# objective capital

**Investment Conferences** 

# PRECIOUS METALS, DIAMONDS & GEMSTONES INVESTMENT SUMMIT

Wednesday, 6 April 2011 Ironmongers' Hall, City of London www.ObjectiveCapitalConferences.com

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# WELCOME COMMENT



Dear Delegate

Welcome to the 2011 Objective Capital Precious Metals, Diamonds and Gemstones Investment Summit.

Our event comes at a time when the market has recovered quickly from the turmoil created following the Japanese earthquake and tsunami, positive signals

from the US are restoring confidence and the FTSE has moved back to the 6,000 mark.

In spite of this optimism though, the recovery seems to be going in fits and starts. With political and social unrest prevalent across North and West Africa, and even here in London, are precious metals still the safest place to invest or is there a price correction in prospect?

Are fund managers and investors bored of hearing gold stories, as some commentators are suggesting?

Has the investment risk increased unacceptably as lower grade projects become viable at the current high gold prices?

These are just a few of the questions informing our event today.

Platinum has always had appeal with its exclusive, luxury status and industrial applications. Prices have fluctuated with demand and supply is being bolstered by increasing recycling. What is the realistic mid-term price for platinum? Can the demand from China keep prices high?

Our afternoon focuses on the gem and diamond markets - areas fraught with ethical issues. There have been high profile court cases investigating the stones' links to dictators, super-models and the funding of war. Ever increasing demand from China and India (who according to recent surveys account for 38% of the world's population) have caused prices to rise and focused attention on the tension between ethical issues and demand.

The question in the industry is whether the processes of verification can ever completely manage to ensure supplies are "clean"?

In a month where an oval sapphire is centre of the world's stage in (what must be) one the most photographed rings in the world, are coloured gems having a renaissance and are their prices set to continue to rise?

We look forward to hearing what our speakers have to say on all these subjects.

Thank you for joining us and we hope that you have an interesting and worthwhile time exploring all these issues with us today.

**Ros Lund** Managing Director Objective Capital Conferences

# PROGRAMME

## **BANQUETING HALL**

08:30 Registration & Coffee

# Session 1 Gold

- Moderator: **Emma Nicholson**, Intrepid Financial 9:30 **Investing in gold equities** 
  - Tim Weir, Wessex Asset Management
  - 10.00 **Global gold overview** Greg Kay, Intierra Resource Intelligence
  - 10:25 **Precious metals mining in Canada** Brian Parrot, Canadian High Commission in London
  - 10: 50 Coffee & Networking
- Moderator: Miranda Werstiuk, IBK Capital Corp
  - 11.20 Exploring Quebec for gold Brad Kitchen, Eagle Hill Exploration
  - 11:45 **Re-opening a famous Montana gold mine** Murray Nye, RX Exploration

### Session 2 Platinum

- 12:10 **The platinum jewellery market in China** Rupen Raithatha, Johnson Matthey
- 12:35 Networking Lunch
- Session 3 Diamonds & Gems
  - Moderator George Osborne SaaSXtra
    - 1:45 New demand and open markets in diamonds Andrew Bone, De Beers
    - 2:10 Coloured gems outlook David Hargreaves, Fairtrade Gems
    - 2:35 Update on the Kimberley Process Elly Harrowell, Global Witness
  - 3:00-6:00 Cocktails & Networking





Tim Weir

Emma Nicholson



Greg Kay



Brian Parrott



Miranda Werstiuk



Brad Kitchen

Rupen Raithatha



Murray Nye



George Osborne



David Hargreaves



Andy Bone

Elly Harrowell

# **2011 PRECIOUS** GEMSTONES

GOLD • SILVER • PLATINUM

## PRESENTERS

- Session 1
- Session 2
- Session 3

# SANQUETING HALL

### **SESSION 1 GOLD** 9.30 – 12.10



Emma Nicholson, Director Corp Dev Intrepid Financial



Tim Weir CFO Wessex Asset Management

### Investing in gold equities

Tim Weir is CEO and Investment Director of Wessex Asset Management, a UKbased equity long-short hedge fund manager. Wessex launched an Asia Pacific fund in 2000, a global natural resources

fund in 2004 and a gold fund in 2007. Prior to cofounding Wessex Tim was head of equity investment at Swiss Bank Corporation institutional fund management in London, where he managed SBC's award-winning ColdPortfolio, Director of European Equities at NatWest Investment Management, and a director of Geoffrey Morley and Partners. He has a 1st class Honours degree in Philosophy, Politics and Economics from The Queen's College, Oxford.



Moderator

Management and Systems Science.

Greg Kav Commercial Director, Intierra

working for 8 years in funds management for several major Australian banks. Prior to that Greg worked in Military Intelligence for the Australian Defense Force. Greg has a Post Graduate degree in Communication and Information Systems through the University of New South Wales, and has a MBA from Curtin University of Technology.

Global gold

trusted, complete and

up-to-date global mineral

resources database. Greg

began working for Intierra

in 2009 after previously

review



Emma Nicholson is a consultant to Intrepid Financial and is responsible for expanding their Corporate Development activity. Emma has worked for major PR companies including JCPR Edelman and Ketchum where she created strategies for a wide variety of blue-chip clients such as Shell, Mars and Starbucks. Emma's career includes MM&K where she worked on the CEX Partnerships; a fund established for MBOs in the manufacturing sector. Emma is a graduate of City University Business School and holds a BSc in

> **Brian Parrott** Minister-Counsellor The Commercial and Economic Department, at the Canadian High Commission in London

### Precious metals mining in Canada

Brian Parrott is currently Minister-Counsellor and Senior Trade Commissioner at the Canadian High Commission in London and responsible for promoting Canada's commercial interests in the UK. Brian has extensive experience in international commerce. policy analysis related to economic development, trade promotion and investment attraction

activities. Prior to coming to London he worked in Ottawa supporting Canada's investment objectives. Brian has served in Seattle, Washington and Tokyo as Senior Trade Commissioner and Counsellor Commercial. Brian has also worked in the private sector on energy development projects both in Canada and internationally.

# METALS, DIAMONDS & INVESTMENT SUMMIT

## GROUP METALS • DIAMONDS AND GEMSTONES

### **SESSION 2 Platinum** 12.10 – 1.45



Rupen Raithatha Investment & Economic Analyst, Johnson Matthey

## The platinum jewellery market in China

For the past three years Rupen has worked as a PGM (platinum group metals) analyst for Johnson Matthey, a precious metals refiner and fabricator. During this time he has followed developments in the 'investment' sector, an area of demand that has become particularly challenging, as well as increasingly important, with the advent of physically-backed ETFs in recent years. More recently, he has added the Chinese platinum jewellery market to his areas of responsibility. Rupen contributes to Johnson Matthey's respected biannual industry review, the Platinum Book, and is also responsible for long-term demand-side forecasting.

Johnson Matthey Rupen holds a Bachelor of Arts (Hons) degree in Economics and Government from the University of Manchester, as well as a Master of Arts degree in International Relations from the University of Warwick.

### SESSION 3 DIAMONDS & GEMS 1.45 – 6.00

Moderator



George Osborne CEO

SaaSXtra

George Osborne is Managing Director of SaaSXtra Exploration Services bringing unique tools, training, support and interim management to the exploration and mining sector. A qualified accountant with Robson Rhodes, now part of Grant Thornton, George spent many formative years in audit and information systems. As a consultant with CapGemini and Robson Rhodes he has extensive experience in areas as diverse as derivatives trading in the City of London, through to the third sector in the UK, and more recently as a finance director he adds the mineral exploration and mining sector to his wide experience. George is a firm believer that more intelligent use of better

technology is the way successful organisations will differentiate themselves in the future.



<sup>44</sup>All of us thoroughly enjoyed the event. We all thought it was exceptionally well organized, with a tremendous line-up of speakers, presentations and networking opportunities. What an exceptional turnout. <sup>99</sup>

### SESSION 3 DIAMONDS & GEMS 1.45 – 6.00



Andrew Bone Director-International Relations, De Beers

# New demand and open markets in diamonds

Andrew Bone is Director of International Relations at De Beers. He started with De Beers as a diamond valuer and subsequently worked in various other departments within the company's Rough Diamond Division, including overseas secondments in South Africa and Belgium. Later, he became an overseas buyer, managing buying offices, mainly in the Democratic Republic of the Congo. Following a year in the Sales Department, he joined Marketing Liaison

and Corporate Communications where contributed to the establishment of the Kimberley Process Certification Scheme. He went on to develop the concept of the Diamond Development Initiative with the NGOs Partnership Africa Canada and Global Witness. Andy is also a director of the World Diamond Council and the Diamond Development Initiative, and is a visiting lecturer at the University of Westminster's Business School.



David Hargreaves, *CEO* Faírtrade Gems

#### Coloured gems outlook

David Hargreaves is CEO of his family company Fair Trade Gemstones Ltd, which specialises in the ethical sourcing and marketing of gemstones worldwide. David has over forty years of senior experience in the mining industry. After qualifying in coal mining he worked in the iron ore mines in Canada before diversifying into other bulk minerals including bauxite. He was Head of Research for stockbrokers James Capel in London and voted Mining Analyst of the year on three successive occasions. Since

forming his own metals broking and research company in 1977, he has successfully promoted and been a director of several public companies. He currently writes "The Week in Mining", an incisive review of world mining events, for stockbrokers X Cap. He is a Chartered Mining Engineer, Fellow of the Geological Society and the Institute of Mining, Minerals and Materials, and a Member of the Royal Institution. He is a representative to the House of Commons Select Committee on Strategically Important Metals.



#### Update on the Kimberley process

Elly Harrowell is a campaigner with Global Witness who works with the Kimberley Process to ensure the ethical sourcing of diamonds. Global Witness was the first organisation that sought to break the links between the exploitation of natural resources and conflict and corruption. Over the years their investigations and powerful lobbying skills have been a catalyst for most of the major international mechanisms and initiatives that have been established to address these issues including the Kimberley Process and the Extractive Industries Transparency Initiative (EITI).

Elly Harrowell, *Campaigner* Global Witness

# HERE'S WHAT OUR DELEGATES ARE SAYING ABOUT OUR PREVIOUS EVENTS:

<sup>46</sup>Thank you for organising such an excellent conference, it was good to catch up with friends old and to make some new ones.<sup>39</sup>

- Richard Poulden, Sirius Minerals

A quick note to thank you very much for including me in your investment summit yesterday. It was very well organized and I thought the staff were particularly helpful.

Quite apart from seeing three old friends from many years ago, and enjoying being in the Ironmongers' Hall again after many years, I found the presentations fascinating. I shall be looking more closely at four or five of the companies with a view to making an investment.

Altogether a very happy and rewarding day.

- Andrew Clive, Metra Martech

- I wanted to thank you for the fantastic job you did hosting the two conferences. They were very well organised and it was one of the best I have ever attended. You also made sure the speakers felt well looked after, both in Manchester and London.
- 1 am certainly looking forward to your next one. I am now a big fan.??

– James Cross, Adroit Resources

"Congratulations on an excellent conference."

- Sam Leese, Sibelco

Thanks for organising such a good session.<sup>29</sup>
— Mark Bertolini, Metalysis

<sup>44</sup>I would like to thank you for inviting me to present last week as it was a well organised and well attended event.<sup>29</sup> – David Hutchins, Grafton Resources

# NOTES

#### ABOUT US

Objective was founded on the belief that the key for companies accessing long term capital and support on reasonable terms is to build a "strategic relationship" with the markets. A relationship that will support the company now and as it develops; through success and difficulty.

Core to this is an open and transparent relationship with investors; anchored on a widely understood investment case; and monitored by ongoing independent coverage.

Our research is one of the tools that can support this strategic relationship and has enabled us to build connections with the broad diaspora that is London and Europe's financial community.

Objective's conferences and forums are a key vehicle for our clients

and other companies to engage with our investor readers and the wider investment population.

Our events are designed to provide an engaging and dynamic mix of guest speakers, leading companies and to accommodate a generous allowance for all important networking opportunities.

Objective's events bring together registered delegates from the broking, investing and financial community of London with senior mining executives from across the globe and an exclusive selection of current and future producers in the heart of the world's financial community.

Our live events are working events where you can expect to meet useful contacts and do business.

# **Request more information**

**Objective Capital Global Mining Investment Conferences & Summits** Devonshire House, 146 Bishopsgate, London EC2M 4JX | **F:** +44 (0)203 137 0076

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CONFERENCES	SUMMITS
London Global Mining 27-28 Sep 2011	Industrial Metals, Minerals & Mineable Energy 3 Nov 2011
CONGRESSES	Rare Earths, Speciality & Strategic Metals 15 Mar 2012
14 Jun 2011 Americas Resources 14 Feb 2012	<ul> <li>Base and Ferrous Metals 17 May 2012</li> <li>Precious Metals, Diamonds</li> </ul>
	& Gemstones 14 Apr 2012

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