# UNLOCK THE POWER OF MARKET INTELLIGENCE

MI3 Communications Financières was launched in 2007 to leverage the trading and market experience of our team to provide public relations, market-making activities and investor relations to Canadian public companies. Since then, we have worked with more than 65 small, mid, and large-cap public companies. In 2010, we are now launching a unique Market Intelligence program designed for mid and large cap companies. The concept of MI3's Market Intelligence approach is to provide in depth analysis in this ever changing market. This program incorporates our interpretation of market data, quantitative analysis, including qualitative evaluation techniques.

# HOW CAN YOUR COMPANY BENEFIT FROM THE MARKET INTELLIGENCE APPROACH?

Market Intelligence is the systematic gathering, analysis, and dissemination of information relevant to a company's market activity. Our Market Intelligence initiatives consist of gathering, analyzing, monitoring, profiling, and supplying information, both qualitative and quantitative in a time sensitive and critical format, for the purpose of helping you make accurate and strategic decisions in today's volatile equity markets.

# THE MI3 MARKET INTELLIGENCE PROGRAM INCLUDES:

- Daily monitoring of market activity on your stock in the Canadian markets
- Introduction of your Company to MI3's Traders' Network
- Monthly analysis of market activity in your stock
- Online investor relations web tools
- Proactive telephone campaigns on news releases
- Online distribution of your news releases in Canada and the United States

\*\*\* Liaison between Buy side and Sell side



# MARKET INTELLIGENCE PROGRAMI



# 1. DAILY MONITORING OF MARKET ACTIVITY ON YOUR STOCK IN THE CANADIAN EQUITY MARKETS

From the 9:30 AM market opening to the 4:00 PM market close, the daily activity of your stock will be monitored by an experienced market technician involved in tracking activity on the TSX and other alternative exchanges. Covered, will be key information such as: Buyers and Sellers; Technical Analysis: volume, support and resistance levels, with trading momentum; block volume and overseas buying. The MI3 Market Team will keep your management informed of important market developments that may occur during market hours.



# 2. INTRODUCTION OF YOUR COMPANY TO THE MI3 TRADERS' NETWORK

Our MI3 Market Team has 100 years of combined experience trading in Canadian equity markets. For years, we have developed and maintained strong relationships with a network of equity traders across Canada. We can display your PowerPoint presentation, or video, on line, disseminate press releases and bring unusual technical market moves in your stock to the attention of our professional trading community. The MI3 Traders' Network is a great way to introduce your company's story to the trading community and have them follow your stock, develop more exposure, and ultimately create enhanced liquidity.



# 3. MONTHLY ANALYSIS REPORT OF MARKET ACTIVITY

Every month our Market Team will provide you with a market summary report with key statistics regarding the trading activity in your stock that you need to know, such as: net house position of your institutional shareholders; a trading summary of buyers vs. sellers; block volumes; an assemblage of trading volume of brokerage firms on your stock.





### 4. ONLINE INVESTOR RELATIONS WEB TOOLS

We offer a full range of investor relation web tools that provide a sophisticated and proactive online IR tool solution, making financial data accessible for your investors, giving shareowners a level of service that traditionally has been reserved for the professional investor. Thanks to these dynamic web base tools, investor relations teams are able to communicate with shareholders and analysts in ways they could not hope to before, decreasing the strain on a company's IR team, and allowing movement towards and investor-friendly site.



# 5. PROACTIVE TELEPHONE CAMPAIGNS ON NEWS RELEASES

100 to 300 press releases typically hit the market every day, competing for investor attention. To stand out from the crowd, your press release needs to be delivered professionally by MI3, read, and acknowledged. For key releases, we will carry out a targeted telephone campaign to bring your release to the attention of 50 selected investment advisors every month, informing them about the news, and your Company's profile. Furthermore, we will put them in contact with you if they require more details. One campaign to 50 select advisors is included each month of the program, and more calls can be initiated upon request.



# 6. ONLINE DISTRIBUTION OF PRESS RELEASES ACROSS CANADA AND THE UNITED STATES

Our partner VantageWire<sup>™</sup> has revolutionized the way investors receive accurate and up-to-date stock information. They have generated a list of over 140 000 North American investors, who want to receive information about mining companies. Our MI3 contact database has more than 6,500 professional and Institutional investors across Canada. Each month, your press releases will be distributed to more than 150,000 mining investors in Canada and the United States. One release per month is included with the program, and more distributions can be made upon request.

MI3 and VantageWire™ will work with you to help ensure that investors are always watching your stock and following your company's progress every step of the way.



### HOW MI3'S MARKET INTELLIGENCE PROGRAM CAN BENEFIT YOUR MARKETING ACTIVITIES

- ✓ Providing you with a better understanding of price movement and market behavior in your stock.
- Increasing visibility in your stock by introducing your company to new investors including professional traders and mid to long-term investors
- Adding exposure throughout the financial community with proactive phone campaigns on news releases to investment advisors across Canada
- Creating a quantitative impact on stock performance through targeted online distributions to more than 115,000 mining investors across North America
- Providing top management with an exhaustive monthly analysis report measuring and establishing a correlation within price movement and IR efforts

### FINANCIAL MARKET TEAM

**MARIO DROLET** – Mario has more than 20 years of experience in financial markets. From 1989 to 2002, he worked as Chief Floor Trader for CIBC World Markets, Institutional Sales for Midland Walwyn, and Jitney group. Since 2003, he has worked with more than 65 small, mid, and large-cap public companies in investor relations and Market-Making functions.

**PAUL BENWELL** - Paul has more than 45 years of experience in financial markets. He has worked as a Stock Specialist, Inter-Market Arbitrageur and Professional Trader. He was also one of the founders of Jitney Group. Paul has a very large network of professional and institutional traders at investment firms across Canada.

**PATRICK KAIRNS** – Patrick is an experienced Institutional Trader with more than 40 years of experience in financial markets. From 1994 to 2007 he worked for Dundee Securities and Deacon Capital as Vice-President Institutional Equities, managing large pension fund accounts. Pat also worked as a Professional Trader on the Montreal Exchange, an Option Market-Maker, and has traded Futures Contracts and Options on gold bullion as well as stock indices. He has been using many technical analysis tools for over 30 years.

**DANNY PAULSON** – has over 50 years of experience. He became an institutional trader and director at Maison Placements for 10 years. In 1987, he was appointed director of institutional trading at Bunting Warburg in Montreal. Prior to working for Raymond James, Danny traded for reputable brokerage firms that include L.O.M, Yorkton, CIBC and CT Capital where he dealt with Canadian and US accounts. Through the years, Danny has established a large network of contacts throughout Canada and the United States. His interest and expertise in the business keeps him involved in the investment community and he continues to share his knowledge by attending trading conferences and investor presentations.

### SPECIAL ADVISOR

**TERENCE S.ORTSLAN** – Consulting analyst - Terence is an independent mining engineer and a financial analyst with TSO & Associates. For over 30 years, he has worked as an analyst with a number of leading investment firms, including BBN James Capel Inc., LOM, Merrill Lynch, Wood Gundy Inc. and Maison Placements. Terence is a Director of several public mining companies on the TSX. He has worldwide experience with government authorities and multinational companies around the world.



2075 University, suite 1600 Montreal, Quebec H3A 2L1

Telephone: 514.904.1333 Fax: 514.904.2331 Website: www.mi3.ca

