



Turning difficult investor questions into **an advantage.**

How listed companies convert challenging investor interactions into broader shareholder engagement and market education (**examples included**).

Why is your share price performing so poorly?

Read the full [response](#) on the [DRE investor hub](#).

Share price performance is at the forefront of many challenging investor queries. **Dean Tuck (CEO)** does an excellent job of providing investors perspective by highlighting the uncontrollable factors that affect share price and expanding on the company initiatives that drive value to demonstrate alignment with shareholders.

PUBLIC QUESTION - [DRE INVESTOR HUB](#)

*The company continues to make good announcements regarding their various discoveries **but is finding it hard to move the share price**. When does the Board believe that the share price will move above 10 cents again?*

PUBLIC RESPONSE - [DRE INVESTOR HUB](#)

*“Hi Ron, that is certainly the million dollar question. Like many of our rare earth peers, we are not able to control market sentiment and pricing and despite a solid year of drilling success, **we have not had the reciprocal share price appreciation**. Frustrating for us all. So, what do we see as potentially moving us back above 10 cents?...”*

*Things **we cannot control** (but are well positioned to benefit from):*

- return of market interest and positive sentiment for rare earths.
- improving rare earth pricing
- geopolitical events

*Things that **we can control**, delivering:*

- material Ni\$ discovery at Mangaroon, Central Yilgarn or Tarraji-Yampi
- material Au discoveries at Mangaroon or Central Yilgarn
- additional Cu discoveries at Tarraji-Yampi
- HREE discovery at Bresnahan
- Li discovery at Central Yilgarn or Mangaroon
- significant rare earth discovery at Gifford Creek Carbonatites at Mangaroon...

*With the Yin resource delivered and project de-risking work advancing in the background, **we will focus our efforts on making the next discovery**. And should we deliver that, and / or rare earths come back into favour, then we will be in a position to return to our previous highs and hopefully beyond...”*

Why didn't you include retail in your last raise?

[Read the full response on the WA8 investor hub.](#)

Capital raising is delicate, and the best outcome doesn't always include all shareholders via an SPP or Entitlement Offer. **Amanda Buckingham (MD)** tackled frustration by empathising, explaining the funding rationale, and stressing that all options were considered to deliver long-term value for all shareholders.

PUBLIC QUESTION - [WA8 INVESTOR HUB](#)

*"Like many retail investors I was a little upset this offer was not made available to us. Personally, **I was more upset about missing out on the 10c options** than the shares at 5c. I was able to buy more shares when the SP went below 5c, but I will never have the benefit of the options that were offered...I personally believe that Warriedar has a great future (that's why I increased my investment) but **I'll be more suspicious of management intentions in the future**. Trust is hard earned."*

PUBLIC RESPONSE - [WA8 INVESTOR HUB](#)

*"**You are 100% right** - it's the options that retail investors have missed out on. Like you, I also strongly believe that, based upon the current fundamentals and valuations, the SP price can go much higher than 10c in the future... I spoke to several individuals who voiced their dissatisfaction in a clear and articulate manner, and **I felt the disappointment deeply**..."*

*Unfortunately, securing adequate funding for junior gold exploration is still very challenging. Competing interests and agendas exist, and the explorer has minimal leverage and power... my task (and sole focus) was to navigate the path and negotiate terms (JLMs, quantum, price, timing, options, SPP, RI) **that best serve Warriedar's shareholders** - all of them...*

*We know what we need to do in 2025; we just needed proper funding to allow ourselves to do it from a position of control and strength, to be proactive rather than reactive. **With the funding we have, we can now focus on our goals**..."*

*Did we seriously consider an SPP? Yes. Did we drop it to achieve our \$9.5M raising quantum? Yes. Would I do the same again, given the same competing interests and constraints? Yes. Is the system for funding junior exploration 'broken'? Yes. Do I plan to make this a small bump in the 'retail road' towards serious SP growth on the back of real results and an emerging development path? **Absolutely**."*

Why should I stay after losing so much money?

[Read the full response on the DCC investor hub.](#)

Profitability challenges happen to every company. **Lisa Wade (CEO)** tackled this question by building rapport, sharing updates on leadership changes, key wins, and future outlook. When re-engaging cautious past shareholders, show empathy and highlight improvements like new management, investors, or stronger operations.

PUBLIC QUESTION - [DCC INVESTOR HUB](#)

*"After losing so much money (over \$60k) investing in DigitalX some years back, what should compel me **to want to trust them again?**"*

PUBLIC RESPONSE - [DCC INVESTOR HUB](#)

*"Thank you for your enquiry. **I am sorry** to hear that your previous investment experience with DigitalX was not a positive one..."*

*In my humble opinion, the DigitalX business has come a long way **in the 18 months since I took over as CEO** and we are a very different company today. Our talented team has worked incredibly hard to create a Web3 strategy to set DigitalX up for long-term success...*

*Digital assets markets, still in their relative infancy, remain extremely volatile. However, for the first time in my tenure at DigitalX, **we appear to have a tail wind.***

*Among our **key achievements** have been:*

1) Sell My Shares - strategic initiatives implemented in the past 18 months now account for circa 30% of the Sell My Shares business' revenue.

2) Putting the building blocks in place, including partnerships with K2 Asset Management and 3iQ Funds, to launch a spot Bitcoin ETF in the new year. This shapes as a game-changer for the company's funds management business.

3) Real World Asset Tokenisation - we have pioneered and launched a Real World Asset Tokenisation fund. Omer Mohammad has joined from NAB to drive the success of this...

*In short, **we are a transformed team**, ready to create serious value for our shareholders. We are conducting a Webinar on Friday morning and would happily answer your questions in person."*

Why the discount on the entitlement offer?

[Read the full response on the ATC investor hub.](#)

Capital raises often involve discounts to attract demand, which can frustrate investors. **Martin Stein (CFO)** addressed this by explaining deal rationale, pricing specifics, and outcomes of entitlement offers. Citing examples, like cornerstone investors or underwriters, and tying it to long-term value helps build understanding.

PUBLIC QUESTION - [ATC INVESTOR HUB](#)

*"I am a long-term investor in ATC and hold over 2m shares. Can you explain **why ATC would have a capital raising at \$0.07** when the stock has been trading in the \$0.08 to \$0.09 and actually closed at \$0.096 before the trading halt?"*

PUBLIC RESPONSE - [ATC INVESTOR HUB](#)

"Hi Bryan.

*Capital raising involves **striking the right balance** between securing the amount of funds required and doing this at the highest price possible. I believe that there is no right or wrong answer.*

*A \$0.07 price **secured an underwriting of \$6.7m** which may not have occurred at a higher price. Also, other shareholders may or may not want to take up the offer. All shareholders are able to participate at \$0.07, **the same price as the recent placement of \$3m**, which offers an element of fairness to all shareholders.*

*The falling share price recently **is not inconsistent with companies that do entitlement offers**, where the share price retracts closer to the offer price.*

*Let's hope that this is a short term thing and that **if Altech delivers on its battery projects strategy**, the share price gets back up.*

*Kind regards,
Martin Stein
CFO"*

Your marketing is costly and ineffective... why?

[Read the full response on the NUZ investor hub.](#)

New hires and expenses can frustrate shareholders if value isn't clear. **Dr. Michael Thurn (CEO)** recalibrated expectations by sharing the company's performance, highlighting wins from a key marketing hire, and outlining their role. Tying hires to metrics like revenue growth or cost savings helps give visibility and build confidence.

PUBLIC QUESTION - [NUZ INVESTOR HUB](#)

"What does the current role of our marketing expert, Lidija, specifically entail?"

*Were we premature in having this added role and associated cost at shareholders expense? **The marketing side is very lacklustre at present** as is evident in lack of follow up to announcements, pushing it to the investment community and therefore reflected in the almost yearly low of the share price."*

PUBLIC RESPONSE - [NUZ INVESTOR HUB](#)

*"Thanks for your question and request for further insights into our marketing efforts. The company SP is **up more than 60% since 1 January 2024** and the MC at least tripled... so harsh assessment..."*

*The role of our Head of Marketing and Corporate Affairs, Lidija, **is integral to Neurizon's strategy** as we continue to advance our clinical programs and prepare for significant milestones. Lidija's expertise supports key initiatives across corporate communications, investor relations, and brand positioning to enhance awareness of Neurizon's innovative ALS treatment and the company's value proposition...*

*We are **actively engaging** in a range of marketing and promotional activities...*

- Outreach via global biotech, general media channels, local market platforms.
- Strategic participation in high-profile conferences and industry events.
- Global promotional and shareholder webinars and presentations
- Targeted social media campaigns to amplify our announcements...

*Since Lidija joined we've seen **a significant increase in media coverage** with October doubling the previous monthly average and November growing by a further 209% with 116 top-tier media mentions. Organic mentions from global publications **have also seen an increase**, with international coverage accounting for 50% of total coverage..."*

How are you creating shareholder returns?

[Read the full response on the AR3 investor hub.](#)

Investors want assurance that leadership prioritises shareholder returns. **Travis Beinke (CEO)** addressed this by breaking down financial metrics and sharing real-world examples, like AR3's use of JMEI and R&D rebates to cut capital costs and extend cash runway, showcasing lean, creative management and value creation.

PUBLIC QUESTION - [AR3 INVESTOR HUB](#)

*"Often in AR3 presentations and documents, **shareholder value and return to shareholders is mentioned**. It has been a positive week since this report and the announcement about exploration with the share price increasing..."*

Are there any principles you consider important to guide shareholder return?

*As AR3 moves towards production in future years, is there a ratio target range between retained earnings and dividend payment that is appropriate for miners to provide stability and financial health and also allow for exploration and further production growth... **and return some value to shareholders?**"*

PUBLIC RESPONSE - [AR3 INVESTOR HUB](#)

*"Hi Rob. As you note, we are still in an early exploration and growth phase, so although specific ratios are premature now, **financial health and shareholder value remain central** to future strategies..."*

*Our guiding principles may include **(1) capital efficiency**, ensuring capital is allocated effectively between growth (e.g. exploration, development) and shareholder returns (e.g. dividends, share buybacks) and **(2) financial prudence**, maintaining an appropriate balance of debt and equity to fund operations without over-leveraging. There are **a wide range of factors that AR3 consider** as we make capital/return decisions during the Company's growth phase..."*

*An **example of how we are creating value for our shareholders** can be demonstrated through the issuing of Junior Minerals Exploration Incentive (JMEI) credits to eligible shareholders who participated in the May 2023 capital raise. We are also anticipating the receipt of ~\$700k Research and Development tax credit to be received in the near future which will provide additional funding for the Company. Thanks for your question, Rob!"*



As a listed leader.

Your work is **cut out** for you.

Running the business is hard and managing **investor expectations** is a core part of that challenge.

It's your responsibility to **bring investors along for the journey** through the highs and lows, and that can become overwhelming.



Use your time well.

Your **time** is the most valuable asset you have which is why you need to use it efficiently.

When supported with **the right technology and tools**, answering difficult questions can become exponentially more impactful and engaging for your investors.



How we can help.

Whether it's a difficult question or a challenging interaction, **send it to us**. We'll help curate the right response or give some feedback on how you've engaged so far.