

Reach for the Sky

Thrill seekers say they're racing to win; getting there first is a bonus.

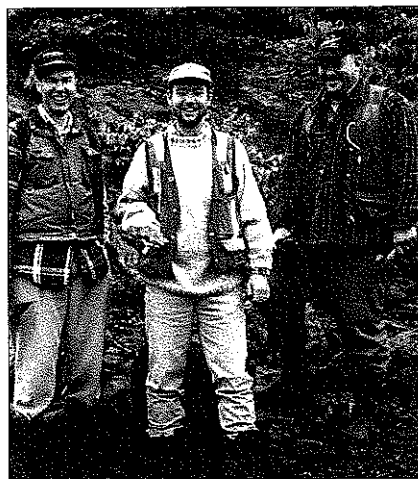
Think of them as the industrial equivalent of magic beans: a handful of "super sectors" that put down roots in the fertile Atlantic soil and whose rapid growth has dominated the regional economy for the past five years. There is an interesting mix of old and new economy in these bountiful beans, with Mining and Oil and Gas Extraction growing faster than all other industrial seeds. The sector's real GDP growth between 2000 and 2005 was 39.1 per cent. Business Services achieved a slightly slower but still impressive growth of 30.9 per cent while Information and Cultural Industries, Construction and Professional, Scientific and Technical Services reached growth rates of 21.9, 20.2 and 19.4 per cent respectively. Obviously, not all businesses within each sector grew at an equal pace. In this article, we profile an exceptionally fast-growing specimen from each field.

Mining and Oil and Gas Extraction
Altius Minerals Corporation
(ALS, TSXV)
St. John's, NL

Altius was founded in 1997 as a junior exploration company searching for mineral deposits in Newfoundland and Labrador. Its seek-and-explore strategy is simple: create a concept, develop partnerships for the technical and financial expertise required, and seek joint ventures whenever strategically possible. (Altius has formed 35 exploration partnerships and joint ventures with mining industry partners worldwide.)

According to Altius' website, this Newfoundland and Labrador-based company has a royalty interest in Voisey's Bay nickel, exposure to gold, base metals and uranium through a varied exploration portfolio, and strategic equity stakes in two public companies it helped create in 2005: Aurora Energy Inc. and Rambler Metals and Mining Plc. As a result, in its 2006 annual financial statement, Altius reported assets in excess of \$36 million and an operating balance of over \$5 million.

Brian Dalton, co-founder, president and CEO, addresses the apparent jump in growth experienced within the company. "Real growth has been fairly measured and



The Altius management team (l-r): Geoffrey Thurlow, director; Brian Dalton, president & CEO; and Roland Butler, director & vice-president.

consistent over our initial nine years. The recent difference in terms of financial indicators has more to do with some long-term initiatives that have begun to mature and bear fruit rather than a conscious change in our pace of activity."

Nevertheless, Dalton admits that "quick action" is sometimes necessary to seize timely opportunities; however, when it comes to growth, the bottom line for this corporation is consistency, balance, strategic

thinking and patience. Voisey's Bay will provide the company with regular cash flow for at least the next 25 years, giving Altius the opportunity for further exploration, be it mineral or business.

Business Support Services
Research in Motion

(Nasdaq: RIMM; TSX: RIM)
Head office: Waterloo, ON;
Technical Support Centre: Halifax, NS

Founded in 1984, Research in Motion (RIM) designs and manufactures wireless communications hardware and software technologies. The company is based out of Waterloo, Ontario with offices in North America, Europe and Asia Pacific. It employs a workforce of 5,000 including 1,200 recently-hired employees at its new Halifax, Nova Scotia operation.

The company's star product is the ubiquitous BlackBerry™, used by over 5 million customers globally, according to the corporate website. And according to Mark Guibert, vice president of Corporate Marketing, the BlackBerry™ is available at over 200 carrier networks in more than 90 countries worldwide. During the 2006 fiscal year's second quarter, RIM reported an additional 705,000 Blackberry™ subscriber