



THE BRIDGE TO RAPIDLY SCALE AND TRANSFORM ZINC8 INTO A MARKET-DRIVEN SOLUTION FOR THE NEXT-GENERATION SMART GRID

ZINC8 ACCEPTED INTO THE ACRE CLEANTECH INCUBATOR PROGRAM AT URBAN FUTURE LAB

Yesterday after market close, Zinc8 Energy Solutions Inc. [announced](#) "Acceptance into New York City's ACRE Cleantech Incubator Program at Urban Future Lab". The [New York University Tandon School of Engineering](#) runs three programs out of its [Urban Future Lab](#), whereas the ACRE Incubator Program is their flagship program – it is what they are really known for, not only state and nationwide but globally. Urban Future Lab benefits from direct ties to the government and the industry, being supported by [NYSERDA](#), [NYPA](#), [NYCT](#), [Daikin](#), [Orrick](#), [Wells Fargo](#), [Toyota](#), and [Shell](#). Zinc8 is the only Canadian company being an active member of the around 20 companies accepted to Urban Future Lab's programs.

Urban Future Lab (UFL) is recognized as "the center of cleantech innovation in New York" and they "are leading the way to a more sustainable world by connecting people, capital, and purpose to advance market-ready solutions to address climate change".

As a not-for-profit organization, UFL does not take equity positions in the companies they accept into their programs, which aim at de-risking the technology along with the entrepreneur, to ultimately place them into the New York State economy with a goal of scaling them up beyond the state thereafter.

UFL's incubated companies have a success/survival rate of 86%, which is the exact opposite of what happens in the

startup world, where the survival rate is less than 10% in the United States.

Zinc8's President and CEO, Ron MacDonald, commented: "New York State has been a driving force in the advancement of our patented Zinc-Air technology toward full commercialization. Being selected into the ACRE Incubator Program at Urban Future Lab provides with unmatched access to strategic advisement, introductions to industry stakeholders, marketing and branding support, investor networks, and access to a community of like-minded founders. We look forward to this unique opportunity of strengthening and accelerating our ambitions by working alongside some of the world's most exciting new cleantech companies, technology innovators and industry experts."

Company Details



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Shares Issued & Outstanding: 75,711,374



▲ Chart Canada (CSE)

Canada Symbol (CSE): [ZAIR](#)

Current Price: \$0.315 CAD (05/06/2020)

Market Capitalization: \$24 Million CAD



▲ Chart Germany (Tradegate)

Germany Symbol / WKN: [0E9 / A2P15E](#)

Current Price: €0.205 EUR (05/06/2020)

Market Capitalization: €16 Million EUR



About ACRE Incubator



The ACRE (Accelerator for a Clean & Resilient Economy) Program was founded in 2009 as an initiative to support entrepreneurship tackling some of the world's largest challenges and industries – in energy, food and agriculture, waste and water, and transportation.

According to Zinc8's news-release: "Urban Future Lab (UFL) at NYU Tandon School of Engineering is New York City's leading innovation hub for clean energy, smart grid, and smart cities. UFL is home to programs focused on policy, education, and market solutions to address climate change. ACRE, UFL's flagship program, is an incubator that supports the growth of high-impact start-ups in the green economy. ACRE incubator companies receive business advisory services, introductions to investors, access to mentors and channel partners, as well as office space in Downtown Brooklyn."

"ACRE is NYC's premier cleantech business incubator program and supports the growth of high-impact early-stage venture companies addressing climate change. Urban Future Lab and all its programs are part of NYU Tandon School of Engineering and supported by NYSERDA and leading industry partners."

According to Urban Future Lab's website: "ACRE helps cleantech, smart grid and sustainable smart cities companies grow, advancing the city as a role model for a low-carbon future, while also creating jobs. NYC stands to gain significantly by helping innovative startup technology companies that are able to address our most pressing energy and environmental needs. ACRE is funded by NYSERDA, NYU, and our generous corporate partners."

Real Impact on the Clean Energy Economy

58	\$670M+	540+	86%
Companies Incubated	Capital Raised	Jobs Created	Company Survival Rate

Founder-First Culture

"ACRE provided Keen Home the support we needed during the formative stages of our company's growth. In our early quest for product-market fit, the incubator was a conduit for mentorship, fundraising, engagement with fellow founders and press opportunities."

— Nayeem Hussain, Co-Founder and CEO of Keen Home

"ACRE has been an invaluable partner to Sealed as we have developed and grown our business. In addition to meeting some of our most important partners and investors via the ACRE network and events, the community and resources have provided a solid foundation for Sealed's successes to date."

— Andy Frank, Founder and President of Sealed

"The team at ACRE was invaluable in supporting our company's entry into New York and the US market. In our early efforts to develop a first-of-its-kind project under the state's 'Reforming Energy Vision', Pat and her team helped Opus One to develop a presence in New York with key utility and regulatory introductions, media, and funding partners. ACRE's support reaffirms their commitment to see cleantech companies succeed and continues to support our rapid growth."

— Joshua Wong, President and CEO of Opus One

"ACRE has been a great base to start our business in New York City. They've provided Voltaiq with valuable support with everything from finance to networking with key strategic partners. Pat and ACRE's network in New York State and to the wider clean tech community is unmatched."

— Tal Sholkapper, Co-Founder and CEO of Voltaiq

"Pat and her team at ACRE have been instrumental in helping Go Electric gain traction in New York and getting connected with investors. If you work in cleantech in NYC, there is no better place to be!"

— Lisa Laughner, President and CEO of Go Electric

As New York City's leading cleantech incubator and innovation hub for clean energy, smart grid, and smart cities, UFL is committed to help grow startups in New York and beyond. (Source: [UFL](#))

WHAT WE OFFER



Perks over \$150k and access to up to \$300,000 in non-dilutive grants



Consultation and advisory services



Introductions to industry stakeholders, customers, and investors



Support in raising capital, finance and accounting services



Legal Services



Funded internships and recruiting services



Office space and back office services



Marketing and design services



Community and events

UFL has working relationships with a unique incubator network, providing companies with valuable services and opportunities through these affiliations. (Source: [UFL](#))



Yesterday's announcement follows on Zinc8's two recent New York project announcements, [a collaboration with the New York Power Authority](#) for a 100kW/1MWh (10 hours) zinc-air battery energy storage system in western New York and [a private sector partnership project with New York based Digital Energy supported by NYSERDA](#) for a 100kW/1.5MWh (15 hours) zinc-air battery energy storage system to be deployed in Brooklyn, New York.

On January 17, 2020, the New York Power Authority (NYPA) issued a [press-release](#) announcing "a collaboration with a leading-edge energy storage company to develop a demonstration energy storage system, using new zinc-air energy storage technology, in New York State", stating the following about Zinc8: "The project, selected as a winner through the NYPA Innovation Challenge, will have the ability to provide back-up power, help level grid demand, and move the state further toward a carbon-free electric grid supported by renewable energy resources. The new technology storage system will help advance Governor Cuomo's Green New Deal by helping to achieve the Governor's aggressive energy storage goal of 3GW by 2030 and by supporting a nation-leading commitment of 100 percent electricity from zero carbon emission sources by 2040."

On January 27, 2020, Joe Silver (Director of Programs at Urban Future Lab) mentioned Zinc8 as "a successful new technology being deployed here in New York" in his introduction to the event ["Clean Energy Connections: The State of Storage in NY"](#), bringing together experts from the utility, public and private sectors for a dynamic discussion about the state of energy storage in New York: *(see video and details below)*

"Energy storage will play a critical role in New York City's transition from fossil fuel electricity generation to clean, renewable resources, many of which are intermittent. In addition to enabling our transition to a clean energy supply mix, energy storage can help replace dirty "peaker" power plants and provide emergency backup power, improving

public health and community resilience in the face of increasingly frequent extreme weather events."

"Many understand the importance of energy storage, but few understand the current state of energy storage in New York. Join us for a lively panel discussion among experts from Con Edison, City and State agencies, and the private sector about energy storage in the Empire State. Learn how energy storage is being integrated in New York City today, and how the public and private sector are accelerating storage deployment in America's largest city. Hear how energy storage applications are being designed and executed with the complimentary goals of accelerating our transition to clean

energy, improving public health in environmental justice communities, and strengthening community resilience. Listen as experts debate the greatest barriers and opportunities in New York's emerging energy storage market."

Panelists:

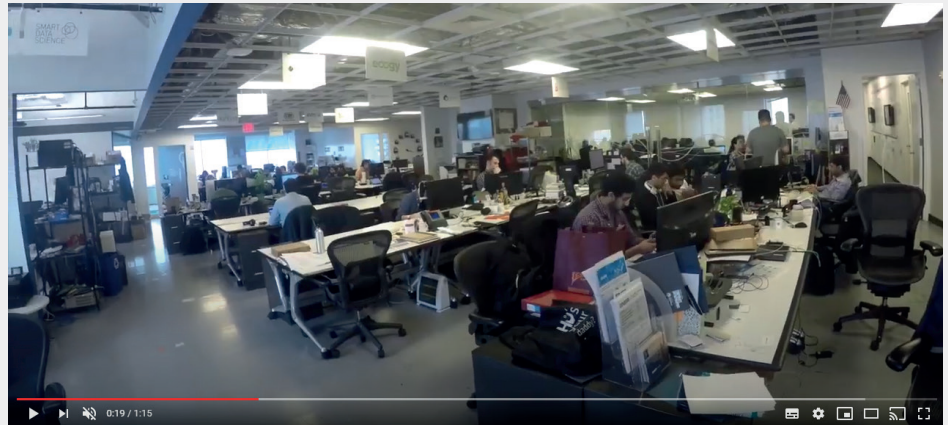
Stephen Wemple (Director, Utility of the Future, Con Edison)

Dave Hebert (Director of Distributed Energy Resources Sales, Enel X)

Nicole Spina (Senior Project Manager for Smart and Sustainable Cities, New York City Economic Development Corp.)

Stephen Lassiter (Public Policy Manager, Sunrun)

Angelica Ramdhari (Director, Resilient Solar, Solar One) – Moderator



NYPA Innovation Challenge with NYU Urban Future Lab

Short video on the NYPA Innovation Challenge with Urban Future Lab:

<https://youtu.be/ChhbeVhEJC4>



Watch "Clean Energy Connections: The State of Storage in NY" (January 27, 2020):

<https://youtu.be/RSVMJhc4uR4>



Environmental sustainability places increasing emphasis on energy storage for residential, commercial and industrial uses.

KEEPING THE LIGHTS ON: A LOOK AT ENERGY STORAGE DURING AND BEYOND COVID-19

By Ron MacDonald (CEO & President
of Zinc8 Energy Solutions Inc.) on
ResourceClips.com (May 4, 2020)

Despite the wrecking ball that the pandemic has imposed on the global economy, businesses and residences continue to need reliable power. Since the discovery of electricity, we have sought effective methods to store that energy for use on demand. Over the last century, the energy storage industry has advanced, adapted and transformed in response to shifting energy requirements and advances in technology.

Our global initiative to control the coronavirus has meant many residents stayed at home and factories shut down. That had an unintended effect—less air pollution. Cleaner air can improve public health, maybe even save lives.

Energy storage can help us maintain a cleaner world by creating the economics needed to support more investment into clean, green renewable energy. Due to concerns about the environmental impacts of fossil fuels and the capacity and resilience of energy grids around the world, engineers and policymakers are increasingly turning their attention to energy storage solutions.



Intermittent generation and off-grid consumption both call for energy storage.

The global rise in electricity generation from renewable sources has led to increased demand for advanced batteries that can be used to firm this intermittent supply. This requirement is particularly important in areas where grid connections may be tenuous, unreliable or even non-existent. Additional demand for advanced batteries is presented by grid applications such as peak-shifting and T&D (Transmission and Distribution) deferral.

Energy storage systems provide a wide array of technological approaches to managing our power supply in order to create a more resilient energy infrastructure and bring cost savings to utilities and consumers.

Demand for the more traditional battery backup application is also increasing for reasons such as the desire to replace diesel generators and the increasing reliance of business on a dependable energy source. Without batteries, solar panels and wind turbines become almost useless when the sun doesn't shine and the wind doesn't blow. Batteries allow the use of electricity whenever it's needed, not only when it's generated.

MarketsandMarkets' study [COVID-19 Impact on Battery Energy Storage Market](#) states the market is projected to grow from US\$5.7 billion in 2020 to US\$7.3 billion by 2021. The study adds that the "major factors driving the battery energy storage industry include



the growing need for continuous power for critical infrastructure sectors and the rising need to integrate renewable energy sources and rural electrification.”

One of the challenges to growing a North American energy storage industry has been a dependency on a supply chain of hardware components, metals and chemicals, many of which come from outside North America. As well, metals such as lithium and vanadium used in some batteries are impacted by price volatility and security of supply.

However, those same risks do not apply to zinc-air batteries. Zinc is abundant and inexpensive, with a significant North American supply. Its chemistry is robust and safe. Our zinc-air battery has decoupled energy and power, making it one of the lowest-cost long-duration battery storage solutions available.

Post-pandemic, there is no doubt that our collective future requires clean air and our pathway to that environmentally sound planet demands energy storage systems. A “bet” on energy storage is a wager that will deliver a cleaner planet that will thrive for current and future generations.



*Ron MacDonald is the CEO & President of **Zinc8 Energy Solutions (CSE:ZAIR)**, the leader in zinc-air battery technology. The zinc-air flow battery from Zinc8 is an energy storage system designed to serve a wide range of long-duration applications for microgrids and utilities. He can be reached at ron@zinc8energy.com and on [LinkedIn](#).*

ENERGY STORAGE IN NEW YORK: IF IT CAN MAKE IT HERE, IT CAN MAKE IT ANYWHERE

By Ron MacDonald, CEO & President of Zinc8 Energy Solutions Inc. on [RenewableEnergyWorld.com](https://www.renewableenergyworld.com) (March 27, 2020)

As COVID-19 wreaks havoc in our collective world and we socially isolate to flatten the curve, “everything works – and will continue to work – as long as we have electricity. It’s what keeps the lights on, the oxygen flowing, the information going. Everything is the grid, the grid, the grid,” said Peggy Noonan in The Wall Street Journal on March 19, 2020. As New York’s Governor Cuomo champions his state’s response to the virus in a historic fashion, he had earlier laid the groundwork to ground-breaking energy storage initiatives.

On December 13, 2019, Governor Cuomo [announced](#) energy storage initiatives that “will provide enough electricity for 1.2 million homes and produce \$2 billion in benefits to New Yorkers.” “As the federal government continues to ignore the real and imminent dangers of climate change, New York is aggressively pursuing clean energy alternatives to protect our environment and conserve resources,” Governor Cuomo said. “These unprecedented energy efficiency and energy storage targets will set a standard for the rest of the nation to follow, while supporting and creating jobs in these cutting-edge renewable industries.”

Long-duration energy storage is no longer a pipe dream or the machinations of a few pilot programs. It is a mandated objective of the Governor Andrew Cuomo’s Green New Deal to build out 3 GW of energy storage capacity by 2030. The planets have aligned to sustain a complete energy storage solution to support the renewable energy and electric vehicle industries, which demand the need for the rapid development of automotive and mass storage batteries. Long-duration energy storage allows energy producers to send excess electricity

over the electricity transmission grid to provisional electricity storage sites that become energy suppliers when electricity demand is greater.

Our company’s (Zinc8 Energy Solutions) contract award and project collaboration with the [New York Power Authority](#) (NYPA) and private sector deployment agreement with Digital Energy supported by NYSEDA, both help advance Governor Cuomo’s Green New Deal by achieving the aggressive energy storage goal and by supporting a nation-leading commitment of 100% electricity from emission-free sources by 2040.

This dramatic change demands the active leadership of New York’s energy powerbrokers. William Acker, Executive Director of an event the New York Battery and Energy Storage Technology Consortium believes that New York State can be a global leader in energy storage technology, including applications in grid storage, transportation and power electronics.

“New York State is actively pursuing commercially ready technologies that will help grow a clean energy economy and improve the reliability, efficiency and overall performance of our electric power delivery system,” said Acker.

Governor Cuomo has been a vocal proponent of energy storage sector in general realizing its important role in reducing costs, protecting the environment and improving the resilience and strength of the state’s infrastructure in the face of natural disasters and other emergencies. He has invested in new battery technologies and energy storage systems, which are helping to develop working prototypes that demonstrate the ability of these advanced energy systems to harden the state’s electric grid and diversify transportation fuel.

As an energy storage company CEO, I and the whole team at Zinc8 Energy Solutions, applaud Governor Cuomo for his tireless actions in developing an electrifying roster of talent that is diligently working to implement the benefits of grid management solutions in New York State.



ENERGY STORAGE AS PURE AS AIR! INTERVIEW WITH RON MACDONALD, ZINC8 ENERGY SOLUTIONS

See interview on [TheEnergyBit.com](https://theenergybit.com)
(April 8, 2020)

PREVIOUS COVERAGE

[Report #9](#): "The Empire State is accelerating renewable energy development as part of its COVID-19 recovery efforts"

[Report #8](#): "Supporting the Clean Energy Industry Through the COVID-19 Response"

[Report #7](#): "Renewable energy stocks could be the first to recover, says JPMorgan"

[Report #6](#): "Death of an ill-fated bull market and birth of a clean energy infrastructure of resilience"

[Report #5](#): "First Private Sector Energy Storage Deployment Contract for Zinc8 Energy Solutions: Second Commercial Agreement in New York City"

[Report #4](#): "Visiting the Zinc8 Energy Storage Development & Production Facility: The Dawn of the Utility-Scale Battery Era"

[Report #3](#): "The Largest State-Owned Power Utility in the USA Announces Collaboration with Zinc8 Energy: Cooperation Agreement with the New York Power Authority (NYPA) to Deploy Zinc-Air Battery System"

[Report #2](#): "Reborn as Zinc8 Energy Solutions"

[Report #1](#): "Bridging the Renewable Energy Infrastructure Gap: A Mass Energy Storage Battery Company Goes Public"





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The reader is referred to the Zinc8's public filings for a more complete discussion of such risk factors and their potential effects which may be accessed through documents filed on SEDAR at www.sedar.com. All statements in this report, other than statements of historical fact, should be considered forward-looking statements. Much of this report is comprised of statements of projection. Statements in this report that are forward looking include that being accepted into the ACRE Cleantech Incubator Program at Urban Future Lab will be the bridge to rapidly scale and transform Zinc8 into a market-driven solution for the next-generation smart grid; that Urban Future Lab's programs aim at de-risking the technology along with the entrepreneur, to ultimately place them into the New York State economy with a goal of scaling them up beyond the state thereafter - and that this may also apply to Zinc8; that being selected into the ACRE incubator program at Urban Future Labs will have Zinc8 working with some of the world's most exciting new cleantech companies, technology innovators and market experts; that Urban Future Lab will rapidly scale and transform a startup like Zinc8 into a vehicle for solving the world's greatest challenge, climate change; that Zinc8 will be provided unmatched access to strategic advisement, introductions to industry stakeholders, marketing and branding support, investor networks, and access to a community of like-minded founders; that a zinc-air battery storage system will be deployed in New York; that NYPA will develop a demonstration energy storage system, using new zinc-air energy storage technology from Zinc8, in New York State; that the Zinc8 project with NYPA will have the ability to provide back-up power, help level grid demand, and move the state further toward a carbon-free electric grid supported by renewable energy resources; that Zinc8 is and will be "a successful new technology being deployed here in New York"; that energy storage will play a critical role in New York City's transition from fossil fuel electricity generation to clean, renewable resources; that cleaner air can improve public health, maybe even save lives; that energy storage can help us maintain a cleaner world by creating the economics needed to support more investment into clean, green renewable energy; that engineers and policymakers are increasingly turning their attention to energy storage solutions; that energy storage systems provide a wide array of technological approaches to managing our power supply in order to create a more resilient energy infrastructure and bring cost savings to utilities and consumers; that demand for the more traditional battery backup application is also increasing for reasons such as the desire to replace diesel generators and the increasing reliance of business on a dependable energy source; that without batteries, solar panels and wind turbines become useless in some circumstances; that the energy storage market is projected to grow from US\$5.7 billion in 2020 to US\$7.3 billion by 2021; that the major factors driving the battery energy storage industry include the growing need for continuous power for critical infrastructure sectors and the rising need to integrate renewable energy sources and rural electrification; that metals such as lithium and vanadium used in some batteries are impacted by price volatility and security of supply, and that those same risks do not apply to zinc-air batteries; that zinc is abundant and inexpensive, with a significant North American supply, and its chemistry is robust and safe; that Zinc8's zinc-air battery has decoupled energy and power, making it one of the lowest-cost long-duration battery storage solutions available; that post-pandemic, our collective future requires clean air and our pathway to that environmentally sound planet demands energy storage systems; that NY's unprecedented energy efficiency and energy storage targets will set a standard for the rest of the nation to follow, while supporting and creating jobs in these cutting-edge renewable industries; that a complete energy storage solution to support the renewable energy and electric vehicle industries requires mass storage batteries; that environmental sustainability places increasing emphasis on energy storage for residential, commercial and industrial uses; that intermittent generation and off-grid consumption both call for energy storage; that Zinc8's energy storage system ("battery") will enter the mar-

ket and Zinc8 will succeed in commercializing a market leading, efficient, long-duration, low-cost zinc-air energy storage system. Such forward-looking statements are subject to a variety of risks and uncertainties and other factors that could cause actual events or results to differ materially from those projected in the forward-looking information. Risks that could change or prevent these statements from coming to fruition include that the coronavirus pandemic turns out worse than expected, shutting down economies and businesses, including renewables, energy storage and Zinc8; that the Urban Future Lab program, the NYSEDA/Digital or NYPA projects do not go forward or don't provide the expected sales, exposure and other benefits; that Zinc8's technology proves to be too expensive to implement broadly; that customers do not adapt Zinc8's products for being too complex, costly, or not fitting with their current products or plans; that Zinc8's competitors may offer better or cheaper solutions for battery storage; that aspects or all of the process development may not be successful; that the technology may not be cost-effective; that the technology may not work as expected in commercial applications; that the costs may not reduce as much as expected on large storage uses; general economic, market and business conditions; increased costs and expenses; that Zinc8 may not raise sufficient funds to carry out its plans, and obligations as per past agreements; changing costs for development, manufacturing and marketing; increased capital costs; interpretations based on current data that may change with more detailed information; the availability of labour, equipment and markets for the products produced; inability to retain qualified employees; that Zinc8's patents may not provide protection as expected and Zinc8 may infringe on the patents of others; changing political landscape, e.g. to hinder the Green New Deal or any of its goals; and certain other risks detailed from time to time in Zinc8's public disclosure documents including, without limitation, those risks identified in news releases and other documents, copies of which are available on Zinc8's SEDAR profile at www.sedar.com. Readers are cautioned that the foregoing list of factors is not exhaustive and are cautioned not to place undue reliance on these forward-looking statements. The writer assumes no responsibility to update or revise such information to reflect new events or circumstances, except as required by law.

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Stephan Bogner studied Economics, with specialization in Finance & Asset Management, Production & Operations, and Entrepreneurship & International Law, at the International School of Management (Dortmund, Germany), the European Business School (London, UK) and the University of Queensland (Brisbane, Australia). Under Prof. Dr. Hans J. Bocker, Stephan completed his diploma thesis ("Gold In A Macroeconomic Context With Special Consideration Of The Price Formation Process") in 2002. A year later, he marketed and translated into German Ferdinand Lips' bestseller "Gold Wars". After working in Dubai's commodity markets for 5 years, he now lives in Switzerland and is the CEO of [Elementum International AG](#) specialized in the storage of gold and silver bullion in a high-security vaulting facility within the St. Gotthard Mountain in central Switzerland.

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