



# MEG Case Study: Jennings Capital

Client Type: Financial services

## Customer Profile

A swift and efficient capital markets-oriented investment dealer, Jennings Capital supports the financial success of some of Canada’s exceptional companies—completing more than \$4 billion worth of transactions in its first 15 years in business. The company’s network of institutional clients span the globe and represent some of the most intelligent supporters of growth companies.

## Challenge

For Jennings Capital mining analysts, recognizing risks and vetting and valuing opportunities demand a deep understanding of mining companies and their projects. Providing sound investment advice also requires staying abreast of the changing investment environment.

With pressure to increase performance, attract investors, and mitigate risk, Jennings Capital needs an accurate and credible source to inform decisions and support recommendations.

## Solution

When researching a prospective investment target, analysts access details in MEG’s MineSearch database pulling together data on similar companies and projects including current and past activities, size, commodities, geography, resources and reserves—quickly seeing how the companies and projects stack up against their peers.

Analysts continuously monitor the mining environment—keeping an eye out for signals of risk and opportunity. Time is always of the essence. MEG’s timely updates, news, and alerts keep Jennings Capital well informed of both positive (i.e., discoveries) and negative (i.e. uprisings) catalysts around the world. MEG’s rich comparable data and historical overviews help articulate an ongoing story about an opportunity that may not be clear from a company’s disclosure or other publically available information sources.

Bankers at Jennings Capital use MEG’s Acquisitions Service to support their valuations efforts in analyzing M&A opportunities. The team develops M&A scenarios for clients, and benchmarks proposed deals against a 15-year history of transactions—strong backing for advice from a trusted, credible source.

**“A catalyst can have an immediate effect on a region, company, or project. In our day-to-day research, MEG provides the intelligence we need to inform clients so they can act in a timely fashion.”**

Peter Campbell  
Mining Analyst, Jennings Capital

**Related MEG Services**

- ▶ MineSearch
- ▶ Acquisitions Service





## Related MEG Services

### MineSearch

MineSearch is a database of thousands of global mining projects and companies providing the highest quality, credible, and historically rich information in the industry. Based on more than 30 years of research and analysis, the service provides clients with the information needed for benchmarking, due diligence, identifying opportunities, tracking competitors, performing quick “what if” scenarios, and completing in-depth, detailed analysis.

### Acquisitions Service

MEG’s Acquisitions Service gives clients a competitive edge by reporting and analyzing current and historical transactions involving advanced-stage base metals and gold projects, operating mines, and companies. Descriptive profiles and comparative analysis of current and historical project and company transactions dating back to 1995 allow companies to evaluate and compare transactions by price paid per lb or oz of primary metal.

“MineSearch provides information not data. It has been read, vetted, and edited by a human being. It is a consistent approach that results in a reliable information source.”

Peter Campbell  
Mining Analyst, Jennings Capital

## MEG is the most trusted source of global mining industry information and analysis.

To help our clients make better decisions more quickly, we supply raw data and sophisticated analysis based on unbiased research and reporting.

Clear, thorough, and reliable.

We draw on three decades of comprehensive information and analysis, with an unsurpassed level of experience and credibility.

From worldwide exploration, development, and production to strategic planning and acquisitions activity—our experienced and knowledgeable researchers and analysts provide essential services for all facets of the industry.

We draw knowledge directly from extensive industry contacts, carefully reviewing global news and information sources to deliver superior databases and research services.

Innovative approaches to information deliver exceptional services—offering you higher value and broader insights.

Relevant, accurate, and complete—our databases and studies help you make confident decisions that lead to improved results.