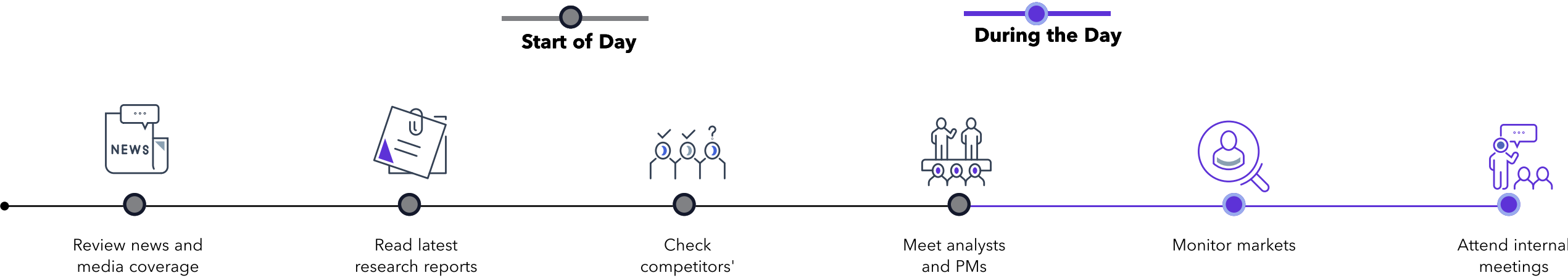


Corporate Investor Relations

Market Intelligence

Tracking news, research and markets



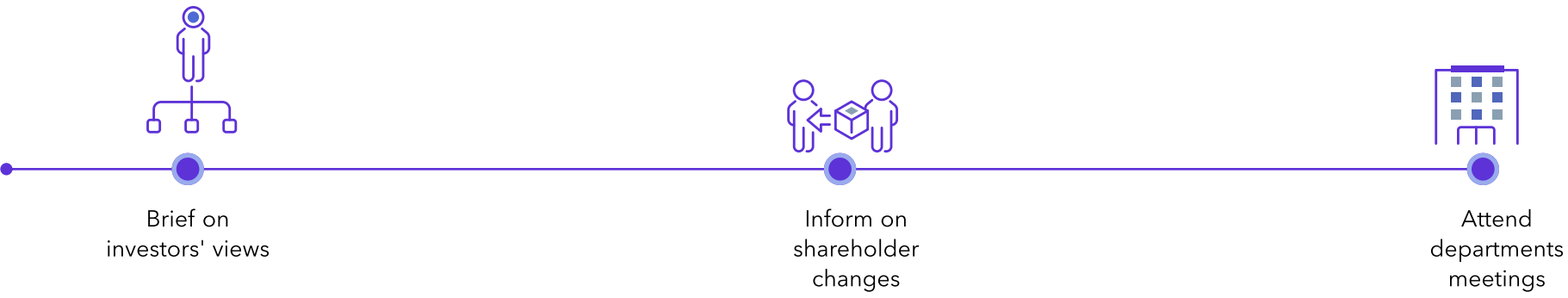
External Communication

Communicating with investors



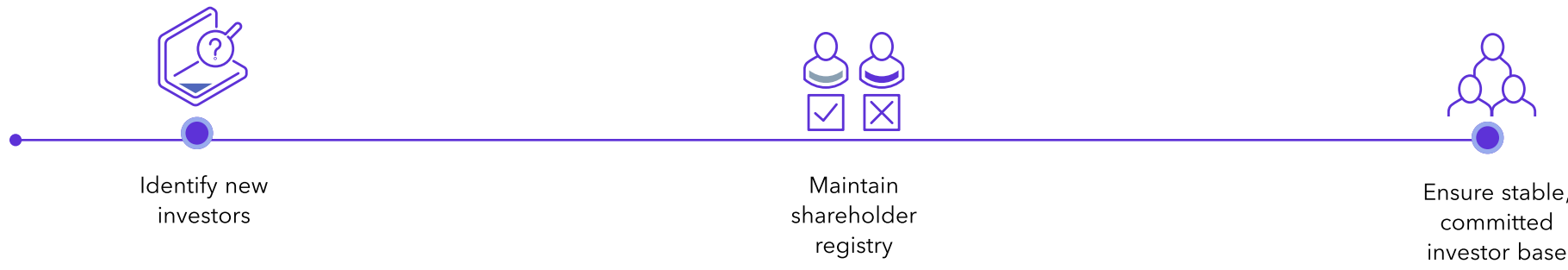
Internal Communication

Communicating with managers/departments



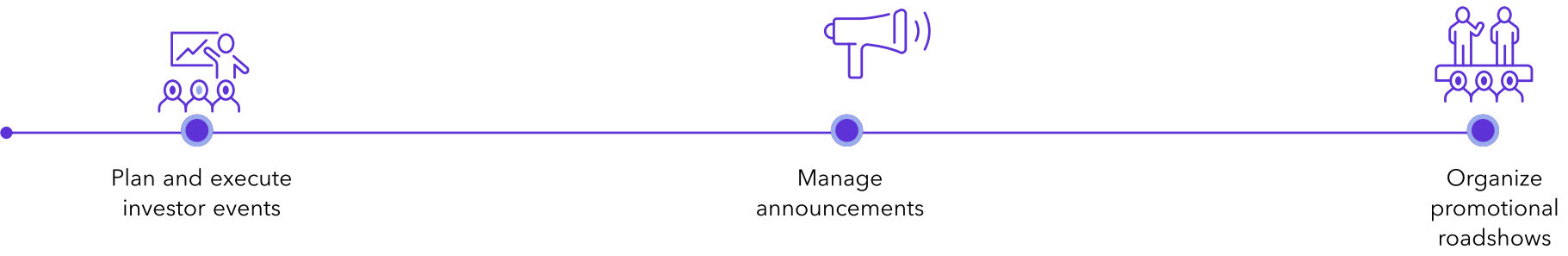
Shareholder Analysis

Optimizing investor base



Event Planning & Organisation

Managing announcements and events



Corporate Investor Relations

Manages communication between a company's management and investors. Supports release of information, communicates strategy and vision, handles inquiries and meetings. Provides feedback to management and does crisis management. Goal is to maximize valuation of company's shares, attract investors and reduce cost of capital. Some help with firm's sustainability goals, business planning and strategy.

Who I Work With

Senior Management

C-Suites, Corporate Strategy and M&A heads are among senior internal decision markers who work closely with Investor Relations to define how the corporation's strategy is communicated and to understand investor views

Investors

Apart from funds, key shareholders could include venture capital, private equity, family offices, institutions or high-net-worth individuals

Sell-Side Research Analyst

Sector specialist who produces research and generates buy/sell/hold recommendations on securities or debt issued by companies for buy-side investors

Buy-Side Research Analyst

Sector specialist who produces research, analyzes markets and generates investment recommendations for a fund

Buy-Side Portfolio Manager

Manages a fund and picks securities to invest in based on risk tolerances and expected returns

Corporate Access Team

Sell-side unit that plans and executes meetings and events between bank's investor clients (PMs and analysts) and its corporate clients

Bloomberg