



A wide-ranging career across the commodity trading sector has given Nicholas Frappell rare insight into the world's gold market, and Australia's gold mining sector could benefit from it.



Nick has worked in the gold sector for nearly three decades across markets as varied as London, Hong Kong and Tokyo, trading spot, swaps and futures for banks and quoting prices to hedge funds, gold producers and automobile companies across the world.

**The last six years have seen him apply that insight to his role as Global Head Institutional Markets at ABC Refinery. There he is tasked with growing the Refinery's international reach through traditional business development but also providing commentary on the gold market for both buyers and customers from the gold mining sector.**

ABC Refinery – part of the broader Pallion group – is LBMA, SGE, COMEX, RJC, NATA, ISO, ILAC, IEC and Standards Australia accredited but Frappell sees those as only a base line to a broader commitment towards technical excellence and responsible sourcing.

“To be a truly trusted partner for gold miners as well as investors, traders and consumers, it's more than just about being accredited,” Nick says. “The commitment to technical excellence and responsibility has to come from within and to

my mind, that is the cornerstone reason why we are seen as stable and trustworthy.”

For many miners, refining is an almost after-thought following all the hard work of extracting gold from the ground. However, in a world of increasing scrutiny of the entire precious metals sector, producers need a refining partner who can be relied on to deliver consistent, sustainable outcomes in line with their own community and investor expectations.

“I like to think that part of the change that ABC Refinery has brought to the marketplace is a focus on the importance of refiners to a miner's offering to its shareholders and the public at large,” he says. “So, while the refining part of the gold mining process may have historically been seen as a purely service-related offering at end of the value chain, ABC Refinery and the broader Pallion group have shown how refiners can work with their mining clients for mutual economic, environmental and social benefit.”

Part of that work is Nick's extensive knowledge of global gold markets. He believes providing clients with reliable information and analysis of market trends is a crucial part of ABC Refinery's offering.

“A large part of my role is international business development and growing bank structured finance for the business but in more recent times I've found myself providing commentary on gold markets for clients, particularly the gold miners,” he says.

“Part of that theme of trust is putting information out that is credible and trusted. You don't have to have a crystal ball but try to communicate in a way people can rely on it. When you've been active in this market for three decades across various roles, you get to see all sorts of things and begin



to recognise patterns and relations between the various elements driving the gold price.

“This has been particularly useful for our mining clients who naturally want to know what is happening in the space but haven’t always got the time to analyse it themselves. Through hosting ‘The Pod of Gold’ podcast, I can communicate what I am observing in a way which is more digestible, providing context in relation to other asset markets.”

Nick’s insights are part of a wider approach within ABC Refinery to provide extensive support to partners.

“ABC Refinery is not just a service provider, our enviable rate of growth is driven by the fact that we partner with our clients for long term mutual benefit,” Nick says. “Indeed, our strategy is to carefully select partners who share our vision of efficiency, sustainability and supply chain integrity. Not being constrained by legacy systems, we champion the Australian gold sector globally by investing in the best people and utilising the latest environmentally sustainable technologies. And our strategic location in Australia’s largest trading hub provides significant logistical advantages to our partners in both domestic and international markets.”

The approach extends into support across ESG and other components of the gold mining process.

“ESG is something that is part of the corporate ethos of ABC Refinery and its parent company Pallion. Pallion publishes its Considerate® Precious Metals Sustainability Report annually detailing Pallion’s various initiatives in implementing the Pallion Sustainability and Responsibility Charter in all its locations globally.

“Complementing that responsible sourcing and environmental commitment are ABC Refinery’s

developments in the electronic tracing of metal inputs in-line with an emphasis from consumers on responsible sourcing and supply chain integrity.

“ABC Refinery has partnered with software company Blockhead Technologies to create a technology platform that enables precious metal traceability and tampering detection called PROVCHECK™ Security Bar Technology that utilises the unique ‘fingerprint’ of precious metal products to record the environmental supply chain credentials of specific items of bullion produced by ABC Refinery which can be verified by consumers utilising a free to download iOS or Android mobile application.”

