

# **Canadian Investor Conference Toronto 2014**

**Toronto, Canada**

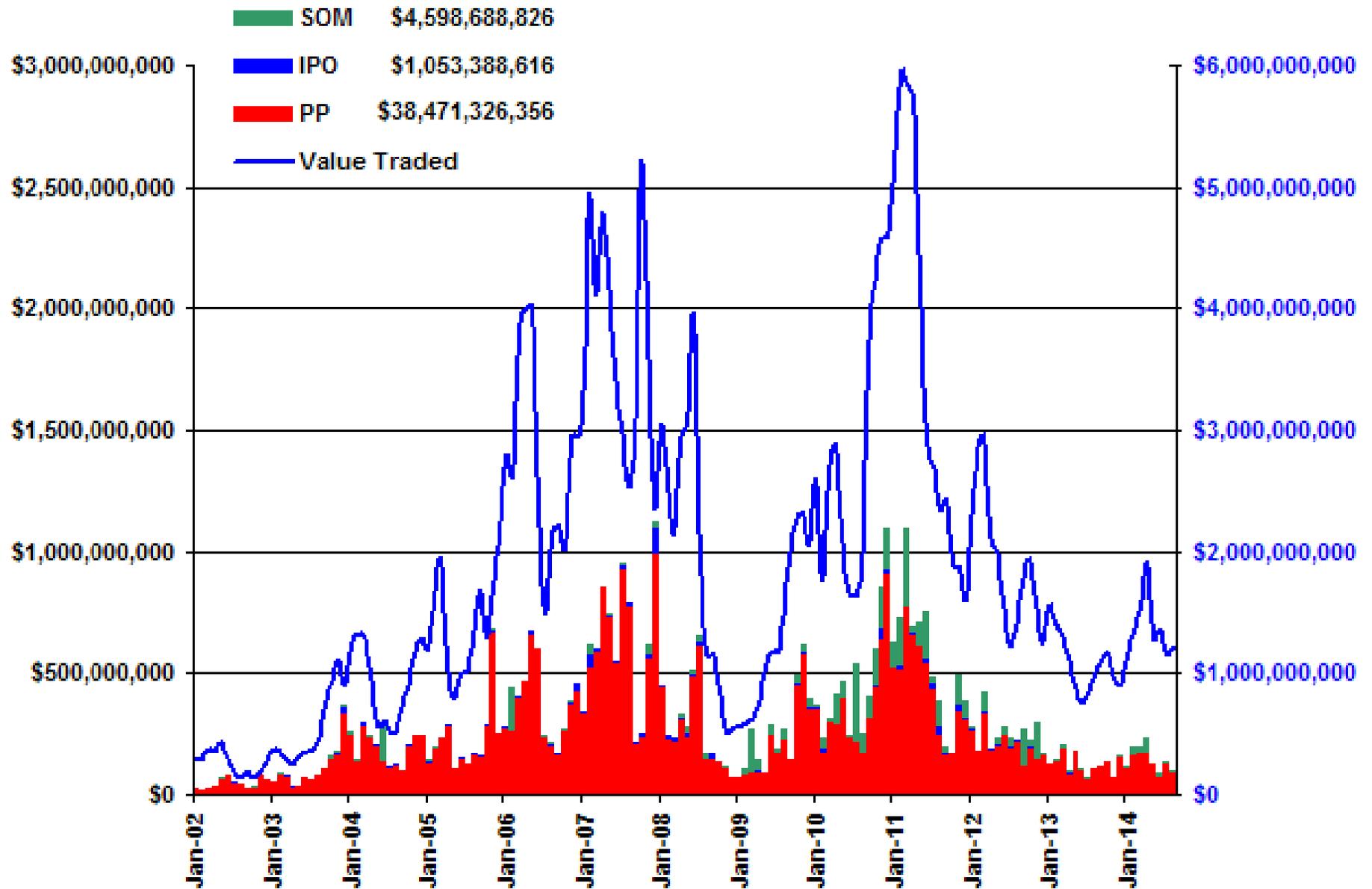
**September 25, 2014**

**Presented by John Kaiser**

**Escaping the Resource  
Sector Swamp**

**[www.KaiserResearch.com](http://www.KaiserResearch.com)**

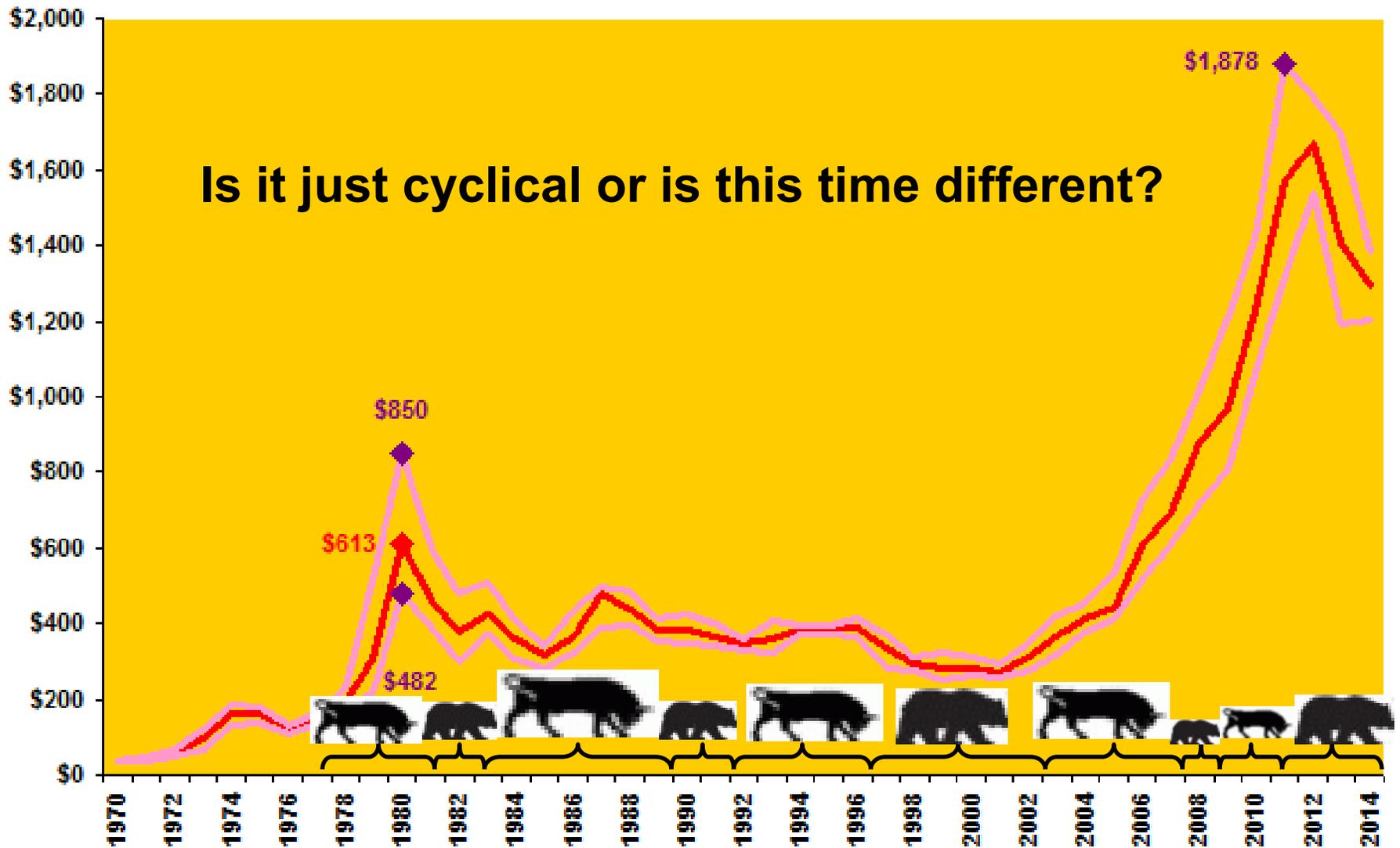
## Monthly Value of Resource Sector TSXV Financings 2002-2014



# Annual Average Gold Price with High-Low Range

— Average Gold Price

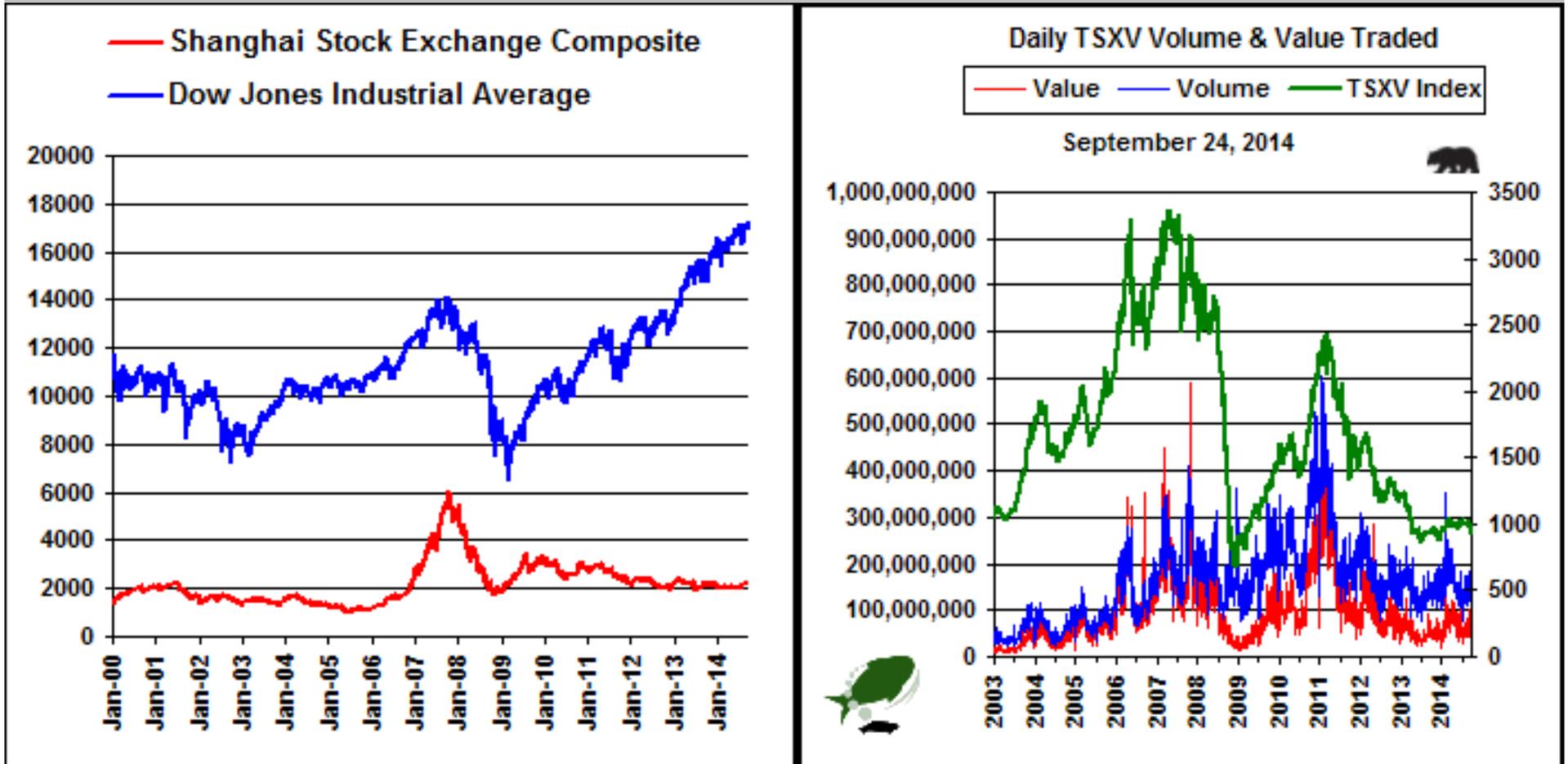
— Yearly Hi-Lo Range



September 2014

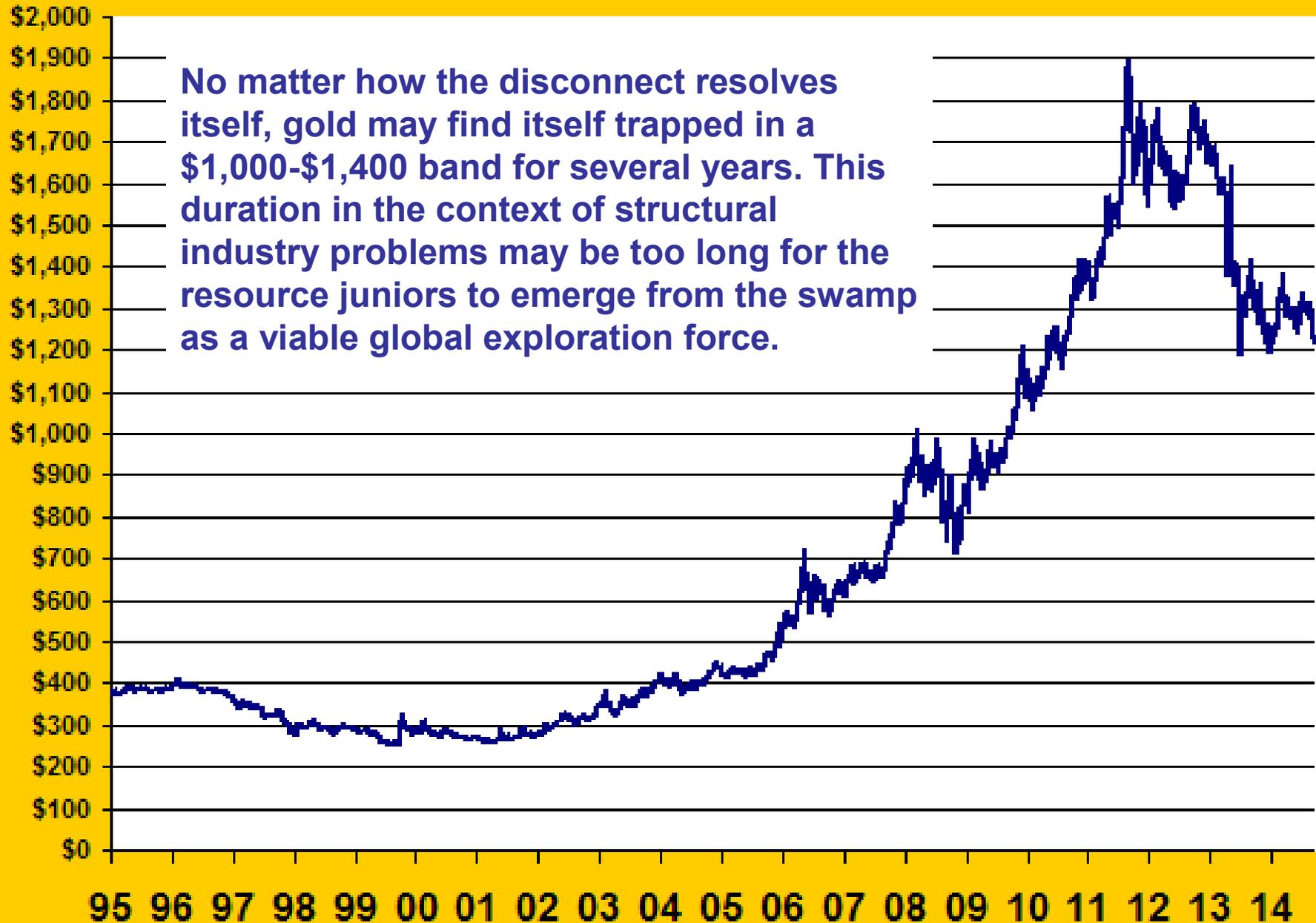
Kaiser Research Online

# Which of these Indices reflect Economic Reality?

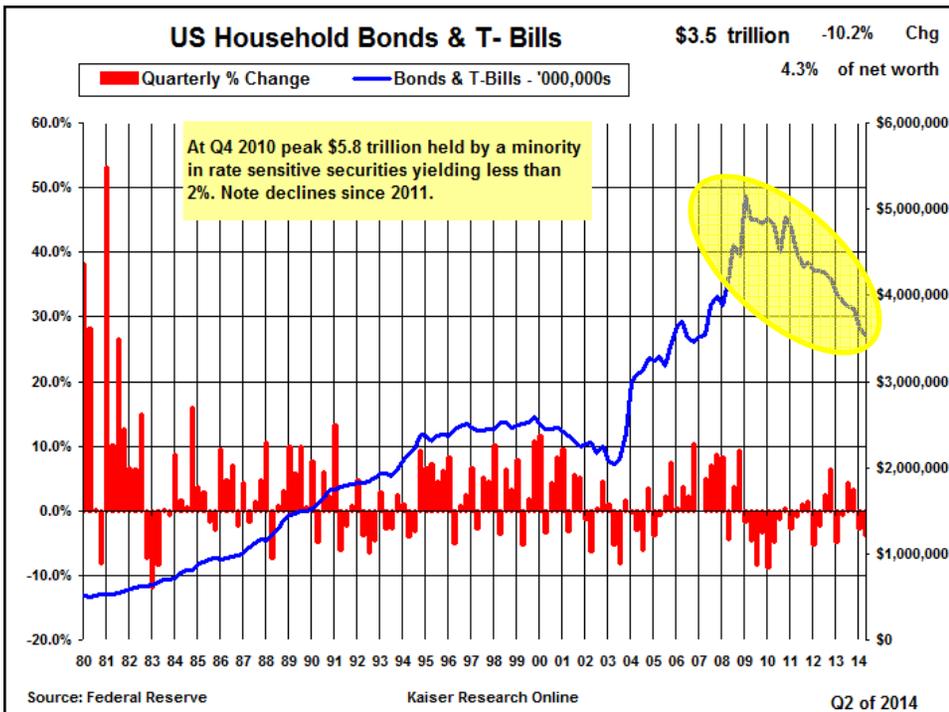


The disconnect between the fundamental weakness of the global economy and the performance of US equity markets has turned the resource sector into a swamp.

# Gold \$/oz (London PM Fix)

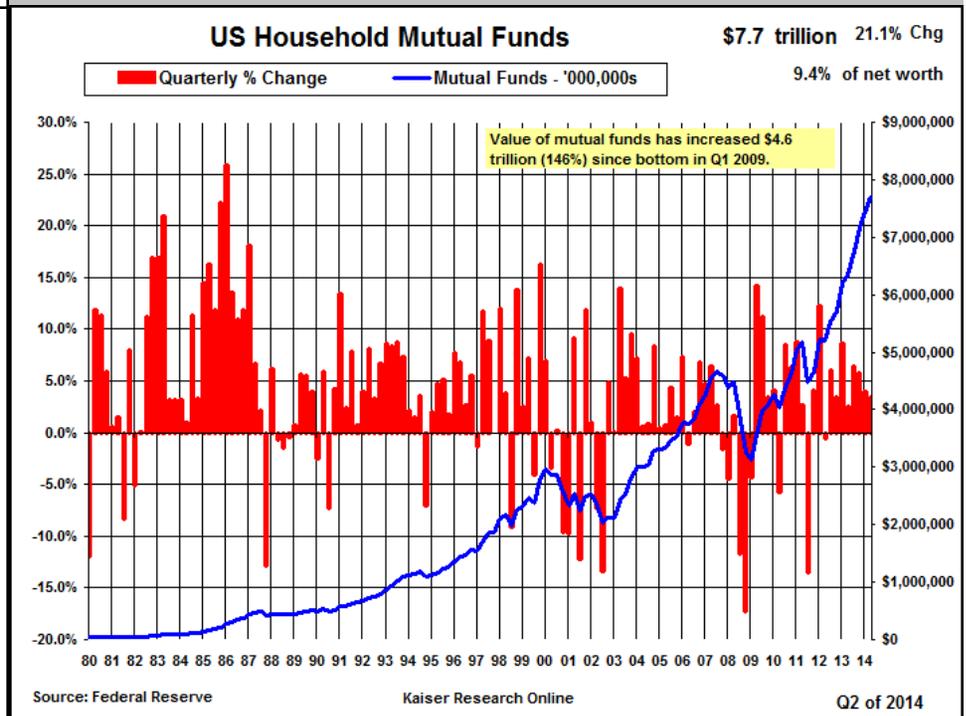
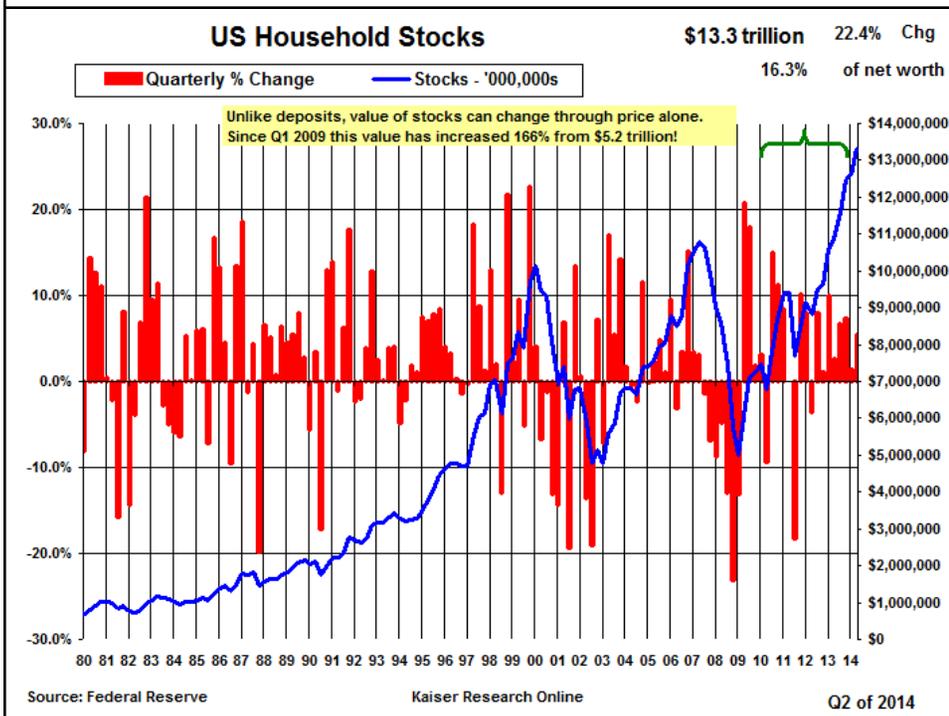


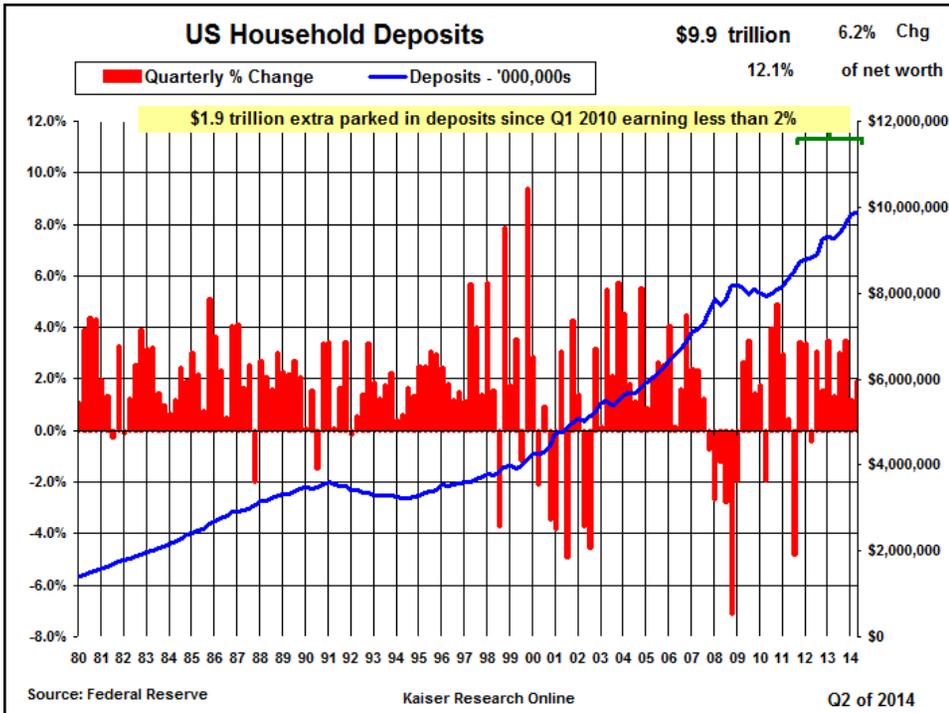
No matter how the disconnect resolves itself, gold may find itself trapped in a \$1,000-\$1,400 band for several years. This duration in the context of structural industry problems may be too long for the resource juniors to emerge from the swamp as a viable global exploration force.



Quantitative Easing feeds bond bull market which feeds equity markets

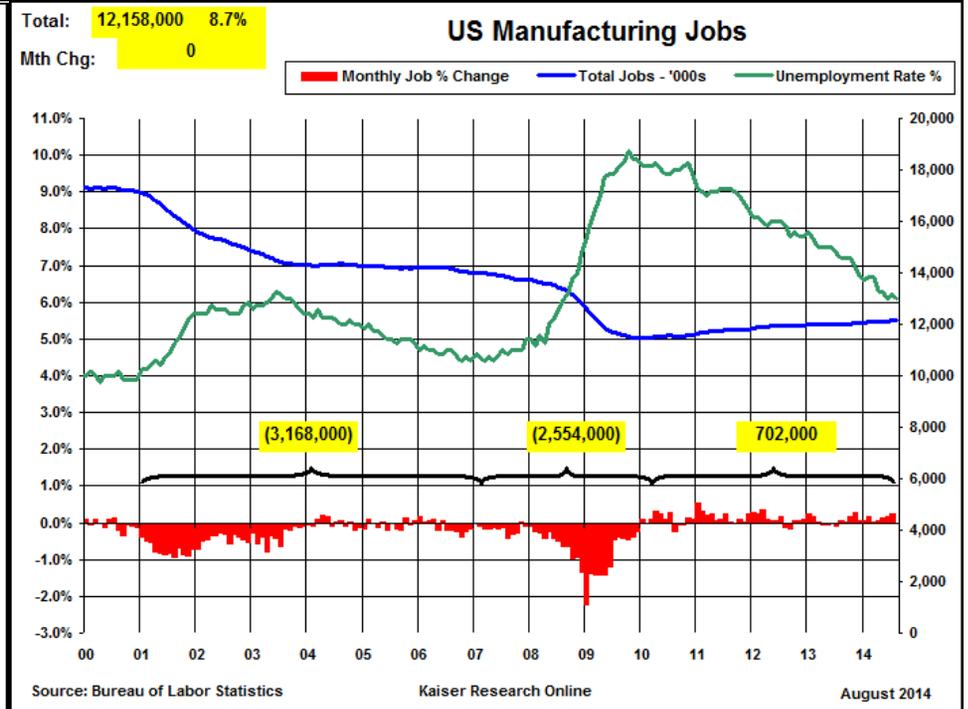
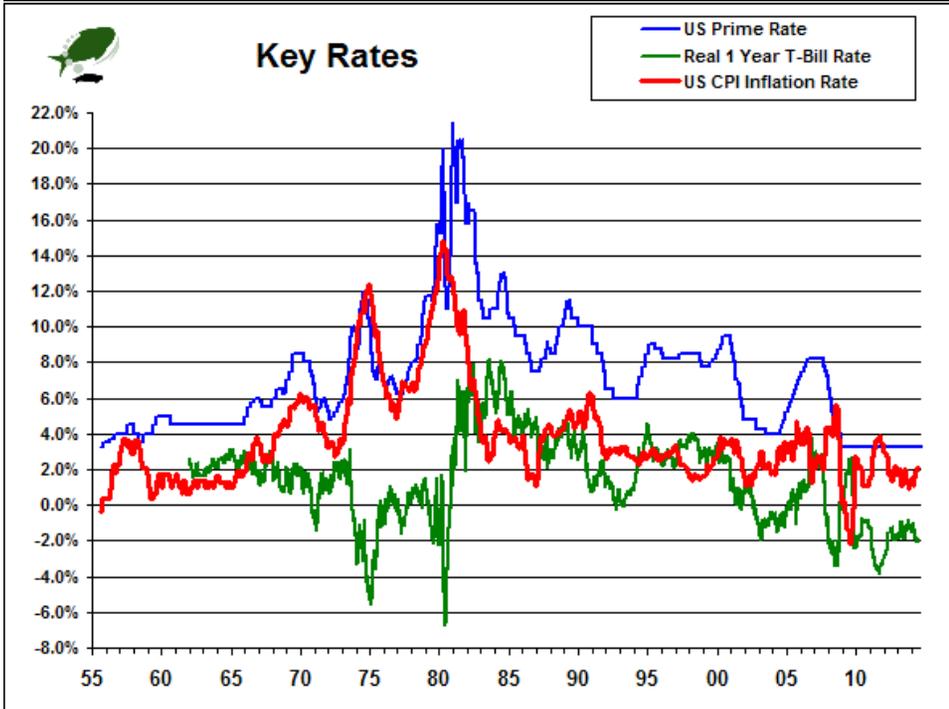
Who has sold their near bonds to buy stocks & mutual funds?

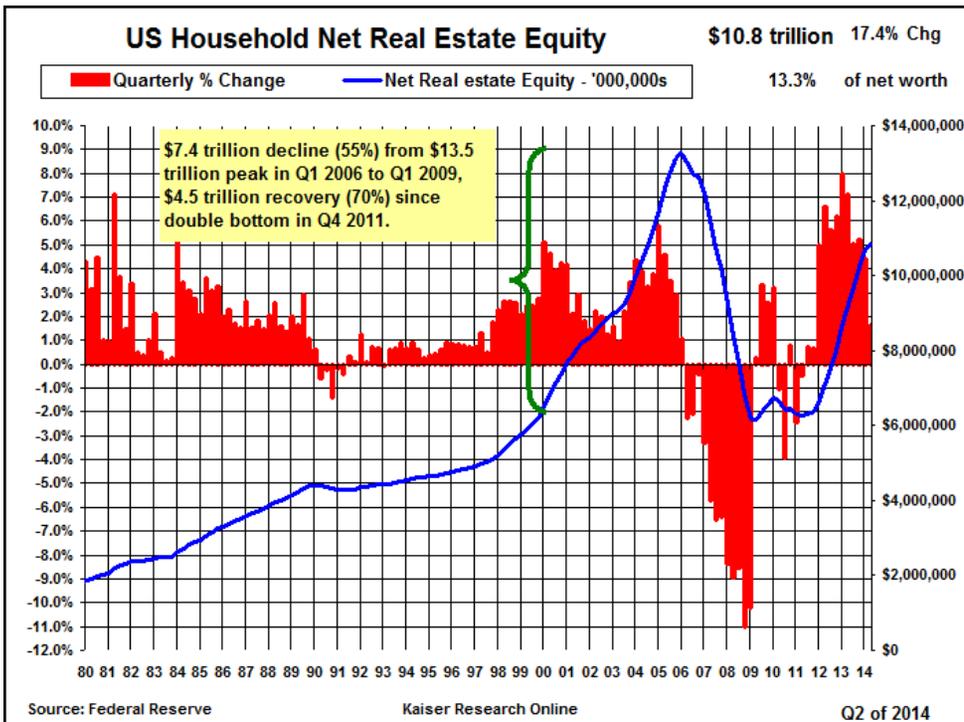




Despite very low inflation the low interest rates result in negative to near zero real rates of return to depositors.

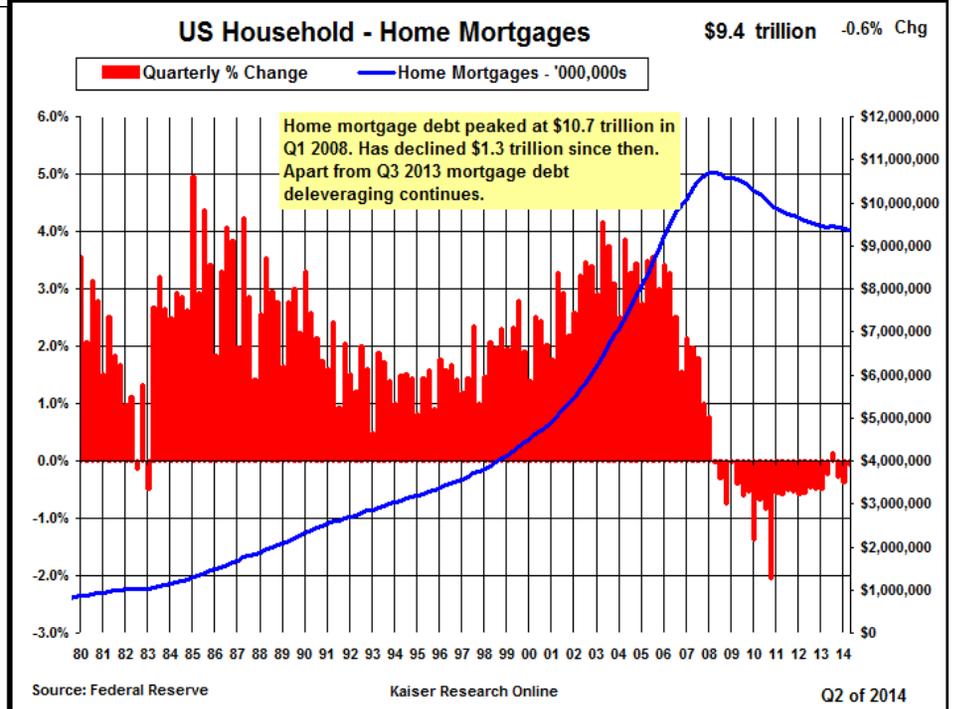
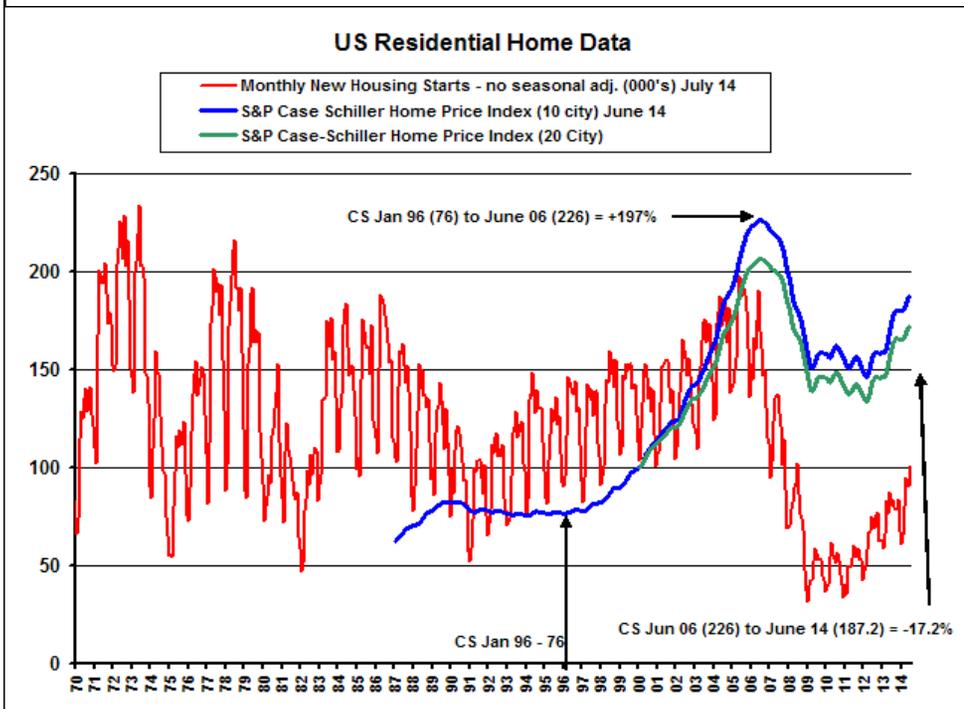
Who keeps their money in bank deposits & has seen little wage growth thanks to slow employment growth?





Net real estate equity recovered 2/3 of 2006 peak, but real estate recovered only half its loss.

Who captured the rebound, why is there no wealth effect & where is the credit expansion?



- **Why do businesses spend their capital on share buybacks rather than invest in domestic production capacity?**
- **Why do real wages keep declining?**
- **Why are the banks not expanding their loan portfolios?**
- **Why do student graduates have a hard time getting qualified jobs despite taking on record debt?**
- **Why do angry old white people sucking up Medicare hate ObamaCare so much, something that benefits the young people whose taxes have to fund America's biggest and fastest growing government expense sectors which exclusively benefit retirees?**
- **What exactly are our children and grandchildren going to do that will facilitate the consumption needed to sustain the advertising that underpins all this free stuff on the internet & smart phones?**
- **Why is there such a strong end-times mentality?**
- **How did our junior resource sector get bogged down in a poisonous, ideologically mean-spirited, intellectually incoherent swamp?**

# The Federal Reserve Solution

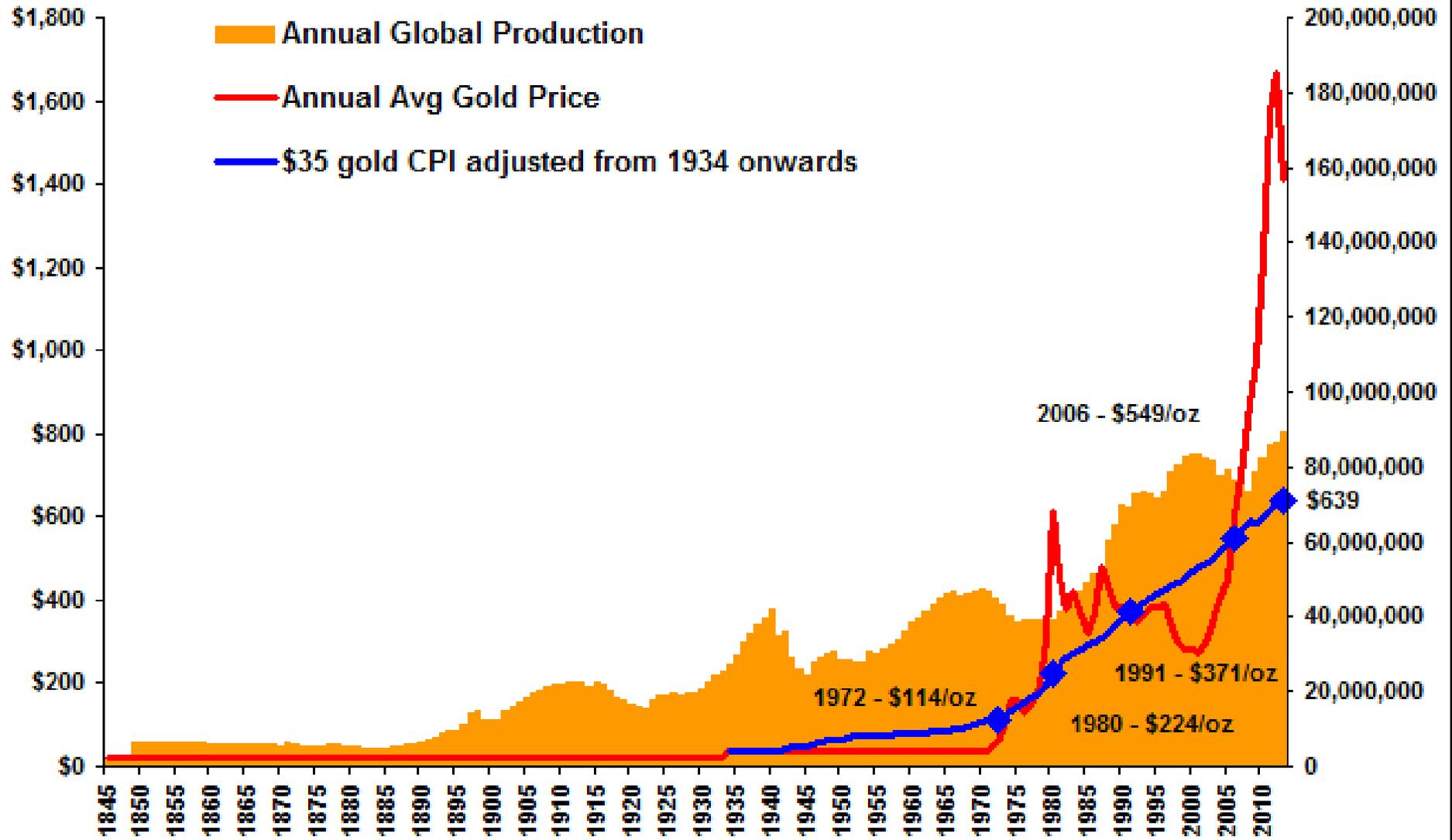
- End quantitative easing in October to remove the intravenous feed which business interprets as evidence of a sick economy that will die without life support
- Gradually raise short term interest rates to levels that deliver a positive real rate of return for low risk investments
- Pray that business will start investing in output capacity expansion, creating the jobs whose longer term security encourages consumer spending and bank lending
- View a 10%-15% equity market correction during the transition as a healthy (“it was fun while it lasted”) inequality reset that nudges the middle class out of its risk aversion and enables angry old white people to be less frightened

## Conceptual Industry Issues

# Discredited Gold Bug Narrative

- **Problem:** The politicization of gold as an icon for a right wing ideology by western pundits, namely the libertarian view of unfettered free markets, even though this view is not shared by the constituencies who are the bulk net buyers of gold, has done near irreparable harm to the junior resource sector.
- While the fringe that blathers about “hyper-inflation” and “fiat currency debasement” will cling to its apocalyptic vision, the backlash engendered on Wall Street and Main Street is wiping out optimism that with time a higher real price is inevitable for gold.
- For the resource juniors only higher real gold prices matter, but they will suffer while we endure lower gold prices that accompany a normalization of global economic growth and the purge of a narrative that never promised anything for the resource juniors.
- **Solution:** develop an alternative gold narrative that allows optimism about higher real gold prices to be compatible with the vested interests of both Wall and Main Street.

## Trends in Global Gold Production 1845-2013



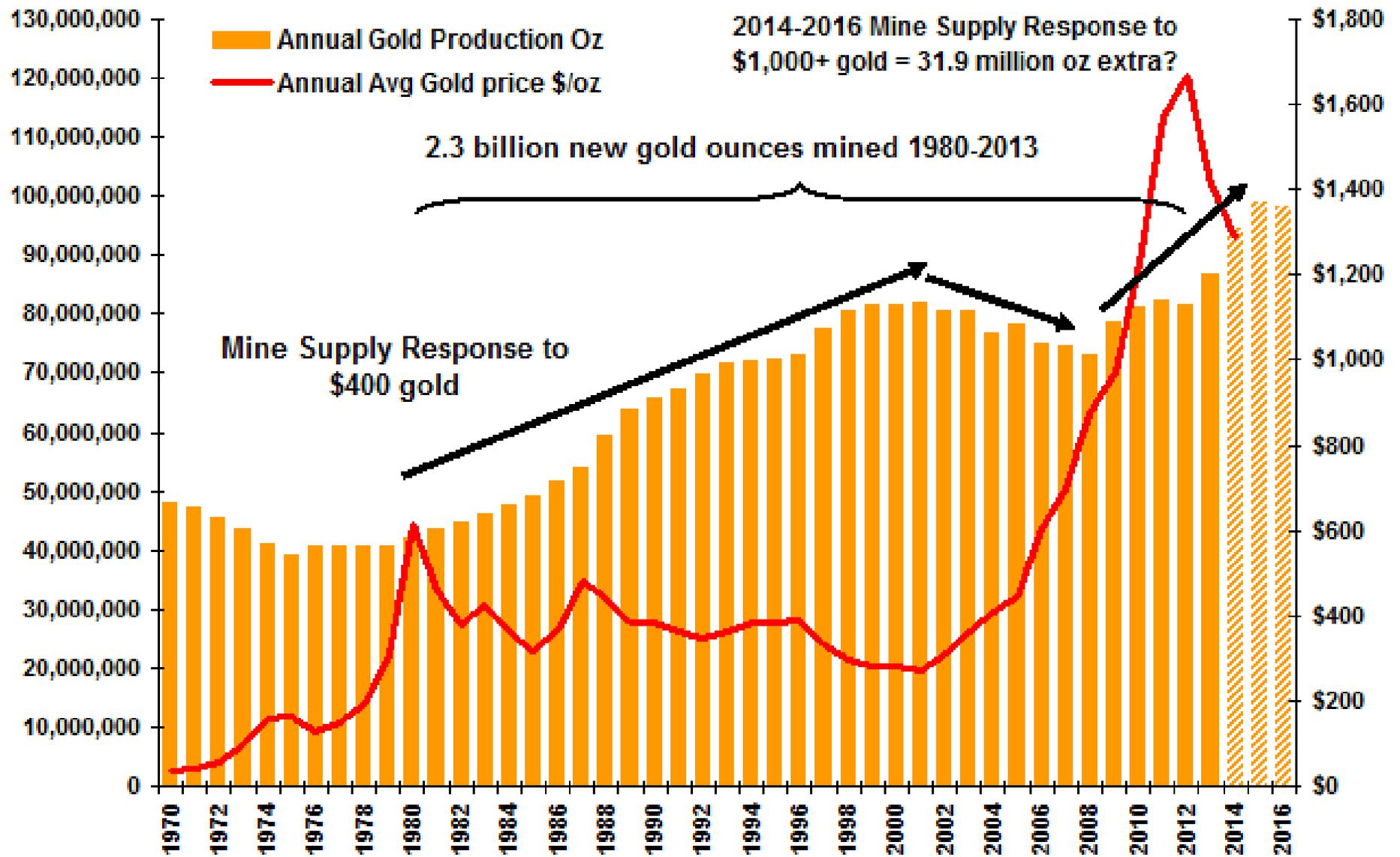
Source: CPM, WGC

September 2014

Kaiser Research Online

# Annual Mine Supply - Gold Ounces

(2.3 billion oz added to 3.2 billion oz stock from 1980-2013, 2014+ CPM projections)



Source: CPM

September 2014

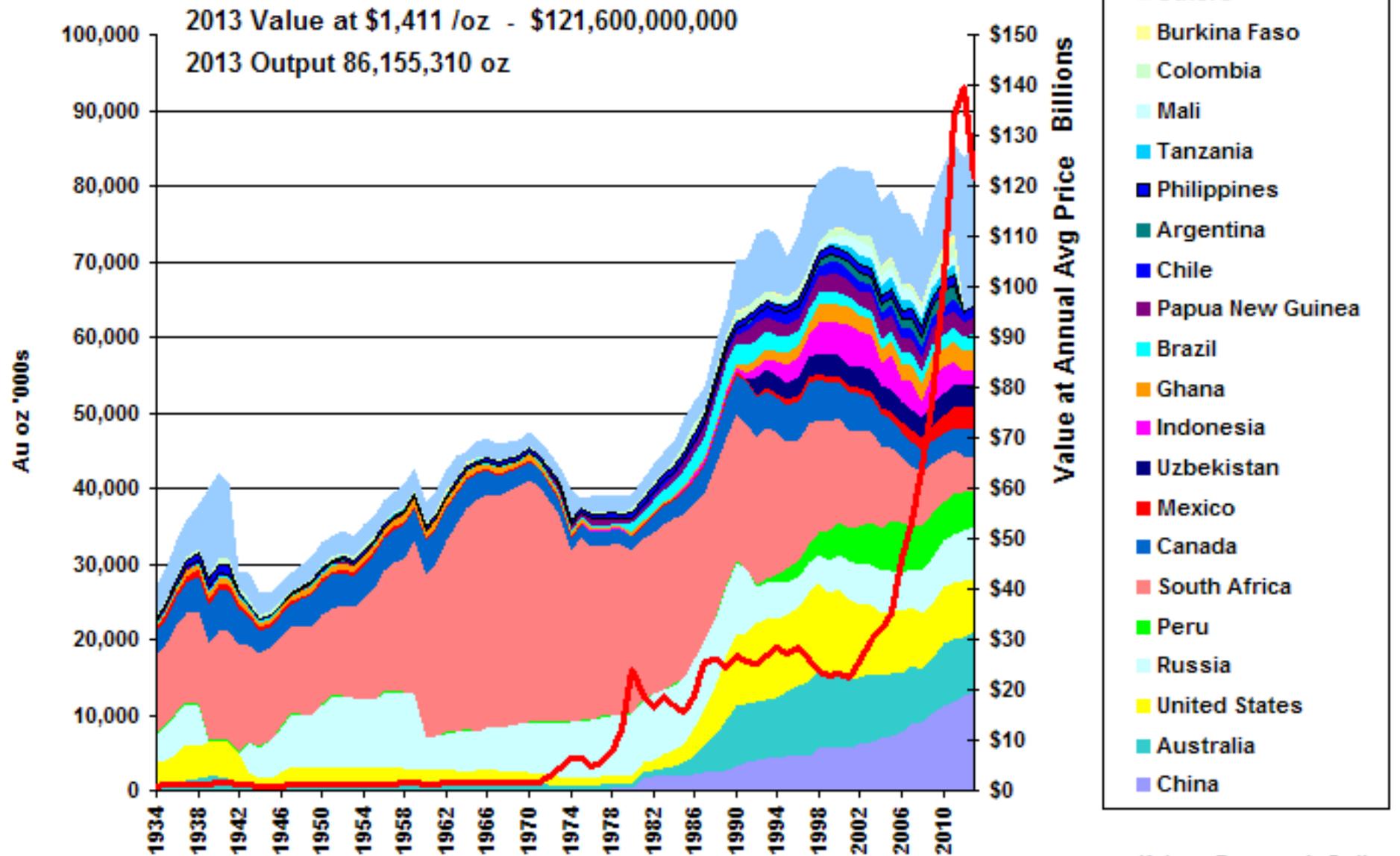
Kaiser Research Online



# Annual Gold Production

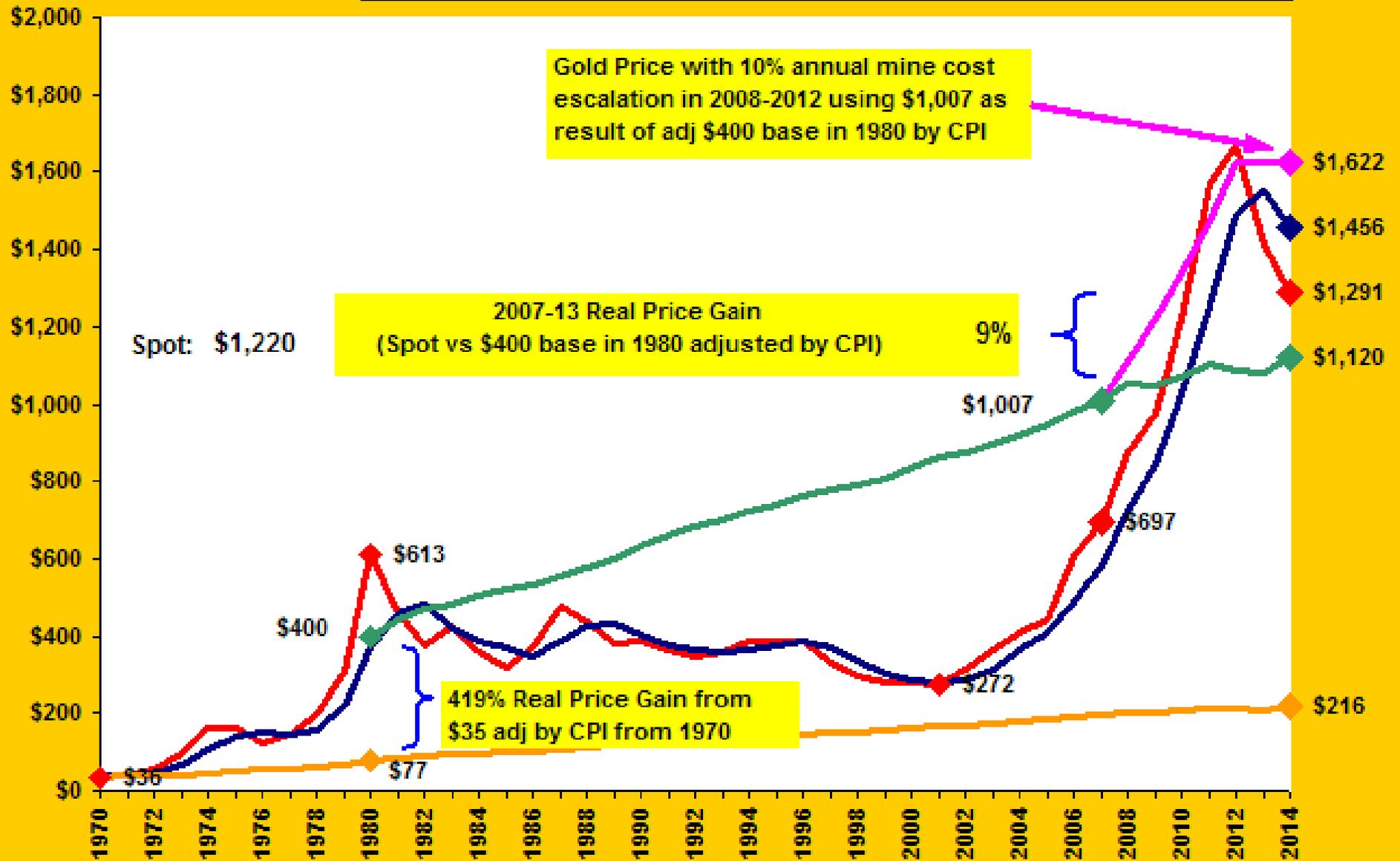
Production Data Source: USGS, CPM

Annual Production Value based on average annual gold price



# Gold

- Average Annual Gold Price \$/oz
- 3 year average - includes current year
- Gold CPI adjusted with 10% mine cost escalation 2007-2012
- Gold Price US CPI inflation adjusted from 1980 base of \$400 per oz
- Gold Price US CPI inflation adjusted from 1970 base of \$36 per oz



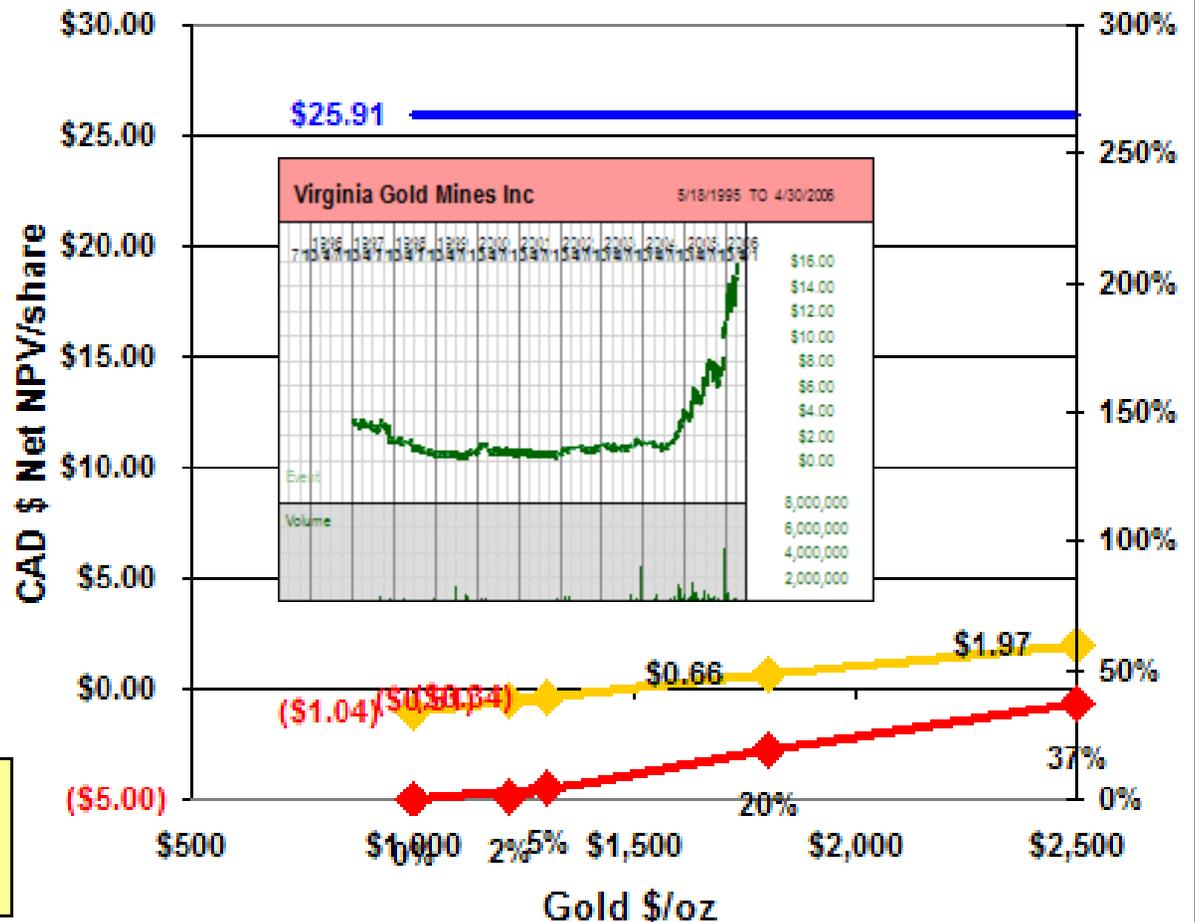
# Goldcorp - Eleonore: After-Tax Sensitivity

## 100% After-Tax Net Present Value

Pessimistic:	\$1,000/oz	(\$860,863,343)
Base Case:	\$1,300/oz	(\$279,403,783)
Spot:	\$1,220/oz	(\$424,002,662)
Optimistic:	\$1,800/oz	\$544,929,167
Fantasy:	\$2,500/oz	\$1,639,064,727

- Current Stock Price
- ◆— Net NPV/SH vs \$/oz Au
- ◆— Internal Rate of Return

Net Present Value based on life of mine averages, by-products use spot prices.

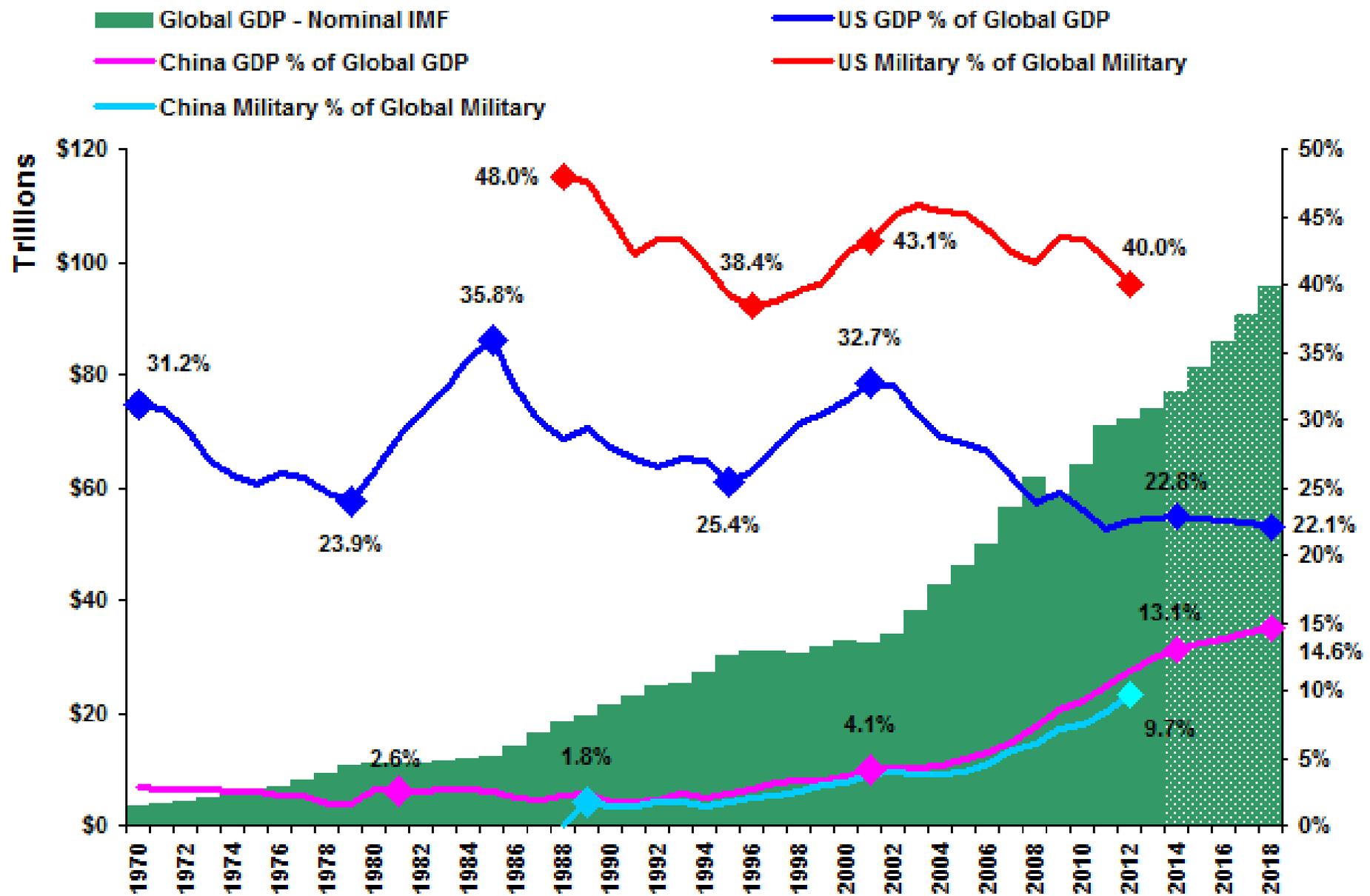


FS Jan 26, 2014: 7,000 tpd OP/UG, 7.4 yr; CapEx: \$1,850 M, SusCapEx: \$310 M, OpEx: \$106.20/t; Tax: 30% DDBM  
Fully Diluted: 830.8 M, Stock Price: \$25.91; Located: Canada - 100% WI, Discount Rate: 10%

LOM Tonnage: 19,300,000 t @ 6.49 g/t Au  
LOM Output: 3,756,761 oz Au

## US & China Relative Percentage of Global GDP & Military Spending

(2014-2018 GDP estimates by IMF)

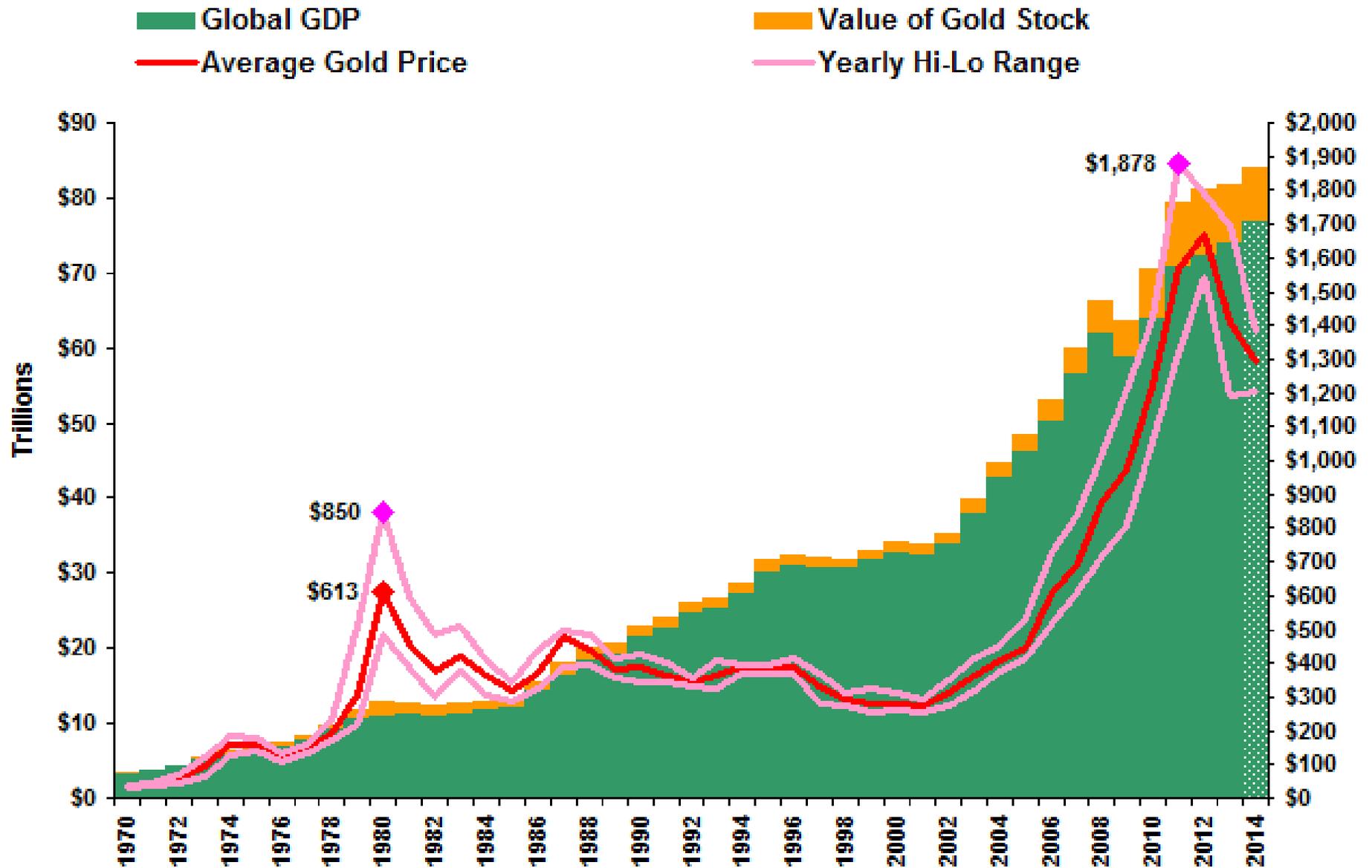


Source: IMF, SIPRI, World Bank

September 2014

Kaiser Research Online

## Relationship between Global GDP and Value of Existing Gold Stock (2014 onwards GDP & Mine Supply estimated)



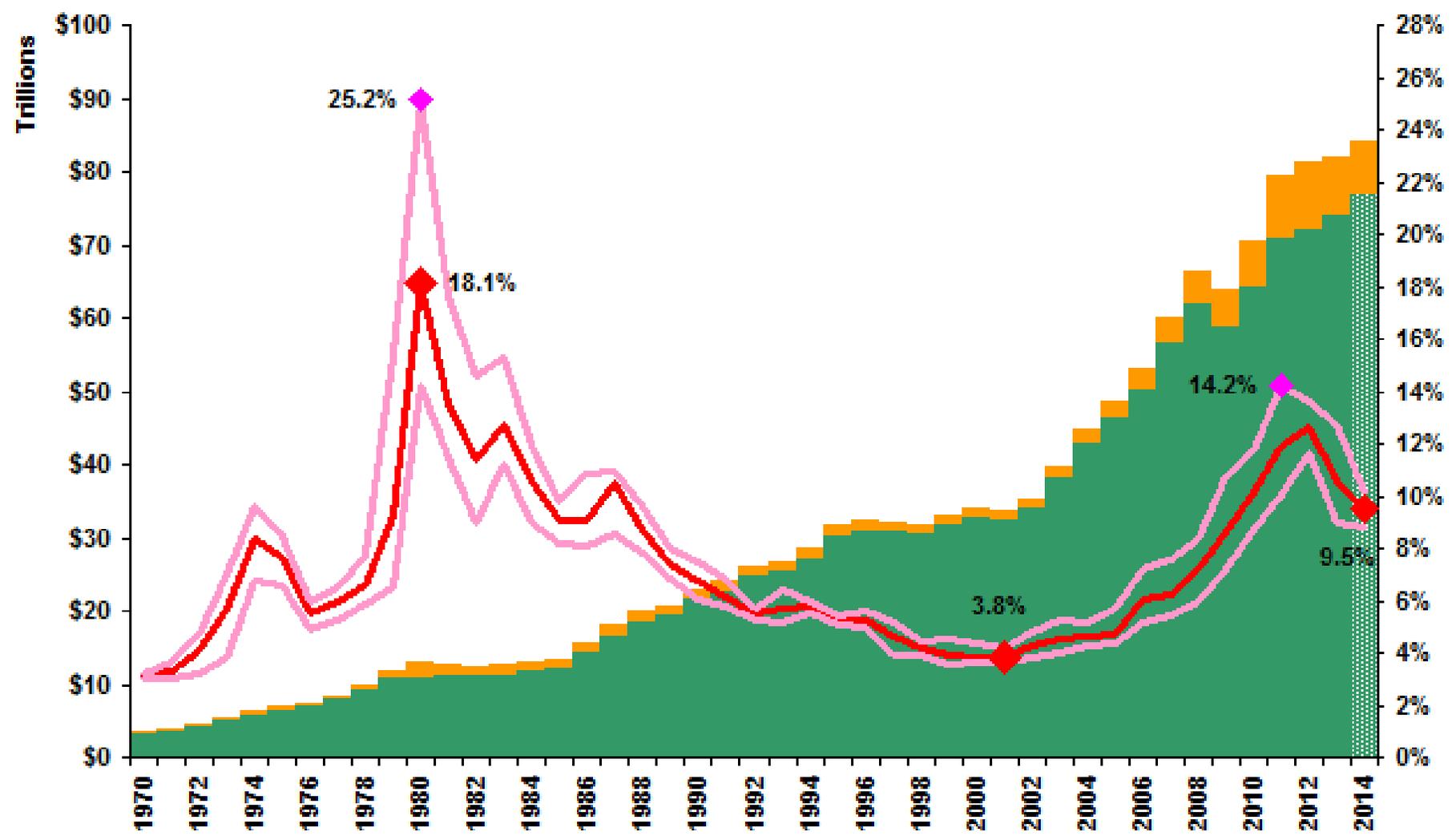
Source: CPM, IMF, World

September 2014

Kaiser Research Online

## Relationship between Global GDP and Value of Existing Gold Stock (2014 onwards GDP & Mine Supply estimated)

■ Global GDP   
 ■ Value of Gold Stock   
 — Gold Stock Value as % of GDP   
 — Gold % of GDP Hi-Lo Range



Source: CPM, IMF, World Bank

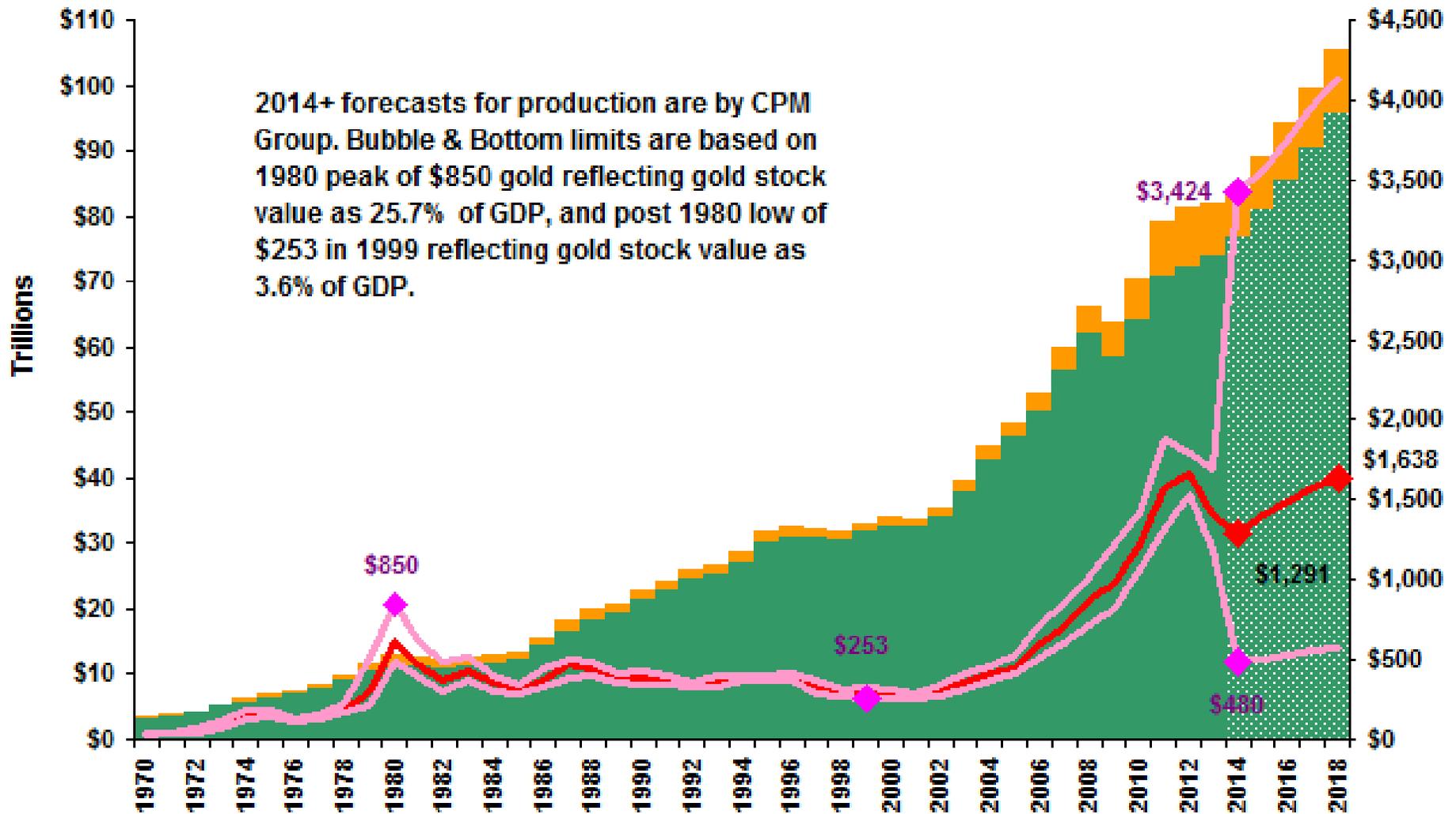
September 2014

Kaiser Research Online

# Past Peak & Bottom Based Bubble & Bear Limits for Gold

(2014 onwards GDP & Mine Supply estimated)

- Global GDP
- Value of Gold Stock
- Average Gold Price
- Yearly Hi-Lo Range



# Conceptual Industry Issues

## Maturing Super-Cycle

- **Problem:** Slowing global economic growth coupled with a lagged mining industry supply response limits near to medium term upside for real metal prices. The weakness of the global economy also chills the near term upside for gold prices. The takeover cycle of advanced projects is winding down and the remaining juniors will either lose their properties or be scooped up at rock bottom prices by parties willing to wait several years for the normal boom-bust commodity cycle to lay the groundwork for the next supply-demand imbalance that raises prices.
- **Solution:** Raising capital to advance deposits whose grades are marginal at prevailing metal prices will be difficult until the global macroeconomic outlook turns positive. Over 400 published economic studies largely make clear that at this stage most advanced projects are options on higher real metal prices. Resource juniors should focus on exploring for new discoveries whose grade and tonnage make them viable at prevailing metal prices.

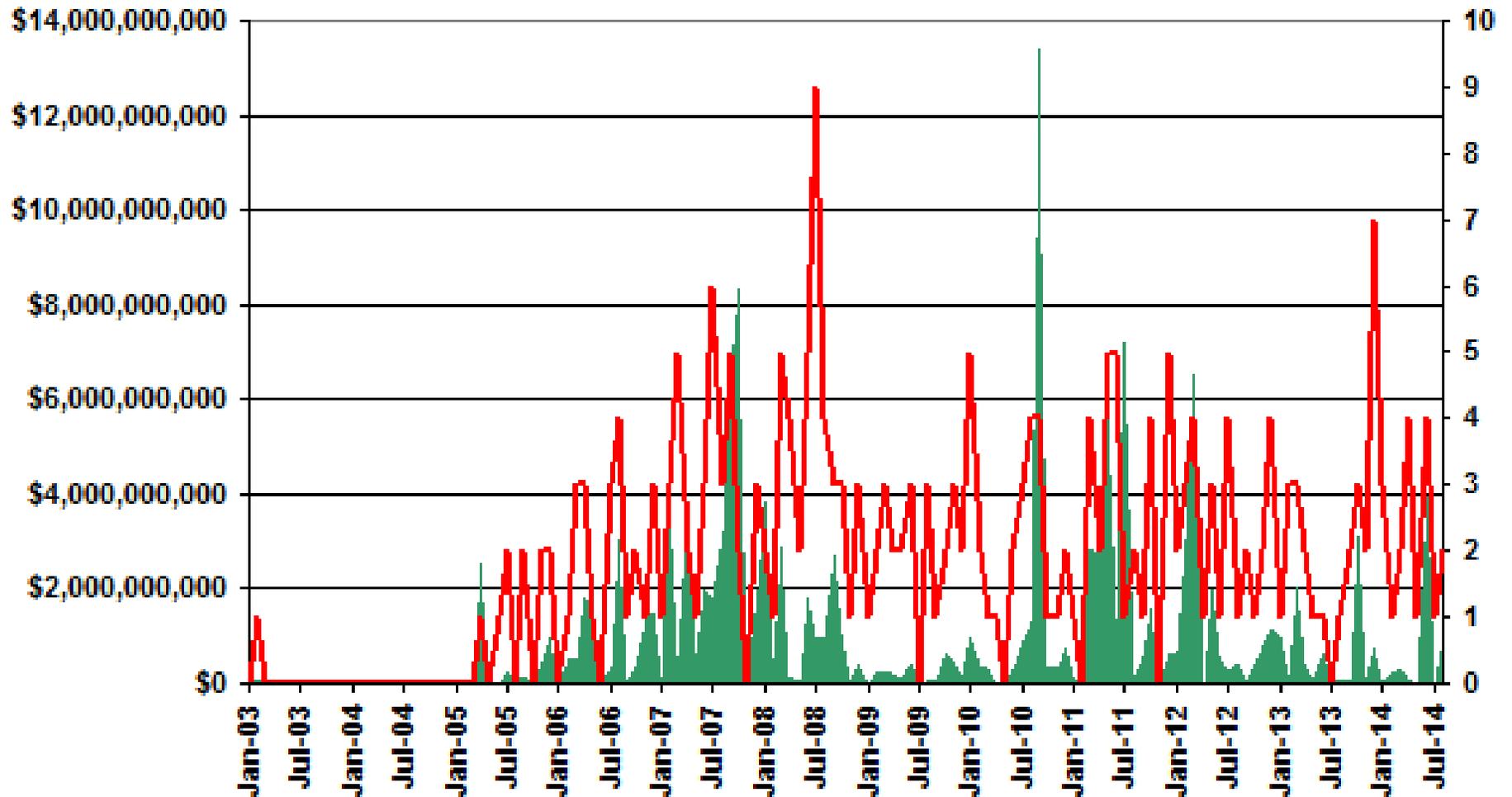
# Monthly Value TSX/TSXV Resource Junior Takeover Bids

Total \$140,097,479,823

Value

Total #: 261

Number



## Advanced Canadian Resource Juniors

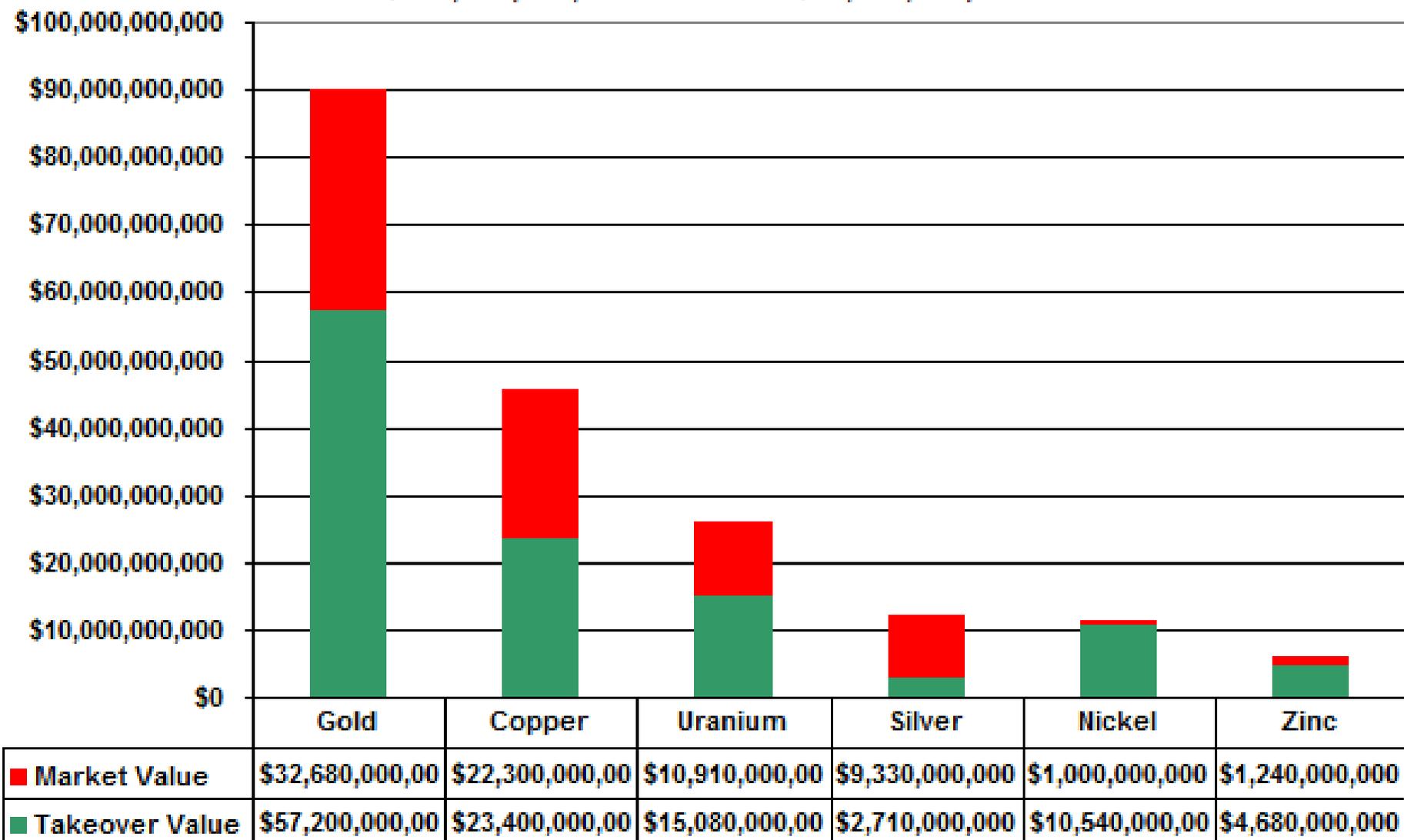
(Value by Juniors taken over and remaining based on primary metal)

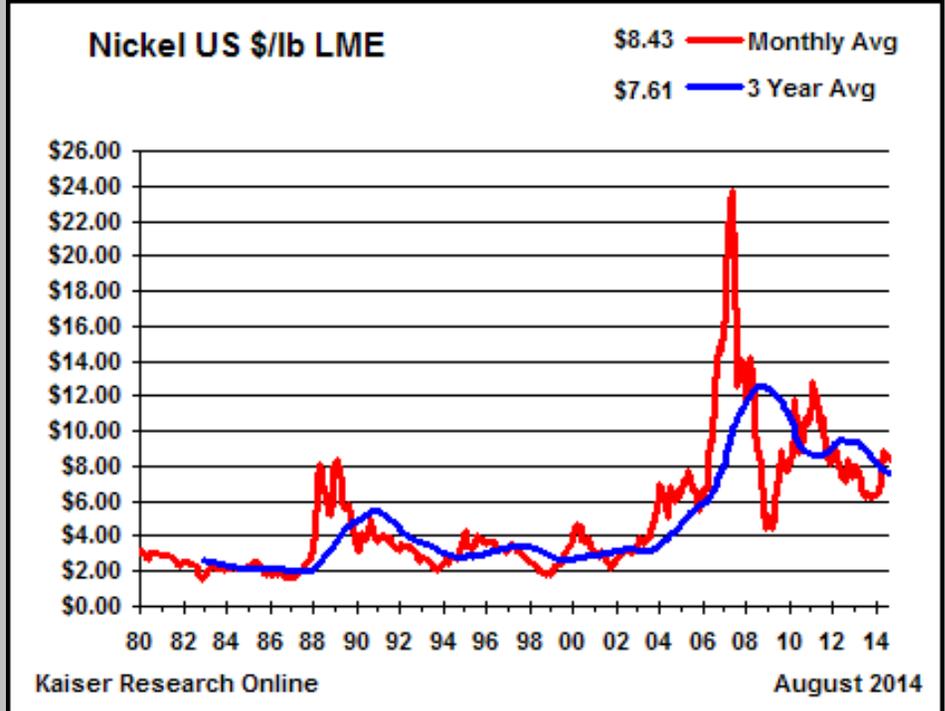
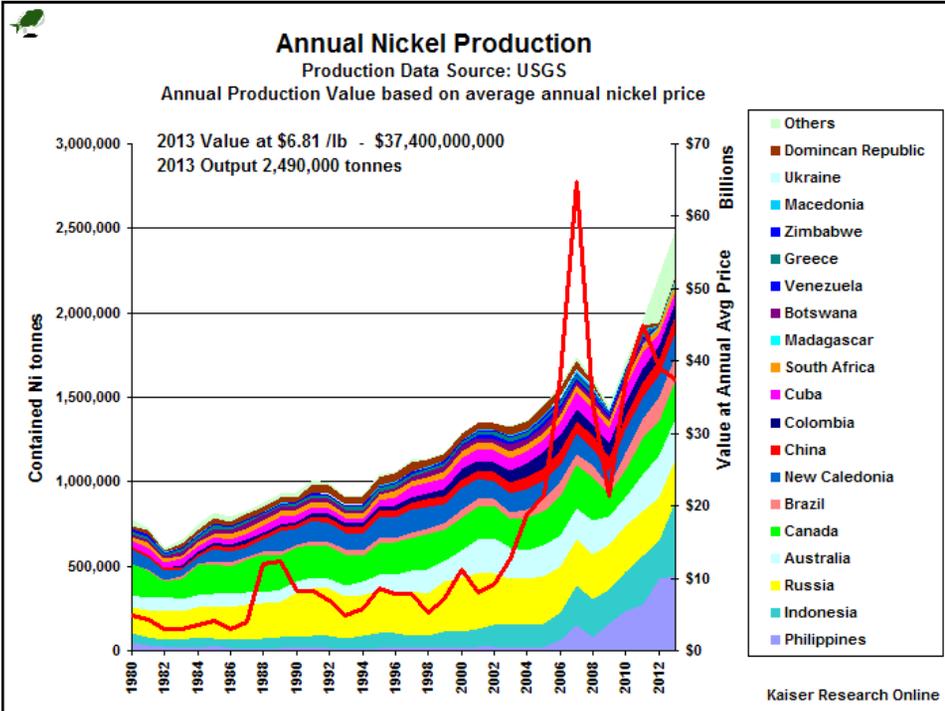
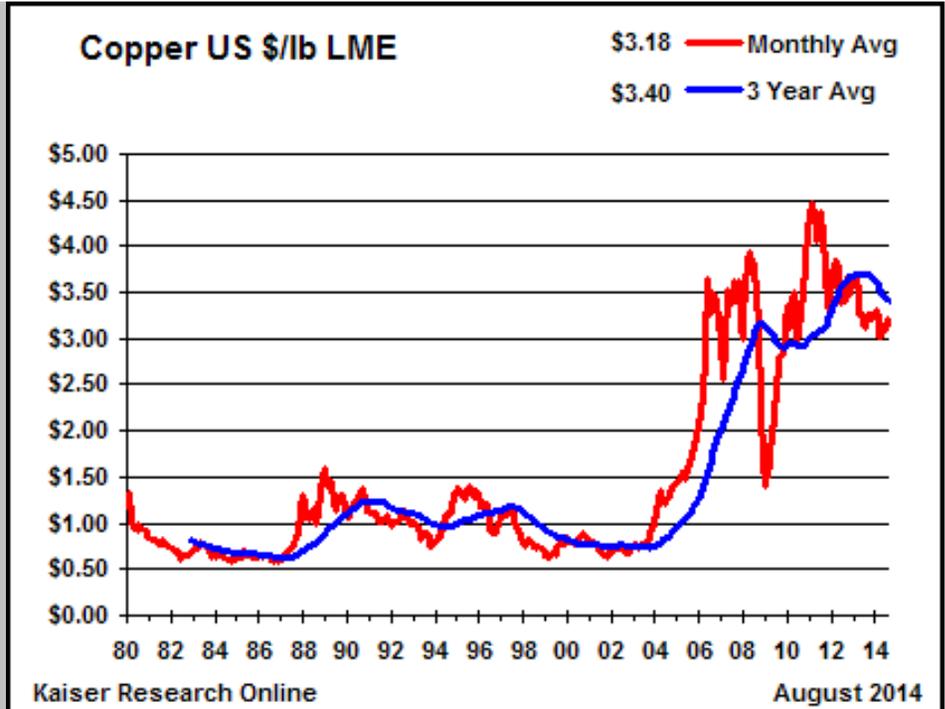
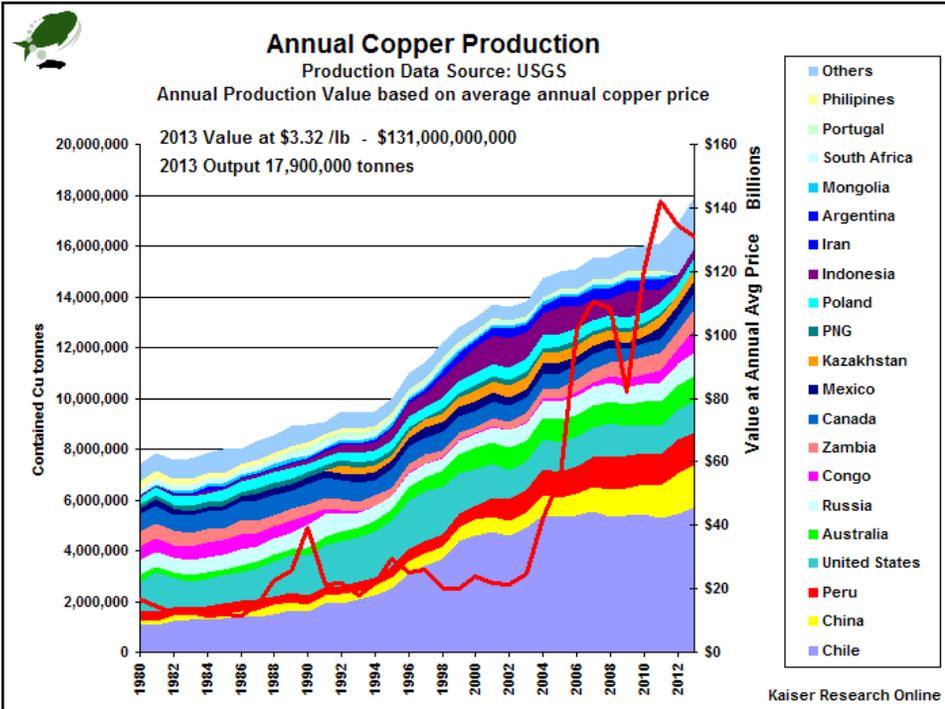
■ Takeover Value

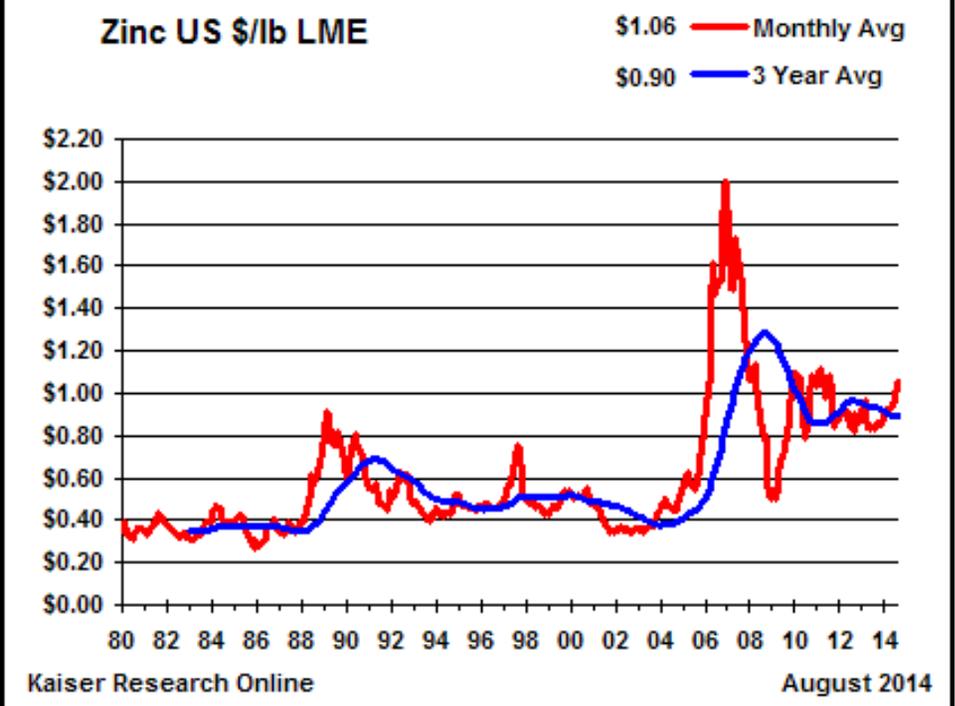
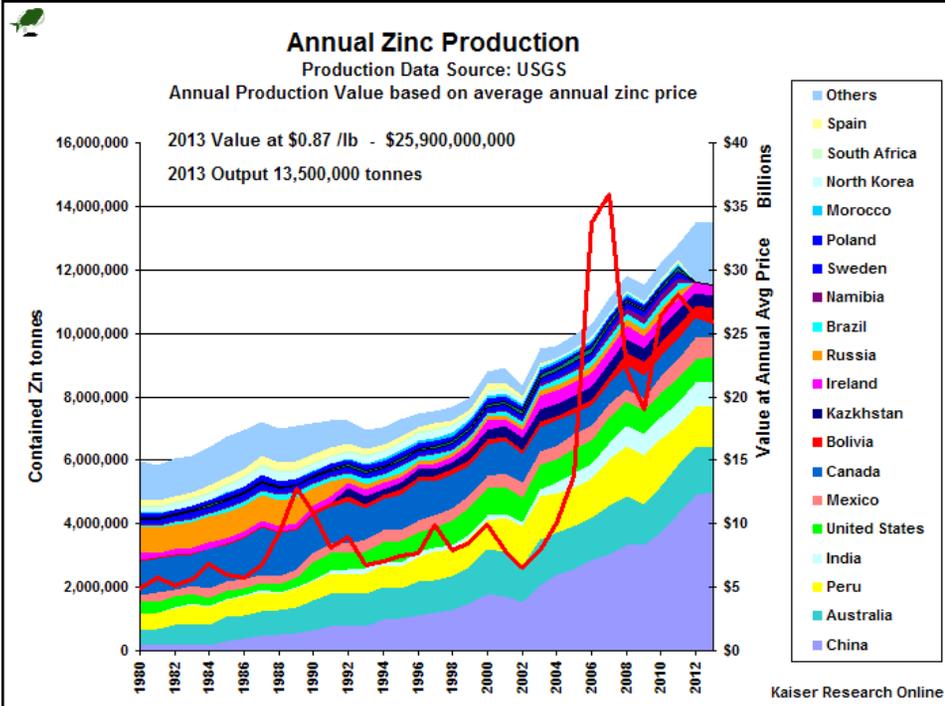
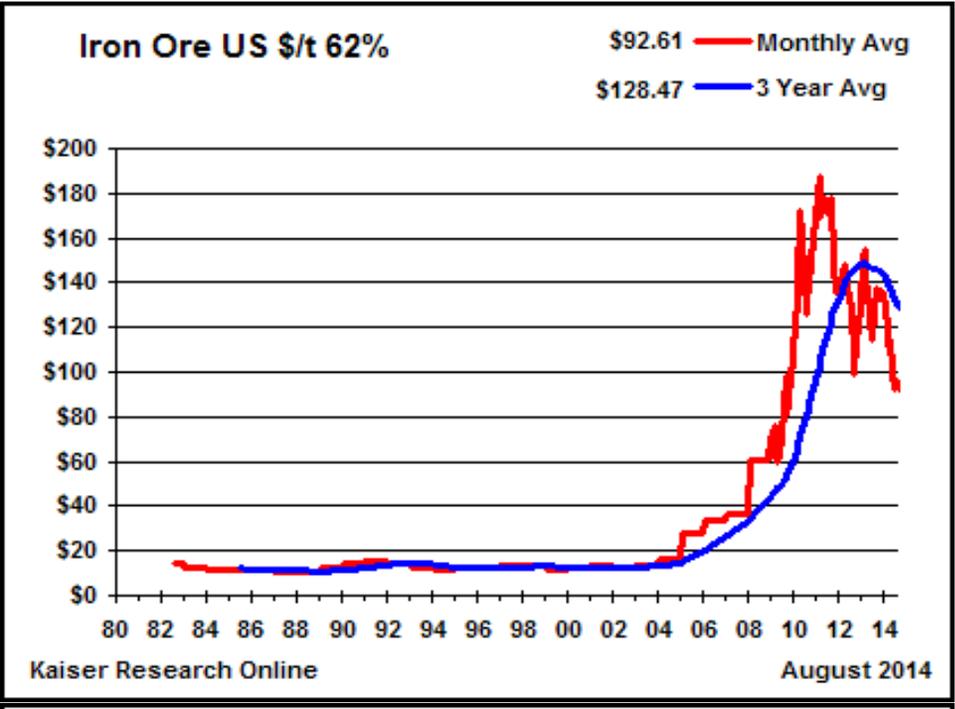
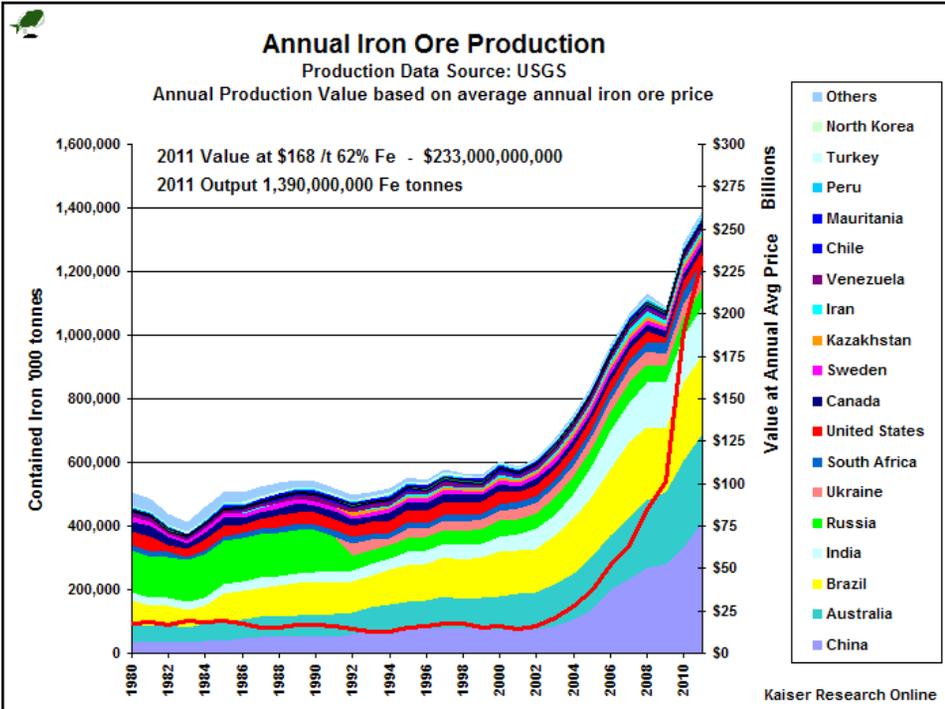
\$113,610,000,000

■ Market Value

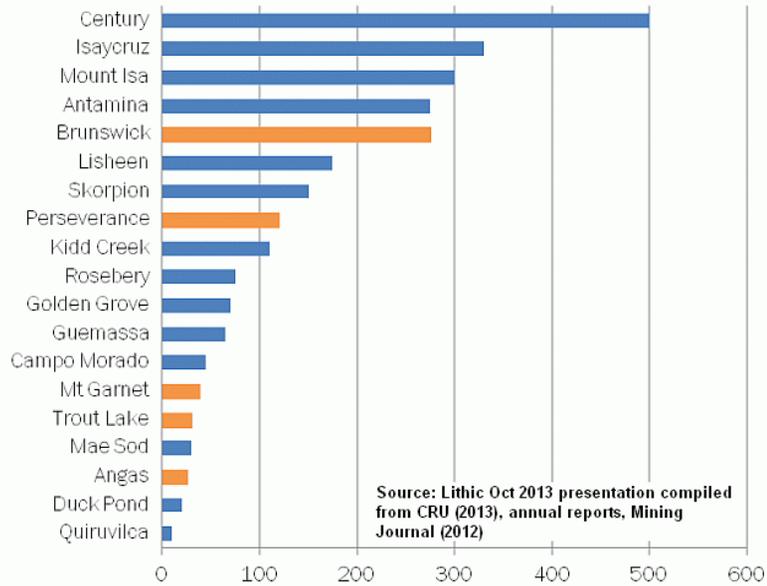
\$77,460,000,000





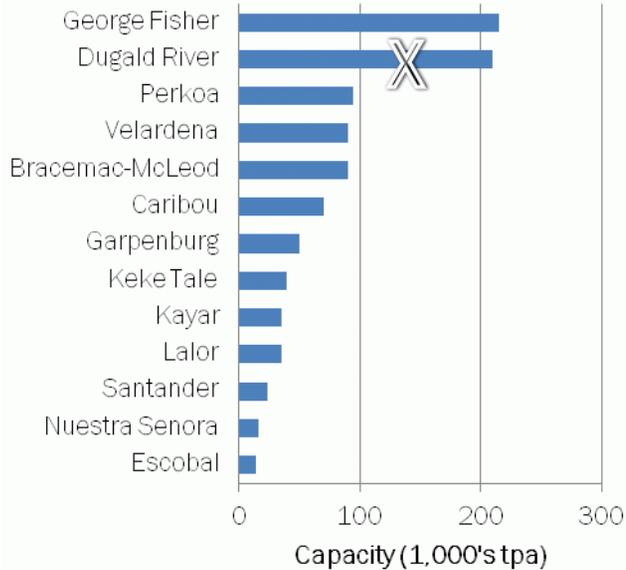


### Mine Closures/Reductions



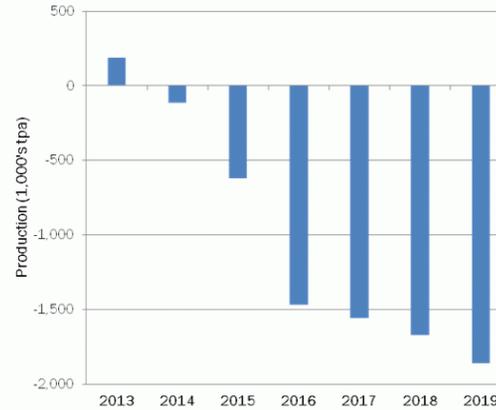
Source: Lithic Oct 2013 presentation compiled from CRU (2013), annual reports, Mining Journal (2012)

### Mine Openings/Expansions

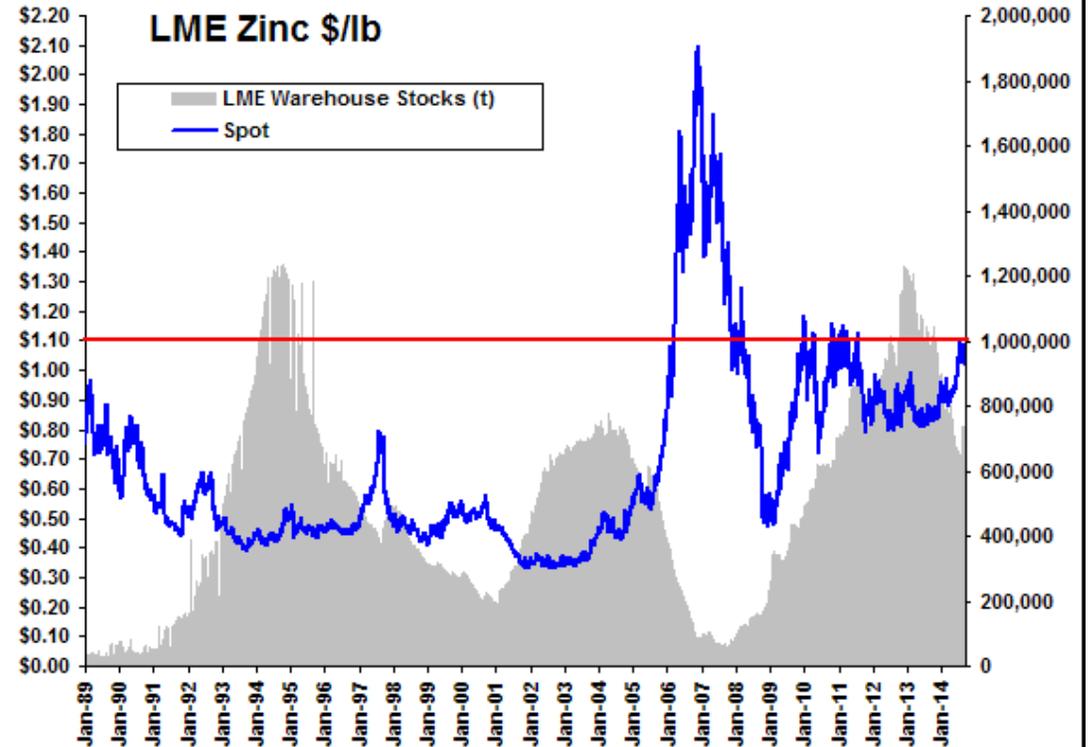


Source: Lithic Oct 2013 presentation compiled from CRU (2013), annual reports, Mining Journal (2012)

### Zinc Supply/Deficit

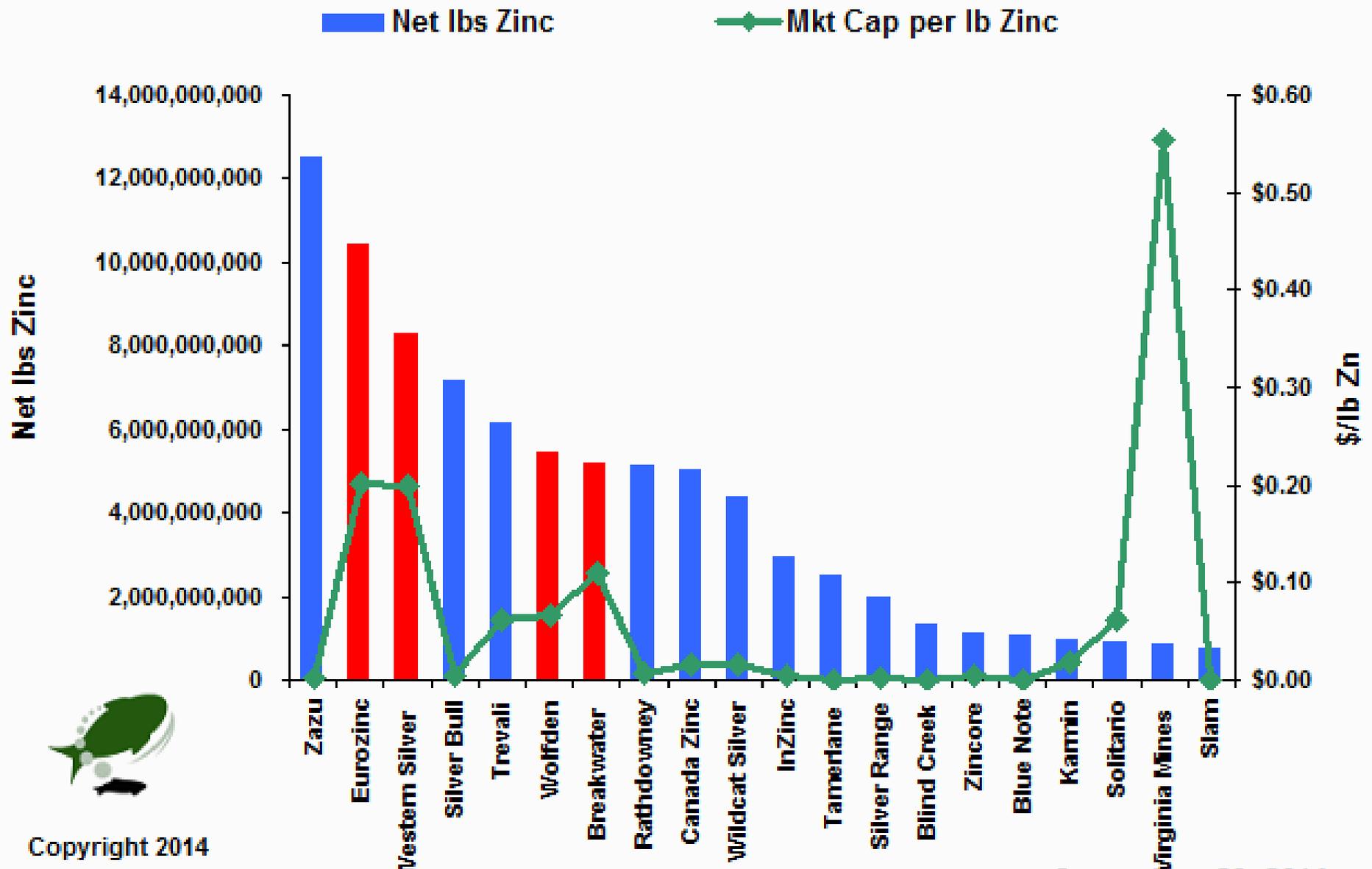


Source: Lithic Oct 2013 presentation compiled from CRU (2013), annual reports, Mining Journal (2012)



# Primary Zinc Companies - Top 20 by Pounds

(Red - Companies taken over or merged, Orange - takeover pending)

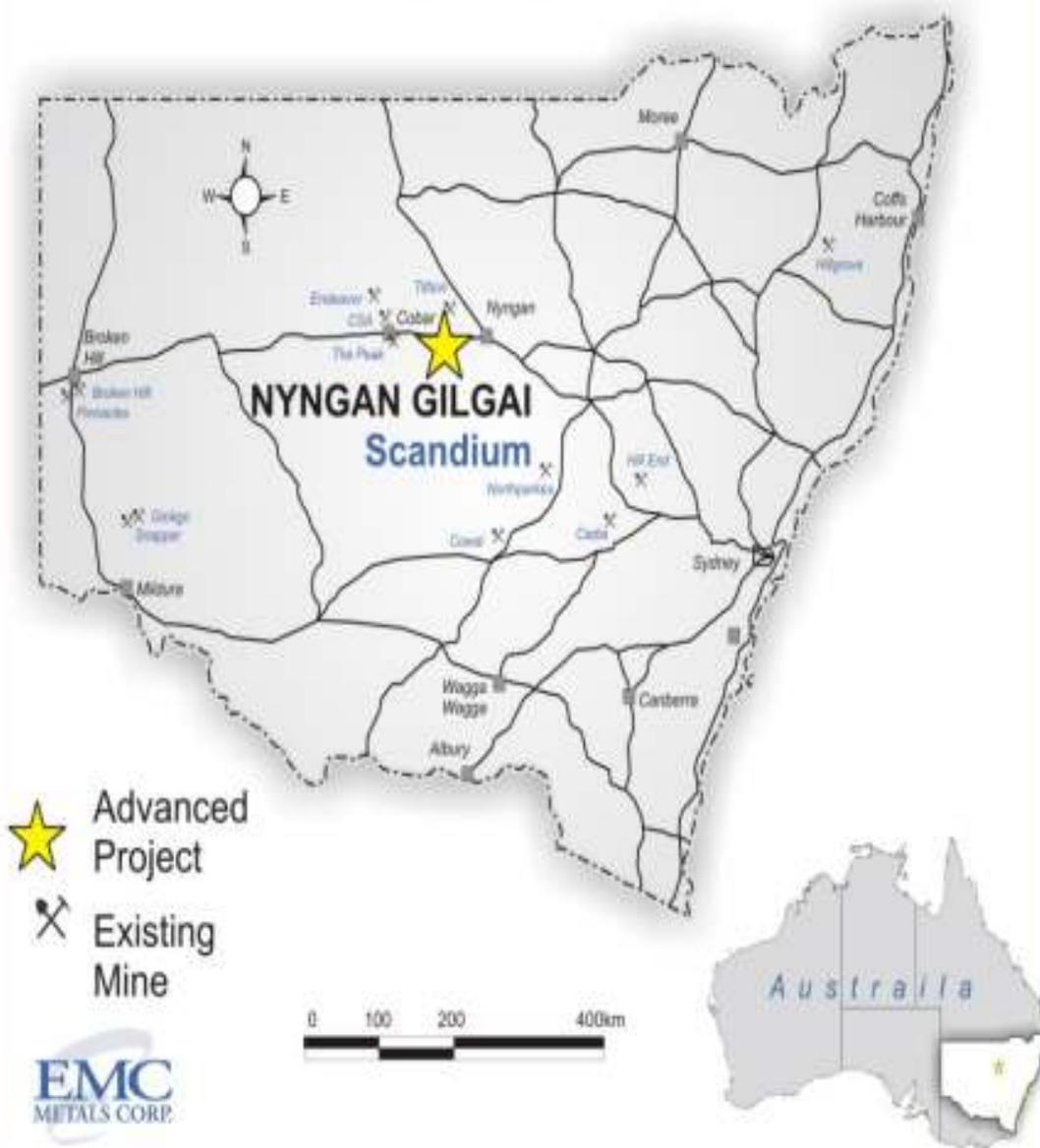


September 23, 2014





# New South Wales



**During last 6 years major enriched scandium deposits have been found that offer scaleable primary supply potential.**

# Aluminum Alloy Market

If you build it  
they will  
come!

# Solid Oxide Fuel Market

20-year demand for 29,230 new passenger and freight aircraft

20-year new deliveries of passenger and freight aircraft



**20,242** single-aisle aircraft  
+724 aircraft over GMF 2012



**7,273** twin-aisle aircraft  
+299 aircraft



**1,711** very large aircraft  
+5 aircraft

---

**29,226** new aircraft  
+1,028 aircraft

Passenger aircraft (> 100 seats)

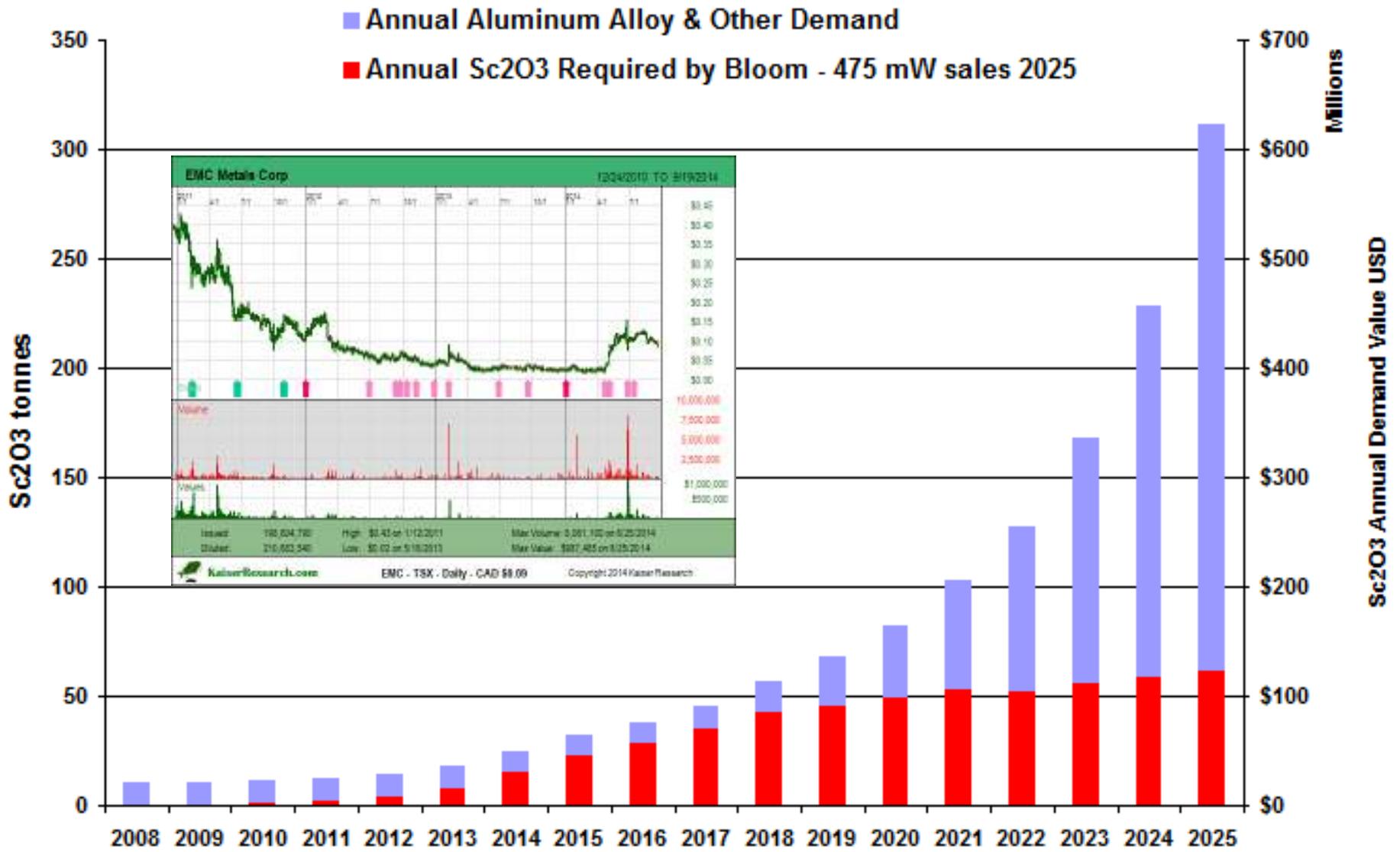
Jet freight aircraft (>10 tons)

Market value of \$4.4 trillion

Source: Airbus GMF



## Projected Scandium Market Value at \$2,000/kg Sc2O3





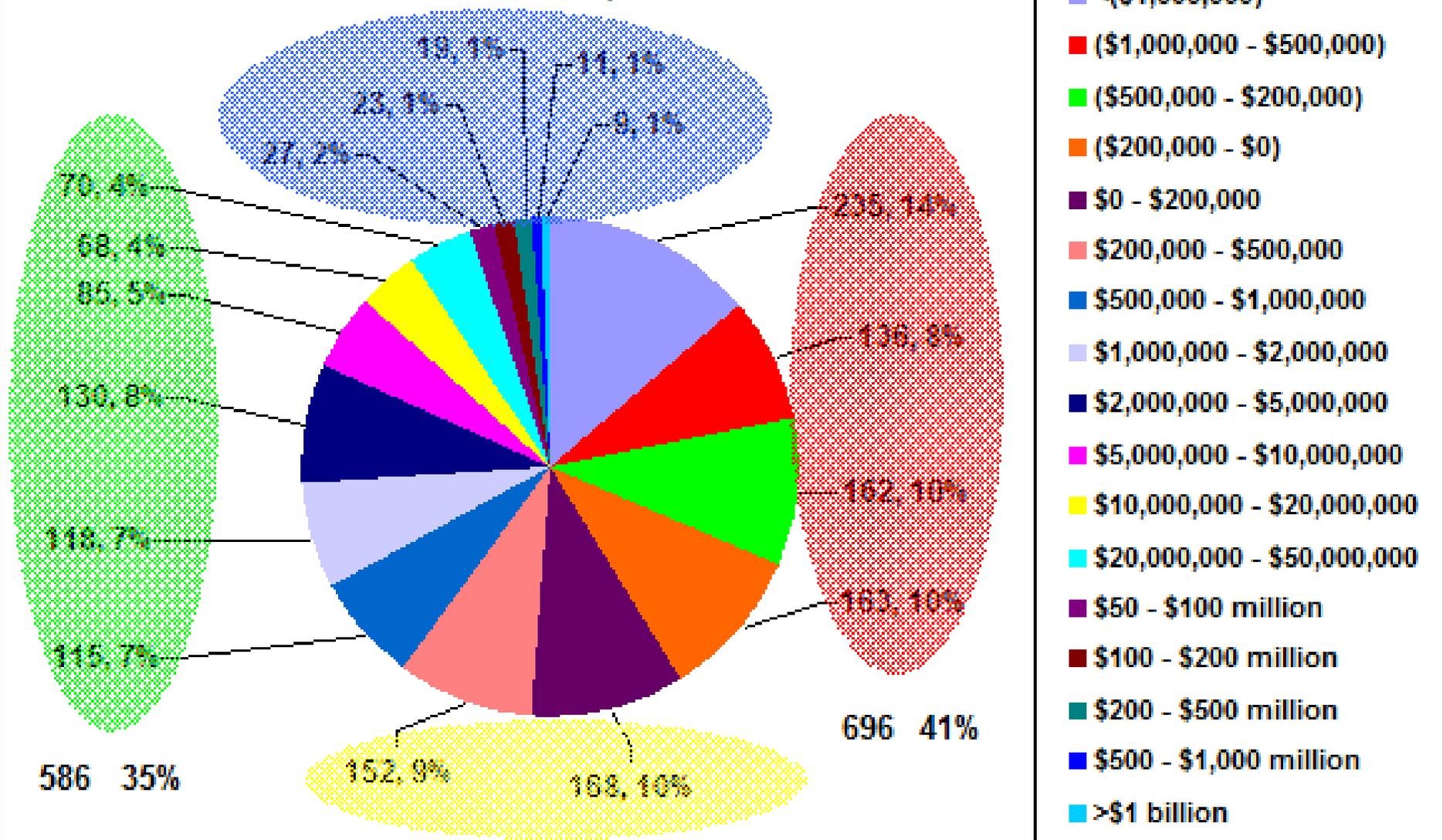
\$49,534,880,741

# Working Capital Range Breakdown

1,691

Active KRO Companies

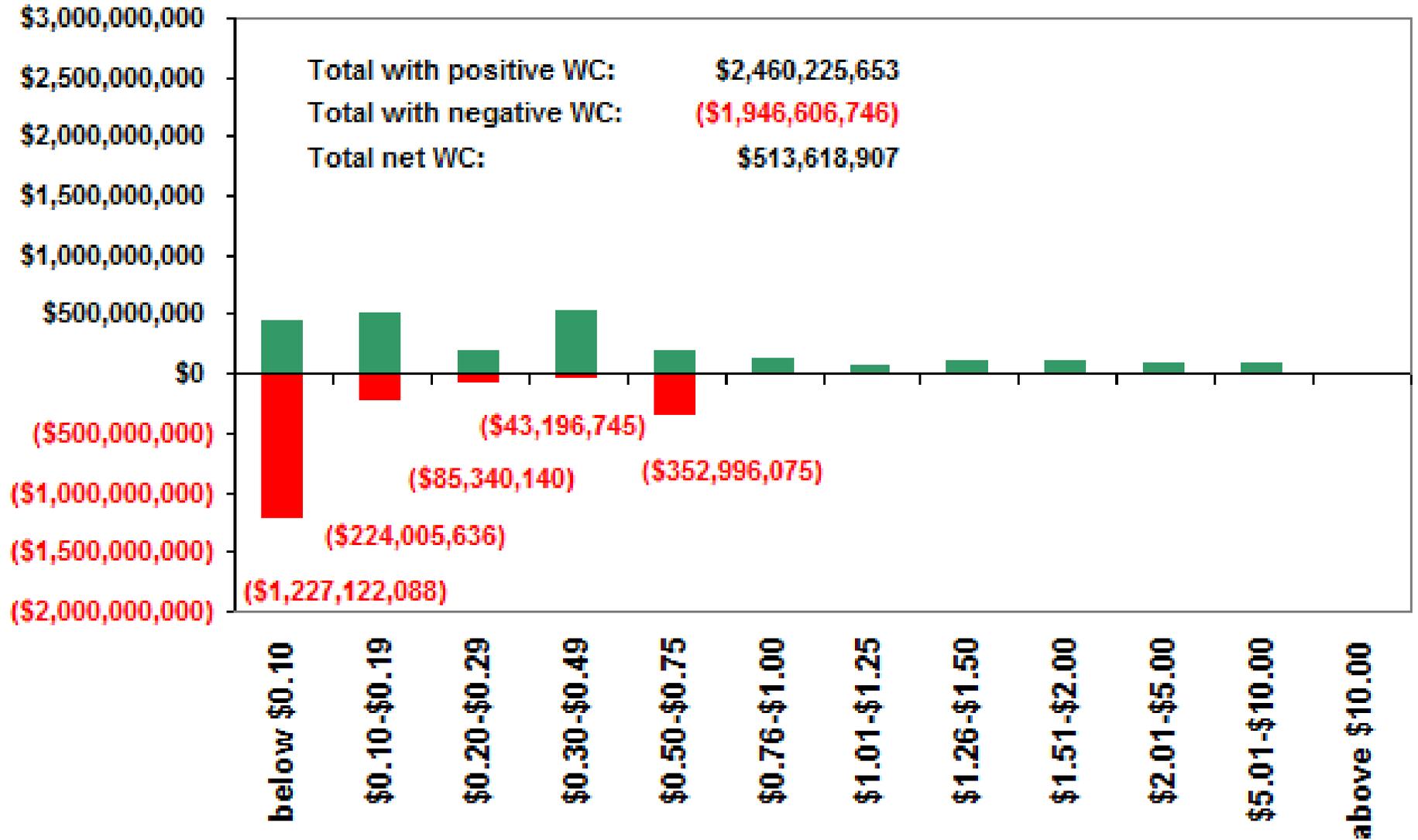
80 5% (# cos, % of Total Cos)



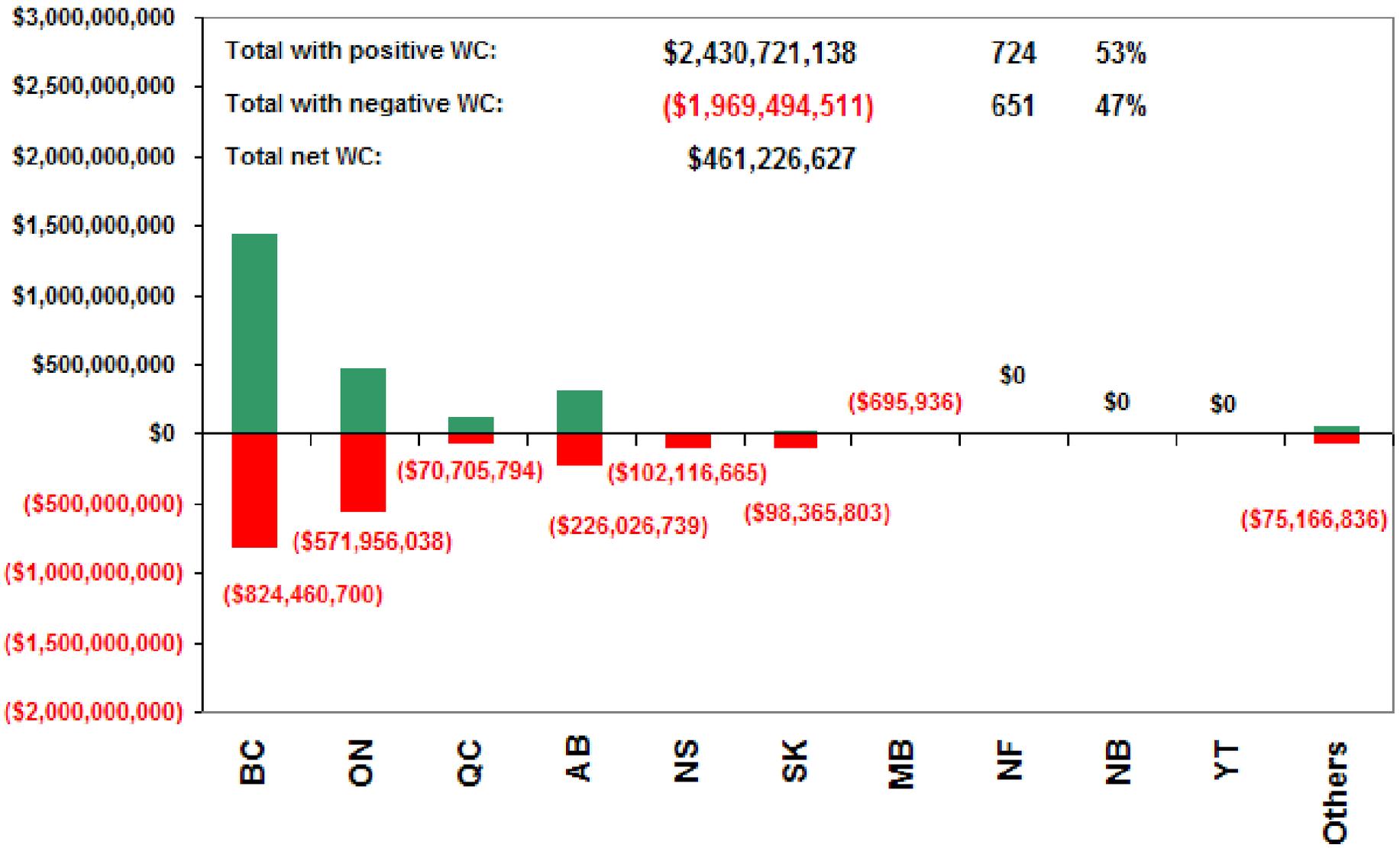
- <(\$1,000,000)
- (\$1,000,000 - \$500,000)
- (\$500,000 - \$200,000)
- (\$200,000 - \$0)
- \$0 - \$200,000
- \$200,000 - \$500,000
- \$500,000 - \$1,000,000
- \$1,000,000 - \$2,000,000
- \$2,000,000 - \$5,000,000
- \$5,000,000 - \$10,000,000
- \$10,000,000 - \$20,000,000
- \$20,000,000 - \$50,000,000
- \$50 - \$100 million
- \$100 - \$200 million
- \$200 - \$500 million
- \$500 - \$1,000 million
- >\$1 billion

# 1,354 TSXV KRO Working Capital

(Positive & Negative Working Capital tabulated separately)

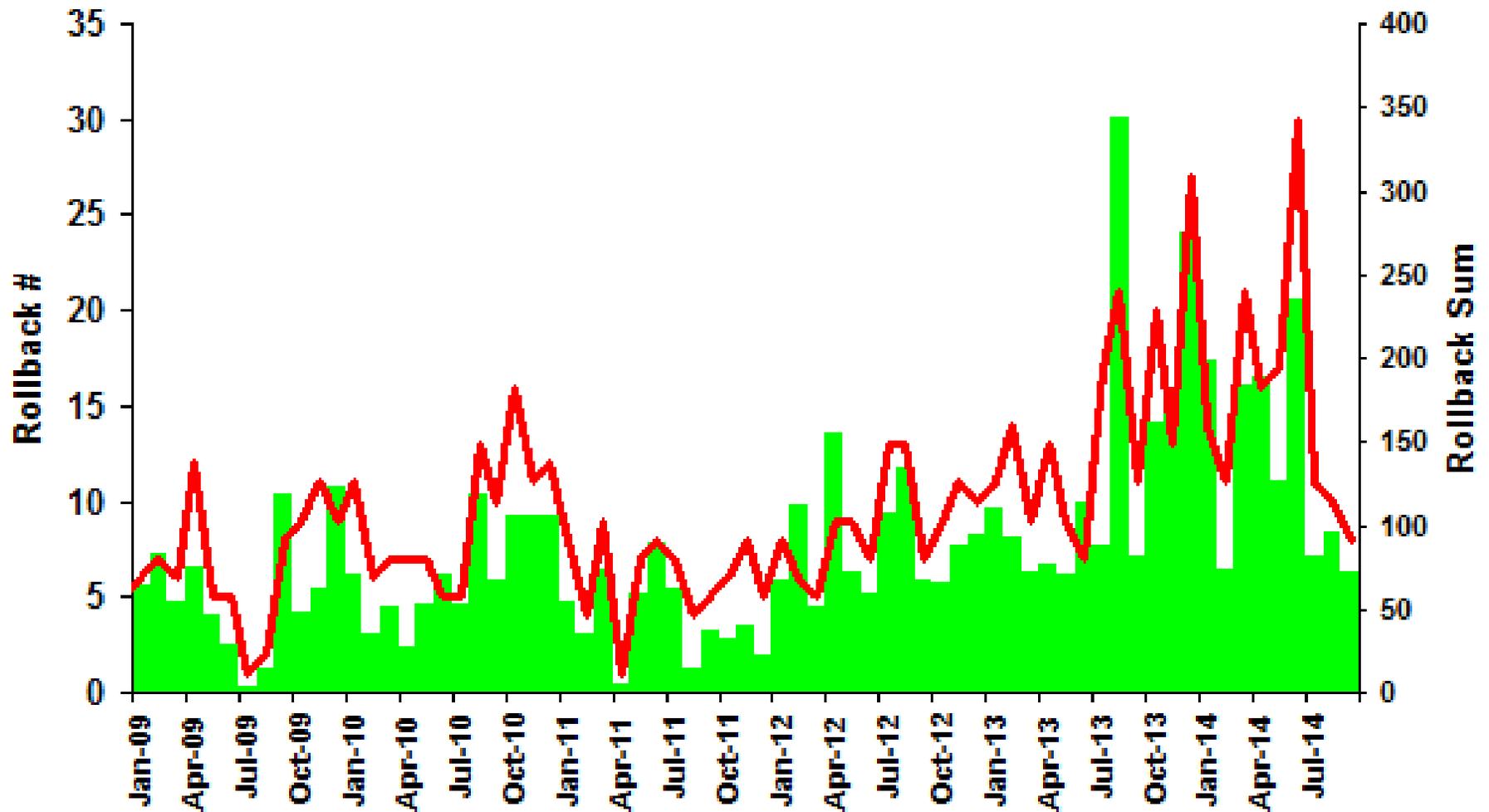


**1,375 TSXV KRO Working Capital as of latest filing**  
 (Positive & Negative Working Capital tabulated separately)



# KRO - TSXV/TSX Rollback Activity

Rollback Sum  
# Rollbacks per month



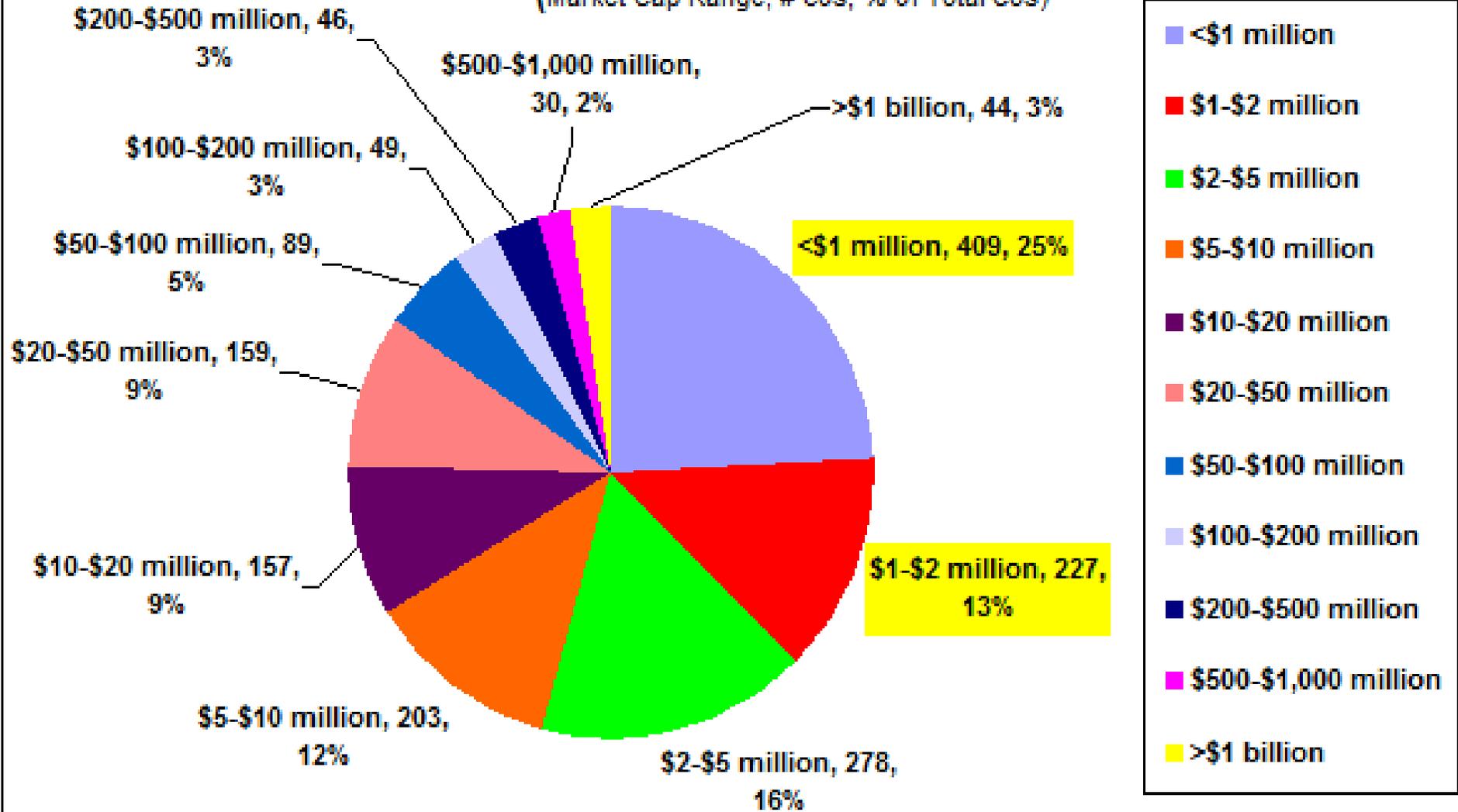
\$546,085,943,710

1,691

# Market Cap Range Breakdown

Active KRO Companies

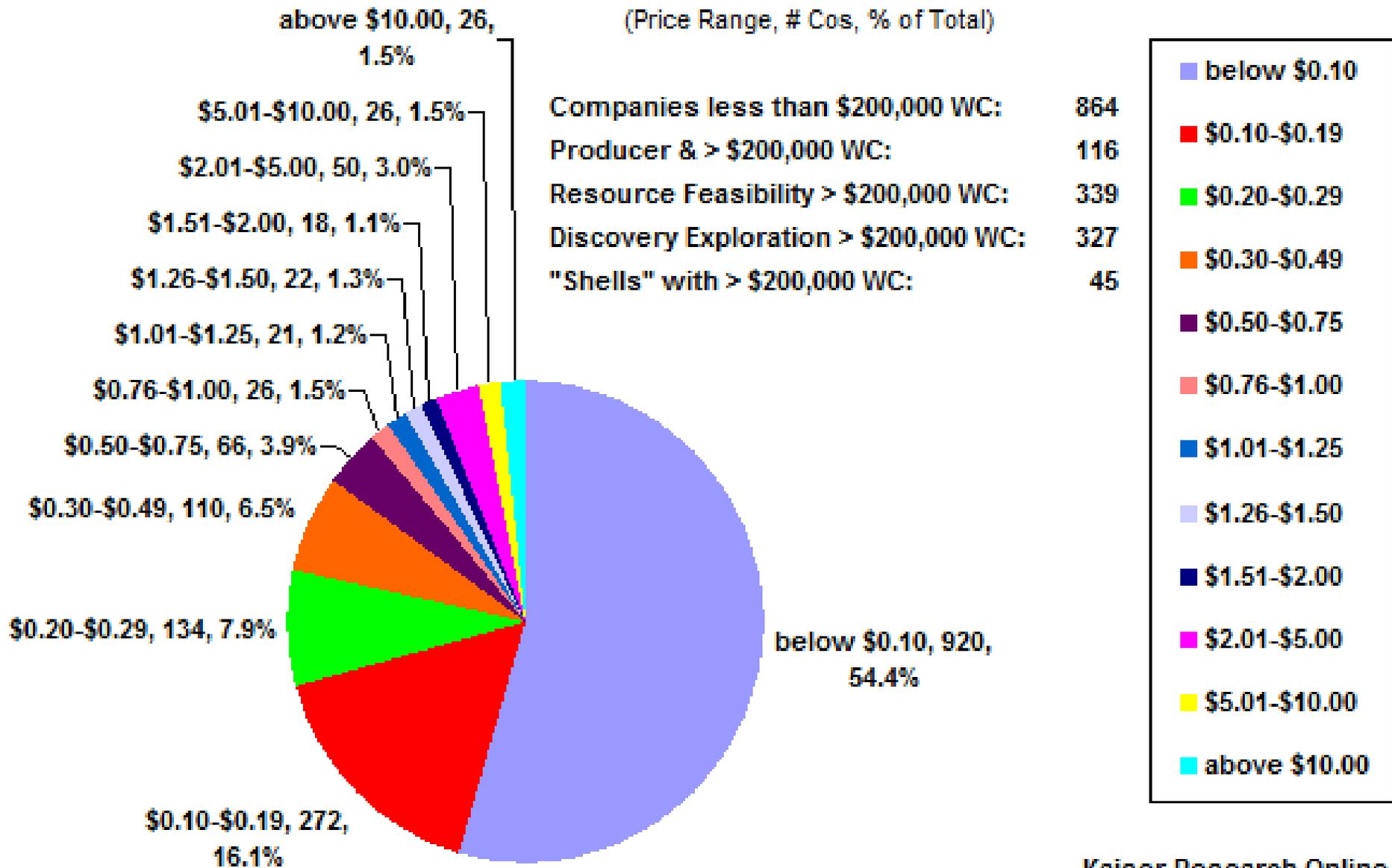
(Market Cap Range, # cos, % of Total Cos)



# 1,691 Price Range Breakdown

Active KRO Companies  
(Price Range, # Cos, % of Total)

September 19, 2014



Companies less than \$200,000 WC:	864
Producer & > \$200,000 WC:	116
Resource Feasibility > \$200,000 WC:	339
Discovery Exploration > \$200,000 WC:	327
"Shells" with > \$200,000 WC:	45

# Structural Industry Issues

## The Rocking Chair Nation Agenda

- **Problem:** The establishment bank agenda of turning Canadian investors into the equivalent of the human pods in the Matrix from whom the banks feed themselves through the fee based 20-2 asset management model and the fees underlying the structured products they engineer and stuff into the accounts in the name of “suitable” risk adjusted returns derived from what is at best the random walk delivered by market indices.
- Using client profiling and the “suitability” concept in the name of “investor protection” to discourage stock picking by both advisors and clients.
- The eventual reduction of the “investment advisor” to a schmoozer of high net worth clients and enforcer of profile updating with portfolio management done by algorithm.
- **Solution:** open a discount brokerage account (TFSA?), divide capital between cash equivalent securities and personally picked high risk securities in a sector one endeavors to understand.

# Structural Industry Issues

## Flash Boys

- **Problem:** The elevation of profits from volatility trading as the basis of markets, turning a price discovery mechanism into a zero sum video game that plays as long as they can harvest real capital inflows.
- High Frequency Trading: digital front-running and market manipulation.
- Algo Prop Trading & Short Selling on a down-tick: the great betrayal by the brokerage industry.
- Multiple Order Execution Platforms: undermining market transparency and fairness through fragmentation in the name of “competition”
- **Solution:** introduce a tiny fee per submitted order that goes 100% to finance a non-profit universal first-come-first-serve order execution utility with commitment privacy that restores the role of the market as a unified price discovery mechanism. Penalize day trading accounts with end of day short positions not covered with borrowed stock.

# Structural Industry Issues

## The Funding Bottleneck

- **Problem:** The increasing difficulty of getting risk capital into corporate treasuries because of “investor protection” schemes such as the “accredited investor” rule, the demise of the broker as stock picker, the marginalization of third party “finders” and the non-uniformity of private placements.
- **Accredited Investor Definition:** deliberate starvation of the resource juniors
- **Retail Investor Exemption:** dead on arrival.
- **Solution:** Acknowledge that all investing is a form of gambling, justify the regulatory reporting burden imposed on companies by allowing individuals to invest as much capital as they choose through “private placement” treasury stock purchases, regardless of “net worth”, and celebrate “slow gambling” as an alternative to “clever trading”.

# Structural Industry Issues

## Regulatory Overkill

- **Problem:** Financial reporting obligations are sledgehammers that massage the rumps of Wall Street's elephants but when imposed on resource juniors waste scarce capital to make it more difficult for investors to understand the financial condition of the juniors (ie fictitious accounting liabilities). The technical disclosure rules insist on a tapestry of near infinite dots while forbidding any effort to connect the dots so that investors can see what the junior hopes to accomplish. The result is to intimidate rather than empower the investor.
- **Solution:** Standardize the financial reporting format so that financials are submitted online as structured data which algorithms can analyze for internal historical coherence, provide online tutorials to educate the public, and enable free public access to this data so that it can apply its own analytical tools. Automate the "analysis" of submissions so that the junior quickly sees the "deficiencies", and stop turning fresh out of school bureaucrats into nitpicker tyrants.

# Structural Industry Issues

## Death of the Rumor Mill

- **Problem:** The deregulation of the brokerage industry and the emergence of the internet has wiped out the existence of network hubs which historically channeled speculative buying by offering an information edge. Now everything is assumed to be publicly known and what is whispered is easily squelched. The mystery of the junior resource sector is gone. Nobody thinks they have an edge, and all rallies driven by new capital inflows are crushed by an army of algo traders who have pessimism on their side. As far as exploration is concerned, the junior resource sector is currently dead as a gambling forum for retail and sophisticated investors, and until there are plausible macroeconomic arguments for sustainable metal price uptrends, allowing for bets on their extent and duration, the resource juniors are off limits to institutional capital.
- **Solution:** Implement a perception capture system that harnesses the wisdom of crowds in a manner that is self-regulating. **Channel the wisdom of crowds to create an online system that facilitates outcome visualizations and captures market expectations.**

## Mine Supply Speculation focuses on Future Cash Flow from a Depleting Asset: A Mine is an Annuity

**Discounted Cash Flow Model:** What is an orebody worth?

$$\sum_{n=1}^m \frac{\text{Annual Cash Flow}}{(1 + \text{Discount Rate})^n}$$

Less Capital Cost

n = year of cash

m = mine life (years of mining)

**Annual Gross Revenue**

less      Operating Costs

=            **Operating Profit**

less      Taxes

=            **After Tax Cash Flow**

NPV

**NPV(rate,value1,value2,...)**

Returns the net present value of an investment based on a discount rate and a series of future payments (negative values) and income (positive values).

# Key Cash Flow Model Inputs

Revenue	Cost	Risk
<ul style="list-style-type: none"> <li>• Tonnage</li> <li>• Grade</li> <li>• Recovery</li> <li>• Payable</li> <li>• Mining Rate</li> <li>• Metal Price</li> </ul>	<ul style="list-style-type: none"> <li>• Mining</li> <li>• Processing</li> <li>• Royalties</li> <li>• Concentrate Shipping</li> <li>• G &amp; A</li> <li>• Initial Capital</li> <li>• Sustaining Cost</li> <li>• Tax Rate</li> <li>• Depreciation</li> </ul>	<ul style="list-style-type: none"> <li>• Environmental Permitting</li> <li>• Social License</li> <li>• Title</li> <li>• Tax</li> <li>• Geopolitical</li> <li>• Technical</li> <li>• Infrastructure</li> <li>• Management</li> </ul>
<p style="text-align: center;"><b>NSR / tonne</b></p>	<p style="text-align: center;"><b>Cash Cost / metal unit</b>  <b>All-In Cost / metal unit</b>  <b>\$ Cost / tonne</b></p>	<p style="text-align: center;"><b>Discount Rate %</b></p>

# Build your deposit, mine it, and share it!

**Builder:** JKaiser    **BuildName:** Colorado North Rok    **Build Status:** No public BP yet    **BuildPlanName:** North Rok Test    **Close Form**

Main    Deposit    Mining    Cost    Revenue    Risk

BPDepositSourceID:

BPTonnageID:

BPTonnage:

**Validate Deposit Choices**

**Tonnage**

- None
- Very Unsure
- Somewhat Unsure
- Somewhat Sure
- Very Sure

BPTonnageNote is public:

	Metal 1	Metal 2	Metal 3	Metal 4
	<input type="text" value="Copper (%)"/>	<input type="text" value="Gold (g/t)"/>	<input type="text" value="Molybdenum (%)"/>	<input type="text" value="Blank ()"/>
<b>Grade:</b>	<input type="text" value="0.60%"/>	<input type="text" value="0.60"/>	<input type="text" value="0.00"/>	<input type="text" value="0.00"/>
	<ul style="list-style-type: none"><li><input type="radio"/> None</li><li><input checked="" type="radio"/> Very Unsure</li><li><input type="radio"/> Somewhat Unsure</li><li><input type="radio"/> Somewhat Sure</li><li><input type="radio"/> Very Sure</li></ul>	<ul style="list-style-type: none"><li><input type="radio"/> None</li><li><input type="radio"/> Very Unsure</li><li><input checked="" type="radio"/> Somewhat Unsure</li><li><input type="radio"/> Somewhat Sure</li><li><input type="radio"/> Very Sure</li></ul>	<ul style="list-style-type: none"><li><input type="radio"/> None</li><li><input type="radio"/> Very Unsure</li><li><input type="radio"/> Somewhat Unsure</li><li><input checked="" type="radio"/> Somewhat Sure</li><li><input type="radio"/> Very Sure</li></ul>	<ul style="list-style-type: none"><li><input type="radio"/> None</li><li><input checked="" type="radio"/> Very Unsure</li><li><input type="radio"/> Somewhat Unsure</li><li><input type="radio"/> Somewhat Sure</li><li><input type="radio"/> Very Sure</li></ul>

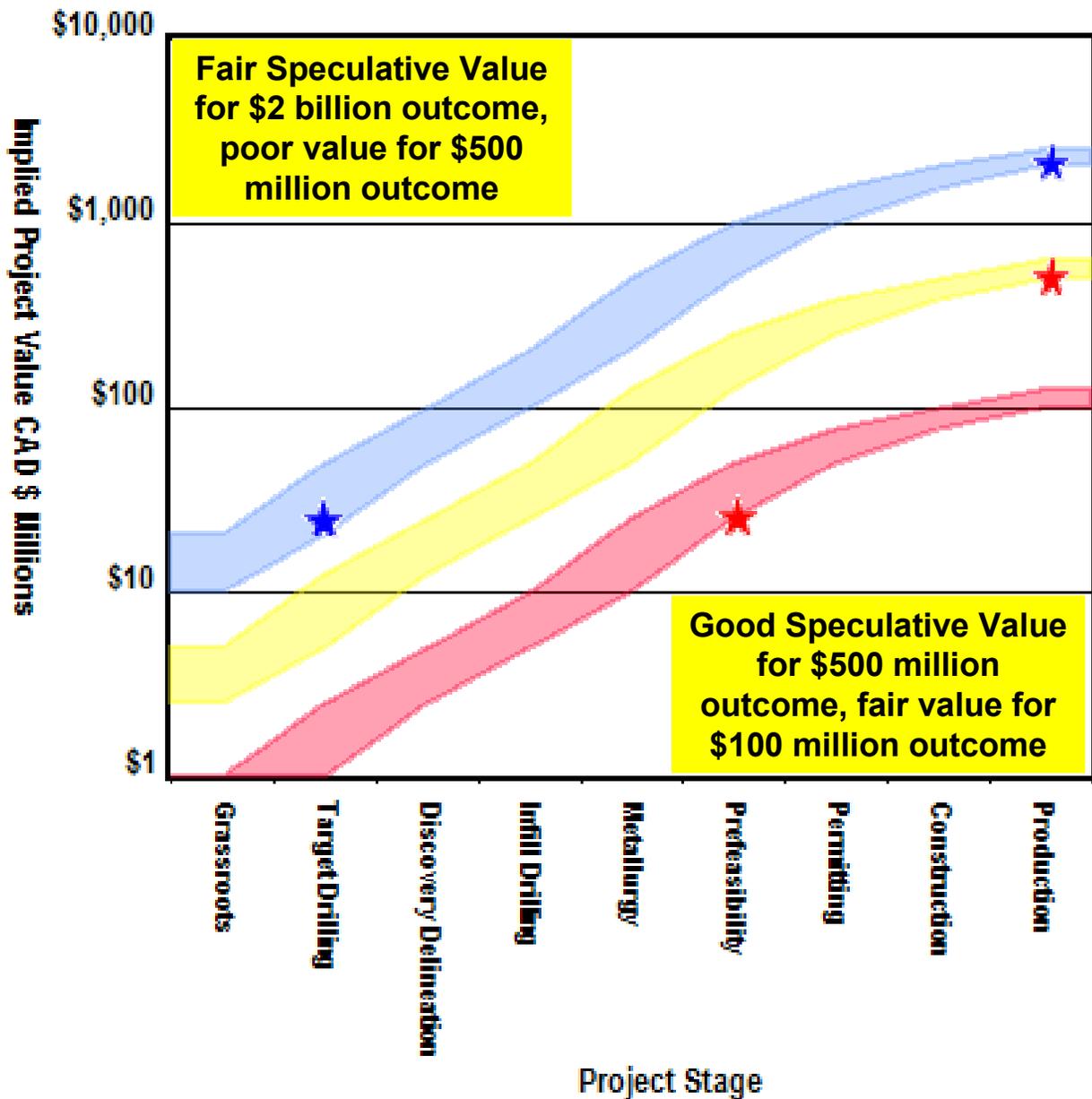
(Screenshot of prototype under development by Kaiser Research Online)

## Rational Speculation Model – Uncertainty Ladder for Metal Projects

Exploration Cycle Stages		Success Probability		Outcome Target Fair Value Channels (\$ Millions)		
		Chance	Leverage	\$100	\$500	\$2,000
1	Grassroots	0.5-1%	100-200	<\$1	\$2.5-5	\$10-20
2	Target Drilling	1-2.5%	40-100	\$1-2.5	\$5-12.5	\$20-50
3	Discovery Delineation	2.5-5%	20-40	\$2.5-5	\$12.5-25	\$50-100
4	Infill Drilling	5-10%	10-20	\$5-10	\$25-50	\$100-200
5	Metallurgy	10-25%	4-10	\$10-25	\$50-125	\$200-500
6	Prefeasibility	25-50%	2-4	\$25-50	\$125-250	\$500-1,000
7	Permitting, Marketing & Feasibility	50-75%	1.3-2	\$50-75	\$250-375	\$1,000-1,500
8	Construction	75-100%	1	\$75-100	\$375-500	\$1,500-2,000
9	Production	100%		\$100	\$500	\$2,000

Note: the fair value range in each exploration stage row for each outcome target column is calculated by multiplying the target value by the success chance. ie stage 4 target \$500:  $0.05 \times \$500 = \$25$ ,  $0.1 \times \$500 = \$50$

# Mineral Exploration Cycle



**Dream Target Channels**

- \$100 million Dream Target
- \$500 million Dream Target
- \$2 billion Dream Target

The speculative value depends on the stage of the project, the value implied by the market, and the visualized outcome.

# **Rational Speculation Model**

**A formal system for valuing a spec stock**

## **Three Steps**

- **Outcome Analysis – what is the potential fundamental outcome and what would it be worth?**
- **Probability Analysis – where in the exploration cycle is the project and what is it “worth” now?**
- **Risk-Reward Analysis – does the market price offer a good, fair, or poor bet?**

# **Kaiser Research Online Membership**

- \$100 every 30 days auto renewal
- \$250 per 90 days auto renewal
- \$800 per year no auto renewal

**[www.KaiserResearch.com](http://www.KaiserResearch.com)**