

A-Mark Precious Metals (NASDAQ: AMRK)

Rating:
BUY

Price:
\$24*

Target:
\$34

Upside:
42%

*As of 9/20/22

Materials Sector

Sector Head: Yehuda Silverman

Junior Analysts: Neel Patel, Brandon Ciaravino, Jonathan Ngo

Company Overview



AMRK Description

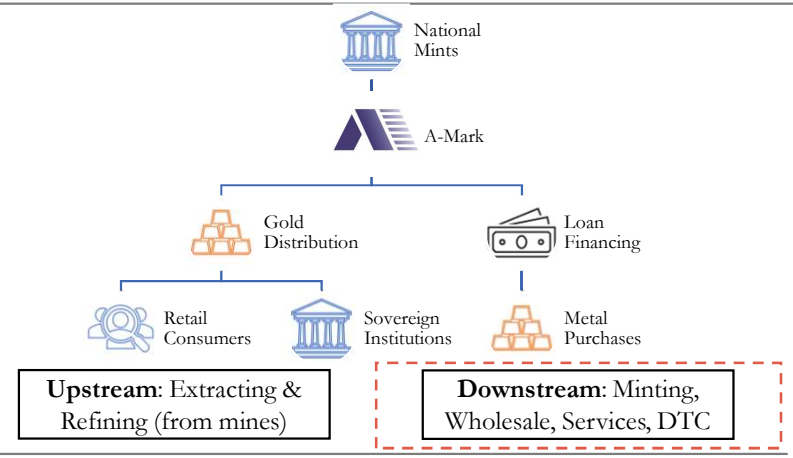
- A-Mark Precious Metals, Inc. is a high-end metals trading company that acts as an intermediary between institutional investors and global retail consumers
- Their primary profit stems from the reselling of metals between different institutional and retail buyers. However other notable sources of revenue include their gold/silver loan financing & their online precious metals retail channel
- AMRK has offices in California, Texas, Nevada, Indiana, Austria

Business Breakdown

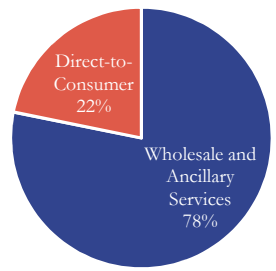


- Wholesale Sales & Ancillary Services**
Purchase, distribution, and resale of precious metals, low-margin business
- Direct-To-Consumer (DTC)**
Distributes precious metals to retail consumers through online channels
- Secured Lending**
Financing Gold/Silver loans and debts

Gold Lifecycle

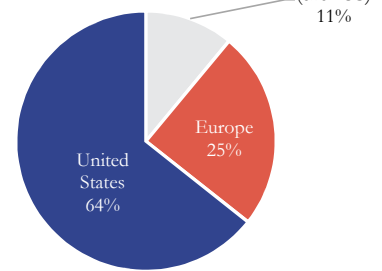


Revenue by Segment



*Secured Lending is included within the Wholesale and Ancillary Services

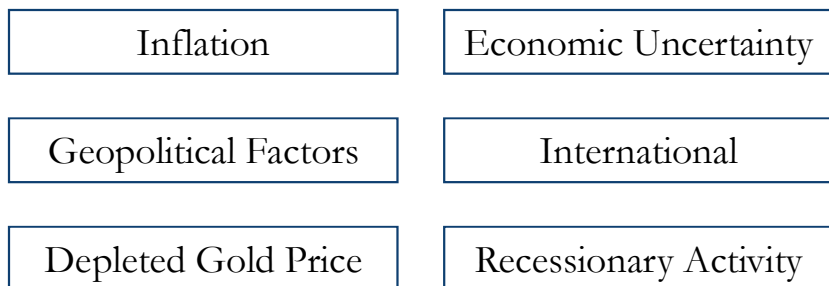
Revenue by Region



Industry Overview



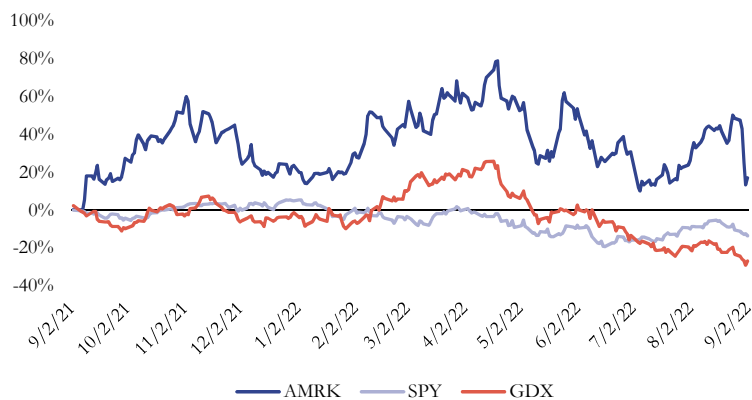
Gold Demand Trends/Drivers



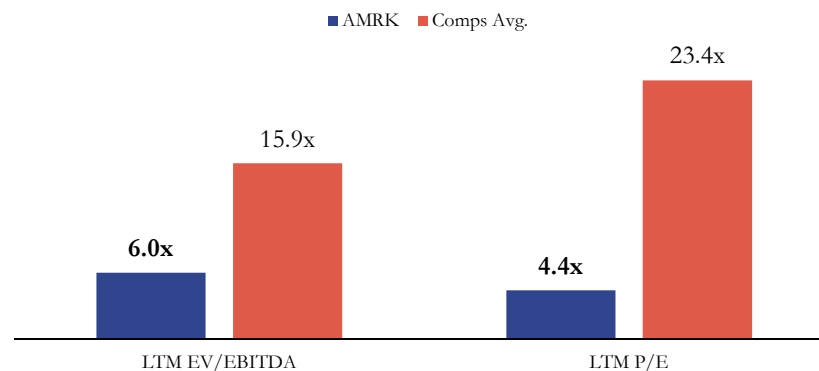
Gold Usage

- Gold has been the foremost **hedge against inflation** and acts as a relatively stable asset in times of economic uncertainty
- Gold finds its utility within jewelry, public & private investments, and as a store of physical wealth, especially in international markets such as the Asian countries
- It also holds usage within applications in the industrial manufacturing space, being a key component in the production of semi-conductors and chips

Stock Chart



Relative Valuation

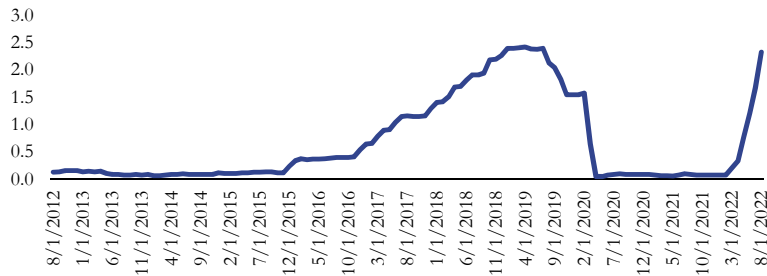


Macroeconomic Overview



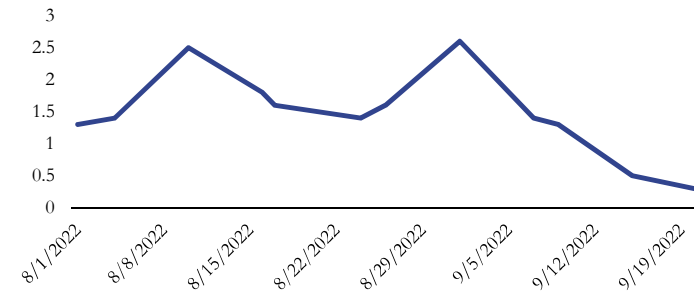
Raising of Interest Rates

Fed Funds Rates



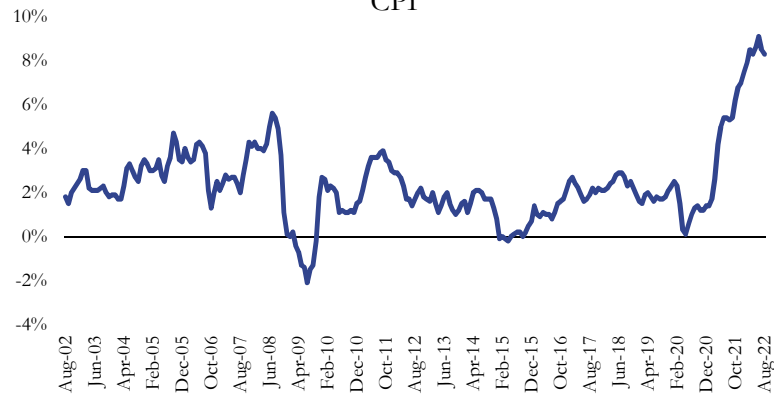
Slowing GDP Projections

Atlanta Q3 GDP Projections



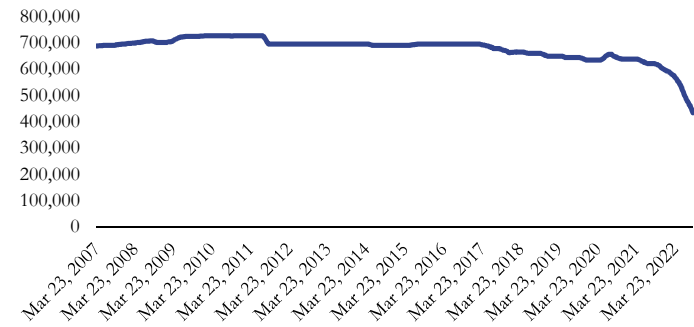
Rapidly Rising Inflation

CPI

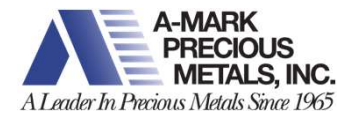


Strategic Petroleum Reserve

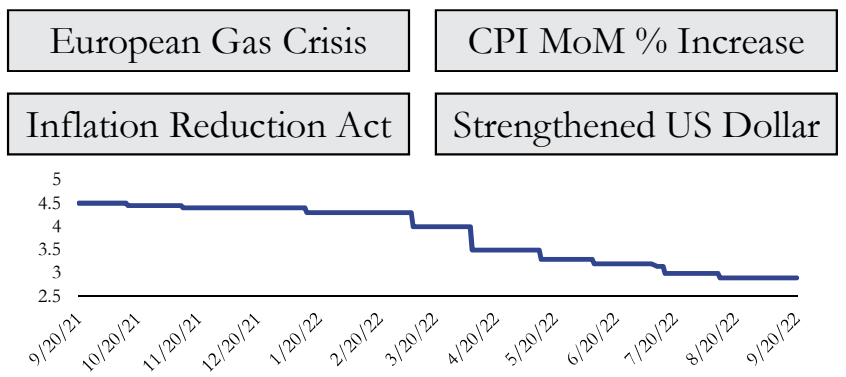
Strategic Oil Resrve



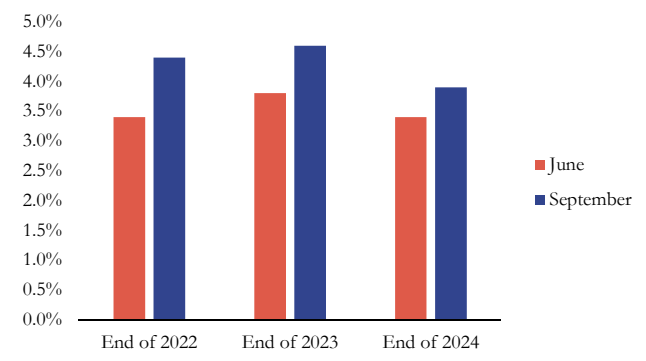
Negative Signs in Macro Trends



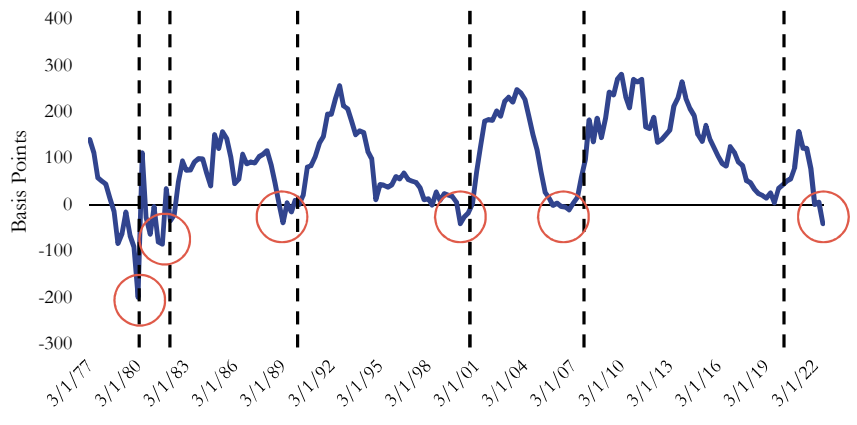
Global GDP Forecast Trends



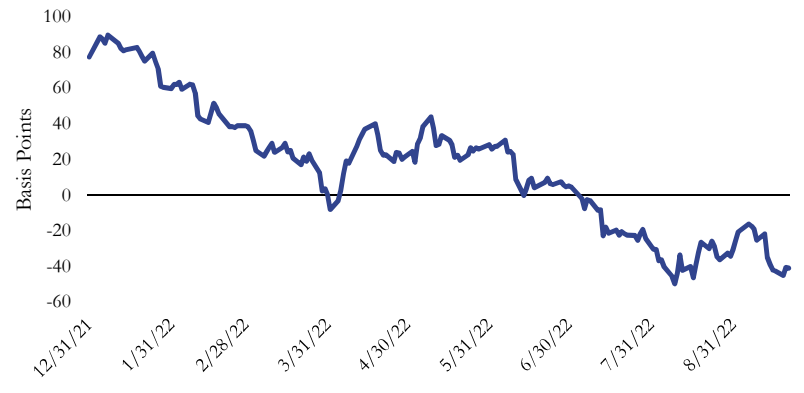
Fed's Fed Funds Rate Target



Historical 2s10s Spread & Recession



Current Inversion of 2s10s Spread



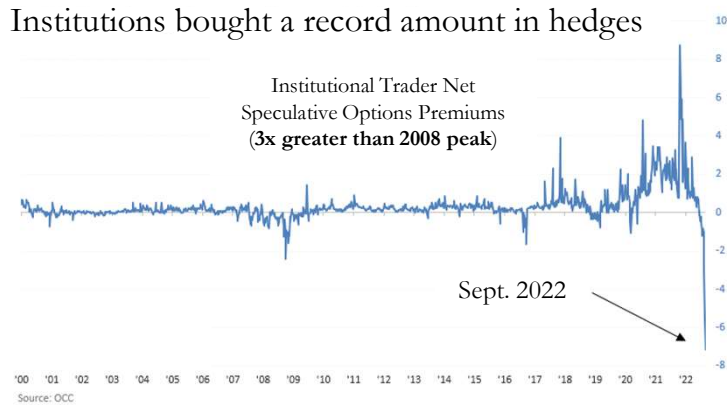
Market Reactions to Uncertainty



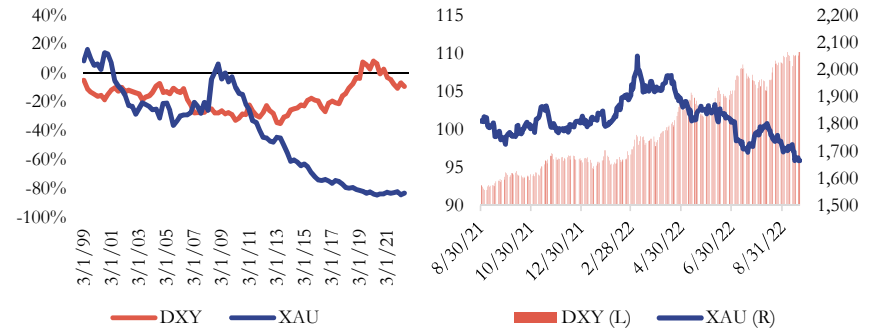
Effect of USD on the Economy

Stronger Dollar	The USD is currently at a 20-year high. Typically, when rates are raised, the USD strengthens as investors invest into it
Weaker Dollar	During times of high inflation, the USD historically weakens. Recently, the USD has appreciated rather than depreciated
Problems with Stronger Dollar	A stronger USD leads to a decrease in US exports due to the need convert more local currency in order to buy US products, which weakens GDP

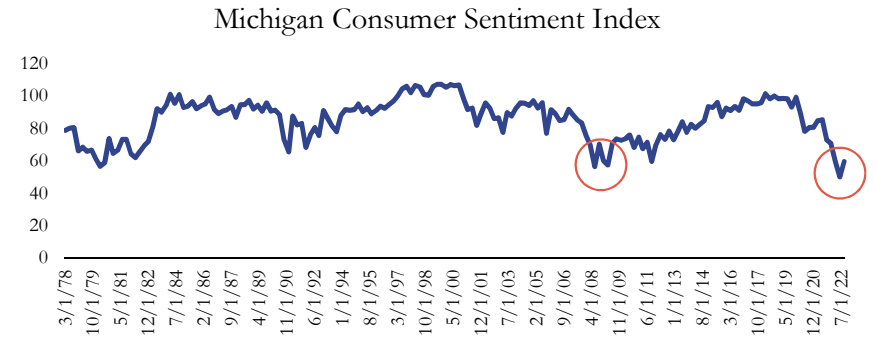
Transition to Market Hedges



USD vs Gold: Inverse



Historical Sentiment Index

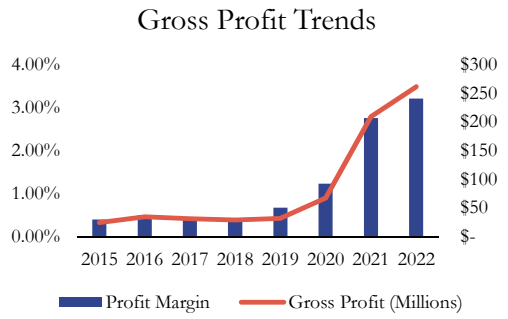


Direct Gold Exposure With Decreased Risk



Downstream Business Limits Risk

- Consistent revenue stream through set premiums
- Unified, streamlined, domestic supply chain
- Internal process for all downstream activities



Benefits Compared to ETF, Miners

- They are a middleman - less inflationary risk, geopolitical risk, volatility between commodity prices
- ETF's have 0.40% - 0.75% annual fees, making physical gold more cost efficient for hedging for large institutions
- Increased economic uncertainty should directly lead to an increase in the volume and price for gold & silver, increasing revenues

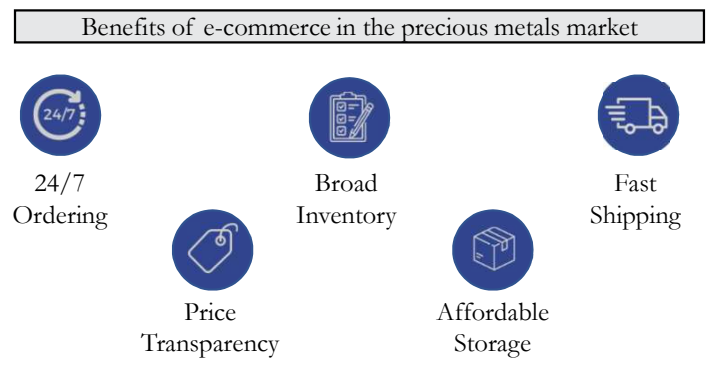
One-Stop-Shop Model

- Minting**
 - 35+ year relationship with the US Mint, receiving the largest allocations for distribution and resale
 - Owns 100% and 44.9% of two large private mints
- Wholesale**
 - Distribute coins/bars to institutions, brokerages, dealers and industrial-grade gold to fabricators and mints
 - Robust trading desk to hedge company positions
- Storage & Logistics**
 - Stores physical gold for investors for a fee and allows investors to use stored gold as collateral for loans
 - Facilities capable of moving 200k+ packages per month
- Secured Lending**
 - Conducts \$300+ million in loans to metal dealers, collectors, and investors with no historic principle losses
 - Collaterals of bullion and numismatics with high LTVs
- DTC**
 - Strong direct-to-consumer business through several leading diversified e-commerce brands
 - Fastest growing business with the highest margins

Transition to Direct & E-Commerce



Strengths of JM Bullion

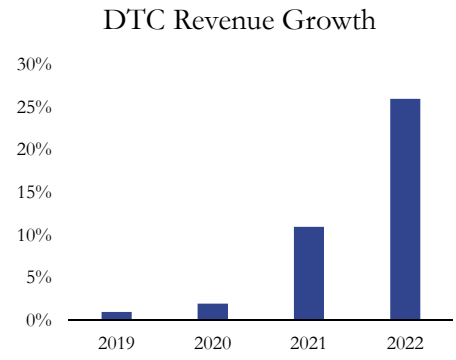
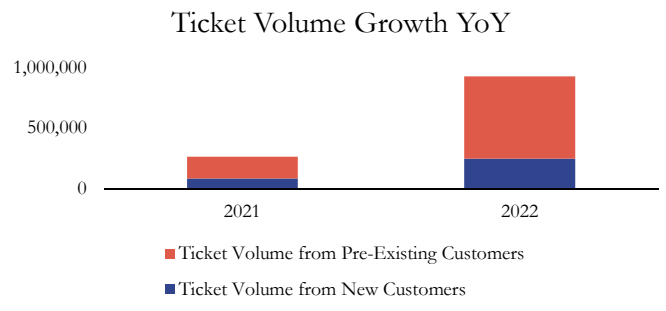


Futuristic Product: CyberMetals

- AMRK's new, unique offering that acts as a hybrid between a cryptocurrency and an traditional ETF
- Flagship product that allows one to digitally invest in precious metals (with tighter spreads than traditional gold trading), and is 100% **backed by physical precious metals** stored in AMRK's secured storage facilities
- All digital investments can be exchanged for physical gold through the JM Bullion platform 24/7

Growth of Direct-To-Consumer

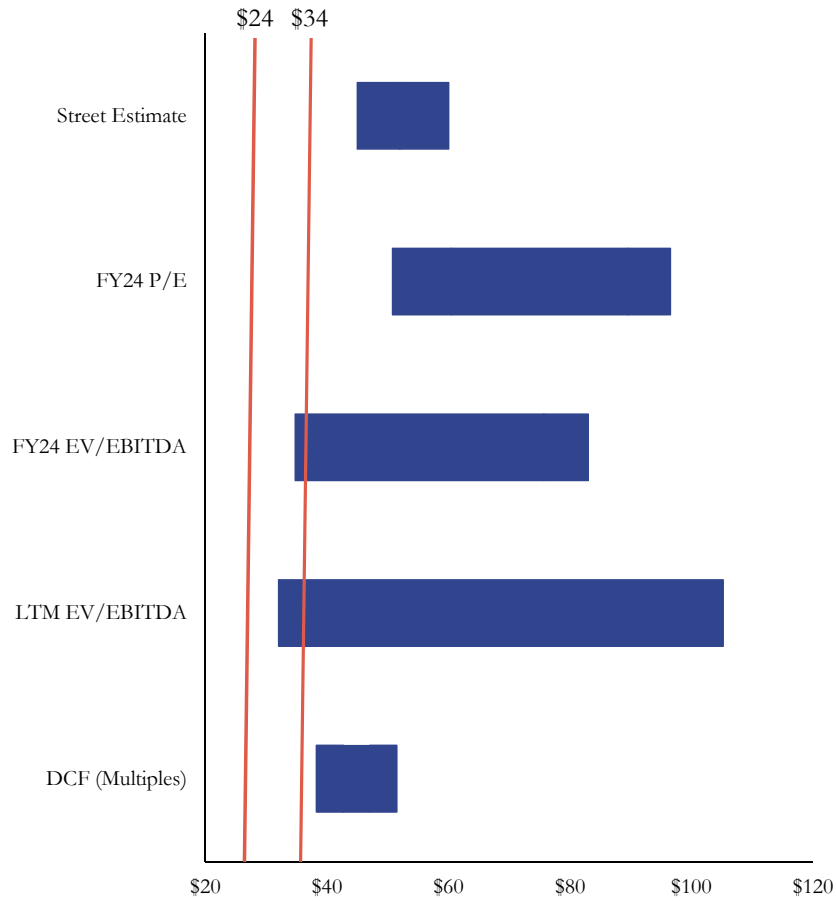
Segment has the focus on attracting customers who are less event driven, younger, are geographically diverse, and who are seeking investment in alternative assets



Valuation



Binghamton Investment Fund - AMRK



Sensitivity Analysis

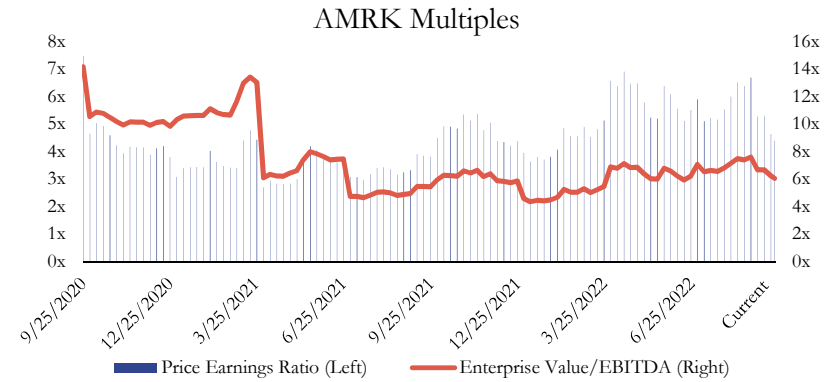
	\$	EV/EBITDA				
	42.64	3.72x	4.72x	5.72x	6.72x	7.72x
WACC	1.55%	36.35	41.16	45.97	50.78	55.59
	2.55%	35.07	39.67	44.28	48.88	53.48
	3.55%	33.85	38.26	42.66	47.07	51.47
	4.55%	32.69	36.91	41.12	45.34	49.56
	5.55%	31.58	35.62	39.66	43.70	47.74

DCF TV/EV:
65%

Avg. Street Price
Target: \$52

Terminal Multiple
EV/EBITDA:
5.72x

Historical Undervaluation



Risks & Bull/Bear Case



- Demand for and volume of gold retreats as economic uncertainty clears up in a quicker fashion than expected
- Acquisitive growth strategy leads to several failed integrations, resulting in increased goodwill and loss of value
- US Dollar continues higher, causing gold to stagnate at current levels as well as decreased international trade

Bear Case

A-Mark makes a series of **unsuccessful acquisitions**

Significant rate hikes continues and **dollar becomes stronger**

The Russia/Ukraine war is resolved and **Russian gold enters the market**

Base Case

Rate hikes increase until middle of 2023

Consumer sentiment remains negative until the end of the year

Investors use gold futures to hedge assets heading into FY23

Bull Case

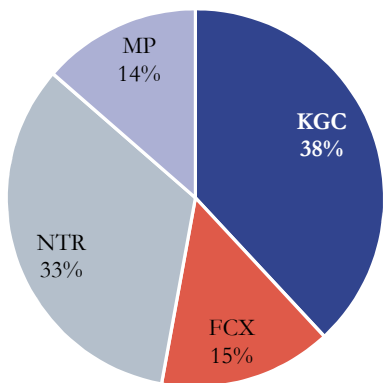
The **dollar weakens** as the fed slows down the raising of rates

Uncertainty increases, investors turn to commodities

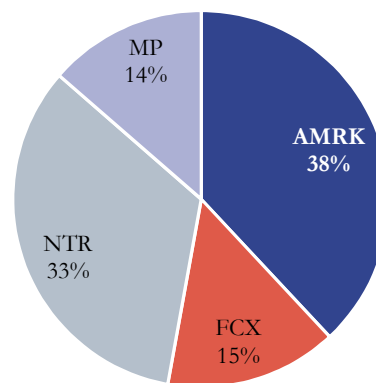
The Russia/Ukraine **war escalates** and supply stays at somewhat deflated levels

Allocation Request & Sector Weighting

Current Materials Sector



Requested Materials Sector



SELL: KGC

Why? KGC's geopolitically-sensitive business model led us to believe there are other areas to achieve greater alpha with less risk

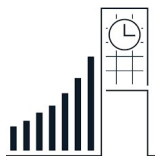
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Thank you

Questions?



Rating:
BUY

Price:
\$24*

Target:
\$34

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42%

*As of 9/20/22

Appendix A: Income Statement



Consolidated Statements of Income - USD (\$)	FY2020	FY2021	FY2022
Income Statement			
Revenues	\$ 5,461,094,000	\$ 7,613,015,000	\$ 8,159,254,000
Cost of sales	5,394,121,000	7,402,817,000	7,897,489,000
Gross profit	66,973,000	210,198,000	261,765,000
Selling, general, and administrative expenses	(36,756,000)	(58,809,000)	(76,611,800)
Interest income	21,237,000	18,474,000	21,800,000
Interest expense	(18,859,000)	(19,865,000)	(21,992,000)
Earnings from equity method investments	4,878,000	15,547,000	6,907,000
Other income, net	348,000	1,079,000	1,953,000
Remeasurement gain on pre-existing equity interest		26,306,000	
Unrealized (losses) gains on foreign exchange	57,000	(129,000)	(98,000)
Net income before provision for income taxes	37,878,000	192,801,000	166,417,000
Income tax expense	(6,387,000)	(31,877,000)	(33,338,000)
Net income	31,491,000	160,924,000	133,079,000
Net income attributable to noncontrolling interests	982,000	1,287,000	543,000
Net income attributable to the Company	\$ 30,509,000	\$ 159,637,000	\$ 132,536,000
Basic and diluted net income per share attributable to A-Mark Precious Metals, Inc.:			
Basic	\$ 2.17	\$ 9.57	\$ 5.81
Diluted	\$ 2.16	\$ 8.90	\$ 5.45
Weighted average shares outstanding:			
Basic	14,063,000	16,686,600	22,805,600
Diluted	14,161,000	17,944,600	24,329,500

Appendix B: Balance Sheet



Consolidated Balance Sheets - USD (\$) \$ in Thousands	FY2020	FY2021	FY2022
Current assets:			
Cash	\$ 52,325	\$ 101,405	\$ 37,783
Receivables, net	49,142	89,000	97,040
Derivative assets	46,325	44,536	91,743
Secured loans receivable	63,710	112,968	126,217
Precious metals held under financing arrangements	178,577	154,742	79,766
Inventories	246,603	256,991	458,347
Restricted inventories	74,678	201,028	282,671
Restricted and non-restricted inventory, net	321,281	458,019	741,018
Prepaid expenses and other assets	2,659	3,557	7,558
Total current assets	714,019	964,227	1,181,125
Operating lease right of use assets	4,223	5,702	6,482
Property, plant, and equipment, net	5,675	8,609	9,845
Goodwill	8,881	100,943	100,943
Intangibles, net	4,974	93,633	67,965
Long-term investments	16,763	18,467	70,828
Other long-term assets	3,500		5,471
Total assets	758,035	1,191,581	1,442,659
Current liabilities:			
Lines of credit	135,000	185,000	215,000
Liabilities on borrowed metals	168,206	91,866	59,417
Product financing arrangements	74,678	201,028	282,671
Accounts payable and other current liabilities	140,930	200,351	181,672
Derivative liabilities	25,414	7,539	75,780
Accrued liabilities	10,397	18,785	21,813
Income tax payable	2,135	5,016	382
Total current liabilities	556,760	709,585	836,735
Notes payable	92,517	93,249	94,073
Deferred tax liabilities	62	19,514	15,408
Other liabilities	3,802	5,291	5,972
Total liabilities	653,141	827,639	952,188
Stockholders' equity:			
Preferred stock, \$0.01 par value, authorized 10,000,000 shares; issued and outstanding: none as of June 30, 2022 and June 30, 2021			
Common stock, par value \$0.01; 40,000,000 shares authorized; 23,379,888 and 22,459,314 shares issued and outstanding as of June 30, 2022 and June 30, 2021, respectively	71	113	234
Additional paid-in capital	27,289	150,420	166,526
Retained earnings	73,644	212,090	321,849
Total A-Mark Precious Metals, Inc. stockholders' equity	101,004	362,623	488,609
Noncontrolling interests	3,890	1,319	1,862
Total stockholders' equity	104,894	363,942	490,471
Total liabilities, noncontrolling interests and stockholders' equity	\$ 758,035	\$ 1,191,581	\$ 1,442,659

Appendix C: Cash Flows Statement



Consolidated Statements of Cash Flows - USD (\$) \$ in Thousands	FY2020	FY2021	FY2022
Cash flows from operating activities:			
Net income	\$ 31,491	\$ 160,924	\$ 133,079
Adjustments to reconcile net income to net cash (used in) provided by operating activities:			
Depreciation and amortization	2,900	10,788	27,300
Amortization of loan cost	1,484	2,162	2,651
Deferred income taxes	3,225	(2,034)	(4,016)
Interest added to principal of secured loans	(19)	(13)	(14)
Share-based compensation	953	1,173	2,140
Write-down of digital assets			229
Remeasurement gain on pre-existing equity method investment		(26,306)	
Earnings from equity method investments	(4,878)	(15,547)	(6,907)
Dividend received from equity method investee		343	1,678
Changes in assets and liabilities:			
Receivables	(22,247)	(20,880)	(8,040)
Secured loans receivable	3,086	1,932	757
Secured loans made to affiliates	5,261	5,755	3,042
Derivative assets	(43,897)	7,447	(48,207)
Income tax receivable	1,473		
Precious metals held under financing arrangements	30,215	23,835	74,976
Inventories	(28,420)	(79,031)	(282,999)
Prepaid expenses and other assets	59	(7)	(649)
Accounts payable and other current liabilities	78,750	(27,446)	(18,679)
Derivative liabilities	15,443	(20,194)	68,241
Liabilities on borrowed metals	(32,938)	(76,340)	32,449
Accrued liabilities	3,859	5,687	2,425
Income tax payable	2,135	(4,902)	(4,632)
Net cash (used in) provided by operating activities	47,935	(52,654)	(89,166)

Cash flows from investing activities:

Capital expenditures for property, plant, and equipment	(836)	(2,113)	(2,879)
Purchase of long-term investments		(7,996)	(34,950)
Purchase of an option to acquire long-term investments			(5,300)
Purchase of intangible assets	(150)		
Secured loans receivable, net	53,260	(56,932)	(17,034)
Acquisition of remaining noncontrolling equity interest in joint venture		(1,950)	
Purchase of digital assets			(400)
Other secured loans, net	(3,500)		
Redemption associated with acquisition of pre-existing equity method investment			17,457
Incremental acquisition of pre-existing equity method investment, net of cash			(78,859)
Net cash (used in) provided by investing activities	48,774	(130,393)	(60,563)

Cash flows from financing activities:

Product financing arrangements, net	(19,827)	126,350	81,643
Dividends paid		(21,191)	(22,645)
Borrowings and repayments under lines of credit, net	(32,000)	50,000	30,000
Net proceeds from the issuance of common stock			75,344
Debt funding issuance costs	(761)	(1,861)	(5,179)
Net settlement on issuance of common shares on exercise of options	(116)	3,485	2,288
Net cash provided by (used in) financing activities	(52,704)	232,127	86,107
Net increase in cash, cash equivalents, and restricted cash	44,005	49,080	(63,622)

Cash, cash equivalents, and restricted cash, beginning of period	8,320	52,325	101,405
Cash, cash equivalents, and restricted cash, end of period	52,325	101,405	37,783

Supplemental disclosures of cash flow information:

Interest paid		17,933	20,576
Income taxes paid	447	42,426	42,548
Income taxes refunded	819	3,887	122

Non-cash investing and financing activities:

Interest added to principal of secured loans	\$ 19	\$ 13	\$ 14
Fair value of shares exchanged in acquisitions		41,608	11,683
Conversion of loan to customer to equity interest		\$ 3,500	
Addition of right of use assets under operating lease obligations			2,013

Appendix D: Revenue Build



Revenue Build									
In Thousands USD	FY2019	FY2020	FY2021	FY2022	FY2023E	FY2024E	FY2025E	FY2026E	FY2027E
Revenue	4,783,157	5,461,094	7,613,015	8,159,254	8,673,942	9,028,079	8,422,051	8,384,444	8,636,810
Cost of Sales	4,751,199	5,394,121	7,402,817	7,897,489	8,413,724	8,757,237	8,253,610	8,216,755	8,464,074
Gross Profit	31,958	66,973	210,198	261,765	260,218	270,842	168,441	167,689	172,736
Operating expenses									
Selling, general and administrative	32,502	36,756	58,809	76,612	81,444	84,770	79,079	78,726	81,096
Total operating expenses	32,502	36,756	58,809	76,612	81,444	84,770	79,079	78,726	81,096
EBIT	(544)	30,217	151,389	185,153	178,774	186,073	89,362	88,963	91,640
Revenue Growth % YoY	-	14%	39%	7%	6%	4%	-7%	0%	3%
COGS Margin as a % of sales	99%	99%	97%	97%	97%	97%	98%	98%	98%
SG&A Margin as a % of sales	1%	1%	1%	1%	1%	1%	1%	1%	1%
Operating Expense Margin as a % of sales	1%	1%	1%	1%	1%	1%	1%	1%	1%
EBIT as a % of sales	0%	1%	2%	2%	2%	2%	1%	1%	1%
Revenue by segment:									
Wholesale Sales & Ancillary Services	4,733,800	5,360,899	6,738,707	6,024,742	6,325,979	6,515,758	5,733,867	5,561,851	5,673,088
<i>Wholesale Sales & Ancillary Services growth</i>		13%	26%	-11%	5%	3%	-12%	-3%	2%
<i>% of total revenue</i>	99%	98%	89%	74%	74%	73%	73%	72%	72%
Direct-to-Consumer	49,357	100,195	874,308	2,134,512	2,347,963	2,512,321	2,688,183	2,822,592	2,963,722
<i>Direct-to-Consumer growth</i>		103%	773%	144%	10%	7%	7%	5%	5%
<i>% of total revenue</i>	1%	2%	11%	26%	26%	26%	26%	26%	26%
Total Revenue	4,783,157	5,461,094	7,613,015	8,159,254	8,673,942	9,028,079	8,422,051	8,384,444	8,636,810

Minerals sold per year:	FY2019	FY2020	FY2021	FY2022
Gold ounces sold	1,799	2,181	2,743	2,668
<i>Gold ounces sold growth</i>		21%	26%	-3%
Silver ounces sold	67,620	90,385	114,275	132,209
<i>Silver ounces sold growth</i>		34%	26%	16%

Appendix E: NWC



Working Capital Fiscal year	FY2019	FY2020	FY2021	FY2022	FY2023E	FY2024E	FY2025E	FY2026E	FY2027E
Total Current Assets									
Receivables	23,895	49,142	89,000	97,040	103,161	107,373	100,166	99,718	102,720
<i>Days Sales Outstanding (DSO)</i>	2	3	4	4	4	4	4	4	4
Inventories	292,861	321,281	458,019	741,018	789,456	821,688	774,433	770,975	794,180
<i>Inventory Days</i>	22	22	23	34	34	34	34	34	34
<i>Inventories as a % of COGS</i>	6%	6%	6%	9%	9%	9%	9%	9%	9%
Other Current Assets	211,575	181,236	158,299	87,324	173,479	180,562	168,441	167,689	172,736
<i>Other Current Assets as a % of rev.</i>	4%	3%	2%	1%	2%	2%	2%	2%	2%
Total	528,331	551,659	705,318	925,382	1,066,096	1,109,622	1,043,039	1,038,382	1,069,636
Total Current Liabilities									
Payables	62,180	140,930	200,351	181,672	193,547	201,449	189,864	189,016	194,706
<i>Days Payables Outstanding (DPO)</i>	5	10	10	8	8	8	8	8	8
Other Short Term Liabilities	6,137	10,397	18,785	21,813	23,239	24,188	22,797	22,695	23,378
<i>Other Short Term Liabilities as a % of COGS</i>	0.13%	0.19%	0.25%	0.28%	0.28%	0.28%	0.28%	0.28%	0.28%
Total	68,317	151,327	219,136	203,485	216,786	225,637	212,661	211,711	218,084
Net Working Capital	460,014	400,332	486,182	721,897	849,310	883,985	830,378	826,671	851,553
Change net working capital	-	(59,682)	85,850	235,715	127,413	34,675	(53,607)	(3,708)	24,882
Capital Expenditures									
Capital Expenditures	(490)	(836)	(2,113)	(2,879)	(3,061)	(3,186)	(2,972)	(2,958)	(3,048)
<i>CapEx as a % of rev.</i>	0.01%	0.02%	0.03%	0.04%	0.04%	0.04%	0.04%	0.04%	0.04%
D&A									
Plus: D&A	2,807	2,900	10,788	27,300	29,022	30,207	28,179	28,053	28,898
<i>D&A as a % of CapEx</i>	572.86%	346.89%	510.55%	948.25%	948.25%	948.25%	948.25%	948.25%	948.25%

Appendix F: WACC



WACC	
Thousands	
Equity (approx.)	653,470
Outstanding shares (approx.)	23,383
Stock price (Sept 20)	\$ 24.06
Debt (approx.)	94,073
D/E ratio	14.40%
Damadoran Spread	1.03%
Risk free rate	3.34%
Tax Rate	20.00%
Cost of debt	4.37%
Risk free rate	3.34%
Annual return of market	9.00%
Market risk premium	5.66%
Beta	0.09
Cost of equity	3.56%
WACC	3.55%
Interest Coverage Ratio	8.42

Appendix G: DCF 1



Discounted Cash Flow In Thousands	FY2019	FY2020	FY2021	FY2022	FY2023E	FY2024E	FY2025E	FY2026E	FY2027E
Revenue	4,783,157	5,461,094	7,613,015	8,159,254	8,673,942	9,028,079	8,422,051	8,384,444	8,636,810
<i>Revenue Growth</i>	-	14%	39%	7%	6%	4%	-7%	0%	3%
EBIT	(544)	30,217	151,389	185,153	178,774	186,073	89,362	88,963	91,640
<i>EBIT Margin</i>	0%	1%	2%	2%	2%	2%	1%	1%	1%
NOPAT	(452)	25,231	126,410	148,123	143,019	148,858	71,489	71,170	73,312
<i>Tax Rate</i>	17%	17%	17%	20%	20%	20%	20%	20%	20%
Plus: D&A	2,807	2,900	10,788	27,300	29,022	30,207	28,179	28,053	28,898
<i>D&A as a % of sales</i>	572.86%	346.89%	510.55%	948.25%	948.25%	948.25%	948.25%	948.25%	948.25%
Less: CapEx	(490)	(836)	(2,113)	(2,879)	(3,061)	(3,186)	(2,972)	(2,958)	(3,048)
Less: Δ NWC	-	(59,682)	85,850	235,715	127,413	34,675	(53,607)	(3,708)	24,882
FCFF	1,865	86,977	49,235	(63,171)	41,567	141,204	150,304	99,973	74,280
Terminal value (growth rate)									2,940,758
Terminal value (multiple)									689,479
Cash flows (growth rate)					41,567	141,204	150,304	99,973	3,015,039
Cash flows (multiple)					41,567	141,204	150,304	99,973	763,759
PV of cash flows (growth rate)					40,848	134,003	137,747	88,479	2,576,889
PV of cash flows (multiple)					40,848	134,003	137,747	88,479	652,768
Discount Period (mid year)					0.5	1.5	2.5	3.5	4.5

Appendix H: DCF 2



Terminal growth rate	1.0%
Terminal multiple ('24 EV/EBITDA)	5.72x
WACC	3.55%

Multiples Method	
Enterprise value	1,053,846
Less: Debt	(94,073)
Plus: Cash	37,783
Equity value	997,556
Diluted shares outstanding	23,383
Price per share	\$ 42.66

TV / EV 65%

		EV/EBITDA				
	\$	3.72x	4.72x	5.72x	6.72x	7.72x
	42.66					
1.55%	36.35		41.16	45.97	50.78	55.59
2.55%	35.07		39.67	44.28	48.88	53.48
3.55%	33.85		38.26	42.66	47.07	51.47
4.55%	32.69		36.91	41.12	45.34	49.56
5.55%	31.58		35.62	39.66	43.70	47.74

WACC

Appendix I: Comps 1



AMRK													
Comparable Company Analysis													As of:
(in millions, except per share data)													9/20/2022
Company	Bloomberg Ticker	Price	Shares Outstanding	Market Cap	Net Debt	Preferred Equity	EV	LTM EBIT	2022E EBIT	2023E EBIT	2024E EBIT	LTM EBITDA	2022E EBITDA
A-Mark Precious Metals	AMRK US EQUITY	\$ 24.06	23	563	561	2	1,126	158	132	99	107	187	122
Newmont Corp	NEM US EQUITY	42.50	794	33,970	1,228	(161)	35,963	779	3,057	3,510	3,391	3,094	5,508
Interactive Brokers	IBKR US EQUITY	65.98	103	28,897	1,971	7,827	35,316	1,393	2,010	2,725	2,966	1,742	2,031
Barrick Gold	GOLD US EQUITY	15.07	1,770	26,645	(130)	8,450	34,432	4,348	4,184	4,409	4,304	6,379	5,923
Tradeweb Markets	TW US EQUITY	60.20	107	14,378	(948)	663	14,104	395	535	614	716	573	615

	2023E EBITDA	2024E EBITDA	LTM EPS	2022E EPS	2023E EPS	2024E EPS	Dividend Yield (%)	EV / LTM EBIT	EV / 2022E EBIT	EV / 2023E EBIT	EV / 2024E EBIT	EV / LTM EBITDA
A-Mark Precious Metals	128	137	5.49	3.36	3.37	3.65	4.16	7.1x	8.5x	11.4x	10.5x	6.0x
Newmont Corp	5,477	5,326	2.09	2.49	2.37	2.27	5.18	46.2x	11.8x	10.2x	10.6x	11.6x
Interactive Brokers	2,668	2,686	2.56	3.75	4.69	4.89	0.61	25.4x	17.6x	13.0x	11.9x	20.3x
Barrick Gold	6,409	6,411	1.08	0.99	1.03	1.05	4.85	7.9x	8.2x	7.8x	8.0x	5.4x
Tradeweb Markets	691	782	1.45	1.83	2.02	2.32	0.53	35.7x	26.4x	23.0x	19.7x	24.6x

	EV / 2022E EBITDA	EV / 2023E EBITDA	EV / 2024E EBITDA	LTM PE	2022E P/E	2023E P/E	2024E P/E
A-Mark Precious Metals	9.2x	8.8x	8.2x	4.4x	7.2x	7.1x	6.6x
Newmont Corp	6.5x	6.6x	6.8x	20.4x	17.1x	17.9x	18.7x
Interactive Brokers	17.4x	13.2x	13.1x	25.8x	17.6x	14.1x	13.5x
Barrick Gold	5.8x	5.4x	5.4x	14.0x	15.3x	14.7x	14.3x
Tradeweb Markets	23.0x	20.4x	18.0x	41.6x	32.9x	29.8x	25.9x

Appendix J: Comps 2



EV/ LTM EBIT	EV 2022 EBIT	EV/ 2023E EBIT	EV/ 2024E EBIT	EV/ LTM EBITDA	EV / 2022E EBITDA	EV/ 2023E EBITDA	EV/ 2024E EBITDA	LTM PE	2022E P/E	2023E P/E	2024E P/E
7.9x	8.2x	7.8x	8.0x	5.4x	5.8x	5.4x	5.4x	14.0x	15.3x	14.1x	13.5x
12.3x	9.1x	8.4x	8.7x	7.0x	6.0x	5.7x	5.7x	15.6x	15.7x	14.2x	13.7x
30.5x	14.7x	11.6x	11.3x	15.9x	12.0x	9.9x	9.9x	23.1x	17.3x	16.3x	16.5x
43.6x	24.2x	20.5x	17.7x	23.5x	21.6x	18.6x	16.8x	37.6x	29.1x	26.8x	24.1x
46.2x	26.4x	23.0x	19.7x	24.6x	23.0x	20.4x	18.0x	41.6x	32.9x	29.8x	25.9x

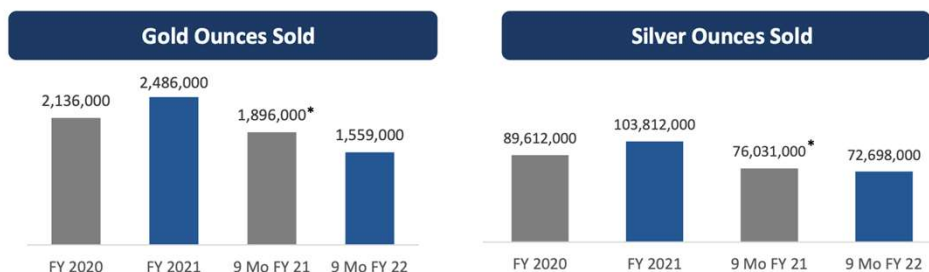
EV/ LTM EBIT	EV 2022 EBIT	EV/ 2023E EBIT	EV/ 2024E EBIT	EV/ LTM EBITDA	EV / 2022E EBITDA	EV/ 2023E EBITDA	EV/ 2024E EBITDA	LTM PE	2022E P/E	2023E P/E	2024E P/E
29.92	22.75	9.13	12.74	19.41	6.36	5.42	7.51	76.95	51.30	47.41	49.25
59.86	27.82	11.76	15.77	32.06	7.31	7.08	9.57	85.67	52.84	47.91	50.02
185.27	59.70	25.47	27.89	105.19	38.96	30.63	34.79	126.67	58.27	54.93	60.28
274.70	114.16	63.59	58.08	166.92	89.89	79.14	75.71	206.52	97.76	90.40	88.09
292.66	126.76	74.35	67.13	175.78	97.26	89.12	83.00	228.19	110.65	100.38	94.71

Appendix K: Segment Performance 1



SEGMENT PERFORMANCE METRICS

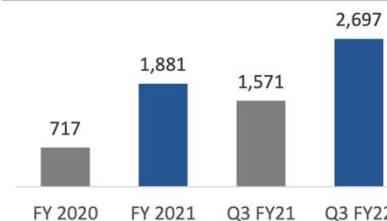
WHOLESALE SALES & ANCILLARY SERVICES



* Gold and silver ounces sold during the first nine months of FY 21 include ounces sold to JM Bullion before its acquisition in March 2021

SECURED LENDING

Number of Secured Loans at Period End



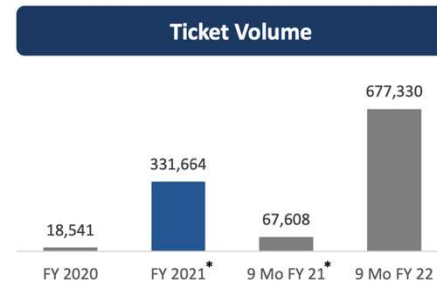
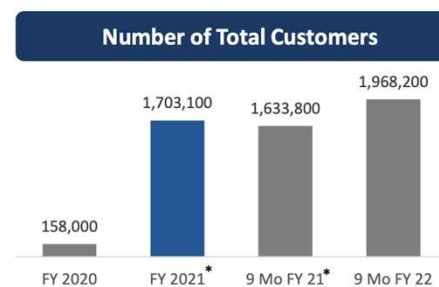
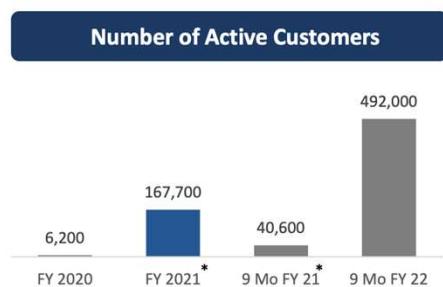
Secured Loans Portfolio Value at Period End



Appendix L: Segment Performance 2

SEGMENT PERFORMANCE METRICS

DIRECT-TO-CONSUMER



* JM Bullion acquisition closed March 19, 2021

Appendix M: ESG

ENVIRONMENTAL, SOCIAL, AND GOVERNANCE (ESG)



A-Mark is prioritizing ESG and is committed to:

- **Creating a culture in which personal accountability, integrity, and transparency are prioritized, both in our workplace and in our relationships with outside parties**
- **Maintaining a corporate governance framework which incorporates best practices**
- **Helping to sustain and protect the environment through responsible business practices**
- **Improving the communities in which we operate**

We understand that adherence to these ever-evolving principles and practices is critical in order to maintain public trust and confidence in our Company, and we take pride in meeting – and exceeding – the ESG expectations of our stakeholders

We participate in a pilot carbon neutrality program and have purchased voluntary carbon credits to offset the carbon footprint of our business operations

Appendix N: Metals Market Structure

PRECIOUS METALS MARKET STRUCTURE



Sovereign & Institutional

Market Participants

- Central Banks and Global Universal Banks
- ETFs
- Institutional investors and traders

Primary Products

- 400 oz Gold Delivery Bars (~\$742,000)
- 1,000 oz Silver Bars (~\$22,000)

Market Attributes

- Dominated by large international trading desks
- Deep liquidity drives very narrow spreads
- Driven by spot prices



Dealers & Individuals



A-MARK
PRECIOUS
METALS

Market Participants

- Brick & mortar dealers
- e-commerce platforms
- Individual investors

Primary Products

- 1 oz gold coins (~\$1,920)
- 1 oz silver coins (~\$24.70)

Market Attributes

- Supply constraints can drive wider spreads
- Customer loyalty driven by brand and service levels
- Significant market share shifting to e-commerce
- *Driven by premiums over spot prices*

Appendix O: Acquisition Timeline



Appendix P: CyberMetals

❖ Overview – How it Works

After creating a CyberMetals account, the process is simple and straight-forward.

