# DISCOVERING VALUE ADDING EXPERTISE



WWW.KINGANDBAY.COM

## We combine

merchant banking practices with fully-integrated management services



#### WHO WE ARE

A private Canadian merchant bank that specializes in identifying, funding, developing and managing resource and technology business opportunities

#### **OUR MISSION**

To leverage our extensive global network and experience to help realize the greatest potential of our portfolio companies



### ACHIEVEMENTS

Raised over C\$1 billion in capital and future commitments

#### **OFFICES**

Founded in 2003, our headquarters are in Vancouver, BC with a second office in Las Vegas, Nevada

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King & Bay has the talent, relationships, and track record to help advance companies

### Our services include:

- Capital Markets and Public Company Expertise
- Finance & Public Company Accounting
- Legal and Corporate Secretarial
- Corporate Communications and Marketing



## **Keys to Success**

### Financing Capabilities

- $\rightarrow$  Accelerated company growth
- Cash and investments to grow the business
- M&A team to acquire or divest assets
- Access to strategic investors & institutional capital

Operational Infrastructure

ightarrow Increased oversight and operational efficiency

- Advanced ERP system in place
- Departments linked via stable IT infrastructure
- Access to state-of-the-art technical software

### Cost Efficiency of the Incubator Model

ightarrow Substantial cost savings and flexibility

- Can ramp up when workloads/deadlines demand
- Can ramp down when resources are not required
- Reduced fixed costs and commitments

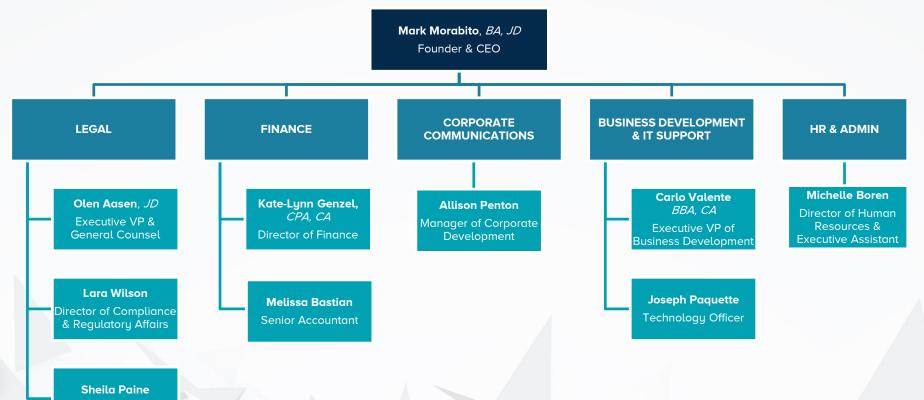
### Back Office Support

#### $\rightarrow$ Gain time to focus on key issues

- Access to expertise for Legal, Admin, Accounting, Investor Relations, Corporate Communications
- Provides the critical infrastructure, allowing management to focus on growing their business
- Support across multiple areas at a fraction of the cost of external consultants or full-time staff



## **Organizational Chart**



Corporate Secretary



## Our Portfolio







Voleo

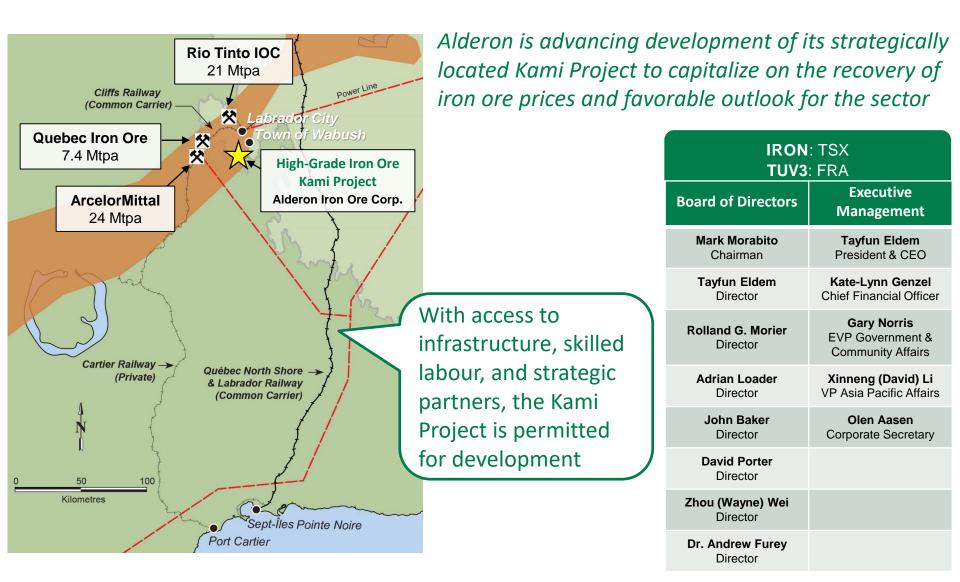






## Alderon Iron Ore Corp.







### Alderon Iron Ore joined the King & Bay group in 2010.

Achievements include:

- Increased market capitalization from C\$2 million to a high of almost C\$350 million
- Developed the project from its early stage to shovel-ready in four years
- PROJECT FULLY PERMITTED Signed Benefits Agreement with the Newfoundland and Labrador Provincial Government and was granted mining and surface leases
- Attracted a number of senior executives and board members such as John Baker, Chairman of Altius, Adrian Loader from Shell, Wayne Zhou from HBIS Canada, and David Porter from Rio Tinto-IOC
- Signed agreements with the Province of Newfoundland and Labrador, the Innu Nation of Labrador and the NunatuKavut Community with respect to the Kami Project
- Signed a strategic C\$400 million partnership with HBIS Group
- Launched the Jobs for NL initiative attracting large public support
- Attracted analyst coverage from 17 separate financial institutions
- Received 2014 Developer of the Year Award from Canadian Institute of Mining

## Key Milestones for Alderon Iron Ore Corp.



The full timeline is available on Alderon's website

2009-2011	Prior to Alderon's 2009 acquisition of the Kami Property, Altius Minerals had drilled roughly 6,000m in 25 holes				
	Preliminary Economic Assessment completed				
	Initial Resource Estimate Released: 480M tonnes Inferred at 30.3% iron				
	Submitted registration documents for Federal and Provincial Environmental Assessment process				
2012	<ul> <li>Completed a \$40.0M strategic investment with Liberty Metals</li> </ul>				
	Added NYSE Amex listing				
	Final Resource Estimate Released				
	Signed multiyear agreement with Port of Sept-Îles to ship 8Mtpa				
	Completed common share subscription of \$62.3M with Hebei at \$2.41 per share, representing 19.9% of I&O shares				
2013	• Feasibility Study Released: Pre-tax NPV <sub>8</sub> of \$3.24B, an IRR of 29.3% with a payback period of 3.8 years				
	<ul> <li>Nalcor confirmed power supply availability</li> </ul>				
	<ul> <li>Closed C\$119.9 million investment by Hebei Iron &amp; Steel Group</li> </ul>				
	Signed an MOU with each of the Towns of Labrador City and Wabush				
2014	Released from Federal Environmental Assessment and Provincial Environmental Assessment				
	<ul> <li>Signed Power Purchase Agreement with NL Hydro (Nalcor)</li> </ul>				
	Signed Benefits Agreement with the NL Provincial Government and was granted full permits				
	<ul> <li>Signed off-take agreement with Glencore</li> </ul>				
2015-2016	Re-scoped the project in order to identify savings resulting from the current market environment				
2017	<ul> <li>Updated Preliminary Economic Assessment released</li> </ul>				
	<ul> <li>Rescoped Preliminary Economic Assessment released: Robust project economics without Wabush components</li> </ul>				
2018	Updated Feasibility Study Results released: US\$1.7 Billion NPV at 8% discount rate and 24.6% IRR (Pre-Tax)				
	<ul> <li>Closed US\$14 million loan facility with Sprott Resource Lending and repaid the Liberty Metals &amp; Mining debt</li> </ul>				

## **Excelsior Mining Corp.**

A mine-development company that is building the fullypermitted and fully-funded Gunnison Copper Mine in Cochise County, Arizona. The mine will use a low-cost, environmentally-friendly, in-situ-recovery copper extraction process to deliver a new source of American copper.

The neighboring Johnson Camp Mine was purchased in 2016 and will serve as the initial production facility; thereby dramatically reducing the overall capex.

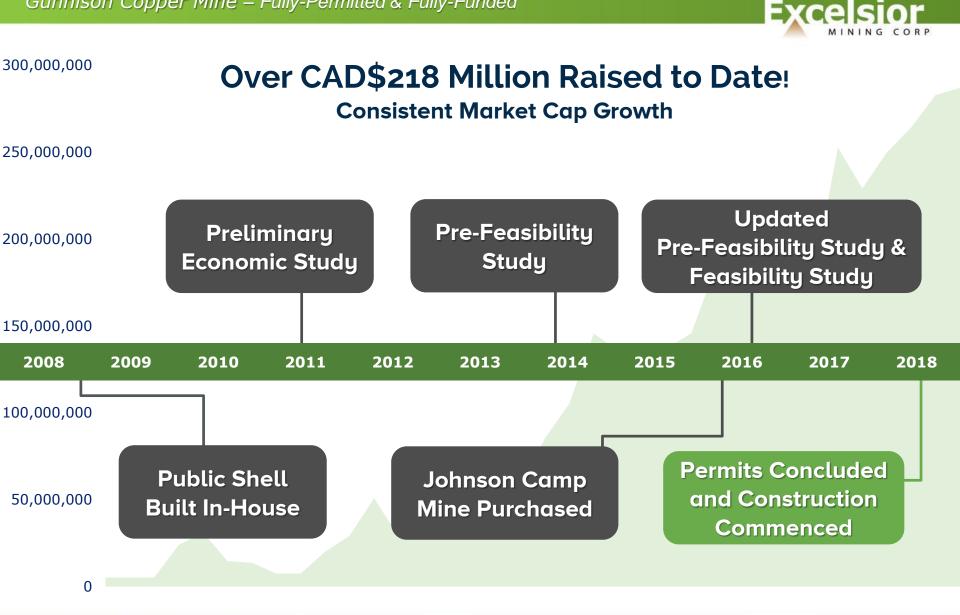


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MIN: TSX 3XS: FRA EXMGF: OTCQX					
Board of Directors	Executive Management				
Mark Morabito Chairman	Stephen Twyerould CEO, President & Director				
Stephen Twyerould CEO, President & Director	Roland Goodgame Chief Operating Officer				
Lord Robin Renwick Director	Barry Dahl Chief Financial Officer				
Michael Haworth Director	JJ Jennex VP Corporate Affairs				
Jim Kolbe Director	Rebecca Sawyer VP Sustainability				
Colin Kinley Director	Sheila Paine Corporate Secretary				
Fred DuVal Director					
Stephen Axcell Director					

### **10-Year Case Study: Excelsior**

Gunnison Copper Mine – Fully-Permitted & Fully-Funded



## CANADA JETLINES LTD.





Canadian air travel isn't cheap. In fact, it's way too expensive. While the rest of the world already has ultra-low-cost airlines, Canada is forced to choose between a few ultra-high-cost airlines. But we're going to change all that.

This is Canada Jetlines, serving the underserved with a new way to fly for a fraction of the competitions' price: the proven ultra-low-cost carrier (ULCC) way.

This model is nothing new to the rest of the world, and it's nothing new to the team. We are a publicly traded company, backed by a management team and board of directors with extensive experience in the low-cost airline industry. Now we're bringing that experience to the Canadian market with low-fare direct flights across the country, as well as to the United States, Mexico, and the Caribbean.

EZ7B: FRA					
Board of Directors	Executive Management				
Mark Morabito Executive Chairman	Javier Suarez Chief Executive Officer				
Alan Bird Independent Director & Special Advisor to CEO	<b>Jyri Strandman</b> Chief Operating Officer				
Jason Grant Independent Director	Carlo Valente Chief Financial Officer				
Saad Hammad Independent Director	Jordi Porcel Chief Sales, Marketing, and Customer Experience				
Tony Lefebvre Independent Director	<b>Olen Aasen</b> VP Legal				
Réjean Bourque Independent Director	Lara Wilson Corporate Secretary				
Deborah Robinson Independent Director					
Zygimantas Surintas Director					

JET: TSX-V

Voleo

TRAD: TSX-V

Voleo Trading Systems Inc. has developed a stock trading app specifically designed to be accessible, collaborative, friendly, and fun for both new and established investment clubs.

The app enables

individuals to form

new investment clubs

with their peers and

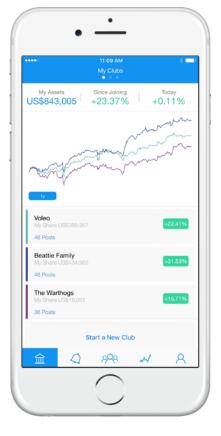
make more informed

investment decisions

by tapping the

collective expertise of

club members.



Board of Directors and Executive Management

> Mark Morabito Executive Chairman

Thomas Beattie CEO & Co-Founder

Kate-Lynn Genzel CFO

Lara Wilson Corporate Secretary

Alana Levine Marketing Director

Gordon Jones VP Product

Jay Sujir Co-Founder & Director

> Brad Wiggins Director

Nicky Senyard Director

Glen Wilson Director

Mark Lotz Director

## **Xineoh Technologies Inc.**



**Xineoh** has commercially launched a cutting-edge consumer behavior prediction AI platform that has been proven to out-predict competition. The platform can be implemented cheaply, quickly and with minimum complexity, thereby maximizing business efficiency, margins and customer satisfaction.

With Al, you can out-predict your competition – harness the power of AI to help your business predict consumer behavior to maximize efficiency and customer satisfaction.

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### Board of Directors and Executive Management

Mark Morabito Chairman

Vian Chinner CEO

Gene Anderson President

Bea Chinner VP Operations

John Robison Director

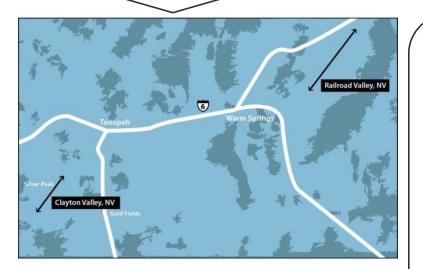
Carlo Valente Chief Financial Officer



## Lithion Energy Corp.



Lithion Energy owns a highly prospective lithium brine property in Railroad Valley Nevada, USA with 495 placer claims, totaling approximately 10,000 acres. The Railroad Valley Lithium Property is situated within east-central Nevada about 200 km east-northeast of Clayton Valley, which is host to Albemarle Corp's Silver Peak Lithium Mine.



A comprehensive review of the available data completed for the Technical Report indicates the Railroad Valley Basin may be a larger analogue of the Clayton Valley Basin, with strong potential to host lithium brine of favourable size and grade.

#### LNC: TSX.V

### Board of Directors and Executive Management

**Darren Smith** VP of Exploration and Director

> Shawn Westcott President and Director

Scott Eldridge Independent Director

Jenna Hardy Independent Director

Karen Dycskowski Chief Financial Officer



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Forward-looking statements are necessarily based on estimates and assumptions that are inherently subject to known and unknown risks, uncertainties and other factors that may cause the actual results, level of activity, performance or achievements of the individual companies to be materially different from those expressed or implied by such forward-looking statements, including but not limited to: risks and uncertainties relating to, among other things, changes in commodity prices, currency fluctuation, financing, unanticipated reserve and resource grades, infrastructure, results of exploration activities, cost overruns, availability of materials and equipment, timeliness of government approvals, taxation, political risk and related economic risk and unanticipated environmental impact on operations as well as other risks and uncertainties described under "Risk Factors" in the individual companies' continuous disclosure documents available under the individual company profiles at www.sedar.com, and/or the companies' websites. Although the companies have attempted to identify important factors that would cause actual results to differ materially from those contained in forward-looking statements, there may be other factors that cause results not to be as anticipated, estimated, or intended. There can be no assurance that such statements will prove to be accurate, as actual results and future events could differ materially from those anticipated in such statements. All of the forward-looking statements are provided for the purpose of providing information about management's current expectations and allowing investors and allowing investors and others to get a better understanding of the companies' operating environment. The companies expressly disclaim any intention or obligation to update or revise any forward-looking statements whether as a result of new information, events or otherwise, except in accordance with applicable securities laws.

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Information concerning the properties and operations of the companies have not been presented in accordance with Canadian standards under applicable Canadian securities laws, National Instrument 43-101 Standards of Disclosure for Mineral Projects ("NI 43-101"). References to reserves and resources have been presented in an abbreviated format. Readers should view the individual company websites to see full disclosure of the reserve and resource estimates and appropriate Qualified Person and Quality Control information.



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