Risk Mitigation and CSR Seminar Series Thursday June 5, 2014 Vancouver BC

Matchmaking for Miners: Aligning your Corporate Interest with Social Interests

Social conflict incurs financial cost for extractive industry - study

Source: Thomson Reuters Foundation - Mon, 12 May 2014 07:00 PM



Author: Megan Rowling

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Angry Turks Demand Answers After Mine Disaster

By SEBNEM ARSU and ALAN COWELL MAY 14, 2014



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Yasin Akgul/Depo Photos, via Reuters



of rising industry costs that made the \$11-billion project financially

French energy powerhouse Total SA, along with its partners in the Joslyn north oil sands project, unanimously decided to put | maining stable at best - squeezthe project on hold because of

"Joslyn is facing the same challenge most of the industry worldwide [is], in the sense that costs are continuing to inflate when the oil price and specifically the netbacks for the oil sands are reing the margins," he told

than price adjustments. We know that there is a rebalancing that needs to be done.

Major energy players have addressed a variety of industry challenges in recent years by becoming more selective with

Total is signed up to ship oil on three major undeveloped pipeline projects facing uncertainty: spending, developing projects in | Keystone XI., Northern Gateway tion" for) works for employee It's a buyer's market as lack of financing leaves juniors liable to be picked up by senior gold miners

NORTHERN GATEWAY: THE BATTLE BEGINNING

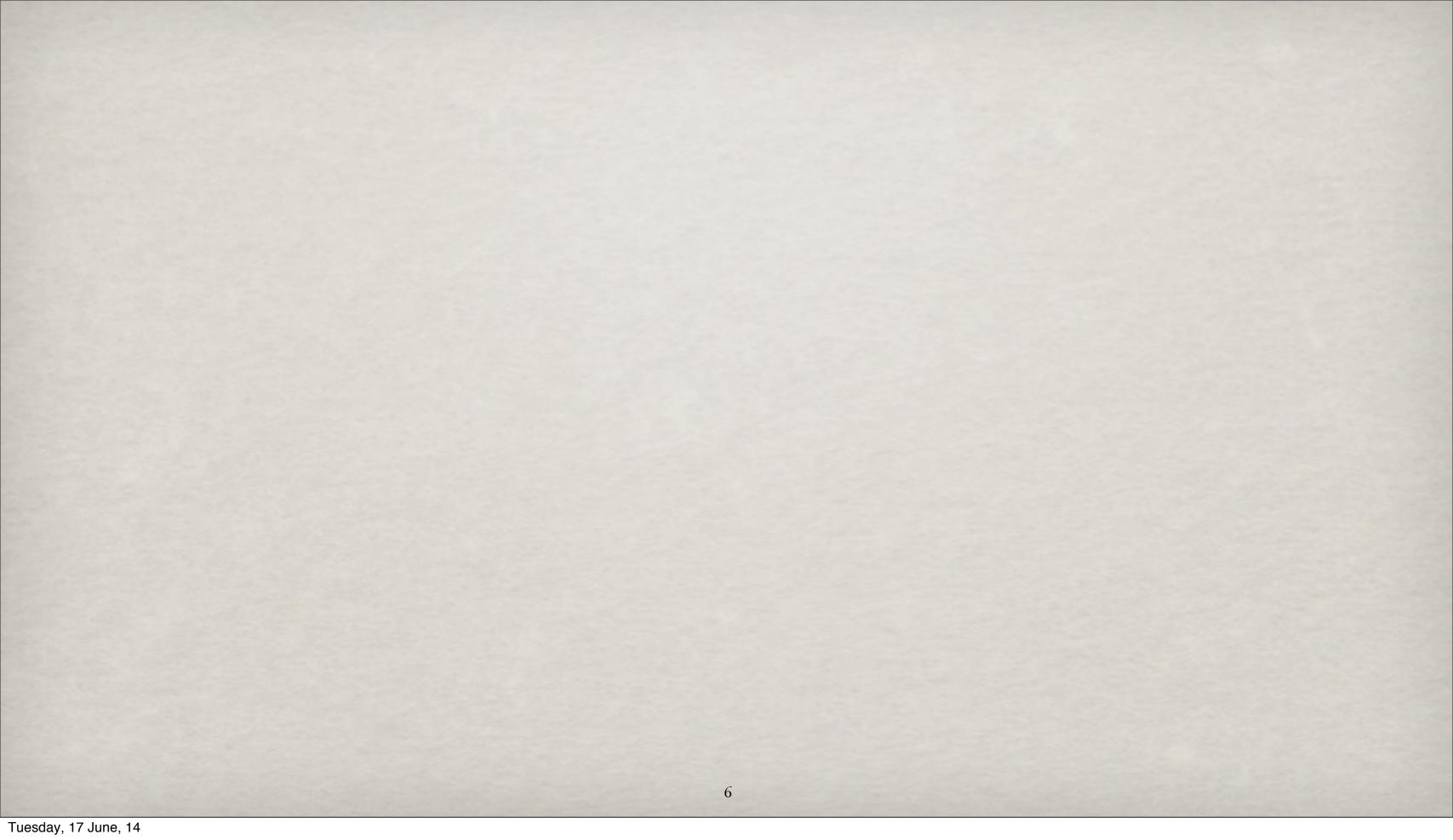
THE WORKPLACE

Improve Matchmaking

The business man is

An order of men whose interest is never exactly the same with that of the public, who have generally an interest to deceive and even to oppress the public, and who have both deceived and oppressed it.

Adam Smith
The Wealth of Nations





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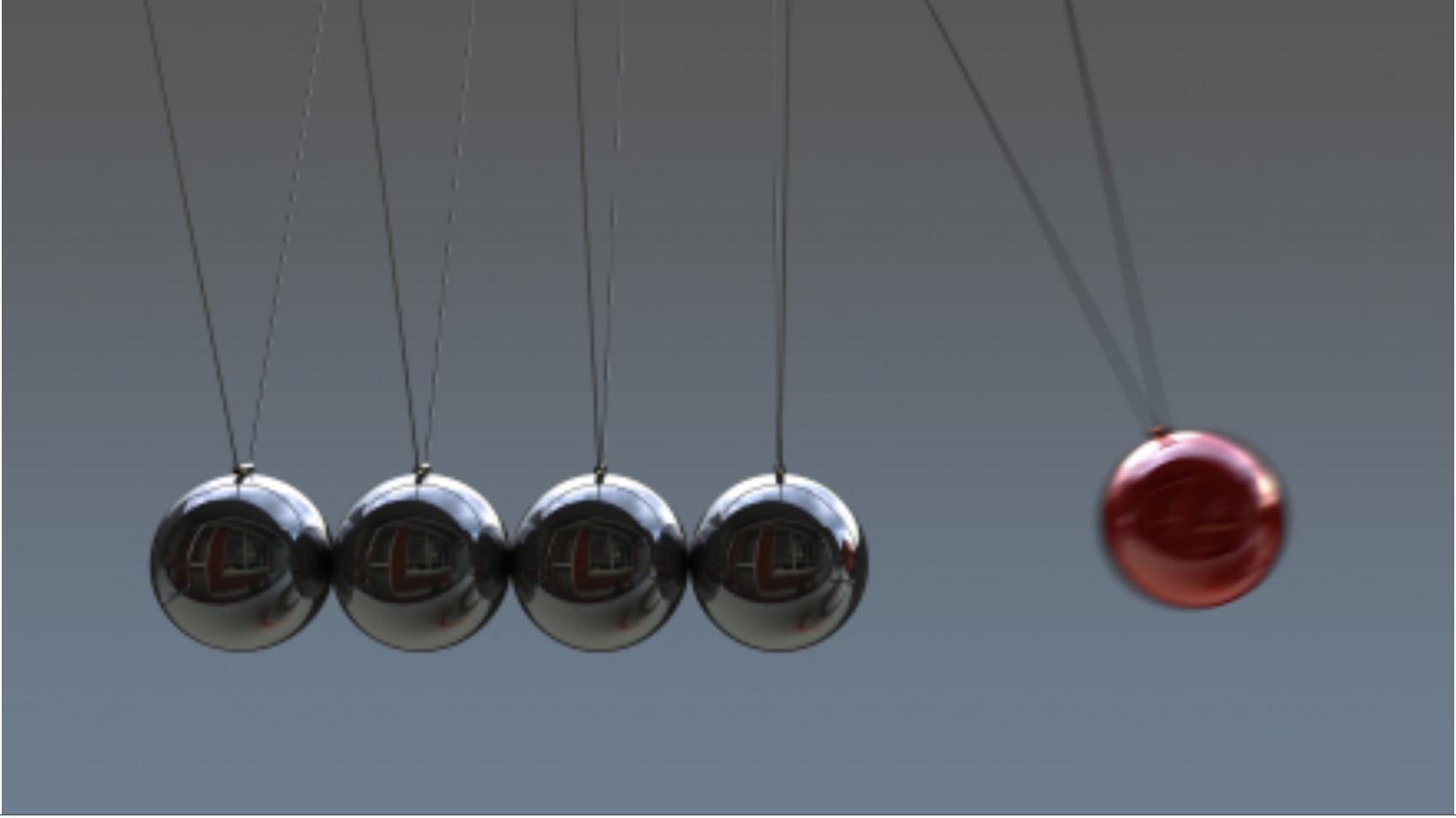




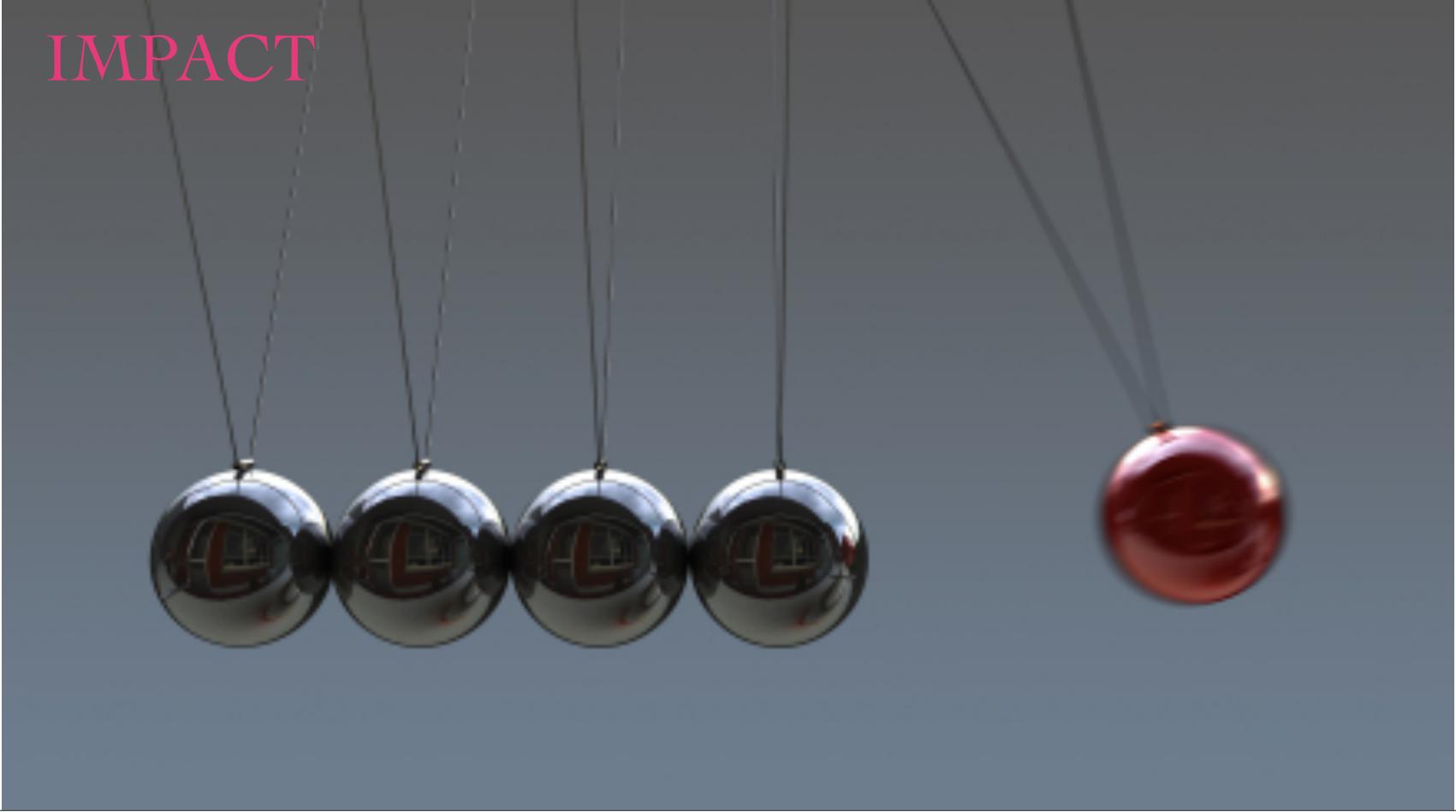
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Nothing happens if you don't engage self-interest.

How do you align self-interest with social interest?

How can you be a successful Matchmaker? 5 Easy Tips

1. Make it personal

2. Tell the truth

3. Give up power

4. Do the opposite

5. Take a Stand

Success is a team sport

He intends only his own gain, and he is in this, led by an invisible hand to promote an end which was no part of his intention.

Adam Smith
The Wealth of Nations