थानीय बार के लेनदेन में अधिक सहज होंगे क्योंकि अब इनकी शुद्धता की गारंटी है। एनएसई द्वारा शामिल किये गये रिफायनर सिस्टम में विश्वसनीयता लाते हैं।

क्या एनएसई मान्यताप्राप्त रिफायनर गोल्ड बार का खरीदार स्वतः ही इसके रिस्पॉन्सिबल सोर्सिंग की सुनिश्चिती प्राप्त कर लेता है? एनएसई में एमपैनल रिफायनर इस बात की सुनिश्चिती करते हैं कि उनके द्वारा खरीदा गया कच्चा माल रिस्पॉन्सिबल सोर्सिंग कानून का अनुपालन करता है। हमारे दिशा-निर्देश स्थानीय कानून के साथ ही वैश्विक कानून के अनुपालन को ध्यान में रखकर बनाये गये हैं। इसके अलावा हमने अपने दिशा-निर्देश में रिफायनरों के लिये यह आवश्यक शर्त रखी है कि उन्हें एमपैनल होने के १५ माह के भीतर ओईसीडी संबद्ध ऑडिट का प्रमाणपत्र प्राप्त करना होगा। इस अवधि के दौरान तक एनएसई अपने तकनीकी विशेषज्ञ तथा एक स्वतंत्र टीम के माध्यम से रिफायनरों द्वारा कच्चे माल की वैध खरीदी की जांच करेगा।

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भविष्य में सिल्वर की भूमिका

रुचिका झा, सीईओ, सिल्वर बिजिनेस, हिंदुस्तान जिंक लिमि.



सिल्वर बिजिनेस सीईओ के रूप में आपकी नियुक्ति के लिये हार्दिक बधाईया! क्या आप हमें हिंदुस्तान जिंक के सिल्वर उत्पादन तथा कंपनी में इसकी भूमिका के संदर्भ में कुछ बता सकते हैं? धन्यवाद। हिंदुस्तान जिंक साल २००२ में औसतन 47-50 टन सिल्वर का उत्पादन करता था, विनिवेश के बाद आज हम पिछले साल के ६१० टन उत्पादन मात्रा के साथ विश्व में सिल्वर के ६वें बड़े उत्पादक कंपनी में शुमार हो गये हैं। हम अपनी इस गति को आगे भी कायम रखना चाहते हैं तथा हमने यह लक्ष्य रखा है कि आने वाले २-३ सालों में हम सिल्वर के ३ शीर्ष वैश्विक उत्पादकों में शामिल होना चाहते हैं।

हम भारत के एकमात्र एकीकृत सिल्वर माइनर हैं तथा सिल्वर व्यवसाय हमारा एक प्रमुख रणनीतिक भाग है जिसकी पिछले साल हमारे बैलेंस शीट के सकल लाभ में हिस्सेदारी ३०% थी। हमें आने वाले सालों के दौरान माइन-मेटल रिकवरी में बेहतर तथा वैल्यू-एडेड उत्पादों के माध्यम से सिल्वर व्यवसाय में अपार संभावनायें नजर आती हैं। भारत में ९०% सिल्वर आयातित है, हिंदुस्तान जिंक की सिल्वर उत्पादन क्षमता में वृद्धि देश के लिये विदेशी मुद्रा का बाह्य प्रवाह रोकने में मदद करेगी। हम अपने ग्राहकों को एलबीएमए ग्रेड का ९९.९% शुद्ध सिल्वर प्रदान करते हैं और साथ ही नियमित सप्लाई, उद्योग गठबंधन व संयुक्त रूप से नवीन उत्पाद विकास इत्यादि का भी लाभ प्रदान करेंगे। इन सबके अलावा हम सिल्वर खरीदी के लिये डिजीटल माध्यम-इवॉल्व-भी प्रस्तुत करने वाले हैं।

सिल्वर की औद्योगिक मांग पूरे विश्व में फैली हुई है, हालांकि भारत में सिल्वर का औद्योगिक उपयोग अपेक्षाकृत कम है। भारत में इसका उपयोग बढ़ाने के लिये क्या उपाय किये जाने चाहिये? इस उद्योग में भारत आत्मनिर्भर जैसे विशेष कार्यक्रम किस प्रकार से लागू किये जा सकते हैं?

वैश्विक रूप से सिल्वर की सकल मांग में औद्योगिक मांग की हिस्सेदारी ५०-५५% है जबकि भारत के लिहाज से यह महज १९-२०% ही है। भारत सिल्वर का एक पुराना तथा सबसे बड़ा उपयोगकर्ता देश है, लेकिन हमारी विडम्बना यह है कि हम अधिकतर सिल्वर आधारित औद्योगिक उत्पादों का बाहर देशों से आयात करते हैं। उदाहरण के लिये फोटोवोल्टिक में उपयोग होने वाला सिल्वर पेस्ट हम चीन से आयात करते हैं जो कि इस क्षेत्र में कुल आयात का ८०% है। आज के समय में भारत में सिल्वर पेस्ट का कोई प्रमुख उत्पादक नहीं है इसलिये हम इस परिस्थिति को पूरी तरह से बदलना चाहते हैं। हमारा मानना है कि सिल्वर का

सबसे बड़ खपतकर्ता देश के पास सिल्वर उत्पादों के निर्माण की सबसे बड़ी औद्योगिक क्षमता भी होनी चाहिये। हिंदूस्तान जिंक अपनी नियमित सप्लाई, उच्च शुद्धता की सिल्वर आपूर्ति, तकनीकी व रिसर्च के माध्यम से उद्योग को सहयोग प्रदान करना चाहता है। तकनीकी जानकारी की कमी तथा कौशल ज्ञान के अंतर को वैश्विक संबंधों तथा साझेदारी की माध्यम से पूर्ण किया जा सकता है। सिल्वर इन्स्टिट्यूट फॉर द इन्डियन इन्डस्ट्री के माध्यम से हिंदूस्तान जिंक ने इस प्रकार की साझेदारी का बीज बोया है।

भारत में सिल्वर की मांग आभूषणों तथा सजावटी सामानों के रूप में अधिक होता है, इस क्षेत्र में आपको अपनी कंपनी के लिये क्या अवसर दिखायी देता है?

भारत की सिल्वर आभूषण निर्माण तथा अन्य सामानों के निर्माण की कलात्मक कारीगरी का स्तर काफी ऊंचा है। भारत में आभूषण निर्माण के लिये पश्चिमी देशों की तुलना में सस्ते मजदूर उपलब्ध है, और यही पश्चिमी देश इन सभी उत्पादों के प्रमुख बाजार है। हमारी कंपनी इस उत्पाद निर्माण उद्योग के लिये सहयोग प्रदान करना चाहते हैं ताकि भारतीय कारीगरों के माध्यम हम अपनी कला, संस्कृति तथा धरोहर को सहेज सके। स्थानीय मजदूरों को मशीनों के उपयोग के लिये प्रशिक्षण प्रदान करना, उच्च फिनिशिंग तथा बारीक डिजाइन का प्रशिक्षण देना, वैश्विक डिजाइनरों के साथ साझेदारी बनाना तथा उत्पादों को ई-प्लेटफार्म के माध्यम से बिक्री के लिये प्रोत्साहन प्रदान करना इत्यादि पर हमारा ध्यान है।

हमें यह जानकर काफी खुशी हुई कि आपकी कंपनी ने सिल्वर के सभी उपयोगकर्ताओं के लिए वेबिनार का आयोजन किया है। क्या आप इस बारे कुछ और जानकारी प्रदान कर सकती है?

यह हमारे चेयरमैन श्री अनिल अग्रवाल का विजन है कि हम सिल्वर के जमीनी उपयोगकर्ताओं का संवर्धन तथा सक्षमता बढ़ायें। आत्मनिर्भर भारत के अपील पर यह हमारी कंपनी की ओर से प्रत्युत्तर है जिसे कि हमारे सीईओ श्री अरुण मिश्रा की अनुवाई में आयोजित किया जायेगा। यह वेबिनार हमारा पहला कदम है जिसके माध्यम से हम सिल्वर के सभी जमीनी उपयोगकर्ताओं को एक मंच पर लाने का प्रयास कर रहे हैं जिसमें कि आभूषण व सजावटी वस्तु निर्माता, औद्योगिक उपयोगकर्ता, बैंक, ज्वेलर इत्यादि सभी शामिल है।

भारत में सिल्वर के संबंध क्या नियामकीय बंधन है?

वर्तमान समय में भारतीय बैंकों को स्थानीय सिल्वर उत्पादकों से सिल्वर खरीदने की अनुमति नहीं दी गयी है। हम मानते हैं कि वैश्विक स्तर पर सिल्वर कारोबार में बैंकों की भागीदारी अत्यधिक है और ये छोटे व मध्यम उद्योगों के लिये पारदर्शिता तथा वित्तीयन प्रदान करते हैं। विशेषकर भारत जैसे देश में जहां पर जीएसटी संग्रहण में वृद्धि प्रमुख लक्ष्य है, वहां पर यह नीतिगत परिवर्तन स्वागतयोग्य होगा।

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IBJA Opening & Closing Rates for Gold and Silver

(All rates in INR)

Date	Gold 999		Gold 995		Gold 916		Gold 750		Gold 585		Silver 999	
	(AM Price)	(PM Price)	(AM Price)	(PM Price)	(AM Price)	(PM Price)	(AM Price)	(PM Price)	(AM Price)	(PM Price)	(AM Price)	(PM Price)
	10 Gms	10 Gms	10 Gms	10 Gms	10 Gms	10 Gms	10 Gms	10 Gms	10 Gms	10 Gms	1 Kg	1 Kg
08/03/2020	53952	53976	53736	53760	49420	49442	40464	40482	31562	31576	64917	64770
08/04/2020	53996	54004	53780	53788	49460	49468	40497	40503	31588	31592	64925	64735
08/05/2020	55201	55448	54980	55226	50564	50790	41401	41586	32293	32437	69225	71200
08/06/2020	55764	55914	55541	55690	51080	51217	41823	41936	32622	32710	73281	73617
08/07/2020	56254	56126	56029	55901	51529	51411	42191	42095	32909	32834	76008	75013
08/10/2020	55550	55515	55328	55293	50884	50852	41663	41636	32497	32476	74595	73608
08/11/2020	54528	53951	54310	53735	49948	49419	40896	40463	31899	31561	72354	71211
08/12/2020	52038	52626	51830	52415	47667	48205	39029	39470	30442	30786	63450	65749
08/13/2020	52731	52701	52520	52490	48302	48274	39548	39526	30848	30830	66256	67439
08/14/2020	52956	52874	52744	52662	48508	48433	39717	39656	30979	30931	68676	67768
08/17/2020	52768	52874	52557	52662	48335	48433	39576	39656	30869	30931	68159	68034
08/18/2020	54111	53815	53894	53600	49566	49295	40583	40361	31655	31482	69496	69998
08/19/2020	53424	53394	53210	53180	48936	48909	40068	40046	31253	31235	67135	67072
08/20/2020	52528	52319	52318	52110	48116	47924	39396	39239	30729	30607	66448	66153
08/21/2020	52390	51973	52180	51765	47989	47607	39293	38980	30648	30404	67390	66374
08/24/2020	51992	52009	51784	51801	47625	47640	38994	39007	30415	30425	65334	65502
08/25/2020	51628	51454	51421	51248	47291	47132	38721	38591	30202	30101	64881	64594
08/26/2020	51188	51110	50983	50905	46888	46817	38391	38333	29945	29899	62541	63074
08/27/2020	51537	51222	51331	51017	47208	46919	38653	38417	30149	29965	66447	65388
08/28/2020	50929	51177	50725	50972	46651	46878	38197	38383	29793	29939	64711	64834
08/31/2020	51405	51246	51195	51041	47083	46941	38551	38435	30070	29979	66516	65934

The above rates are exclusive of GST/VAT

Bullion - Data & Statistics

Gold Spot Market International (Per Troy Ounce)			
Spot gold	03 rd Aug	31 st Aug	% Change
Australia (AUD)	2775.36	2667.31	-3.89
Britain (GBP)	1510.14	1472.52	-2.49
Canada (CAD)	2645.78	2565.77	-3.02
Europe (Euro)	1679.43	1648.52	-1.84
Japan (Yen)	209428.04	208574.54	-0.41
Switzerland (CHF)	1812.49	1779.04	-1.85
USA (USD)	1975.14	1967.81	-0.37

Silver Spot Market International (Per Troy Ounce)			
Spot Silver	03 rd Aug	31 st Aug	% Change
Australia (AUD)	34.07	38.13	11.92
Britain (GBP)	18.54	21.05	13.56
Canada (CAD)	32.48	36.68	12.94
Europe (Euro)	20.61	23.57	14.32
Japan (Yen)	2570.62	2981.75	15.99
Switzerland (CHF)	22.25	25.43	14.31
USA (USD)	24.24	28.12	16.01

Monthly Exchange Data (Gold) (From August 03-31)						
Exchange	Commodity	Open	High	Low	Close	% Ch.
COMEX ²	Gold Dec 20	1997.40	2089.20	1874.20	1978.60	-0.37
SHANGHAI –SHFE ⁴	Gold Dec 20	432.66	454.08	412.18	422.94	-1.33
MCX ¹	Gold Dec 20	53676.00	56379.00	50201.00	51973.00	-2.93
TOCOM ³	Gold Dec 20	6639.00	7019.00	6405.00	6675.00	0.85

1- Rs/10 gms, 2- \$/oz, 3- Jpy/gm 4 (RMB) Yuan/gram 5 - \$/gram

Monthly Exchange Data (Silver) (From August 03-31)						
Exchange	Commodity	Open	High	Low	Close	% Ch.
COMEX ²	Silver Dec 20	24.93	30.19	23.80	28.59	16.86
MCX ¹	Silver Dec 20	67196.00	79723.00	63325.00	70437.00	5.76
TOCOM ³	Silver Dec 20	82.00	99.70	81.50	90.40	10.11

1- Rs/kg, 2- \$/oz, 3- Jpy 0.1/gm

Gold Spot Market, India			Rs/10gm
Spot Gold	01 st Aug	31 st Aug	% chg
Ahmedabad	53615	51246	-4.42
Bangalore	54981	53015	-3.58
Chennai	55644	53672	-3.54
Delhi	53064	54601	2.90
Mumbai	52163	51481	-1.31
Hyderabad	55658	53636	-3.63
Kolkata	53176	52933	-0.46

Currency Change (Monthly)		
	03 rd Aug	31 st Aug
EUR/USD	1.1763	1.1936
USD/AUD	1.4037	1.3556
USD/GBP	1.3075	1.3369
USD/INR	75.19	73.25
USD/JPY	105.96	105.89

Silver Spot Market, India		Rs/kg	
Spot Silver	01 st Aug	31 st Aug	% chg
Mumbai	65010.00	66370.00	2.09

Bullion - Data & Statistics

LBMA Gold & Silver Price (Per Troy Ounce)										
GOLD AM			GOLD PM			SILVER				
DATE	USDAM	GBPAM	EURAM	USDPM	GBPPM	EURPM	DATE	USDPM	GBPPM	EURAM
08/03/2020	1972.95	1509.50	1678.39	1958.55	1504.56	1670.45	08/03/2020	24.23	18.62	20.66
08/04/2020	1972.25	1508.77	1671.09	1977.90	1519.62	1686.56	08/04/2020	24.33	18.67	20.68
08/05/2020	2034.45	1553.30	1718.09	2048.15	1558.03	1722.90	08/05/2020	26.95	20.53	22.77
08/06/2020	2049.15	1555.30	1728.87	2067.15	1569.59	1743.43	08/06/2020	27.89	21.17	23.55
08/07/2020	2061.50	1574.37	1743.82	2031.15	1559.52	1726.88	08/07/2020	28.33	21.66	23.96
08/10/2020	2030.30	1552.98	1725.35	2044.50	1561.38	1734.96	08/10/2020	28.27	21.70	24.06
08/11/2020	1996.60	1524.40	1694.51	1939.65	1479.57	1646.76	08/11/2020	28.28	21.61	23.99
08/12/2020	1931.70	1479.10	1642.14	1931.90	1483.70	1640.57	08/12/2020	25.81	19.79	21.92
08/13/2020	1931.00	1476.06	1632.47	1944.25	1482.30	1640.17	08/13/2020	26.25	20.03	22.16
08/14/2020	1948.30	1491.42	1653.33	1944.75	1482.09	1643.31	08/14/2020	26.71	20.38	22.61
08/17/2020	1949.85	1488.13	1645.87	1972.85	1505.68	1661.53	08/17/2020	26.92	20.56	22.71
08/18/2020	2005.15	1522.51	1684.53	2008.75	1517.61	1680.52	08/18/2020	28.33	21.52	23.80
08/19/2020	1993.15	1504.23	1668.47	1981.00	1498.63	1658.30	08/19/2020	27.44	20.76	22.99
08/20/2020	1928.05	1471.68	1630.55	1927.15	1469.84	1629.60	08/20/2020	26.92	20.51	22.74
08/21/2020	1932.85	1465.87	1635.58	1924.35	1470.20	1637.04	08/21/2020	26.85	20.43	22.77
08/24/2020	1947.55	1484.03	1646.26	1943.95	1485.57	1643.61	08/24/2020	26.89	20.49	22.72
08/25/2020	1925.45	1468.35	1626.43	1911.15	1455.15	1616.26	08/25/2020	26.50	20.18	22.40
08/26/2020	1918.50	1458.83	1624.39	1932.95	1465.95	1636.05	08/26/2020	26.40	20.07	22.35
08/27/2020	1938.80	1467.87	1638.87	1923.85	1458.86	1632.39	08/27/2020	27.25	20.67	23.08
08/28/2020	1955.85	1471.97	1642.72	1957.35	1472.91	1647.31	08/28/2020	27.35	20.56	22.98

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