

High-quality, cost-effective and innovative investment solutions: USP of Indigo Precious Metals

Mr David J Mitchell, CEO & Founder, Indigo Precious Metals

Auctus Metal Portfolios' core activities include trading physical precious metals on behalf of our clients and offering state-of-the-art vaulting solutions together with our third-party vaulting agents Malca-Amit who operate at Le Freeport, Singapore

In what ways does IPM Group or Auctus Metal Portfolios differ from banks and other platforms that offer physical gold investment products

Clients approaching the banks or other gold investment products such as ETFs are generally expected to have already made their decisions about their investment plans. However, I would suggest the vast majority of investors have very little knowledge on when to buy precious metals, why metals, what are the cycle time frames and the valuation prognosis, which metals to buy over and above each other and why, what is the unbiased opinion of global capital flow shifts and hence the correct diversification requirements? IPM Group and Auctus Metal Portfolios concentrate on all these critical questions on behalf of our client base to ensure they make the right investment decisions. Our pricing is also incredibly competitive versus the banks and global market place; and this applies not only to our bullion but also our world class vaulting solution.

Our group encompasses 3 distinct standalone companies. We focus on delivering high-quality, cost-effective and innovative investment solutions across the physical precious metals space for our

clients. Our unique offerings sets us apart from our competitors as we offer a diverse range of services, enabling customers to select the ideal option for their specific requirements.

'Indigo Precious Metals Group' (www.ipmbullion.com) is an active, retail bullion dealership offering a wide range of products encompassing brands, denominations, sizes and grading across the full range of precious metals and critical metals. We provide active market information and in-depth support, alongside product information best suited to the clients unique circumstance. We store the investment grade metals with a third-party vaulting agent at Le Freeport Singapore (A Class, ultra-secure vaulting solution) or we conveniently transfer the precious metals worldwide to our clients by insured courier.

'Auctus Metal Portfolios' (www.auctusmetals.com) was developed for larger investors (Minimum Investment: S\$250,000) looking for higher returns from a portfolio of actively managed physical precious metals. They demand a higher level of service that is more bespoke and tailored to their goals of producing alpha outsized returns over and above a static holding of metals.



Mr David J Mitchell

Our third company named 'Bullion Software Solutions' provides the extensive suite of bespoke software and database management tools to fully support the companies within the group.

What are the advantages one has in the purchase of physical gold as compared to gold-linked ETFs?

You have to consider the purpose of the diversification into precious metals and whether this is part of your long-term portfolio or are you short-term trading the market. ETFs are very much designed as trading vehicles and not for the purpose of long-term investments.

ETFs are purely a paper derivative of the metal, you cannot stand for delivery and take possession of the gold. There are also 'force majeure' written into the prospectus of ETFs such as the GLD, hence you do have third party risk in holding an ETF, unlike

Our team instigates physical precious metal swaps, adjusting the allocation of a client's physical holdings from one precious metal to another, in order to take advantage of clear price signals dictated by the algorithmic models and maintain optimal weightings of the respective precious metals at all times.

holding physical precious metals in your own wholly segregated vault.

Larger funds have recognised that holding physical vaulted metals is actually more cost effective than the ongoing running costs of holding ETFs. You must then ask yourself if paper gold fulfils the primary purposes for you versus the outright ownership of gold.

ETFs and physical holdings have different pros and cons, and the best option depends on an individual's investment goals and risk tolerance. Here are a few factors to consider:

Cost: ETFs usually have lower expense ratios compared to mutual funds, but they still come with trading fees, management costs and bid-offer spreads. Physical holdings only incur storage and insurance costs.

Liquidity: ETFs are more liquid and tradeable as they can be bought and sold on an exchange throughout the day, whereas physical holdings can be a little more challenging to sell and their value can be affected by the supply and demand of physical metals, although with IPM Group and Auctus Metal Portfolios we are able to provide immediate liquidity.

Physical ownership also acts as direct collateral.

Trust: Owning physical assets provides greater control and certainty over the assets you own, whereas ETFs are subject to the financial stability of the institutions running it, and the underlying availability and price of the asset (gold for example) which has a negative 3rd party exposure to ETF's.

It's important to consider your individual financial situation, local country or government risks, the overall investment timeline and intended goals before making a decision.

As a physical metal management system company, can you detail your business ecosystem, core activities, and geographical presence?

Auctus Metal Portfolios is a precious metals advisory headquartered in Singapore that uses algorithmic models to optimally weight & actively manage our clients' vaulted physical precious metal holdings across Gold, Silver, Platinum, Palladium and Rhodium to maximize their net returns. Our team instigates physical precious metal swaps, adjusting the allocation of a

client's physical holdings from one precious metal to another, in order to take advantage of clear price signals dictated by the algorithmic models and maintain optimal weightings of the respective precious metals at all times.

Auctus Metal Portfolios' core activities include trading physical precious metals on behalf of our clients and offering state-of-the-art vaulting solutions together with our third-party vaulting agents Malca-Amit who operate at Le Freeport, Singapore. As Auctus Metal Portfolios deals in large volumes, we maintain very close relationships with international wholesalers and the world's leading refineries & mints to ensure that liquidity is never an issue for our clients. Our high volume metal purchases/swaps also ensures that we are able to secure the very best prices in the market, which further amplifies our client's overall net returns.

In addition to assisting our clients to maximize their gains from their diversified portfolio of physical precious metals, our clients store their precious metals with a third party vaulting agent at one of the world's most secure vaulting facilities in Singapore to mitigate any counterparty risks. Clients' precious metals are stored within the client's own wholly segregated vault under their family name and they are fully insured by Lloyd's of London and independently audited.

Auctus Metal Portfolios' client base spans across the world as global investors seek to take advantage of this progressive and active management approach to precious metals.

Can you detail the profile of your clients and how they evaluate Auctus as a preferred metal management company?

Auctus Metal Portfolios offers an entirely new approach to investing in physical precious metals. We have successfully solved that age-old problem of generating a higher positive return on physical metal holdings and this is the guiding principle behind the creation and ongoing success of Auctus Metal Portfolios.

Clients that invest into Auctus Metal Portfolios are generally high net worth individuals, asset managers and family offices that understand that precious metals are a medium to long term investment and are not only seeking wealth preservation, but also to generate a significant outperformance over and above the benchmark which is physical gold. Our client base is entirely global and covers all continents.

Auctus Metal Portfolios has consistently delivered a significant alpha return over and above a static holding of either gold or silver. Many of our clients are already invested in precious metals, or are familiar with investing in precious metals. These clients want to actively grow and generate a return on their physical precious metal holdings whilst maintaining full control and title ownership of their physical metals at all times with zero third party risk.

Given the current economic climate, our clients are acutely aware that we have entered into a super-cycle across the commodity complex and precious metals in particular, which are forecast to be substantially revalued moving forwards.

Can you detail Auctus Metal Portfolios' proprietary algorithms to

manage clients' physical portfolios and the return on investment you have generated for your clients?

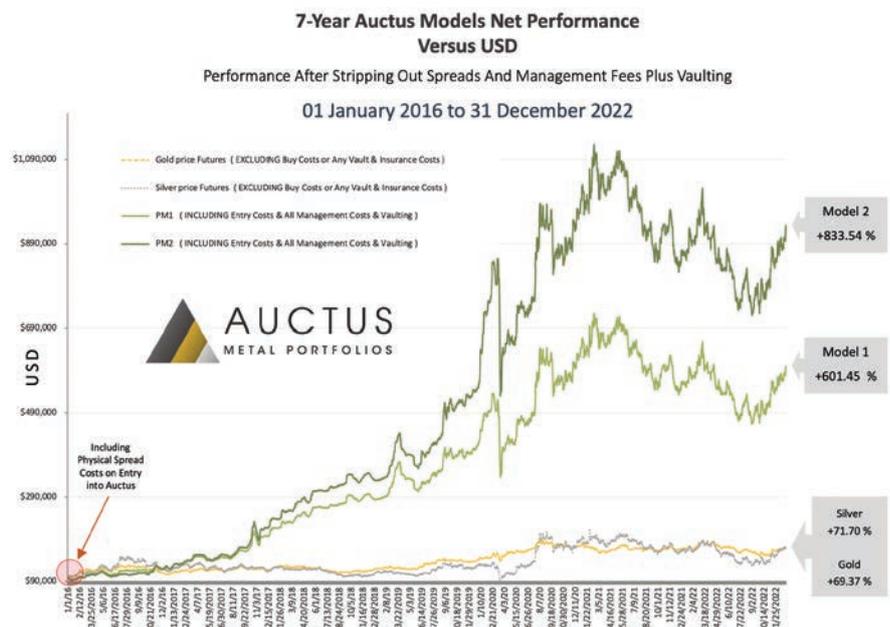
Auctus Metal Portfolio's proprietary algorithms analyses an historical database with live price feeds constantly updating, utilising 55 variables that are used to identify how to accurately weight each client's initial investment across the precious metals and when to re-weight clients' vaulted physical precious metal portfolio.

A crucial part of our expertise is understanding the excellent re-balancing opportunities that manifest throughout the year and accurately weighting each client's basket of physical precious metals on their date of entry. Our process for weighting client's initial investment into metals and the periodic rebalancing of their portfolios, takes into consideration historical and ongoing metal price ratios, technical & Gann analysis, global supply-demand curves, implied volatility, momentum analysis, recognition of ore grade degradation and production costs, backwardation curves, lease rates, forward industrial demand curves and capital flows; to name just a

few. This exhaustive approach enables us to recognise distinct changes in price trends and therefore take advantage of (often severe) pricing anomalies that occur between the 5 inextricably linked precious metals.

- 7-Year Calendar Performance: +833.54% Net Return to Clients since 1 Jan, 2016
- 4-Year Calendar Performance: +161.00% Net Return to Clients since 1 Jan, 2019
- 3-Year Calendar Performance: +40.63% Net Return to Clients since 1 Jan, 2020
- 2-Year Calendar Performance: -7.43% Net Return to Clients since 1 Jan, 2021
- 1-Year Calendar Performance: +4.53% Net Return to Clients since 1 Jan, 2022
- % Net Return to Clients since 1 Jan, 2022

The net returns detailed above are calculated after all transaction costs (bid / offer spreads on physical metals), vaulting costs and our Auctus Metal Portfolios' management fees have been accounted for. Since inception on 1 January 2016, we have generated



annualized net compound returns of +37.59% (as of 31 December 2022).

Besides gold, where do you advise investing in other precious metal space?

Throughout the year and more importantly over the major cycle time frames, each metal offers unique pricing opportunities or anomalies, of which the vast majority of the market simply outright ignores. The industrial end users rely on market research from various agencies to plan their procurement plans, but that's as far as it goes in the precious metal space.

For example, platinum today is offering investors a huge opportunity to benefit from a wholly differing structure versus the last 10 years or so of its price action, focusing on the global supply-demand picture. It's an extensive situation change and best phrased as a 'perfect storm' with falling ore grades, disruptive and falling global production, rising cost of production at a time of rapidly rising industrial demand. Much of this demand is linked to global changes as a result of ever-increasing pollution controls as well as new energy sources including the hydrogen economy. Above ground liquid available stockpiles have been decimated over the last 10 plus years by China importing enormous amounts of platinum from the market-place for its own tactical sovereign holdings. There a quite a few opportunities

covering precious metals and critical metals, which cannot be covered here but we are always open to discuss these with clients.

What, according to you, are the major structural changes that are going around in the precious metals space?

Again this is a big question that has many strong roots in place and growing stronger, there have been several structural changes in the precious metals space in recent years, including:

- Increased demand for sustainable and environmentally friendly mining practices, leading to a shift towards more responsible sourcing and production methods, which in turn is tightening supply and raising costs of production.
- Growth in the use of precious metals in industries such as electronics, renewable energy, electric vehicles, hydrogen economy, pollution controls and the rising technology loadings requiring greater amounts of platinum group metals are all driving up industrial demand for these metals significantly.
- The introduction of new technologies such as blockchain and digital crypto tokens, which have led to a growing interest in precious metals as a store of value and as a diversification.
- Growing geopolitical tensions, war and civil unrest along with

amplified economic uncertainty and negative growth patterns, which have led to increased demand for precious metals as a safe haven asset.

- Global sovereign Central Banks around the world have been net buying gold every year since 2010 into 2022, the greatest central bank buying spree since the 1960's. 2022 saw the greatest net officially reported buying spree of the last 13 years. Un-official procurement raises their net buying dramatically.
- The global debt crisis is growing rapidly as Central Banks start to raise interest rates expeditiously in the face of the worse negative nominal interest rate yield picture since World War 1. Higher rates increase the serviceability costs of existing debt thereby increasing the demand for debt over and above the already expanding debt growth. Then we have the stagflationary economic environment backdrop that invariably forces governments to increase spending. Thereby leading us into a condition that the global monetary debasement is quickening its pace.

Overall, these changes are leading to a more dynamic and rapidly evolving precious metals market, with very attractive new investment opportunities across this greater super-cycle that we are now in.



ALL INDIA GEM AND JEWELLERY DOMESTIC COUNCIL

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Press Release

All India Gem & Jewellery Domestic Council Installation Ceremony of Committee of Administration (COA) 2023-24

Mumbai, January 30, 2023: The Installation ceremony of Committee of Administration (COA) of India's prestigious gems and jewellery industry body the All India Gem and Jewellery Domestic Council (GJC) concluded successfully on 29th January 2023 at Hotel St Regis, Mumbai

Attended by more than 200 prominent jewellers from across India, Mr. Saiyam Mehra the New Chairman of GJC and Mr Rajesh Rokde, Vice Chairman GJC took official charge of this prestigious body. Mr Ashish Pethe in a glittering felicitation ceremony held in St. Regis at Mumbai will continue as the Immediate Past Chairman of GJC.

Mr. Ashish Pethe, Immediate Past Chairman, said, "It was two years back when I took an oath of the office of COA in Goa. Now, the time has come to hand over Chairmanship to Mr. Saiyam Mehra. I hope, I have done justice to the task entrusted to me. I thank my entire board for reposing faith in me and giving me the privilege to lead this august organisation,"

Mr Pethe thanked past Chairmen, Nitin Khandelwal, Ashok Minawala, Bachraj Bamaalwa, Vinod Hayagriv, GV Sreedhar, Haresh Soni and IPC during his tenure, Anantha Padmanaban for extending phenomenal support and pushing him to deliver more.

Speaking on the occasion, Mr Saiyam Mehra, Chairman GJC said, "Speaking on the occasion, Mr Mehra said, "I am thankful to the entire COA for having faith in me to lead this prestigious organization as its Chairman. As the chairman of GJC, I shall continue the legacy of my predecessors and strive for the betterment of the entire gems and jewellery fraternity. I shall endorse the COA's vision and address the interest of all our esteemed members through activating each zone with the formation of zone-wise committees that will take care of zonal activities".

He further added, "My priority goal is and follow up with the government on issues that benefits the industry. I shall also try to bring the entire industry on one platform.

Mr Mehra further quipped, "Our motto is to protect, promote and progress. Additionally, I shall work hard to educate the new generation about fair trade practices by conducting Labham, create new business opportunities to increase contribution to the country's GDP."

The GJC has already sent its Union Budget expectations and its COA aggressively dedicate time towards the Council's motto of Protect, Promote and Progress. As the youngest chairman of GJC, Mr. Mehra stressed working together and achieving this goal for the betterment of the entire gems and jewellery industry.

Mr. Rajesh Rokde, Vice Chairman GJC, said, "I thank the COA for such a great honour given to me. As a Vice Chairman, I shall shoulder the big responsibility of the GJC and try to put in my 100 per cent to serve the industry. I shall work hand in hand with the Chairman Mr Mehra and other COA members to elevate the industry to the next level,"

The event concluded with the installation of the entire COA for the year 2023-24.

About GJC

The All India Gem and Jewellery Domestic Council (GJC) represents over 6,00,000 players comprising manufacturers, wholesalers, retailers, distributors, laboratories, gemologists, designers and allied services to the domestic Gems & Jewellery industry. The Council functions with the objective to address the industry, its functioning and its cause with a 360° approach to promote and progress its growth, while protecting the industry's interests. GJC, since the last 17 years, has been serving as a bridge between the government and the trade by undertaking various initiatives on behalf of and for the industry.

**For further information, please feel free to contact All India Gem and Jewellery Domestic Council (GJC):
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