

OTC Markets Group

Joining us today is Alexandra Woodyer Sherron the president and CEO of Empress Royalty that trades on our OTCQB Venture Market under the ticker EMPYF Empress Royalty is a new royalty and streaming creation company focus on providing investors. With a diversified portfolio of gold and silver investments since publicly listing in December of 2020 Empress Royalty has built a portfolio of 17 precious metal investments and is actively investing in mining companies with development and production stage projects. Who require additional non-dilutive capital. Alex thanks so much for joining us today. So Alex tell us a bit about your professional background and career in the money industry and then how you got involved with impress.

Alex Woodyer Sherron

Thank you so much for having me today.

Alex Woodyer Sherron

No. Thanks Cecilia we um I started off my career with a commerce degree and then I joined pricewaterhouse coopers on the mining floor right? after briex verm was jumping off and down to the dot coms. And got the opportunity to work on some great bc mining survey and some great sort of financial analyst type projects and from there I joined endeavor financial as an analyst work our way up to the ranks moved to London and became director of structured finance. So many years as an investment banking specifically focused on the mining industry and then the opportunity to create and found empress came along working closely with my old colleague David Rhodes who is the managing director of endeavor financial group of companies. As well as now the um chairman and executive chairman of empress and the idea was to create a royalty and streaming company that would focus on the smaller and mid-tier sized companies and help projects either get into production or to expand on their production. So it's working with my old team. Um, and really be able to apply the streaming business model to the smaller side of the market.

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So yeah, expand on that. So Empress has 2 main business models as you mentioned royalty and streaming how do these models work within your business strategy. Okay.

Alex Woodyer Sherron

So ah, just to sort define the 2 things so a royalty opt called an nsr is a royalty

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agreement with the mining company pays the royalty holder a percentage of total revenue earned by the mine for the life of mine. Stream is similar but different in the sense that a streaming agreement is where the mining company delivers to the streamholder a percentage of 1 or more metals produced by the mining company. So in a royalty with a royalty. We're buying a percentage of the production in the future kind of like ah a record royalty. Um, and we're the stream. We're buying a percentage of their gold or silver at a discounted price. So we're able to structure each deal because we create new royalties and streams depending what the need is um I think it's also important to kind of define the different types of royalty and streaming companies. There is the early stage expiration or generators. You know it's early stage typically inexpensive to get hold of these land packages. There's the expiration risk though. No guarantee this will turn into a mine or create revenue the second type is a royalty and trading acquisition company. The royalty that was already and exist. So. It's a simple acquisition. It's typically a crowded market space paying a premium and you become part of a bidding process. That's what we call like the third party royalty trading companies and in that scenario you have no direct relationship with the mining company. Um or the ability to negotiate the terms. We're focused in sort of a third type in the model or in the industry which is the creation and origination of new royalties in streams we work with the mining companies to create new ones. We're able to create flexible structures to fit the goals of all parties. So again. Sometimes it's a royalty sometimes it's a stream sometimes. Depending on the other financing requirements the company or restrictions we create a royalty that turns into a stream that turns into a royalty is we're able to really be flexible and we have that direct relationship with the management company or with the mining company and the management group to really understand what their goals are for the future and. With that. We've also able to fine tune it to be able to focus on producing assets which again brings revenue into empress.

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And talk about your strategic partnerships with financial advisory firms and you know for example, what services and opportunities they provide and how does this help leverage your investment portfolio. So.

## Alex Woodyer Sherron

So with Empress roughly 38% of the company is owned by management board and strategic partners. So I've got 3 key strategic partners and deah financial I mentioned a moment ago. You know, endeavor financials award-winning mining finance investment banking firm basic of London. Um, they have offices across North America but they're established themselves thirty years ago this gives us

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access to their global mining finance team who are proven experts cash flow modeling financial analysis mining engineers geologists to not only help us originate deals because they've just been in the industry and have such a great network. But also be able to quickly vet deals structure them and execute on them so endeavors managing director again as I mentioned is our executive chairman and also our investment committee. My third partner is Tara Capital in Australia terra is run by Jeremy Bond um Jeremy Bond is also one of our directors and on our investment committee. He founded the fund in 2010. It's become one of the best performing boutique fund natural resource funds in Australia so we get access to Australian deals Australian enlisted companies with projects internationally. But as Jeremy's been an active investor in the North American during in the mining Canadian mining companies for the last eleven years it really gives us a great capital markets network as well and then our third partnership is with Lusendo Banko Run by havier rees who's the chairman and CEO who's also one of our search chi advisors. Um, you know. Ecenddo Banko has a specific charter of Mexico to work in the with mining companies they have over 30 different mining companies and we have exclusivity on those options for royalty and stream ascendo has you know with over two hundred employees 13 different offices. Um, I've been down there quite a few times to be able to understand their you know their great network not only within the government offtakers mining contractors unions and really have that hands-on experience in Mexico and their network expands further even further into Latin America so with those partnerships we're able to source unique opportunities and really work with some great companies.

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And what growth plans and new partnerships does empress have lined up for 2021 and 2022

## Alex Woodyer Sherron

So taking kind of a step back. We launched this company and took it public in on December Twenty Net last year in Canada and in the OTC in February when we initially started. We had 13 early stage exploration projects which and since then. We have acquired 3 development stage projects 2 royalties in 1 stream being a silvers dream. Those projects should all be coming online early next year middle of next year bringing revenue into empress and we just recently announced that we have the Sarah Anti Pta Gold Minestream which has brought immediate revenue into Empress US. So we you know we've built our portfolio out from development into production stage projects as our strategic plan was and now we've got a robust pipeline we're looking at when discussions over 12 different management groups at the moment looking at a potentially over \$100000000 of



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## Empress Royalty Corp. Season 5 | Episode 38

potential investments.

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Empress royalty began trading on the OTCQB Venture Market earlier this year and is also traded on the TSX-V how is cross trading on the OTCQB market enhanced your investor strategy in the US.

Alex Woodyer Sherron

Um, by listing the OTC is always given us a fantastic market. You know the US being one of the largest markets to have access to and I think you know the US environment really does understand the benefits of gold and silver investments and. By investing in a company like empress royalty. You're getting direct access to gold and silver and through our networks and relationships you're getting thirty plus years with management board of interpreted years of experience in that particular sector. So we're able to quickly identify unique opportunities and be able to get some great returns. On those investments and really increase the value of empress.

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Well thank you so much for your time today. Alex it's been great talking with you.

Alex Woodyer Sherron

Thank you so much I really appreciate your time. Please check our website out at <http://empressroyalty.com> for our presentation and you can follow us on LinkedIn Twitter Facebook Instagram we're all social media platforms. So and if you've any questions please reach out to us. at info at <http://empressroyalty.com>

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Empress Royalty trades under the symbol EMPYF on our OTCQB Venture Market



Podcast

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*\*This is an autogenerated transcript and may contain typos.*