

#### **The Power of Retail**

# A global network of retail investment professionals who manage more than \$15 billion of discretionary equity capital

We introduce Canada's best and fastest growing public companies to our vast network of Investment Advisors, family offices and their clients from coast-to-coast, and into the UK and Europe.

We know **The Power of Retail**. We've been doing this for 21 years. The professionals we work with know us, trust us, and open their doors to us.

And we know how to tell a story - your story - and "sell" your story in a way that resonates with them.

We know how to tap into **The Power of Retail.** 

### **Peterson Capital**

- 1. We **BUILD** your story
  - 2. We **TELL** your story
- 3. We "SELL" your story

#### We help you tap into The Power of Retail



**Rick Peterson, Chair** 

More than 30 years in Canadian capital markets. Investment Advisor, institutional sales, investment banking experience & senior roles at Midland Walwyn Capital Inc., Merrill Lynch Canada, Yorkton Securities and HSBC Securities.

Founded Peterson Capital in 2003.

Our goal is to inspire investors with your blue-sky vision and to instill trust in you as an effective leader.

- ✓ Our "CEO Bootcamp" presentation session will provide clear guidelines on how to deliver a compelling & powerful message to our IA and family office audience.
- ✓ A fact sheet and more detailed presentation highlight your story, as well as important milestones and catalysts.
- ✓ All the material that supports your story is placed on our website and sent to our entire network.
- ✓ Honest and direct meeting feedback.



Greg Stumph President & COO



Barry Kuntz Presentation Specialist



### **Telling Your Story - Our Canadian Network**

Our clients tell a compelling story and "sell" it to one of Canada's largest independent network of more than 900 retail Investment Advisors.



#### One of Canada's largest Investment Advisor Networks

Advisor rections		
	Investment Dealers	#of Advisors
1	TD	2000
2	Manulife Securities	1900
3	RBC	1700
4	CIBC	1400
5	Bank of Montreal	1300
6	Peterson Capital *	919
7	Bank of Nova Scotia	600
8	National Bank	500
9	Raymond James	480
10	Industrial Alliance	250
11	PIFinancial	200
12	Richardson Wealth	188
13	Canaccord Genuity	148
14	Leede-Jones Gable	140
15	Mackie Research	100

<sup>\*</sup>TotalInvestmentAdvisors we workwith found in ranksof investment dealers - IA totalseffective May 2021

#### **Telling Your Story - Our European Network**

Our European and UK Capital Markets team will work with you to ensure your story is set for success. We will introduce you to more than 125 leading fund managers, family office, and high net worth investors.

We are with you every step of the way. We highlight your story, make your trip enjoyable, and assure prompt, clear and direct feedback with follow-up ideas after every single meeting.



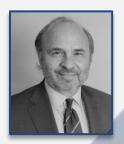
Berlin, Frankfurt Hamburg, Munich Dublin Luxembourg Londo **Paris** Momaco Geneva, Lugano Madrid

Tony Reda, President & CEO, Director & Founder of Tectonic Metals

### "Selling" Your Story

Once your roadshow has been completed, the real work of converting these new contacts to becoming new shareholders begins. We are there to help you **truly "sell" your story.** 

- Data mining: a deep dive into the feedback and commentaries we receive and find
  out where to best deploy your time and attention for maximum results. We'll follow-up
  with research or background material, <a href="https://disable.com/highlight-your-catalysts">highlight your catalysts</a>, provide market
  comparables and deliver <a href="https://your-company's messaging">your-company's messaging</a> in a clear, concise and
  accurate way.
- **Personal contact**: prioritize follow-up calls, discussions with management and board members, and reach out to independent research analysts for their views and commentary on our clients or the sector. We will schedule meetings, conference calls and personal 1-1 meetings where possible.
- **Profile support**: introduce your story to earned media outlets to increase your profile and exposure to the key management team.
- News Distribution: Highlight your catalysts, milestones and key events to our entire Peterson Capital database of more than 2,500 investment industry professionals across Canada, the UK and Europe.



Rick Peterson Chair



Greg Stumph
President & COO



Angela Guignion

Manager of Operations

#### **Client roster 2023-2024 (Q2)**























































#### **Our Team**



Rick Peterson Chair Edmonton, AB



Greg Stumph President & COO Edmonton, AB



Bob Mawhinney Sr. Vice President Vancouver, BC



Alexis de la Renaudière Managing Director Montreal, QC



David Kean
Vice President
Fredericton, NB



Angela Guignion Manager of Operations Edmonton, AB



Barry Kuntz Presentation Specialist Toronto, ON



Robert Séguin Managing Director Geneva, Switzerland



Nicole Loghin
Senior Vice President
Toronto/Mallorca



Peter Cowan Vice President London, UK



## Thank You!

Contact:
<a href="mailto:Rick Peterson">Rick Peterson</a>
<a href="mailto:rick@petersoncapital.ca">rick@petersoncapital.ca</a>

C: 780-868-6822

Contact:
<a href="mailto:Contact:">Greg Stumph</a>
<a href="mailto:greg@petersoncapital.ca">greg@petersoncapital.ca</a>

C: 780-722-4641

www.petersoncapital.ca