

# Millennial Potash Corp.

(formerly Black Mountain Gold USA Corp.) (TSXV: MLP)

# A Low-Cost Alternative for Africa and Brazil's Fertilizer Demand - Resuming Coverage

# BUY

Current Price: C\$0.47 Fair Value: C\$1.25

Risk: 5

# Sector / Industry: Junior Resource

Click here for more research on the company and to share your views

#### **Highlights**

- We are resuming coverage on Millennial Potash Corp. ("MLP"). Since our previous report in October 2021, the company has terminated its option on the Mohave gold project in Arizona, and entered into an option to acquire the Banio potash project in Gabon, Western Africa.
- Management has a **highly successful track record in resource exploration and M&A**. Their previous deals included a) Millennial Lithium sold to Lithium Americas (NYSE: LAC) for \$490M in 2022, b) Allana Potash sold to Israel Chemicals (NYSE: ICL) for \$170M in 2015, and c) Potash One sold to K&S (DE: SDF) for \$430M in 2011.
- Banio is located in a region with several large potash deposits, including a past prouducer. Banio's shallow/thick potash-bearing layers have potential for solution mining, which has lower CAPEX compared to conventional underground mining. In 2018, the project's previous owner delineated a large tonnage/low-grade JORC-compliant (Australia) inferred resource totaling 1.7 Bt (grading 16.1% KCI/10.2% K<sub>2</sub>O), at depths of 230-520 m. In comparison, BHP's (NYSE: BHP) Jansen development-stage project in Saskatchewan (which is expected to be one of the largest potash mines in the world) has resources totaling 6.5 Bt of 25.6% K<sub>2</sub>O, at depths of 800-1,050 m.
- A direct comparable (Kanga Potash) of Banio, located 60 km to the south, has an AT-NPV10% of US\$511M, per a Definitive Feasibility Study, completed in 2020. We believe Banio has potential to generate similar economics.
- Africa has just one operating potash mine, and imports most of its potash consumption from Russia. In addition to Africa, a major target market for Banio's potash is Brazil, which imports 95% of its potash demand from Canada, Russia, and Belarus. Gabon's proximity to Brazil implies that MLP should have lower transportation costs.
- Crop and fertilizer prices have been trending lower (amid rising rates and slower GDP growth), after reaching record highs in H1-2022. Although we are expecting continued downward pressure on prices, we believe the highly vulnerable potash supply chain, and a prolonged period of conflict between the West and East, should keep near-term prices well above their historic average. Note that Russia and Belarus account for approximately 35% of global potash supply.
- Upcoming catalysts include drilling, a maiden NI 43-101 resource estimate, followed by a Prelminary Economic Assessment (PEA) later this year.

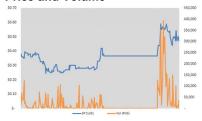
# Risks

- The value of the company is dependent on potash prices
- No NI 43-101 compliant resource estimate or economic studies
- > Development and foreign exchange risks
- Access to capital and share dilution

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Nina Rose Coderis, BSc (Geology) Equity Analyst

#### **Price and Volume**



	YTD	12M
MLP	29%	24%
TSXV	6%	-28%

#### **Company Data**

52 Week Range	C\$0.25 - C\$0.61
Shares O/S	46M
Market Cap.	C\$22M
Yield (forward)	N/A
P/E (forward)	N/A
P/B	2.7x

Key Financial Data		
(C \$) - YE: August 31	2022	2023 (3M)
Cash	\$3,103,435	\$2,813,974
Working Capital	\$3,018,813	\$2,770,676
Mineral Assets	\$1,722,341	\$1,764,523
Total Assets	\$4,986,893	\$4,713,980
Net Income (Loss)	-\$1,411,435	-\$231,736
FPS	-\$0.04	-\$0.01

Subsequent to Q1-FY2023, the company raised \$3.6M through an equity financing

See last page of this report for important disclosures, rating and risk definitions. All figures in C\$ unless otherwise specified.

2021

110 193

48 264

39 473

197 930

2022

111 591

49 096

40 232

200 919

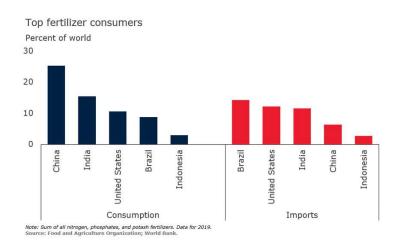


# **Potash Fertilizers**

Fertilizer demand is primarily influenced by two factors: growing demand for grains (driven by global population/GDP growth), and declining availability of arable land (driven by urbanization and population growth). The Food and Agriculture Organization estimates that global food production should increase by 70% in the next 30 years.

China, India, and the U.S. are the largest consumers of fertilizers; they are also major importers

Potash fertilizers account for 20% of global fertilizers; nitrogen and phosphorous fertilizers account for 56% and 24%, respectively

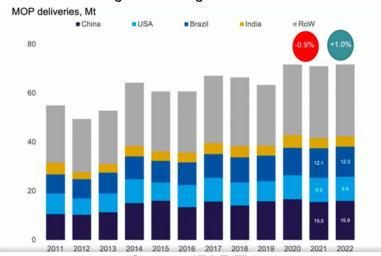


**World Demand for Fertilizers (thousand tonnes)** 

Year 2016 2017 2018 2019 2020 Nitrogen, N 105 050 105 893 107 424 108 744 105 148 Phosphorus, as P<sub>2</sub>O<sub>5</sub> 44 481 45 152 45 902 46 587 47 402 Potassium, as K<sub>2</sub>O 35 434 36 349 37 171 37 971 38 711 Total (N+P,O,+K,O) 186 551 191 981 185 063 188 966 194 857

Global fertilizer demand grew at a CAGR of 1.1% from 2016 to 2022, including 2.1% for potash fertilizers, 1.7% for phosphorus, and 1.0% for nitrogen

Source: Food and Agriculture Organization of the United Nations



Source: IFA/DTN

Glboal potash (KCl) demand is approximately 70 Mt/year



MLP's key target market, Brazil, accounts for 17% of global consumption

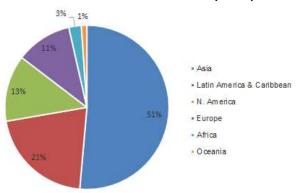
Africa accounts for 3%

However, Africa and Brazil import most of their potash demand

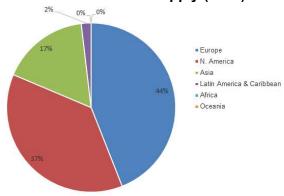
Russia and Belarus account for approximately 35% of global potash supply

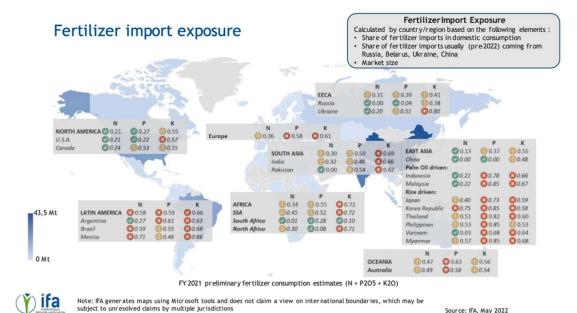
Africa and South America have a significant shortage of potash supply

# Potash Fertilizer Demand (2022)



# Potash Fertilizer Supply (2022)





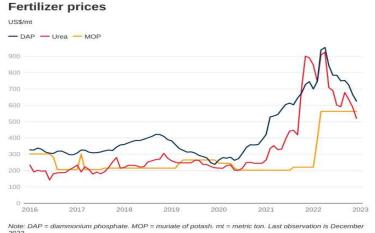
Note: Red scoring denotes the highest exposure to imports by nutrient, orange denotes medium exposure, and green denotes lowest exposure to imports.

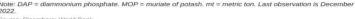


Fertilizer prices hit record highs in H1-2022 amid rising grain prices, supply disruptions, Russia's invasion of Ukraine, and higher energy prices

However, prices have declined from their peaks (due to rising interest rates and supply, and slowing GDP growth), but remain well above their historic averages

Although we are expecting continued downward pressure on prices amid weaker GDP growth, we believe a prolonged period of conflict between the West and East will keep near-term prices well above the historic average







### Source: NASDAQ

# **Banio Potash Project**

MLP can acquire a 100% interest in this project from Equatorial Potash (a private company based out of Australia), by issuing 6.2M shares (650k issued to date), and through cash staged payments totaling US\$4.38M (US\$282k paid to date), and exploration expenditures totaling US\$12M. Equatorial had acquired the project from Infinity Lithium Corporation (ASX: INF/MCAP: A\$51M) in 2020.

### **Location and Infrastructure**

The 1,238 km² project is situated in the southern part of Gabon in Western Africa. It is approximately 50 km south of Mayumba (a port city), and 450 km south of Libreville along the Atlantic coast.

Gabon has an extensive oil and gas sector with major international companies like Fortescue (ASX: FMG), Eramet (ENXTPA: ERA), Total (NYSE:TTE), and Shell (NYSE: SHEL)

The project can be accessed via several roads to Mayumba

Sea water and fresh water available for exploration and eventual development

Established infrastructure (power supply and exploration camp) **Location Map** 



Source: Company

Gabon, known for its vast petroleum reserves, is one of the most stable countries in Africa. Gabon recently joined the British Commonwealth, and has the **third highest GDP per capita in Africa**.

Most African governments have royalty interests (typically 5%-15%) in their mining projects. Banio is **subject to royalties ranging between 5% and 10% of future revenue**. MLP will also be subject to a 35% tax, which we believe is on the higher end of corporate tax rates in Africa.

# **History and Mineralization**

The project is located in the potash-rich Congo Evaporite basin, along the border with the Republic of Congo (ROC), which **hosts several large potash deposits**. The area has one operating potash mine (Mengo). We are not aware of any other active potash mine in Africa.



Located in the potash-bearing Congo basin

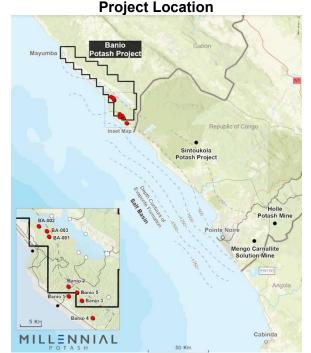
Geology similar to large potash projects in the Republic of Congo

Banio is 70 km from Kore Potash's (AIM: KP2/MCAP: \$41M) advanced-stage Kola and Dougou projects

> 130 km north of a historic potash producer (Holle)

Deposits in the region are relatively small tonnage, but with attractive potash

A definitive feasibility study on Kore's Kola project returned an AT-NPV10% of US\$1.6B



Company	Project	Resource	
Past Producer	Holle Potash Mine		
Evergreen Industries Group	Mengo		
Kore Potash (AIM: KP2)	Kola	848 Mt at 34.8% KCI (sylvinite) + 2 Bt at 18.5% (carnallite)	
Kore Potash (AIM: KP2)	DX	152 Mt at 32.5% KCI	
Kore Potash (AIM: KP2)	Dougou	3 Bt at 20.7% KCl (carnallite)	

Kola Project - Definitive Feasibility Study (UG Potash Mine)	
Mine Life	31 years
KCL Recovery	90%
Annual Production	2.2 Mt
Initial CAPEX	US\$1.8B
Construction Period	40 months
OPEX	US\$106/t
Potash Price	US\$360/t
AT-NPV10%	US\$1.6B
AT-IRR	20%

Source: Various / FRC

Deposits of potassium salts (sylvinite and relatively low-grade carnallite) were initially identified in the Mayumba area from historic oil and gas exploration in the 1970s. At Banio, Infinity Lithium drilled three potash wells, and completed a maiden **JORC compliant carnallite resource estimate (1.67 Bt grading 16.1% KCI)** in 2018. This resource was based on mineralization identified at depths **ranging between 230 m and 520 m below surface** (similar to Kola and other well known deposits in the region). We note that Banio's potash beds are shallow compared to projects in Saskatechwan (800-1,500 m deep).

**Historic Drilling at Banio:** Holes BA-002 and BA-003, drilled 2.2 km apart, intersected high-grade/shallow mineralization.



### Hole BA-002:

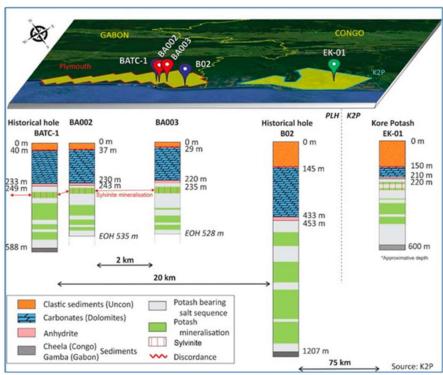
- > 1.9 m at 29.5% KCl from 284.4 m depth
- > 1.4 m at 34.9% KCl from 281.0 m depth
- > 1.0 m at 29.7% KCl from 253.9 m depth
- 2.6 m at 32.9% KCl from 324.6 m depth
- 7.2 m at 18.8% KCl from 409.7 m depth including 21.4% KCl from 409.7 m depth
- 28.8 m at 16.1% KCl from 438.7 m depth

# In 2017, three holes intersected shallow potash beds (230 m to 520 m deep)

### Hole BA-003:

- 1.7 m at 30.0% KCl from 237.8 m depth
- 1.0 m at 29.7% KCl from 264.6 m depth
- > 3.9 m at 21.2% KCl from 430.3 m depth
- 11.8 m at 16.0% KCl from 456.9 m depth
- 13.3 m at 18.2% KCl from 471.2 m depth
- 6.4 m at 16.0% KCl from 500.6 m depth

# **Historic Drill Results**



Source: Company

beds seem to be continuous throughout the basin, as indicated by the similarity between the holes drilled at Banio (BA-001-003) and two other wells located 20 km and 95 km to the east

We note that potash

Solution mining has lower CAPEX than conventional underground mining

These potash beds have potential for solution mining, wherein heated water/brine is injected through a well to dissolve ore, and pumped back to surface.



A DFS, based on a small-scale production scenario (0.6 Mt/year using solution mining), returned an AT-NPV10% of US\$511M

This project has an unusually low OPEX (US\$66/t), due to its shallow and thick resource

A direct comparable to Banio is the Kanga project, located 60 km to the south, in the Republic of Congo. This project has carnallite resources as well, totaling 12 Bt grading 16.9% KCl (depths ranging between 300 m and 1,100 m). As these grades and depths are very similar to that of Banio, we believe Banio should generate similar economics as Kanga.

Kanga Project - Definitive Feasibility Study - 2020 -	Soution Mining
Mine Life	30
Annual Production	0.6 Mt
Initial CAPEX	US\$457M
OPEX	US\$67/t
Potash Price	US\$288/t
AT-NPV10%	US\$511M
AT-IRR	22%

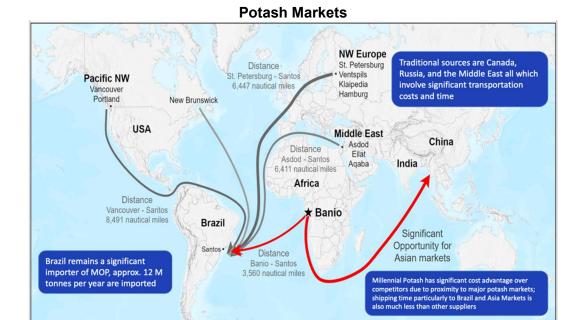
Source: FRC / Kanga

Banio's primary target market is Brazil, which imports 95% of its potash fertilizer demand.

Gabon's proximity is a major advantage, allowing Banio to supply its products at a lower price

For comparison, the distance between Gabon and Brazil is 3,800 km vs 8,000-10,000 km between Vancouver/St.

Petersburg and Brazil



Source: Company

# **Upcoming Plans**

MLP is planning to **commence a \$1M+ exploration program shortly**, which will include resampling of historic drill cores, deepening of two previous holes, and drilling a new hole (to a depth of up to 1,100 m). MLP **expects to complete a maiden NI 43-101 resource** after this drill program.

Management's Target Timelines 2023 2024 2025 **H1** H2 **H1** H2 H1 H2 Resource Drilling Resource Estimate Resource Drilling Processing Test Work CSR - Community Relations Environmental – EIA Permitting

Management is aiming to complete a maiden resource, and a PEA this year

Source: Company

# **Management and Directors**

Management and Board	Shares	% of Total
Farhad Abasov - Chairman & Director	5,259,000	11.37%
Jason Wilkinson - CEO	60,000	0.13%
Graham Harris - Senior VP for Capital Markets & Director	3,043,000	6.58%
Peter J MacLean - Independent Director	850,000	1.84%
Max Missiouk - CFO	400,000	0.86%
Luke Norman - Independent Director	2,000,000	4.32%
Rick Lacroix - Independent Director	80,000	0.17%
Brian Morrison - Corporate Secretary	256,500	0.55%
Total	11,948,500	25.84%
Source: Sedi / Compa	ny	

Management and board own 25%

Brief biographies of the management team and board members, as provided by the company, follow:

### Farhad Abasov - Chairman & Director

Mr. Abasov built and sold multiple resource companies: President and CEO, Millennial Lithium sold to Lithium Americas for \$490M; President and CEO, Allana Potash Corp. sold to Israel Chemical Ltd. for \$170M. Mr. Abasov is also a cofounder of Potash One which sold to K+S for \$430M, as well as Senior VP of Energy



Metals which sold to Uranium One for \$1.8B. He has raised over \$500M for public and private companies in energy and mining sectors.

### Jason Wilkinson - Chief Executive Officer

Mr. Wilkinson has a M.Sc. in Mineral Exploration from the Royal School of Mines and over 25 years in mining and exploration including extensive international experience in the gold, copper and potash sectors. Mr. Wilkinson recently held the position of Chief Operating Officer for South Harz Potash and led all exploration programs including the completion of a Scoping Study across four mining licenses located in Thuringia, Germany. Prior to his time at South Harz Mr. Wilkinson served as the COO/Managing Director for Allana Potash Corp.'s Ethiopian subsidiary. He oversaw and guided the Danakhil Potash Project from exploration, through a Feasibility Study and pilot testwork.

# **Graham Harris – Senior VP – Capital Markets & Director**

Mr. Harris was the Founder, Chair and Director of Millennial Lithium Corp. Mr. Harris has over 40 years' experience in the finance industry, including as a senior VP of Canaccord Genuity Corp. (1999-2004) and as a senior VP and partner of Yorkton Securities (1989-1999). He has directly raised over \$400M in development and venture capital for public and private companies. He was a founder of Cap-Ex Iron Ore Ltd., a founding director of M2 Cobalt Corp- that recently merged with ASX listed Jervois Mining Ltd.

# Peter J. MacLean, Ph.D., P.Geo. - Independent Director

Dr. MacLean has over 30 years of exploration and development experience in North America, South America, and Africa. Dr. MacLean was recently SVP, Technical Services for Millennial Lithium Corp. Previously, Dr. MacLean was SVP, Exploration, for Allana Potash Corp. Dr. MacLean also has extensive experience on base metal and precious metal projects throughout the Americas and is a professional geoscientist (P. Geo).

# **Luke Norman – Independent Director**

Mr. Norman is a seasoned growth executive with 20 years of experience in the venture capital markets. He has raised in excess of \$300M for both public and private companies predominantly in the resource sector. He co-founded Gold Standard Ventures Corp., a TSX-V and NYSE Market listed gold exploration company and US Gold Corp., listed on the Nasdaq exchange. He is the Chairman of Silver One Resources, a silver pre-development and exploration company listed on the TSX-V and was recently appointed President and CEO of Leviathon Gold Ltd.

### Rick Lacroix - Independent Director

Mr. Lacroix has a B.Sc. Electrical Engineering from the University of Saskatchewan. Mr. Lacroix began his potash career in 1981 and has extensive experience in all aspects of potash mining, processing, and marketing highlighted by 30+ years with Potash Corp. of Saskatchewan (now Nutrien). Mr. Lacroix is a former Director of

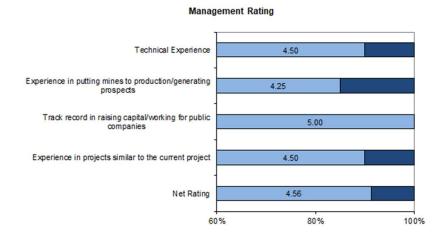


Canpotex and former Chairman of Canpotex Bulk Terminals. Most recently Mr. Lacroix served as a Director for Allana Potash Corp. He was also a director in Millennial Lithium Corp.

### Max Missiouk - Chief Financial Officer

Max has served as the CFO and controller for a number of publicly listed resource and venture companies including Millennial Lithium Corp, Allana Potash Corp. and Crocodile Gold Corp. Mr. Missiouk is a CPA (CMA) and has a post-graduate degree in Banking and Finance Management.

We are assigning a management rating of 4.6 out of 5.00



Strength of Board

	Poor	Average	Good
Three out of five board members are independent		x	
Directors' share ownership			x
The audit committee is composed of three board members, two are independent		X	
Management compensation is decided by the board		х	
Source: FRC			

Three out of five directors are independent



# **Financials**

(C \$) - YE: August 31	2022	2023 (3M)
Cash	\$3,103,435	\$2,813,974
Working Capital	\$3,018,813	\$2,770,676
Current Ratio	16.55	19.11
Monthly Burn Rate (G&A)	-\$67,970	-\$60,024
Cash from Financing Activities	\$790,500	-\$27,000
Cash Spent on Properties	-\$756,150	-\$49,229

Source: FRC / Company

Options	#	Exercise Price	Amount
Total	3,570,000	\$0.44	\$1,566,250
In-the-Money	2,175,000	\$0.40	\$868,750

Warrants	#	Exercise Price	Value
Total	9,841,500	\$0.65	\$6,443,625
In-the-Money		-	

Source: FRC / Company

# Strong cash position

Subsequent to Q1-FY2023, the company raised \$3.6M through an equity financing

# **FRC Valuation**

Although potash is
currently trading at
US\$505/t, we are
using its 15-year
average price of
US\$302/t for
valuation

Our DCF valuation is

\$1.25/share

To account for region-specific risks, we are using a high discount rate of 13.6%; we typically use 11.6% for development-stage projects in North America

DCF Valuation	400,000 tpa
Operating Life (years)	30
Weighted Avg. Product Price (US\$/t)- 15-year average	\$302
Exchange Rate (C\$:US\$)	1.35
Avg. Operating Cost in US\$/t	\$90
Initial CAPEX (US\$M)	\$300
Discount Rate	13.6%
After-Tax Net Asset Value (C\$), net of remaining payments to acquire a 100% interest	\$59,071,027
Working Capital	\$5,830,530
No. of Shares	52,122,096
Fair Value per Share (C\$)	<b>\$1.2</b> 5

Source: FRC



		Avg. Product Price (US\$/t)				
		\$250	\$275	\$302	\$400	\$500
Exchange Rate (C\$:US\$)	1.15	-\$0.33	\$0.34	\$1.06	\$3.69	\$6.37
	1.25	-\$0.36	\$0.37	\$1.15	\$4.01	\$6.92
	1.35	-\$0.39	\$0.40	\$1.25	\$4.33	\$7.48
	1.40	-\$0.41	\$0.41	\$1.29	\$4.49	\$7.75
	1.45	-\$0.42	\$0.42	\$1.34	\$4.65	\$8.03

Our valuation is highly sensitive to various key inputs

		Avg. Product Price (US\$/t)				
		\$250	\$275	\$302	\$400	\$500
Operating Cost (US\$/t)	\$70.00	\$0.29	\$1.08	\$1.93	\$5.01	\$8.16
	\$80.00	-\$0.05	\$0.74	\$1.59	\$4.67	\$7.82
	\$90.00	-\$0.39	\$0.40	\$1.25	\$4.33	\$7.48
	\$110.00	-\$1.07	-\$0.28	\$0.56	\$3.65	\$6.79
	\$130.00	-\$1.75	-\$0.97	-\$0.12	\$2.97	\$6.11

•		Avg. Product Price (US\$/t)				
		\$250	\$275	\$302	\$400	\$500
Discount Rate	7.5%	\$3.36	\$4.86	\$6.49	\$12.40	\$18.43
	10.0%	\$1.31	\$2.44	\$3.66	\$8.09	\$12.60
	13.6%	-\$0.39	\$0.40	\$1.25	\$4.33	\$7.48
	15.0%	-\$0.80	-\$0.10	\$0.65	\$3.38	\$6.17
	17.5%	-\$1.33	-\$0.76	-\$0.15	\$2.07	\$4.34

Source: FRC

We are resuming coverage with a BUY rating, and a fair value estimate of \$1.25 per share. Upcoming catalysts include drilling, a maiden NI 43-101 resource estimate, followed by a Prelminary Economic Assessment (PEA) later this year.

### **Risks**

We believe the company is subject to the following key risks:

We are assigning a risk rating of 5 (Highly Speculative)

- The value of the company is dependent on potash prices
- ➤ No NI 43-101 compliant resource estimate or economic studies
- > Development and foreign exchange risks
- Access to capital and share dilution



#### Fundamental Research Corp. Equity Rating Scale:

Buy - Annual expected rate of return exceeds 12% or the expected return is commensurate with risk

Hold – Annual expected rate of return is between 5% and 12%

Sell - Annual expected rate of return is below 5% or the expected return is not commensurate with risk

Suspended or Rating N/A— Coverage and ratings suspended until more information can be obtained from the company regarding recent events.

#### Fundamental Research Corp. Risk Rating Scale:

1 (Low Risk) - The company operates in an industry where it has a strong position (for example a monopoly, high market share etc.) or operates in a regulated industry. The future outlook is stable or positive for the industry. The company generates positive free cash flow and has a history of profitability. The capital structure is conservative with little or no debt.

- 2 (Below Average Risk) The company operates in an industry where the fundamentals and outlook are positive. The industry and company are relatively less sensitive to systematic risk than companies with a Risk Rating of 3. The company has a history of profitability and has demonstrated its ability to generate positive free cash flows (though current free cash flow may be negative due to capital investment). The company's capital structure is conservative with little to modest use of debt.
- 3 (Average Risk) The company operates in an industry that has average sensitivity to systematic risk. The industry may be cyclical. Profits and cash flow are sensitive to economic factors although the company has demonstrated its ability to generate positive earnings and cash flow. Debt use is in line with industry averages, and coverage ratios are sufficient.
- **4 (Speculative)** The company has little or no history of generating earnings or cash flow. Debt use is higher. These companies may be in start-up mode or in a turnaround situation. These companies should be considered speculative.
- **5 (Highly Speculative)** The company has no history of generating earnings or cash flow. They may operate in a new industry with new, and unproven products. Products may be at the development stage, testing, or seeking regulatory approval. These companies may run into liquidity issues and may rely on external funding. These stocks are considered highly speculative.

#### **Disclaimers and Disclosure**

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