

Exchange Feed:

“INSIGHTS from your EXCHANGE”

MAY 31, 2013

Equity Markets Report: Update from TSX and TSXV



To share some insight into the happenings of the last quarter, an equity markets report was recently published in *Canadian Business* magazine. Some of the topics covered include:

- **CPCs: More than the sum of their parts** – The Capital Pool Company (CPC) program is a unique financing vehicle offered by TSXV that enables early-stage companies to raise funds from public equity investors.
- **Real property, real returns** – Among the most active sectors on TSX and TSXV over the last year, Real Estate provides investors with a multitude of investment opportunities. The outlook for the sector remains positive, as a prolonged period of low interest rates continues.
- **Rewards for retail investors** – With stocks listed on TSX and TSXV, investors can capture opportunities not just in Canada, but in other parts of the world as well. Without much fanfare, some of these stocks have delivered solid returns to investors over the last year.

We are also thrilled to welcome new listings to TSX and TSXV, including many newly listed companies, CPCs, exchange traded products and structured products. Welcome to all! [Click here](#) to see the complete list.

To view these articles and others, visit canadianbusiness.com/exchange or [click here](#).

TSXV Market Participant Survey



TSXV is dedicated to supporting the health and integrity of Canada's public venture capital markets. We are proud to be part of a community that has built the world's best capital market infrastructure for early stage companies.

However, our team is keenly aware that current conditions have been challenging for some companies and we have responded with several initiatives to help address these matters. We are also actively working with the broader community to identify opportunities where we can together effect positive, lasting change.

To further this effort we must focus on areas where we, collectively as market participants, can have an impact. We welcome you to please respond to a brief survey that will help us identify areas where we can improve and strengthen our marketplace.

Please [click here](#) to complete the survey.

Thank you in advance for responding to the survey. Your perspective is important.

Nine Ways to Improve Your Investor Presentations



The team at TMX Equicom loves building investor presentations. They believe your investor deck should tell your corporate story and make an impact. You need to distill the right information and use visual language to rapidly transfer the story to your audience in a way they'll remember.

The following nine tips will bring a little more power to your next presentation:

Planning

1. **Tell a story:** Don't start your deck with your corporate profile slide. Use your investor presentation to tell a story and engage your audience.
2. **Have a strategic plan:** Plan what you want your presentation to communicate *before* you open PowerPoint. Determine the impression you want to make and the 3-4 points your audience should leave with.

Design

3. **Visuals matter:** Use images to quickly convey a clear message. As is often said, an image can convey a thousand words. You could have a list of bullets or you could simply show a picture. If you use a visual, it will stop your audience from reading the slides and allow them to focus on your presentation.
4. **Stay on brand:** Even if PowerPoint allows you to make your text sparkle, that doesn't mean it's right for your presentation. Keep it simple.
5. **Don't be afraid to start over:** You often have an existing investor presentation that you are trying to update. However, try creating your next investor presentation from a blank slate and think about the story that you are trying to convey.

Presenting

6. **Vary your delivery:** Pace your presentation and vary your tone, emphasis and emotion. Make use of the physical space where you're presenting, use hand gestures and be dynamic.
7. **Stand out from the crowd:** In capital markets, it's difficult to stand out and make an impact. Don't settle for being mediocre. Be bold and provoke a response.
8. **Know when to stop talking:** Don't drown your audience in details. Keep your story short and sweet.
9. **Preparation:** It's all about focus. Presenting to a room of people is hard work and involves preparation. Be confident in your delivery and the audience will respond.

We challenge you to get out there and add a little more excitement to your next investor deck. Your audience will thank you! For more information on investor presentations, visit tmxequicom.com.

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	Have a strategic plan
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Presenting	Vary your delivery
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	Preparation

TMX Learning Academy Workshops – Register Now!



We have workshops scheduled from Halifax to Calgary in June. See below for upcoming workshops in your region.

The half-day introductory workshop on [Filing Fundamentals](#) features TSXV's Listed Issuer Services professionals. They will provide you with details on how to execute exchange-related transactions simply and efficiently. This workshop is highly interactive and practical. Working with actual case studies, you will gain knowledge you can use immediately. **Register now to reserve your spot!**

- **Filing Fundamentals**
June 6, 1:00 pm – 4:30 pm MT, Calgary, AB
June 6, 1:00 pm – 4:30 pm ET, Toronto, ON
June 11, 8:30 am – 12:00 pm AT, Halifax, NS
- **Investor Relations Fundamentals**
June 11, 1:00 pm – 4:30 pm AT, Halifax, NS

To register, click on the dates above. For workshop details, visit tmx.com/learning.

Join Us at an Upcoming Event!



- **CIRI Annual Conference**
June 2-4, Whistler, BC
- **ENERGYAfrica**
June 6, Toronto, ON
- **BCTIA Technology Impact Awards**
June 6, Vancouver, BC
- **Independent Petroleum Association of America (IPAA) OGIS Investor Event**
June 11, Toronto, ON
- **Oil Council's Africa Assembly**
June 11-12, Paris, France
- **Mines & Money Beijing**
June 17-20, Beijing, China
- **Exchange Traded Forum**
June 19, Vancouver, BC
- **Renewable Energy Finance Forum**
June 25-26, New York City, USA
- **Oilfield Development Assembly**
June 26-27, London, UK

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