## Murdock Capital Partners, June 2013

# Natural Resources Symposium Series

#### **Presented by Benjamin Cox**





Benjamin Cox Managing Director 360.262.6969 research@oreninc.com



## Mining & Finance Background







- Equity finance data
- Sector, broker analysis
- Due diligence



#### CEO, Director

- Iron ore
- Multiple JV partners

#### **Previous:**

- D.E. Shaw: Hedge fund
- Linux Fund: Open source technology

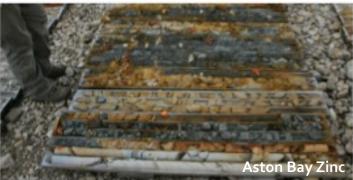


## **Oreninc's Commodity Philosophy**

Oreninc

- Focus on a commodity that you like, understand, and have faith in
- Quality commodities have:
  - Supply constraints
  - Inelastic demand
  - A lack of quality pipeline projects
  - A foreseeable shutdown in major mines
- Oreninc likes zinc, copper, coking coal, iron ore, and nickel

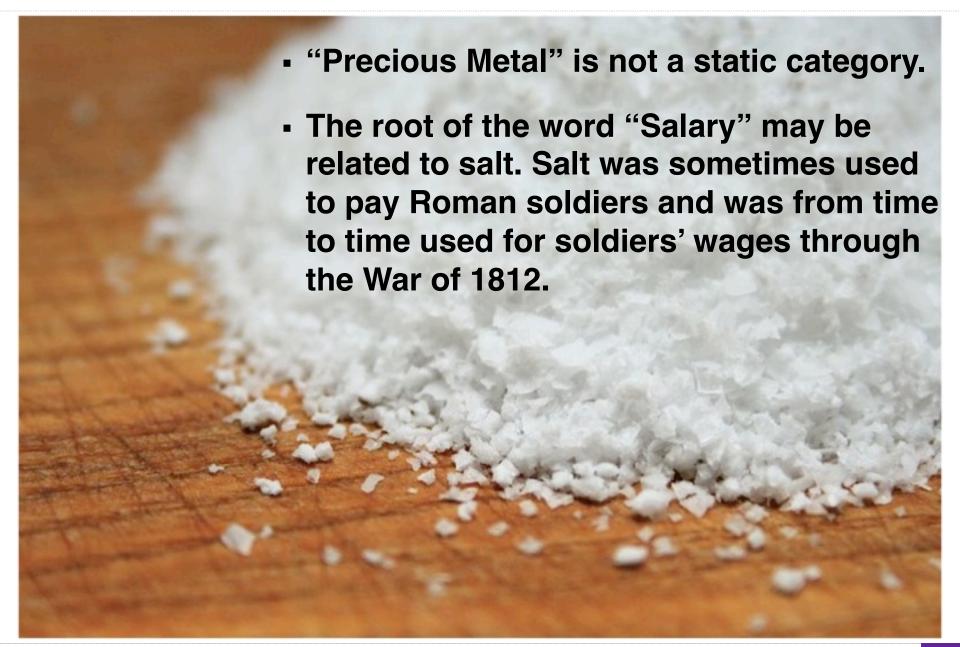






## **Worth One's Salt**





## Cap it in Aluminum



- The Washington Monument was capped with Aluminum in 1885.
- Napoleon III maintained a prized set of aluminum cutlery for special guests at banquets.
  - Other guests used gold or silver
- Early aluminum ingots sold for \$550 per pound and were displayed alongside crown jewels.

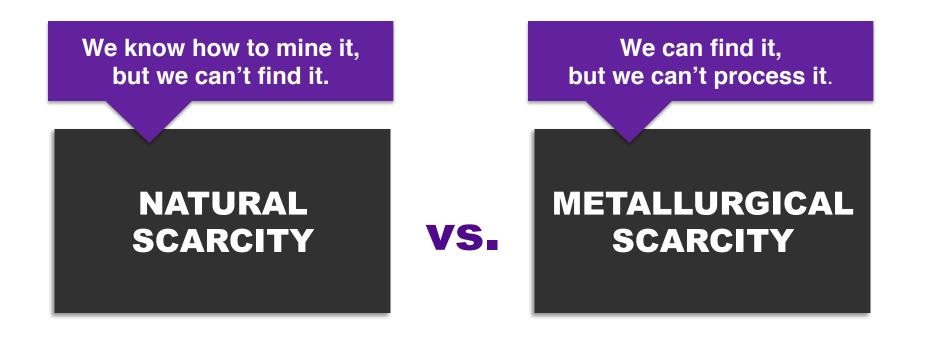


**Note:** Polished and engraved replica of the aluminum pyramid cast in the same foundry 100 years later November 12, 1984.

## Naturally Scarce vs. Metallurgically Scarce



We like to talk about two different types of supply-side scarcity.



The scarcities are not mutually exclusive.

## Copper vs. Salt



- Copper, gold, PGMs, and some others are naturally scarce; we are running out of high-grade deposits, and extraction costs are going up.
- Historically, salt and aluminum were metallurgically scarce, but that has since been solved.
- Nickel continues to be metallurgically scarce.
- Humans are extraordinary at surpassing technical challenges; however, we haven't yet built a Star Trek Replicator, which is why Oreninc is fundamentally "long" on naturally scarce resources, and less so on metallurgically scarce ones...

## **Copper is Naturally Scarce**



2000 2005 2010 Source: Barclavs Capital As of 12/31/10

#### **Copper: Low Cost Supply ≠ Demand**

- Supply is constrained by lack of new major open pit mines and declining grades from current producers
- Demand is inelastic; copper is necessary for apartments, cars, refrigerators, A/C, cell phones, lights, heat, etc.

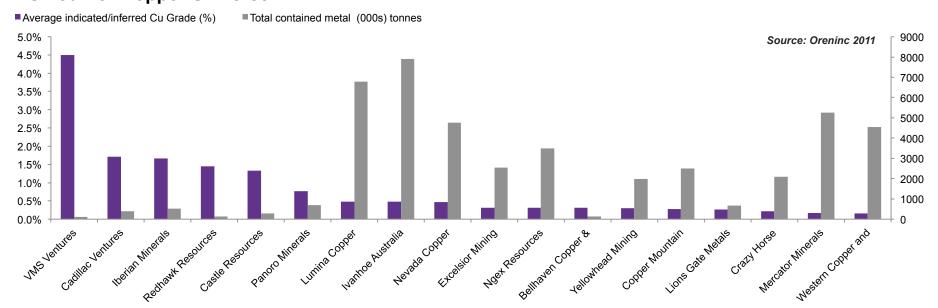
# 0.80% 0.75% 0.65% 0.55%

1995

1990

1985

#### **TSX Junior Copper Universe**



0.50%

## Is Copper Replaceable?



#### **Feasible Substitutions**

Plumbing PEX vs. Copper pipes

High-power transmission lines Aluminum vs. Copper

Theoretical Substitutions	
Wiring	Graphite-based graphene and carbon nanotubes hold the potential.
Aluminum	We could learn how to market aluminum alloys that can be used for wiring with low risk.
Gold/silver	Want to wire your house in gold/silver?

### **Solutions Take Time**



## For civilization to actively replace copper:

- Copper prices have to skyrocket to justify it;
- People have to believe that copper is not coming back down; and
- Technology has to be developed and adopted.

Therefore: Our view is that copper is king for 30+ years.

#### Teninc

Suite 222 – 400 E. Evergreen Blvd. Vancouver, WA 98660 USA (360) 262-6969 oreninc.com

#### **Disclaimer**



#### **General Disclaimer**

Oren Inc. financing data is based on all representative data from the range 1/1/2011 through 31/3/2013, except as otherwise noted. Deal opening date determines listed quarter.

This report is Copyright 2013 Oren Inc., which reserves all rights in and to this report. This report MAY NOT BE REPRODUCED IN ANY FORM, AND IS FOR THE USE OF THE INTENDED RECIPIENT ONLY.

Oren Inc. ("Oreninc") is a research service providing customized reports for client companies and brokers in the mining and commodities sectors, as well as producing the ODL, a digest, updated daily, of financings in the mining and commodities space. This disclaimer statement is an integral part of our service. We believe it is imperative that you read this disclaimer before making any decision related to a financing, including the selection of a broker. Oreninc is not an investment bank and does not currently have any investment banking relationships with any of the subject companies or brokers of its reports, nor does Oreninc make a market, or act as principal in any securities. Oreninc is not an investment broker-dealer, does not offer securities for purchase or sale, and is not licensed or qualified to provide investment advice. Oreninc reports do not constitute a solicitation or recommendation to buy or sell any securities whatsoever.

All research reports issued by Oreninc are based on public information derived solely from publicly available sources such as, but not limited to, public company filings, company news releases, and financial data. We have not verified the accuracy of such public information, nor do we have any obligation or duty to update or correct any public information for any errors, misstatements, or material changes to such public information. You are strongly encouraged to verify all claims through your own thorough and independent research or due diligence. Oreninc research reports containing any valuations or fee targets and/or recommendations are believed but not guaranteed to have bases which may be substantiated as reasonable and adequate.

Oreninc research reports are intended for informational purposes only, and are intended to inform the reader only. Oreninc research reports represent solely the Oreninc Analyst's opinions regarding subject companies and brokers at the time of production of the report. The Oreninc Analyst bases his or her opinions exclusively on public information available at the time of production of the report. The Oreninc Analyst has not received any material non-public information regarding the subject companies or brokers. All estimates, opinions, and/or recommendations expressed in this report are subject to change without notice, and Oreninc is under no requirement to, and shall not, update the opinions and recommendations expressed herein in light of any subsequent events. The price targets presented in Oreninc reports are based explicitly on a significant number of our own estimates and assumptions, based solely on previously disclosed public information, and there can be no assurance that our price targets will be met, or whether the assumptions/estimates regarding the client company's actual financing outcomes will materialize. We may not publish any of our bases for such estimates and assumptions.

You should understand that there is no guarantee that past performance by any companies or brokers will be indicative of future results by the same or different companies or brokers. Neither Oreninc nor any of its analysts, directors, or employees shall be liable to you, or anyone else, for any loss or damages resulting from the use of its research reports, opinions, and/or recommendations caused in whole or in part by negligence or contingencies beyond its control in procuring, compiling, interpreting, or reporting its research contents. Oreninc disclaims any and all liability as to the completeness or accuracy of the information contained in, and any omissions of material facts in, its reports.

Companies should not rely solely on the recommendations and opinions contained therein. Any recommendation should not be taken as a substitute for the exercise of independent judgment and due diligence of the merits and risks of financings.

Oreninc was not compensated by any bank, investment bank, broker, or other third party individual or entity for the production of this report. The Managing Director of Oreninc was asked to present at this symposium panel without fee or compensation. Oreninc has in place several business practices to ensure complete and objective editorial control over its research, including, but not limited to, the following: 1) No part of Oreninc research analysts compensation is related to the level of investment banking fees, stock price, or trading commission revenue generated by any of Oreninc's clients; 2) Fees for research services are due and payable regardless of the opinion of the research; 3) Oreninc research analysts are not permitted to directly or indirectly promise any client company that they will generate a favorable research report or any specific price target; 4) Oreninc research analysts pledge that their reports accurately reflect their personal views about the subject securities and that none of their compensation was, is, or will be directly or indirectly related to the specific recommendations contained in their research reports; 5) Oreninc research analysts are not permitted to accept any additional compensation or fees from client companies beyond what has already been paid to Oreninc for research services.

Oreninc and its directors, employees, and analysts may from time to time purchase or sell securities in the open markets. However, once a research relationship has been initiated between Oreninc and the client, and unless a position in the client's securities was established by the Analyst or any member of his household prior to the initiation of the research relationship, Oreninc research enalysts in their households are prohibited from executing trades in the securities of such client companies. Analysts personally holding a position in the client's securities, or whose family members hold such a position, are prohibited from contributing to any research report developed for the client.

FORWARD-LOOKING STATEMENTS (SAFE HARBOR STATEMENT): The information set forth in Oreninc Research reports may contain "forward-looking statements" subject to certain risks and uncertainties that could cause actual future results, performance or achievements to differ materially from any historical results. Statements in reports which are not purely historical in nature, including statements regarding beliefs, plans, expectations or intentions regarding the future, are forward-looking. Statements that are not historical facts, including statements that are preceded by, followed by, or that include such words as "estimate," "anticipate," "plan", "intend", "expect", "may" or "should" or similar statements, are forward-looking statements. Risks and uncertainties include, but are not limited to, the risks associated with the impact of general economic conditions, competitive companies, market acceptance, and the availability of high quality, qualified personnel and management. Other risks include but are not limited to factors affecting access to capital to meet all of the client company's financial requirements, and the company's ability to control costs. There can be no assurance that client company's efforts will succeed and ultimately achieve sustained commercial success. These forward-looking statements are made as of the date of the report, and Oreninc does not assume any obligation to update the forward-looking statements, or to update the reasons why actual results could differ from those projected in the forward-looking statements. There can be no assurance that beliefs, plans, expectations or intentions of persons producing data upon which Oreninc analysts rely in this report will prove to be accurate.

#### **Images**

The photo used in slide 4 is 'Kosher Salt' by stibites.com (http://www.flickr.com/photos/stibites/), distributed under a Creative Commons commercially-available Attribution-NoDerivs 2.0 Generic license (http://creativecommons.org/licenses/by-nd/2.0/).

The photo used in slide 5 is from "The Point of a Monument: A History of the Aluminum Cap of the Washington Monument" (http://www.tms.org/pubs/journals/JOM/9511/Binczewski-9511.html).

The photo used in slide 10 is 'ABS Brake Guts' by GollyGforce (http://www.flickr.com/photos/see-through-the-eye-of-g/), distributed under a Creative Commons commercially-available Attribution 2.0 Generic license (http://creativecommons.org/licenses/by/2.0/).