



Exchange Traded Funds and their potential for the Chilean Mining Industry

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August 30th, 2010



Agenda for Presentation

- ETF financial structures
- their make-up in terms of portfolio management
- technical and financial criteria required by the TSX for mining companies seeking to list on either the main exchange or the venture exchange.
- "conceptually" create an example of a Chilean Mining ETF.
- provide some background on Ryerson and the new extractive sector management programme and the mining financial analyst certificate programme.



Types of ETFs

- **Index:** track pre-determined indices (TSX) or sectors (mining)
- **Actively Managed:** managed by ETF provider
- **Commodity:** hold physical commodity or contracts
- **Currency:** hold actual currency or futures contracts
- **Inverted:** related to inverse daily performance of index
- **Leveraged:** allows for multiple returns on indices

- Corporate Bonds
- Government Bonds
- Long-term
- Short-term
- Money Market

Management Style

- Passive
- Active
- Leveraged
- Inverse
- Bullish
- Bearish

Sectors

- Agriculture
- Energy
- Financial
- Infrastructure
- Mining
- Real Estate
- Socially Responsible
- Water

Currencies

- U.S. Dollar

Derivatives

- Options
- Leveraged

International

- Global Funds
 - Japan
 - United States
- Emerging Markets
- BRIC (Brazil, Russia, India & China)

Commodities

- Crude Oil
- Gold
- Grains
- Natural Gas
- Oil Sands

ETF Style

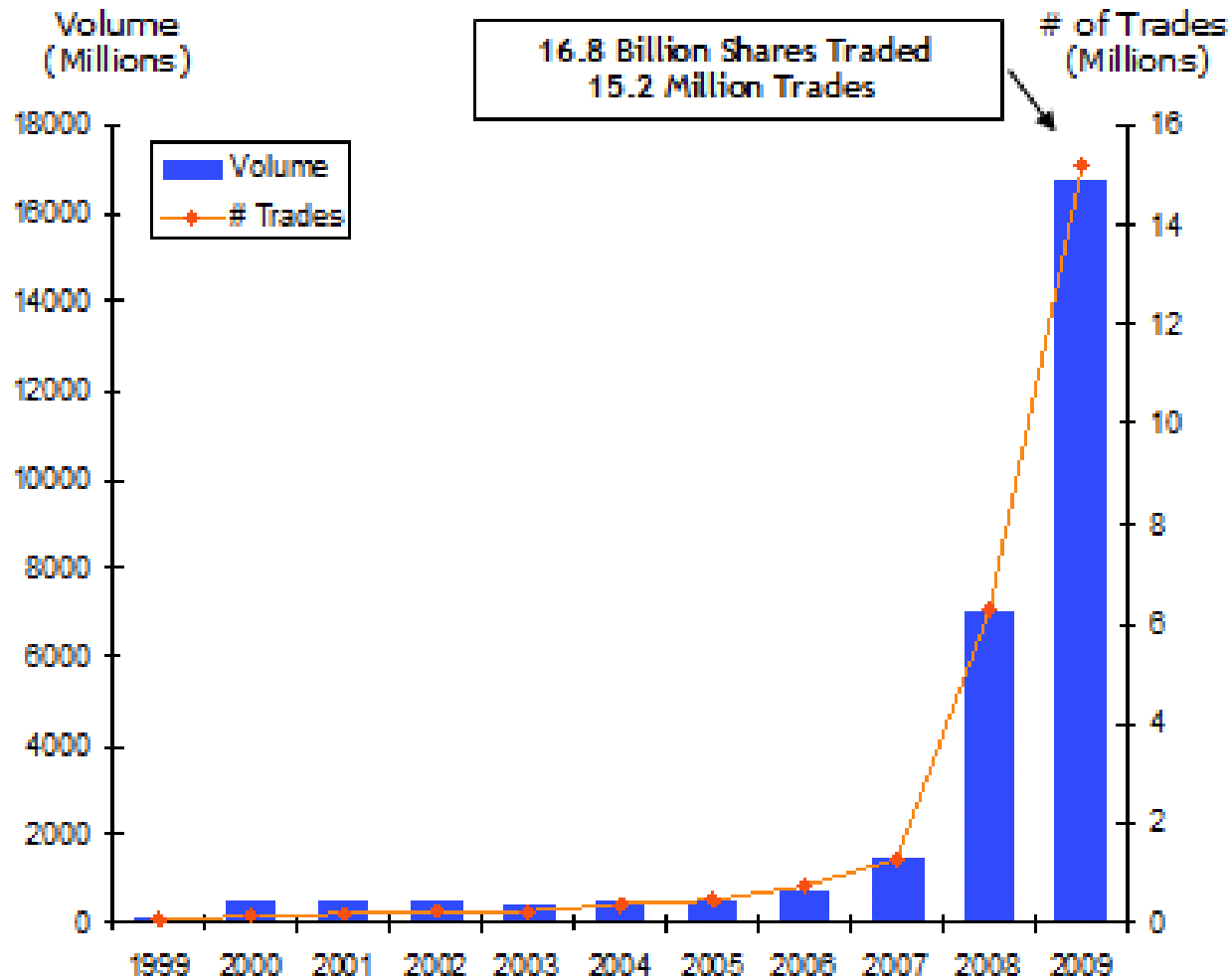
- Broad-based
- Narrow-based
- Preferred Share
- Dividend Income
 - Small-cap
 - Large-cap
- Growth
- Value

Exchange Traded Funds ETFs



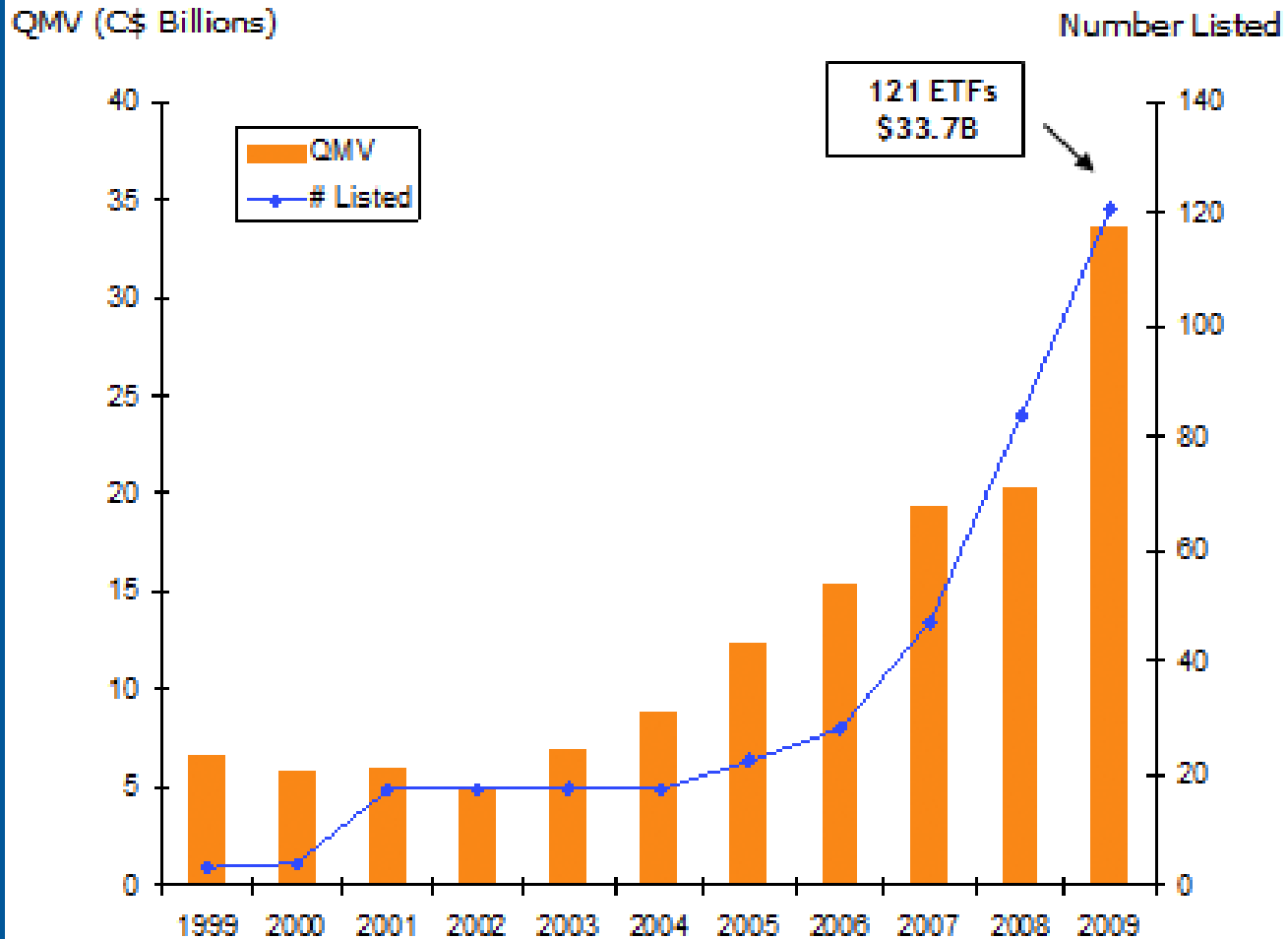


2009 trading activity in ETFs more than doubled 2008 activity





TSX ETFs: Growth and increased activity

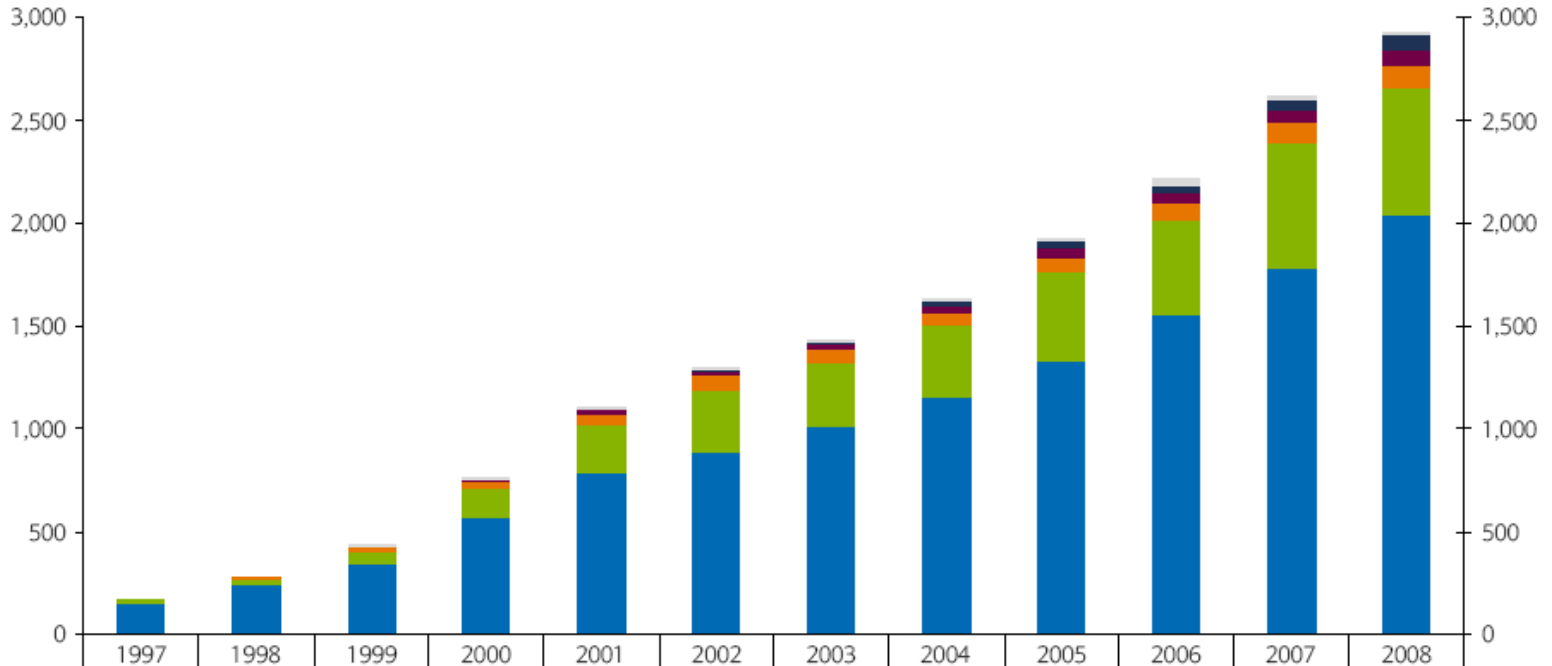




Growth in Use of ETF's by Institutions

Number of Institutions

Number of Institutions



	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008
Other	0	0	1	2	5	11	10	10	10	30	15	15
Latin America	0	0	0	4	5	8	7	19	40	36	57	68
Asia Pacific	1	1	4	11	23	19	23	35	38	51	60	79
Canada	3	7	24	32	55	68	62	58	73	77	95	101
Europe	16	29	60	152	233	302	315	351	430	461	608	618
United States	145	241	342	561	782	889	1,010	1,154	1,333	1,559	1,781	2,045
Total	165	278	431	762	1,103	1,297	1,427	1,627	1,924	2,214	2,616	2,926



July 2010	TSX Venture (TSXV)	TSX	TSXV and TSX
Number of Issuers	1,144	332	1,476
QMV (C\$)	21,958,432,039	348,710,179,611	370,668,611,650
New Listings	82	25	107
Equity Capital Raised (C\$)	2,330,567,407	6,325,951,029	8,656,518,436
Number of Financings	1,068	156	1,224
Volume Traded	22,269,884,101	24,451,645,856	46,721,529,957
Value Traded (C\$)	9,745,501,854	212,580,062,163	222,325,564,017
# of Trades	2,941,595	38,369,963	41,311,558



Listing Requirements for TSX and TSX.V

	TSX Venture Tier I	TSX Venture Tier II	TSX Non-exempt E&D Stage	TSX Non-exempt Producer	TSX Exempt
Property Requirements	Material interest in a Tier 1 property	Significant interest in a qualifying Property >\$100,000 (prior 3 yr)	Advanced >50% ownership	3 years proven and probable reserves	3 years proven and probable reserves
Work Program	>\$500,000	>\$200,000	>\$750,000	Bringing mine into production	Commercial level mining operations
Working Capital	>\$500,000 + \$200,000 unallocated	>\$200,000 + \$100,000 unallocated	>\$2,000,000 + 18 months of operating capital	Adequate to develop mine and carry on business	Adequate to carry on business



Listing Requirements for TSX and TSX.V

	TSX Venture Tier I	TSX Venture Tier II	TSX Non-exempt E&D Stage	TSX Non-exempt Producer	TSX Exempt
Net Tangible Assets	\$2,000,000	No requirement	\$3,000,000	\$4,000,000	\$7,500,000
Distribution, Market Capitalization and Public Float	Public float of 1,000,000 shares; 250 Public Shareholders with board lots	Public float of 500,000 shares; 200 Public Shareholders with board lots	\$4,000,000 capitalization, publicly held 1,000,000 free trading public shares; 300 public holders with board lots		
Example	Andina Minerals	AQM Copper			

Example of Creation of ETF for Mining Companies Active in Chile





The Ted Rogers School of Management (TRSM) at Ryerson University, Toronto, Canada

- Has the largest undergraduate management program in Canada.
- Our annual enrollment is approximately 4800 full-time and 2000 part-time students.
- B.Comm degrees in Business Management, Information Technology Management, Hospitality and Tourism Management, and Retail Management
- MBA, MBA (Technology and Innovation), MMSc (Technology and Innovation)



Proposed B.Comm in Extractive Sector Management

- First undergraduate degree of its kind in Canada
- First two years are general courses in management (marketing, finance, accounting etc.) and four foundation courses in extractive sector management
- Final two years are specialization courses in extractive sector management



Examples of Specialization Courses

- CSR and the Law
- Extractive Sector Management and Aboriginal Relations
- Environment and the Law
- Resource Project Management
- Industry-Led Seminar in Extractive Sector Management
- Risk Management and the Extractive Sector
- Mining in the Global Environment
- Exploration and Development Operations
- Renewable Energy
- Marketing, Communications and Public Relations
- Resource Valuation, Financing and Investor Relations (Markets and Financing II)
- Extractive Sector Accounting



Proposed Postgraduate Qualified Mining Analyst Certificate Program

- Offered by Ryerson University's Chang School of Continuing Education jointly with CIEVAM
- Courses taught in Chile with a one week completion in Toronto and some online education
- Combination of technical mining courses and management courses
- Management courses include:
 - Resource Valuation, Finance and Investor Relations
 - Corporate Social Responsibility and the Law
 - Risk Management
 - Corporate Strategy (Capstone) with presentations to be given in Toronto and a visit to the TSX.