The Impact of MiFID and the Changing Sell-side Landscape



Wednesday, October 9, 2019
12:00-1:00PM EST

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CPE Credit

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- For CPE Credit, you must answer all three (3) of the polling questions AND you must complete the program survey that is provided at the end of this presentation.

Q&A

- If you are participating via the live webinar, you can type your question in the “chat box” at the bottom of your computer screen

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- Holders of the NIRI IRC® credential can earn 1 professional development unit (PDU) per meeting/webinar. IRC-credentialed speakers may also earn PDUs. More information is available at www.niri.org/certification.

Agenda

Learning Objectives

- Update others on the new economic model of sell-side research and what has changed
- Create symbiotic business partnerships with covering banks that allow each of you to remain successful
- Identify when and how to use sell-side for NDRs and how to make the most of conferences
- Evaluate the likelihood and cost/benefit of additional coverage
- Recognize what the future of sell-side research may look like

Moderator and Panelists

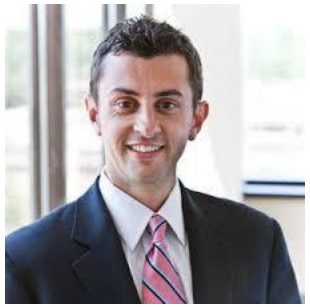


Moderator

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Polling Question #1



How has your sell-side coverage changed since the implementation of MiFID?

A. It has increased slightly
B. It has increased substantially
C. There has been no change
D. It has decreased slightly
E. It has decreased substantially

Moderator and Panelists

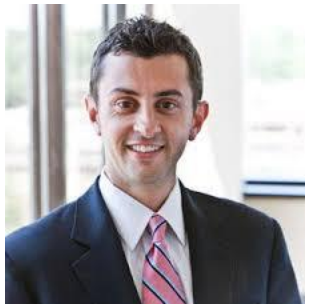


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Polling Question #2



How has your investor conference participation changed since the implementation of MiFID?

A. We are going to slightly more conferences

B. We are going to substantially more conferences

C. Our conference participation is unchanged

D. We are going to slightly fewer conferences

E. We are going to substantially fewer conferences

Moderator and Panelists

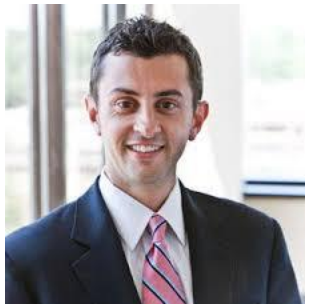


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Polling Question #3



How would you characterize your efforts to address additional sell-side coverage?

A. I’ve had this as a goal and have had some success
B. I’ve had this as a goal and have not yet been successful
C. I’ve not had this as a goal
D. I don’t think this is a rational goal
E. I’m looking at paying for research

Moderator and Panelists

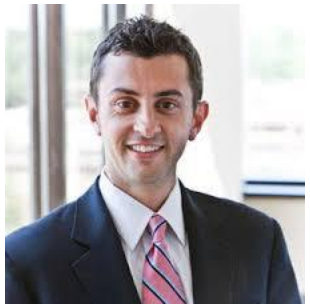


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2019 – 2020 Virtual Chapter Program Calendar

Date	TOPIC
Week of October 21st or 29th	Advocacy Update
November 13, 2019	Demystifying Market Structure
December 11, 2019	Building Relationships with Passive Investors
January 8, 2020	Proxy and Governance Outreach
February 19, 2020	Election Year Forecasting
March 20, 2020	Targeting
April 15, 2020	ESG
May 6, 2020	Award Winning Investor Relations
June 2020	NIRI National Event – Miami

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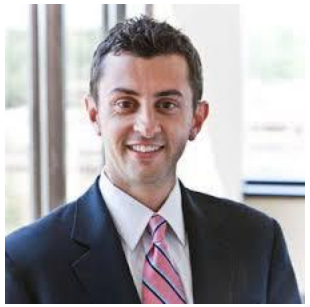


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