

Global Corporate Access Advantage

BAIRD

Institutional Equities
& Research

20,000+ connections made annually between institutional investors and management

Over 400 NDRs scheduled annually with large-, mid- and small-cap companies around the world

3 highly ranked conferences, hosted annually

500+ companies hosted annually¹ for unique access events incremental to conferences (webcasts, HQ visits, facility tours, conference calls, etc.)

Award-winning sales and research

- Greenwich Associates No. 1 overall quality in sales, corporate access and research. Baird is also ranked No. 1 for "important firm for small-/mid-cap corporate access."²

Exceptional logistics

- From planning and preparation to feedback after the trip, all the details are managed by your Baird corporate access partner working closely with your team.
- Baird is your companion throughout your trip, ensuring you have the information you need to prepare for the meetings as well as a smooth transition between meetings.

Key decision-makers at the right investment managers

- We draw on the expertise of Baird's senior analysts and the institutional sales and trading team for insights on active, long-term institutional investors with both an interest in and understanding of your company.
- We work collaboratively with you to develop a productive itinerary with a focus on active, long-term institutional investors.

Strong return on invested time (ROIT) for management

- Market knowledge + key decision-makers + exceptional execution = high C-level ROIT!

Industry-Leading Global Conference Platform

Baird conferences viewed as best-in-class² by management teams and institutional investors.



**2021 GLOBAL
CONSUMER,
TECHNOLOGY &
SERVICES
CONFERENCE**

JUNE 8–10, 2021
VIRTUAL CONFERENCE



**2021 GLOBAL
HEALTHCARE
CONFERENCE**

SEPTEMBER 14–15, 2021



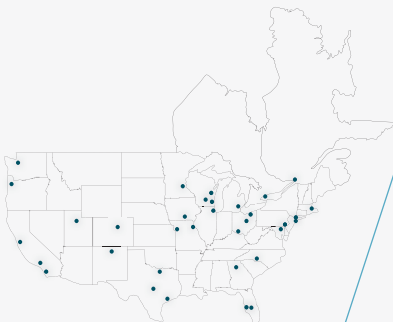
**2021 GLOBAL
INDUSTRIAL
CONFERENCE**

NOVEMBER 9–11, 2021

How do non-deal roadshows complement conferences and analyst days?

- Non-deal roadshows provide the opportunity to see multiple potential investors within each institution and allow them to develop a deeper understanding of your business and strategy.
- Investor meetings in New York and Boston can cover 40–60% of your shareholders.
- Portfolio managers often have limited time to travel. They are more likely to participate and are better prepared when meeting in their office.

North American Reach



West

Austin
Dallas
Denver
Houston
Los Angeles
Portland
Salt Lake City
San Diego
San Francisco
Santa Fe
Seattle

Midwest

Appleton
Chicago
Cincinnati
Cleveland
Columbus
Des Moines
Detroit
Kansas City
Madison
Milwaukee
Minneapolis
St. Louis

East Coast

Baltimore
Boston
Greenwich
Jersey City
New York
Philadelphia

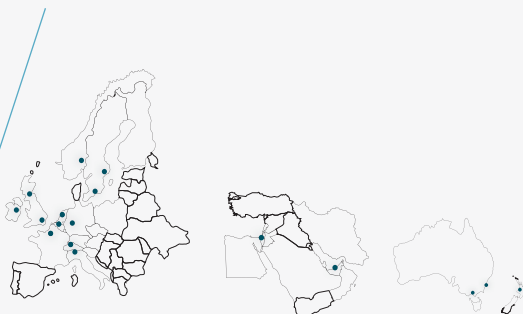
Southeast

Atlanta
Charlotte
Tampa
Orlando

Canada

Montreal
Toronto

International Reach



Europe

Belgium – Brussels
Denmark – Copenhagen
England – London
France – Paris
Germany – Frankfurt
Holland – Amsterdam
Ireland – Dublin
Italy – Milan
Norway – Oslo
Scotland – Edinburgh
Sweden – Stockholm
Switzerland – Zurich/Geneva

Middle East

Israel – Tel Aviv
United Arab Emirates – Abu Dhabi/Dubai

Australasia

Australia – Melbourne/Sydney
New Zealand – Auckland

Corporate Access Partners

Jennifer Grayson

Managing Director

Beth Blair

Vice President

Aimee Breunig

Associate

Prema Choudhury

Vice President

Keely Kiedrowski

Assistant Vice President

MaryKate McGilley

Director

Julie Schenkel

Vice President

FORTUNE 100 Best Companies to Work For® – Ranked No. 13 in 2020

For 17 consecutive years, Baird has been recognized as one of the Best Companies to Work For® – and it's our 12th year in the top 25.

¹Corporate Access statistics referenced are from 2019–2020.

²Greenwich Associates' 2020 surveys of North American Equity Investors. Surveys conducted with 91 small-cap and mid-cap fund managers and 228 U.S. buy-side trading desks that use electronic trading, respectively. Rankings for qualitative metrics based on leading research firms in surveys.