



## **Labrador Iron Mines Holdings Ltd.**

**BUY** 

**Target: C\$8.75** ↑

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## **COMPANY STATISTICS:**

LIR: TSX: C\$5.00

52-week Range: C\$3.25-5.95 Market Cap (M): C\$177.4

#### **EARNINGS SUMMARY:**

| FYE Mar            | 2009E  | 2010E | 2011E | 2012E |
|--------------------|--------|-------|-------|-------|
| Iron ore fine      |        |       |       |       |
| (US\$/tonne):      | NA     | 92    | 91    | 70    |
| Iron ore lump      |        |       |       |       |
| (US\$/tonne):      | NA     | 114   | 113   | 87    |
| Adj. fd EPS:       | (0.19) | 0.72  | 1.50  | 1.51  |
| P/Adj. fd EPS (x): | NM     | 7.0   | 3.3   | 3.3   |
| Oper. CFPS:        | (0.14) | 0.72  | 1.51  | 1.53  |
| P/Oper. CFPS (x):  | NM     | 6.9   | 3.3   | 3.3   |
| Free CFPS:         | (0.14) | 0.72  | 1.50  | 1.52  |
| P/FCF (x):         | NM     | 6.9   | 3.3   | 3.3   |

#### **SHARE PRICE PERFORMANCE:**



### **COMPANY SUMMARY:**

Labrador Iron Mines Holdings Ltd plans to re-activate the Schefferville iron ore project in north-western Labrador, Canada. The project includes eight separate deposits which contain historical resources of 91 million tonnes of hematite ore. Processing requirements are minimal, and transportation infrastructure is largely in place. The company expects first production in 2009.

All amounts in C\$ unless otherwise noted.

### Metals and Mining - Base Metals and Minerals

## INCREASING IRON ORE PRICE FORECASTS; RAISING PRICE TARGET TO C\$8.75

#### **Event**

With Vale having now announced 2008 iron ore fines contract prices +65% with 10 Asian and European steelmakers, we have increased our iron ore price forecast profile. For Labrador Iron Mines, we have increased our FY2010 (start-up) and FY2011 price forecasts by 22%, FY2012 forecasts by 12% and FY2013 and beyond forecasts by 8%. Our long-term price forecasts for Vale are 40% lower than 2008 contract prices, and roughly the same as 2007 contract prices.

## **Action/Valuation**

We recommend investors BUY Labrador Iron Mines Holdings for exposure to continued strength in iron ore markets. We expect LIR to be in production with iron ore prices still at elevated levels. Given industry-low capital intensity of US\$22 per annual tonne, we expect payback of initial capital within the first full year of production. Our NPV valuation of C\$8.74 (up from C\$6.81) is based on a 10% discount rate. Following its December 2007 IPO, Labrador Iron Mines is in our view fully financed. Based on a 5-6x multiple of forecast earnings and operating cash flow, we see the potential for a C\$11.00-12.00 price range on a two- to four-year view.

## **Investment risks**

In addition to the usual mining industry risks, we highlight: i) permitting risks, with end-2008 probably the critical time for construction permits – should start-up be delayed one year, our NPV10 would be down about 21% to C\$6.88 and ii) resources and reserves risks, as LIR's resources are not yet NI 43-101 compliant.

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| Table 1: Financial summary, FYE Ma      | ırı <i>26-Feb</i>  | 2008E  | 2009E  | 2010E  | 2011E   | 2012E   | 2013E   | 2014   |
|---|--------------------|--------|--------|--------|---------|---------|---------|--------|
| Sales revenue                           | C\$million         | -      | -      | 77.6   | 157.7   | 186.4   | 173.2   | 173.2  |
| Operating expenses                      | C\$million         | 3.8    | 7.3    | 30.1   | 58.9    | 89.2    | 106.3   | 105.6  |
| EBITDA                                  | C\$million         | (3.8)  | (11.3) | 47.5   | 98.8    | 97.2    | 66.9    | 67.7   |
| Net income                              |                    |        |        |        |         |         |         |        |
| Net earnings                            | C\$million         | (3.1)  | (6.6)  | 33.1   | 69.2    | 69.8    | 50.4    | 51.7   |
| EPS (basic)                             | C\$ps              | (0.17) | (0.19) | 0.93   | 1.95    | 1.97    | 1.42    | 1.46   |
| EPS (diluted)                           | C\$ps              | (0.17) | (0.19) | 0.72   | 1.50    | 1.51    | 1.09    | 1.12   |
| Shares on issue - diluted               | million            |        | 46.3   | 46.3   | 46.3    | 46.3    | 46.3    | 46.3   |
| Cash                                    | C\$million         | 42.9   | 28.7   | 39.7   | 109.3   | 179.9   | 208.7   | 253.9  |
| Net debt (cash)                         | C\$million         | (42.9) | (28.7) | (39.7) | (109.3) | (179.9) | (208.7) | (253.9 |
| Capex                                   | C\$million         | (0.0)  | 7.5    | 22.6   | 0.4     | 0.4     | 22.9    | 7.9    |
| Cash flow from operations               | C\$million         | 1.1    | (6.6)  | 33.4   | 69.6    | 70.6    | 51.4    | 52.7   |
| CFPS (diluted)                          | C\$ps              | 0.05   | (0.14) | 0.72   | 1.51    | 1.53    | 1.12    | 1.15   |
| Table 2: Key input variables            |                    | 2008E  | 2009E  | 2010E  | 2011E   | 2012E   | 2013E   | 2014   |
| Production fines ore                    | million dry tonnes | -      | -      | 0.6    | 1.3     | 1.9     | 2.2     | 2.2    |
| Production lump ore                     | million dry tonnes | -      | -      | 0.2    | 0.3     | 0.5     | 0.6     | 0.6    |
| Total product production                | million dry tonnes | -      | -      | 0.8    | 1.6     | 2.4     | 2.8     | 2.8    |
| Fines sales                             | million dry tonnes | -      | -      | 0.6    | 1.3     | 1.9     | 2.2     | 2.2    |
| Lump sales                              | million dry tonnes | -      | -      | 0.2    | 0.3     | 0.5     | 0.6     | 0.6    |
| Total product sales                     | million dry tonnes | -      | -      | 0.8    | 1.6     | 2.4     | 2.8     | 2.8    |
| Fines price (per Fe%)                   | UScents/dmtu       |        |        | 143.4  | 142.0   | 109.0   | 84.4    | 84.    |
| Lump price (per Fe%)                    | UScents/dmtu       |        |        | 180.9  | 179.1   | 137.4   | 106.5   | 106.   |
| Fines price (per tonne)                 | US\$/tonne         |        |        | 91.8   | 90.9    | 69.7    | 54.0    | 54.    |
| Lump price (per tonne)                  | US\$/tonne         |        |        | 113.9  | 112.8   | 86.6    | 67.1    | 67.    |
| Average product price                   | US\$/tonne         |        |        | 96.2   | 95.3    | 73.1    | 56.7    | 56.    |
| Total operating costs (per ton dry con) | C\$/dry tonne sold |        |        | 32.13  | 32.35   | 32.41   | 32.52   | 32.5   |
| C\$/US\$ excange rate                   |                    |        |        | 0.97   | 0.94    | 0.92    | 0.90    | 0.9    |

Source: Company reports, Canaccord Adams' estimates

## 2008 IRON ORE PRICE SETTLEMENTS

Vale (previously known as CVRD) has now announced 2008 iron ore fines contract prices with a total of 10 Japanese, Korean, European and Chinese steelmakers. For Asian customers, Southern System fines has been settled +65% at US\$1.1898 per iron unit and Carajas fines has been settled +71% at US\$1.2517 per iron unit, FOB Brazil. For European customers, Southern System fines has been settled +65% at US\$1.3441 per iron unit and Carajas fines has been settled +66% at US\$1.4060 per iron unit, FOB Brazil. Iron ore lump contract prices have not yet been settled. However, we are assuming +71%. We were assuming +30% for all Vale's 2008 iron ore contract prices.

Specifically for Labrador Iron Mines, with its mixture of lump and fines ore, we are benchmarking our prices against Vale's Carajas or Northern System lump and fines prices. Given a relative shipping freight advantage, Canadian iron ore concentrate exports sell at a small premium to Vale's fines prices, and since 2004 this premium has been 5-7% over Southern System prices and 1-3% over Carajas prices. For Labrador Iron Mines, we are forecasting this premium to close completely by 2011, from 2% during the start-up year of 2009.

Our unit price summary is presented in Figure 2, and our new versus old forecast prices for Labrador Iron Mines are presented as Figure 3.



Our long-term price forecasts for Vale are roughly 40% below 2008 contract prices and roughly the same as 2007 contract prices. Our long-term price forecasts are roughly 3 times the 1993-2003 averages for iron ore fines and concentrates, and for iron ore lump. Conceptually, our long-term iron ore fines price forecast is based on capital intensity of US\$100 per annual tonne, a US\$26/t operating cost, capital recovery over 10 years, and a 15% required rate of return (i.e., US\$100 pat x (10% + 15%) + US\$26/t = US\$51/t). Our capital intensity and operating cost assumptions are based on actual and forecast costs of existing and emerging producers.

For Labrador Iron Mines, we have increased our long-term average iron ore price assumption from US\$52 per dry tonne of ore to US\$57/t.

Figure 2: Iron ore price history, and our assumptions, by Asian contract year.

| Vale southern sinter feed to Europe<br>Vale northern sinter feed to Europe<br>Vale northern lump to Europe | USc/dmtu of Fe<br>USc/dmtu of Fe<br>USc/dmtu of Fe | 2003<br>31.04<br>31.95<br>37.36 | 2004<br>36.45<br>37.90<br>44.46 | 2005<br>62.51<br>65.00<br>79.58 | 2006<br>74.39<br>77.35<br>94.70 | 2007<br>81.46<br>84.70<br>103.70 | 2008E<br>134.41<br>140.60<br>177.32 | 2009E<br>134.41<br>140.60<br>177.32 | 2010E<br>134.41<br>140.60<br>177.32 | 2011E<br>104.17<br>108.97<br>137.42 | 2012<br>80.73<br>84.45<br>106.50 | 2013E & LT<br>80.73<br>84.45<br>106.50 |
|--|--|---------------------------------|---------------------------------|---------------------------------|---------------------------------|----------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|----------------------------------|--|
| change in fines price change in lump price   | %<br>%   |                                 |                                 |                                 |                                 |                                  | 66%<br>71%                          | 0%<br>0%                            | 0%<br>0%                            | -22.5%<br>-22.5%                    | -22.5%<br>-22.5%                 | 0%<br>0%                               |
| IOC / QCM benchmark concentrate price<br>LIR fines price assumpion<br>LIR lump price assumption            | USc/dmtu of Fe<br>USc/dmtu of Fe<br>USc/dmtu of Fe | 31.75                           | 38.87                           | 66.71                           | 78.25                           | 86.40                            |                                     | 143.41<br>180.87                    | 1 <b>4</b> 2.01<br>179.09           | 108.97<br>137.42                    | 84.45<br>106.50                  | 84.45<br>106.50                        |
| Average LIR received price   | US\$/dry tonne                                     |                                 |                                 |                                 |                                 |                                  |                                     | 96.22                               | 95.27                               | 73.11                               | 56.66                            | 56.66                                  |

Source: Vale, TEX Report, Canaccord Adams estimates

Figure 3: Our Labrador Iron Mines average iron ore price assumptions, in Asian contract years (April-March) 2009-2013 (US\$/dmt of iron ore lump and fines)

|                             | Iron Or | e Year (iron | ore year 20 | 009 - LIR FY | 2010) |
|-----------------------------|---------|--------------|-------------|--------------|-------|
| Avg iron ore price (US\$/t) | 2009E   | 2010E        | 2011E       | 2012E        | 2013E |
| New                         | 96      | 95           | 73          | 57           | 57    |
| Old                         | 79      | 78           | 65          | 52           | 52    |
| % Change                    | 22%     | 22%          | 12%         | 8%           | 8%    |
| New - YoY % Change          |         | -1%          | -23%        | -23%         | 0%    |
| Old - YoY % Change          |         | -1%          | -16%        | -20%         | 0%    |

Source: Canaccord Adams' estimates

## **OUR FORECAST CHANGES**

Our new F2009-2011 adjusted EPS forecasts are as follows:

- F2009 diluted EPS of (C\$0.19), down from previous (C\$0.17); (F2009 is the year ending March 2009)
- F2010 diluted EPS of C\$0.72, up from previous C\$0.49
- F2011 diluted EPS of C\$1.50, up from previous C\$1.02

Our new F2009-2011 operating cash flow before capex estimates are as follows:

• F2009 – (C\$0.14), down from previous (C\$0.13)



- F2010 C\$0.72, up from previous C\$0.50
- F2011 C\$1.51, up from previous C\$1.04

## **VALUATION**

Our new NPV10 is C\$8.74 (up from C\$6.81). We are maintaining our BUY rating with an increased 12-month target price of C\$8.75 (up from C\$7.00), based on the NPV10.

Given the variability of iron ore assets and the lack of comparable direct-shipping companies once LIM Holdings is in production, we are not using comparable P/E or P/CF multiples to determine our valuation. However, we present Figure 4 as an example of potential multiple valuation. F2010 (which is April 2009 to March 2010) and F2011 are based on peak iron ore price forecasts. However, F2012 and F2013 are based on progressively lower iron ore price forecasts, and as such F2011 and F2012 earnings and cash flows would be expected to be valued at progressively higher multiples.

Based on 4x our forecast F2010 and F2011 earnings and operating cash flows, (using the same multiple for both, as depreciation charges should be extremely low), or 5x for F2012 and 6x F2013 and beyond, plus net cash, we can foresee a share price in the range of C\$11.00-12.00 on a two- to four-year view. (We note here that, as we are assuming earnings and cash flows will be fully taxed from the outset, a case could be made for using higher multiples for valuation.)

| Figure 4: LIR's pote         | ential multiple v | aluation |        |       |       |       |       |       |
|------------------------------|-------------------|----------|--------|-------|-------|-------|-------|-------|
|                              |                   |          |        |       |       |       |       |       |
| Multiple valuation           | FYE March         | 2008E    | 2009E  | 2010E | 2011E | 2012E | 2013E | 2014E |
| EPS                          |                   | (0.17)   | (0.19) | 0.72  | 1.50  | 1.51  | 1.09  | 1.12  |
| at a multiple of             |                   |          |        | 4.0   | 4.0   | 5.0   | 6.0   | 6.0   |
| P/E valuation is             |                   |          |        | 2.86  | 5.98  | 7.54  | 6.53  | 6.70  |
| CFPS                         |                   | 0.05     | (0.14) | 0.72  | 1.51  | 1.53  | 1.12  | 1.15  |
| at a multiple of             |                   |          |        | 4.0   | 4.0   | 5.0   | 6.0   | 6.0   |
| P/CF valuation is            |                   |          |        | 2.89  | 6.05  | 7.66  | 6.71  | 6.88  |
| Average valuation            |                   |          |        | 2.88  | 6.02  | 7.60  | 6.62  | 6.79  |
| net cash per share, start of | year              |          | 0.93   | 0.62  | 0.86  | 2.36  | 3.88  | 4.51  |
| plus cash from warrants &    | options           |          |        | 1.08  | 1.08  | 1.08  | 1.08  | 1.08  |
| multiple valuation plus the  | cash              |          |        | 4.58  | 7.95  | 11.04 | 11.58 | 12.38 |

Source: Canaccord Adams estimates

#### **Investment risks**

There are risks associated with the share price achieving our target price and our financial forecasts. Metals prices may not match our forecasts, and exchange rate fluctuations may impact company earnings. Further, there are operating risks involved in all mining operations. Technical, environmental, regulatory and political risks can all impact financial estimates and valuation.



| Figure 5: Labrador Iron | Mines - Ke | v financial 1 | forecasts | and ratios |
|-------------------------|------------|---------------|-----------|------------|
|                         |            |               |           |            |

| Labrador Iron Mines                  | LIR.CN |            |        | FY er   | nd-March |
|--------------------------------------|--------|------------|--------|---------|----------|
| Profit & Loss                        |        |            |        |         |          |
| In CAD '000s unless otherwise stated |        |            |        |         |          |
| Year to March                        | 2008   | 2009E      | 2010E  | 2011E   | 2012E    |
| Sales Revenue                        | -      | -          | 77,586 | 157,693 | 186,409  |
| Other income                         | -      | -          | -      | -       | -        |
| Gross costs                          | 3,757  | 7,250      | 30,086 | 58,896  | 89,188   |
| EBITDA                               | (3,757 | ) (11,250) | 47,500 | 98,797  | 97,221   |
| Deprec'n & Amort'n                   | -      | -          | 393    | 786     | 1,179    |
| EBIT                                 | (3,757 | ) (11,250) | 47,106 | 98,011  | 96,042   |
| Net Interest                         | 567    | 1,588      | 1,236  | 3,072   | 5,866    |
| Profit Before Tax                    | (3,191 | ) (9,662)  | 48,342 | 101,083 | 101,907  |
| Income Tax                           | (103   | (3,044)    | 15,228 | 31,841  | 32,101   |
| Minorities                           | -      | -          | -      | -       | -        |
| Adjusted (core) net income           | (3,087 | ) (10,215) | 32,429 | 68,557  | 69,121   |
| EPS                                  | (0.17  | (0.19)     | 0.93   | 1.95    | 1.97     |
| Diluted EPS                          | (0.17  | (0.19)     | 0.72   | 1.50    | 1.51     |
| Dividend per share                   | -      | - '        | -      | -       | -        |
| Exceptional profit after tax         | -      | 3,596      | 685    | 685     | 685      |
| Reported profit after tax            | (3,087 | (6,619)    | 33,114 | 69,242  | 69,806   |

| Year to March                                  | 2008E   | 2009E    | 2010E    | 2011E    | 2012E   |
|--|---------|----------|----------|----------|---------|
| Cashflow from operations                       | (3,757) | (11,250) | 47,500   | 98,797   | 97,221  |
| Net dividends from investments / to minorities | -       | -        | -        | -        | -       |
| Exploration expensed (incl. in CF from ops.)   | -       | -        | -        | -        | -       |
| Maintenance capex                              | -       | -        | (100)    | (400)    | (400    |
| Net interest                                   | (567)   | (1,588)  | (1,236)  | (3,072)  | (5,866  |
| Tax paid                                       | 56      | (3,044)  | 15,228   | 31,841   | 32,101  |
| Other operating c-flow                         | 5,359   | 9,263    | (27,984) | (57,538) | (52,470 |
| Operating cashflow                             | 1,091   | (6,619)  | 33,407   | 69,628   | 70,586  |
| Expansion capex                                | 29      | (7,500)  | (22,500) | -        | -       |
| Net acquisitions                               | -       | -        | -        | -        | -       |
| Exploration capitalised                        | -       | -        | -        | -        | -       |
| Other investing cash flow                      | -       | -        | -        | -        | -       |
| Investment cash flow                           | 29      | (7,500)  | (22,500) | -        | -       |
| Net capital raisings                           | 45,892  | -        | -        | -        | -       |
| Net borrowings                                 | -       | -        | -        | -        | -       |
| Distributions paid                             | -       | -        | -        | -        | -       |
| Other financing cash flow                      | (4,410) | -        | -        | -        | -       |
| Financing cash flow                            | 41,482  | -        | -        | -        | -       |
| Forex  | -       | -        | -        | -        | -       |
| Net Cash Flow                                  | 42,602  | (14,119) | 10,907   | 69,628   | 70,586  |

| As at 31-March              | 2008E    | 2009E    | 2010E    | 2011E      | 2012E     |
|-----------------------------|----------|----------|----------|------------|-----------|
| Cash & equivalents          | 42,865   | 28,747   | 39,654   | 109,282    | 179,868   |
| Other current assets        | 51       | 51       | 51       | 51         | 51        |
| Property, plant & equipment | 133,406  | 140,906  | 163,113  | 162,727    | 161,947   |
| Exploration                 | -        | -        | -        | -          | -         |
| Other assets                | -        | -        | -        | -          | -         |
| Total assets                | 176,322  | 169,704  | 202,818  | 272,060    | 341,867   |
| Current liabilities         | 1,416    | 1,416    | 1,416    | 1,416      | 1,416     |
| Non-current liabilities     | -        | -        | -        | -          | -         |
| Minorites                   | -        | -        | -        | -          | -         |
| Other liabilities           | -        | -        | -        | -          | -         |
| Net assets                  | 174,906  | 168,288  | 201,402  | 270,644    | 340,451   |
| Total equity                | 127,006  | 120,387  | 153,501  | 222,744    | 292,550   |
| Gearing (nd/nd+e) %         | -51%     | -31%     | -35%     | -96%       | -160%     |
| Working capital             | 41,500   | 27,382   | 38,289   | 107,918    | 178,503   |
| Net debt                    | (42,865) | (28,747) | (39,654) | (109, 282) | (179,868) |

| Year to March                      | 2008E  | 2009E  | 2010E  | 2011E  | 2012E  |
|------------------------------------|--------|--------|--------|--------|--------|
| Profitability                      |        |        |        |        |        |
| Return on equity                   | -2.4%  | -8.3%  | 23.7%  | 36.4%  | 26.8%  |
| Return on assets                   | -1.8%  | -5.9%  | 17.4%  | 28.9%  | 22.5%  |
| Return on invested capital         | -1.8%  | -6.0%  | 17.5%  | 29.0%  | 22.6%  |
| Return on capital employed         | -2.4%  | -8.3%  | 23.7%  | 36.4%  | 26.8%  |
| EBITDA margin                      | na     | na     | 61.2%  | 62.7%  | 52.2%  |
| EBIT margin                        | na     | na     | 60.7%  | 62.2%  | 51.5%  |
| Net profit margin                  | na     | na     | 41.8%  | 43.5%  | 37.1%  |
| Effective tax rate                 | na     | na     | 31.5%  | 31.5%  | 31.5%  |
| Leverage                           |        |        |        |        |        |
| Net Interest Cover (times)         | na     | na     | na     | na     | na     |
| Current Ratio (times)              | 30.3   | 20.3   | 28.0   | 77.2   | 127.1  |
| Other                              |        |        |        |        |        |
| Shares in issue (diluted)          | 23,203 | 46,306 | 46,306 | 46,306 | 46,306 |
| Free Cashflow (\$ / share)         | 0.05   | (0.14) | 0.72   | 1.50   | 1.52   |
| Cashflow after capex (\$ / share)  | 0.05   | (0.30) | 0.24   | 1.50   | 1.52   |
| Cashflow before capex (\$ / share) | 0.05   | (0.14) | 0.72   | 1.51   | 1.53   |
| Dividend vield                     | 0.0%   | 0.0%   | 0.0%   | 0.0%   | 0.0%   |

Source: Company reports, Canaccord Adams estimates



#### **APPENDIX: IMPORTANT DISCLOSURES**

#### **Analyst Certification:**

Each authoring analyst of Canaccord Adams whose name appears on the front page of this investment research hereby certifies that (i) the recommendations and opinions expressed in this investment research accurately reflect the authoring analyst's personal, independent and objective views about any and all of the designated investments or relevant issuers discussed herein that are within such authoring analyst's coverage universe and (ii) no part of the authoring analyst's compensation was, is, or will be, directly or indirectly, related to the specific recommendations or views expressed by the authoring analyst in the investment research.

#### **Site Visit:**

An analyst has visited the issuer's material operations in Labrador. Partial payment or reimbursement was received from the issuer for the related travel costs.

## **Distribution of Ratings:**

Global Stock Ratings (as of 1 February 2008)

|                 | Coverage Un | iverse | IB Clients |
|-----------------|-------------|--------|------------|
| Rating          | #           | %      | %          |
| Buy             | 313         | 60.3%  | 43.1%      |
| Speculative Buy | 62          | 11.9%  | 71.0%      |
| Hold            | 128         | 24.7%  | 24.2%      |
| Sell            | 16          | 3.1%   | 6.3%       |
|                 | 519         | 100.0% |            |

### Canaccord Ratings System:

BUY: The stock is expected to generate risk-adjusted returns of over 10% during the next 12 months. HOLD: The stock is expected to generate risk-adjusted returns of 0-10% during the next 12 months. SELL: The stock is expected to generate negative risk-adjusted returns during the next 12 months. NOT RATED: Canaccord Adams does not provide research coverage of the relevant issuer.

"Risk-adjusted return" refers to the expected return in relation to the amount of risk associated with the designated investment or the relevant issuer.

#### **Risk Qualifier:**

SPECULATIVE: Stocks bear significantly higher risk that typically cannot be valued by normal fundamental criteria. Investments in the stock may result in material loss.

#### Canaccord Adams Research Disclosures as of 27 February 2008

| Company                           | Disclosure  |
|-----------------------------------|-------------|
| Labrador Iron Mines Holdings Ltd. | 1A, 2, 3, 7 |

- The relevant issuer currently is, or in the past 12 months was, a client of Canaccord Adams or its affiliated companies. During this period, Canaccord Adams or its affiliated companies provided the following services to the relevant issuer:
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