



## IN THIS ISSUE

[Deutsche Bank continues partnership with IR Society in 2017](#)

[IR Webinar - Policy Forum 2017](#)

[Book your place at Club 22 in 2017](#)

[Professional Development - learn something new in 2017](#)

[2017 Informed editorial: still time to submit your ideas](#)

[FCA future Mission: key themes from market feedback](#)

---

## *Deutsche Bank continues partnership with IR Society in 2017*

Welcome back and a Happy New Year to all our Bulletin readers! We're delighted to announce that [Deutsche Bank's DR team](#) continues to sponsor the Society's **Professional Development programme for 2017**.

Speaking about the sponsorship, Zafar Aziz, Director, Head of DR Investor Relations Advisory Group at Deutsche Bank said: *"The UK IR Society has gained an international reputation as a recognised body for representing the IR industry and for providing a comprehensive range of educational resources for its members. Deutsche Bank Depository Receipts is very proud to be continuing our partnership with the Professional Development Programme for 2017."*

Deutsche Bank Depository Receipts provides all the services necessary to set up and run a successful ADR programme plus a range of added services to ensure that both the issuing company and its investors get the most from the programme. This includes providing specialist investor relations support to companies with ADRs to assist them in communicating with their US investors. [Click here](#) for more information.

The Society's new Professional Development brochure for 2017 is now out, where you can view course details and book online. View brochure [here](#)

---

## EVENTS

[IR Webinar - Policy Forum 2017](#)  
(17 Jan)

## COURSES

[Demystifying company accounts and valuations - Module One and Module Two](#) (17/18 Jan)

[IR regulation update](#) (20 Jan)

[CIR revision course](#) (26 Jan)

[Introduction to IR and the financial markets](#) (30 Jan)

## NEWS

[FCA Consultation: Markets in Financial Instruments Directive II Implementation](#)

[Three ways to jump-start IR for SMEs](#)

[Current trends and discussions in Germany](#)

[Best practice IR in the Brexit and Trump era](#)

[Informed 93 – Winter 2016/17](#)

## IR Webinar - Policy Forum 2017

### Policy Forum 2017 - Tuesday 17 January

2016 certainly contained lots of surprises! As we start another year, join us for this [lunchtime webinar](#), where our expert panel will review the huge events from 2016 as well as look forward into the New Year, 2017. Joining us for this popular webinar will be a Richard Dunbar, Aberdeen Asset Managers, Matt Hall from Deutsche Bank and David Lloyd-Seed, our Chair of the Investor Relations Society. The overall themes of the policy forum will be 'Perspectives and Insights' in order to review events of 2016 and how the current economic and financial environment may shape financial markets in 2017. For more information, speaker bios and to book online, [click here](#)

## JOB ZONE

[IR Manager](#)

[Investor Relations Officer –  
London](#)

[IR Manager](#)

[IR Assistant](#)

[Senior Consumer PR Manager](#)

## Book your place at Club 22 in 2017

One of the IR Society's primary objectives is to promote best practice and the continuous development of the IR profession. We have found that an extremely effective way to do this is to provide opportunities for our members to share ideas and engage in peer group discussion in an informal and convivial setting. Our Club 22 dinners for senior IROs take place on the second Tuesday of every month and dates for 2017 are now published online. Get ahead and book your place now or contact [alison.hamilton@irs.org.uk](mailto:alison.hamilton@irs.org.uk) for more information.

## Professional Development - learn something new in 2017

Our **2017 professional development** brochure is now online [here](#)! Within this interactive brochure you can now view all course outlines and dates at a glance. So get online and get booking now. Here's what's coming up in January:

### Demystifying company accounts and valuations – Tuesday 17/ Wednesday 18 January

*"This course exceeded my expectations. Not only was it very informative, it was highly enjoyable. The course tutor is excellent, and made complicated concepts easy to understand. Great value for money - a challenging, yet satisfying course."* [Book online](#)

### IR regulation update – Friday 20 January

*"A very clear and well structured course, taking a good sweep across regulatory developments. A useful update and the discussion format worked very well - I would definitely recommend this course to all IROs."* [Book online](#)

### Introduction to IR and the financial markets – Monday 30 January

*"Really useful training. Interesting topics and some clear explanations, delivered by an excellent and very engaging trainer! With little knowledge on the subject, the course certainly achieved its aim for me. I found it inspiring and felt it has given me a good understanding of the topic."* [Book online](#)

## *Shareholder Engagement and Communication London Symposium*

Skytop Strategies will be hosting their **Shareholder Engagement and Communication London symposium** taking place at The Bloomsbury Hotel, UK on **February 7, 2017**.

*Engage with industry thought leaders, subject matter experts and issuers on how to best manage institutional investor campaigns for constructive outcomes. Discover how U.S.-based activist campaigns affect the nature of engagements in the U.K. and Europe while applying the latest engagement strategies as expectations shift between U.K., European and U.S. issuers and institutional investors.*

**Members of IR Society receive a 25% discount off the dated price.** To register at this special rate please contact Jon Scortia, VP Delegate Experience at [JScortia@skytopstrategies.com](mailto:JScortia@skytopstrategies.com).

For more information on this program [click here](#)

## *2017 Informed editorial: still time to submit your ideas*

In case you missed our alert in December, we are now planning the following editorial features in 2017. We've had some great suggestions for articles and if you too want to be included in any of these editions there's still time, so please do get in touch with Laura Hayter with your ideas.

**Spring (March)** – All change in the City of London: another big bang? A look at the major changes under way in financial markets and regulation. *Copy deadline February 17*

**Summer (July)** – 'A New World Order: The Ascent of IR.' Full coverage of the 2017 conference, as well as a fresh look at careers and the IR profession. *Copy deadline June 16*

**Autumn (October)** – A new face of IR: Alternative sources of funding. *Copy deadline September 15*

**Winter (December)** – Best practice – latest developments, plus coverage of the Society's annual best practice awards. *Copy deadline November 15*

For advertising and sponsorship enquiries please contact [Robert Dann](#).

## *FCA future Mission: key themes from market feedback*

Back in October 2016, the FCA issued a discussion paper 'Our Future Mission' which set out a framework designed to help prioritise the FCA's work, and ensure they focus their resources in the right places. The FCA has now shared some of the key themes emerging from market feedback so far. [Read more here](#)



# The IR Service Providers Directory

The *Informed* IR Service Providers Directory features those organisations who offer key services to the IR community and shows the categories in which they have chosen to appear.

This section is published in parallel with the service

provider section on the IR Society website – [www.irs.org.uk](http://www.irs.org.uk).

For more information and to list your business here, please call John Thistlethwaite on +44 (0)1285 831 789 or email [john@silverdart.co.uk](mailto:john@silverdart.co.uk).

## Key to IR SERVICE PROVIDERS by category

### ADR depositary services

BNY Mellon  
Deutsche Bank  
Citi

### Annual reports

Addison Group  
B2B Design Bureau Zebra  
Black Sun  
Capita Asset Services  
Design Portfolio  
Emperor Design  
EQS Group  
Investis  
Langsford Corporate Design  
Luminous  
Lyonsbennett  
MSLGROUP  
MerchantCantos

### Board advisory

Capita Asset Services  
Capital Axis  
Citigate Dewe Rogerson  
Fairvue Partners  
Fidelio

### Corporate broking

Capita Asset Services  
Liberum  
Panmure Gordon

### CRM databases

IR.soft  
Orient Capital  
Nasdaq Corporate Solutions  
RD:IR

### CSR/sustainability

Addison Group  
Capita Asset Services  
EM  
Luminous  
Lyonsbennett  
MSLGROUP

### Debt IR

Citigate Dewe Rogerson  
EM  
Fairvue Partners  
Orient Capital

### Executive search

Broome Yasar Partnership  
EMR  
Fidelio Partners  
Taylor Bennett  
VMA

### Fund management

Exane BNP Paribas

### Internet services

Addison Group  
Black Sun  
EQS Group  
Investis  
MerchantCantos  
Nasdaq Corporate Solutions  
Obsidian IR  
WorkCast

### Investor communications

Crossfire  
PR Newswire  
Valor IR Consulting

### Investor presentations

Capita Asset Services  
Crossfire  
EM  
Emperor Design  
EQS Group  
Lyonsbennett  
Media Sterling

### Investor relations

Addison Group  
Aura Financial  
Broadridge  
Capital Axis  
Citigate Dewe Rogerson  
Clare Williams Associates  
EM  
EmCo  
EQS Group  
Equiniti  
Fairvue Partners  
Fidelio  
Financial Times  
FTI Consulting  
ingage  
Instinctif Partners  
Investis  
Maitland  
Makinson Cowell  
Meetyl Europe  
MHP  
Nasdaq Corporate Solutions  
Obsidian IR  
Orient Capital  
RD:IR  
Taylor Rafferty  
WorkCast  
World Television

### Investor roadshows

Capita Asset Services  
Capital Axis  
EM  
Meetyl Europe  
ingage  
Nasdaq Corporate Solutions  
RD:IR

### IR for small caps

Capita Asset Services  
Citigate Dewe Rogerson  
EM  
EQS Group  
Fairvue Partners  
Investis  
Meetyl Europe  
Nasdaq Corporate Solutions  
Obsidian IR  
RD:IR

### Mobile technology

Addison Group  
EQS Group  
ingage  
irFactory  
Orient Capital

### News providers

EQS Group  
Obsidian IR

### Opinion research

Capital Axis  
Nasdaq Corporate Solutions  
Orient Capital  
QuantiFire  
RD:IR  
Rivel Research Group

### Proxy and corporate support

Capita Asset Services  
Equiniti  
Orient Capital  
ProxyCensus  
RD:IR

### Publications

IR Magazine  
Financial Times

### Public relations

Bell Pottinger  
EM  
Finsbury  
FTI Consulting  
MHP  
MSLGROUP  
Nasdaq Corporate Solutions  
Obsidian IR  
PR Newswire

### Registrars

Capita Asset Services  
Equiniti

### Shareholder research

Capita Asset Services  
Capital Axis  
Clare Williams Associates  
EM  
Equiniti

Fairvue Partners  
Nasdaq Corporate Solutions  
Orient Capital  
QuantiFire  
RD:IR  
Rivel Research Group

### Shareholder targeting

Capita Asset Services  
Capital Axis  
Citigate Dewe Rogerson  
Equiniti  
Fairvue Partners  
Nasdaq Corporate Solutions  
Meetyl Europe  
Orient Capital  
RD:IR

### UK Regulatory Disclosure

EQS Group  
PR Newswire

### Video

Addison Group  
Crossfire  
EQS Group  
Instinctif Partners  
World Television

### Webcasting

EQS Group  
Investis  
Nasdaq Corporate Solutions  
Orient Capital  
PR Newswire  
WorkCast  
World Television

### Website development

Addison Group  
Black Sun  
Clare Williams Associates  
CKD  
Emperor Design  
EQS Group  
Investis  
irFactory  
Lyonsbennett  
MerchantCantos  
MSLGROUP  
Nasdaq Corporate Solutions  
PR Newswire  
WorkCast

More information at:  
[www.irs.org.uk/resources/service-providers](http://www.irs.org.uk/resources/service-providers)

## The IR Service Providers Directory



ADDISON GROUP – [www.addison-group.net](http://www.addison-group.net) – *annual reports, CSR/sustainability, internet services, investor relations, mobile technology, video, website development*

AURA FINANCIAL – [www.aura-financial.com](http://www.aura-financial.com) – *investor relations*

Specialist financial communications and investor relations consultancy  
Transactions – Sustainability – Issues management – Continuing obligations



**Targeted value-added IR services:**  
Equity story  
Benchmarking  
Perception studies  
Investor outreach  
Tailored Board training

[www.aura-financial.com](http://www.aura-financial.com) | [rachel@aura-financial.com](mailto:rachel@aura-financial.com) | 0207 321 0000

B2B DESIGN BUREAU ZEBRA – [zebra-group.ru/en](http://zebra-group.ru/en) – *annual reports*

BELL POTTINGER – [www.bellpottinger.com](http://www.bellpottinger.com) – *public relations*

BLACK SUN – [www.blacksunplc.com](http://www.blacksunplc.com) – *annual reports, internet services, website development*

**Black Sun** is one of Europe's leading strategic corporate communications consultancies. We bring together corporate reporting, corporate responsibility communications and digital communications to enable our clients to create powerful integrated solutions.

Contact: Sallie Pilot  
Director of Research and Strategy  
T: 020 7751 9509  
E: [spilot@blacksunplc.com](mailto:spilot@blacksunplc.com)



[www.blacksunplc.com/corporate](http://www.blacksunplc.com/corporate)

BNY MELLON – [www.bnymellon.com/dr](http://www.bnymellon.com/dr) – *ADR depositary services*



BNY Mellon acts as depositary for more than 2,500 American and global depositary receipt programs, acting in partnership with leading companies from 68 countries.

Learn more at [www.bnymellon.com/dr](http://www.bnymellon.com/dr)

BROADRIDGE – [www.broadridge.com](http://www.broadridge.com) – *investor relations*

BROOME YASAR PARTNERSHIP – [www.broomeyasar.com](http://www.broomeyasar.com) – *executive search*

CAPITAL AXIS – [www.capitalaxis.com](http://www.capitalaxis.com) – *board advisory, investor relations, investor roadshows, opinion research, shareholder research*

CAPITA ASSET SERVICES – [capitaassetservices.com](http://capitaassetservices.com) – *annual reports, board advisory, corporate broking, CRM databases, investor presentations, investor roadshows, IR for small caps, proxy and corporate support, registrars, shareholder research, shareholder targeting*



**Asset Services**

**Capita Asset Services'** consultants partner with you to deliver the most efficient Investor Relations programme for your business.

Loren Dufton  
Tel: +44 (0)207 954 9611  
[loren.dufton@capita.co.uk](mailto:loren.dufton@capita.co.uk)  
[www.capitaassetservices.com](http://www.capitaassetservices.com)

Our online portal 'WebIRPlus' lets you manage your investor relations activity in one convenient and portable digital platform.

CITI – [www.citi.com/dr](http://www.citi.com/dr) – *DR depositary services*



Citi Depositary Receipt Services is a leader in bringing quality issuers to global capital markets and on promoting depositary receipts as an effective capital markets tool. **Learn more at [citi.com/dr](http://citi.com/dr)**

**Ayden Dagg**, Managing Director,  
EMEA Depositary Receipts

Tel: +44 (0) 20 7500 5709  
Email: [ayden.dagg@citi.com](mailto:ayden.dagg@citi.com)

CITIGATE DEWE ROGERSON – [www.citigatedewerogerson.com](http://www.citigatedewerogerson.com) – *board advisory, debt IR, investor relations, IR for small caps, shareholder targeting*



**Citigate Dewe Rogerson** is a full service investor relations consultancy offering independent advice, analysis and execution.

Our team combines a variety of backgrounds to bring an unparalleled breadth of financial markets expertise and an in-depth understanding of the international investment community's IR requirements.

Sandra Novakov, Director  
+44 (0)20 7282 1089  
[sandra.novakov@citigatedr.co.uk](mailto:sandra.novakov@citigatedr.co.uk)  
[www.citigatedewerogerson.com](http://www.citigatedewerogerson.com)

CLARE WILLIAMS ASSOCIATES – [www.clarewilliamsassociates.com](http://www.clarewilliamsassociates.com) – *investor relations, shareholder research, website development*



Investor relations and investment communication services: we provide an independent, experienced and skilled fund manager's perspective with an established track record.

- Market perception studies.
- Investment communication across a range of channels.
- Bespoke research support and training.
- Flexible tailored approach.

T: +44 (0) 141 419 9900  
E: [info@clarewilliamsassociates.com](mailto:info@clarewilliamsassociates.com) W: [www.clarewilliamsassociates.com](http://www.clarewilliamsassociates.com)

CROSSFIRE – [www.wearecrossfire.com](http://www.wearecrossfire.com) – *Investor communications, investor presentations, video*

DESIGN PORTFOLIO – [www.design-portfolio.co.uk](http://www.design-portfolio.co.uk) – *annual reports*

**The complete communications partner**

We combine considered creativity with expert consultancy to provide engaging and effective corporate reports, websites and investor presentations.



[design-portfolio.co.uk](http://design-portfolio.co.uk) / +44(0)20 7536 2032

DEUTSCHE BANK – [www.adr.db.com](http://www.adr.db.com) – *ADR depositary services*

Deutsche Bank

Providing all the support necessary to set up and run a successful Depositary Receipt programme. For a more personal, specialist service please contact us.

Zafar Aziz – Tel: +44(20)7545 6619 Email: [zafar.aziz@db.com](mailto:zafar.aziz@db.com)

*Passion to Perform*



D.F. KING – [www.dfkingltd.com](http://www.dfkingltd.com) – *Board advisory, opinion research, proxy and corporate support*



With 74 years' experience in securing shareholder support, D.F. King is a global leader in proxy solicitation, M&A and corporate governance advisory.

London +44 20 77 76 75 74 [dfkingltd.com](http://dfkingltd.com)

Part of **Link Group** | Corporate Markets

This section is published in parallel with the service provider section of the IR Society website – see [www.irs.org.uk](http://www.irs.org.uk)

## The IR Service Providers Directory



EM – [www.em-comms.com/en](http://www.em-comms.com/en) – *CSR/sustainability debt IR, investor presentations, investor relations, investor roadshows, IR for small caps, public relations, shareholder research*

EMCO – [www.em-co.ru/eng](http://www.em-co.ru/eng) – *investor relations*



**EmCo** is a Moscow-based consultancy, specialising in financial communications and investor relations.

We deliver a full range of IR services and focus on **consolidated reporting, research and studies, investor communication.**

[www.em-co.ru/eng](http://www.em-co.ru/eng) • +7 (495) 980 06 84 • [info@em-co.ru](mailto:info@em-co.ru)

EMPEROR DESIGN – [www.emperordesign.co.uk](http://www.emperordesign.co.uk) – *annual reports, website development*

# emperor

Since 1996, Emperor has been designing and producing straightforward printed and online annual reports, where accessibility of information, strong navigation, clarity of communication and value are the key objectives.

Call us today for a free consultation.  
[www.emperordesign.co.uk](http://www.emperordesign.co.uk)

Tel: +44 (0)207 729 9090  
+44 (0)121 262 3830  
+44 (0)131 220 7990

EMR – [www.emrrecruitment.co.uk](http://www.emrrecruitment.co.uk) – *executive search*

EQUINITI – [www.equiniti.co.uk](http://www.equiniti.co.uk) – *investor relations, proxy and corporate support, registrars, shareholder research, shareholder targeting*

EQS GROUP – [www.eqs.co.uk](http://www.eqs.co.uk) – *annual reports, internet services, investor presentation, investor relations, IR for small caps, mobile technology, news providers, UK regulatory disclosure, video, webcasting, website development*

# EQS GROUP

» Serving over 2,300 listed companies worldwide  
EQS Group is a leading international provider of corporate communications «

EQS Group AG • London: [ania.wojtus@eqs.com](mailto:ania.wojtus@eqs.com)  
Tel. +44 (0)208 2406 190 • [www.eqs.co.uk](http://www.eqs.co.uk)

EXANE BNP PARIBAS – [www.exane.com](http://www.exane.com) – *European equities broker*

FAIRVUE PARTNERS – [www.fairvuepartners.com](http://www.fairvuepartners.com) – *board advisory, debt IR, investor relations, IR for small caps, shareholder research, shareholder targeting*

FIDELIO – [www.fideliopartners.com](http://www.fideliopartners.com) – *board advisory, executive search, investor relations*

# FIDELIO

**Fidelio Partners** is an International Board Development and Executive Search consultancy. We have a deep understanding of what shareholders and stakeholders expect from the leadership team, as well as expertise in the Finance, Communications, Strategy and Governance functions. As such Fidelio has a recognised world class capability in sourcing senior Investor Relations professionals.

**Contact:** Gillian Karran-Cumberlege  
+44 (0) 20 7759 2200  
[gkarrancumberlege@fideliopartners.com](mailto:gkarrancumberlege@fideliopartners.com)  
[www.fideliopartners.com](http://www.fideliopartners.com)

FINANCIAL TIMES – [www.ft.com](http://www.ft.com) – *investor relations, publications*



Reach and engage the Financial Times audience of financially-aware decision-makers and affluent shareholders from across the world.

FT Investor Relations service – targeted multimedia communication packages that give you maximum visibility.

**Contact:**  
Daniel Fish on +44 (0)20 7873 4571  
[daniel.fish@ft.com](mailto:daniel.fish@ft.com)

FINSBURY – [www.finsbury.com](http://www.finsbury.com) – *public relations*

FTI CONSULTING – [www.fticonsulting.co.uk](http://www.fticonsulting.co.uk) – *investor relations, public relations*

INGAGE – [www.ingage.com](http://www.ingage.com) – *investor relations, investor roadshows, mobile technology*

ingage have developed a state of the art platform for arranging corporate access, which fully complies with FCA regulations regarding the use of client commissions. [www.ingage.com](http://www.ingage.com)



INSTINCTIF PARTNERS – [www.instinctif.com](http://www.instinctif.com) – *investor relations, video*

INVESTIS – [www.investis.com](http://www.investis.com) – *annual reports, investor relations, IR for small caps, webcasting, website development*

.INVESTIS



Corporate & IR Websites



Apps & Mobile



Social Media



Video & Webcasting



Charts, Maps & Feeds

[www.investis.com](http://www.investis.com)
[enquiries@investis.com](mailto:enquiries@investis.com)
[+44 \(0\)20 7038 9000](tel:+44202070389000)

IRFACTORY – [www.irfactory.co.uk](http://www.irfactory.co.uk) – *mobile technology, website development*

# irFactory

by SYMEX ECONOMICS

*A global, flexible and powerful solution for your IR communication*

IR Websites • Quotes & Charts • Apps • Financial Data • Smart Reports

**+44 20 3445 5045 • [info@irfactory.co.uk](mailto:info@irfactory.co.uk) • [www.irfactory.co.uk](http://www.irfactory.co.uk)**

IR MAGAZINE – [www.irmagazine.com](http://www.irmagazine.com) – *publications*

IR.SOFT LTD – [www.irsoft.com](http://www.irsoft.com) – *CRM databases*



**Arnaud D Robin**  
Tel: +44 (20) 7060 4700  
[info@irsoft.com](mailto:info@irsoft.com)  
[www.irsoft.com](http://www.irsoft.com)

The **IR.manager** Investor Relationship Management and Targeting platform – together with the IR.mobile app – helps corporate IR teams to easily and efficiently manage relationships with investors, analysts and other stakeholders.

**IR.soft:** Software solutions for optimal Investor Relations™

LANGSFORD CORPORATE DESIGN – [www.langsford.co.uk](http://www.langsford.co.uk) – *annual reports*

To appear here, call 01285 831789 or email John Thistlethwaite at [john@silverdart.co.uk](mailto:john@silverdart.co.uk)

## The IR Service Providers Directory



LIBERUM – [www.liberum.com](http://www.liberum.com) – *corporate broking*



LUMINOUS – [www.luminous.co.uk](http://www.luminous.co.uk) – *annual reports, CSR/sustainability*

### Making the message resonate

Luminous deliver outstanding corporate reporting for some of the most respected organisations in Europe. We combine strategic expertise with creative innovation to produce effective, fresh and meaningful reporting solutions.

Stephen Butler  
Corporate Reporting Director

Stephen.butler@luminous.co.uk  
020 7101 1677

LYONSBENNETT – [www.lyonsbennett.com](http://www.lyonsbennett.com) – *annual reports, CSR/sustainability, investor presentations, website development*

Neil Duncanson  
Business Development Director  
T: +44 (0)1273 608 589  
E: neil@lyonsbennett.com

Lyonsbennett is the south coast's leading corporate communications agency.

We consistently delivering enviable creative that communicates our clients' messages, cost effectively and in an environment where service is key.

[www.lyonsbennett.com](http://www.lyonsbennett.com)

MAITLAND – [www.maitland.co.uk](http://www.maitland.co.uk) – *investor relations*

MAKINSON COWELL – [www.makinson-cowell.com](http://www.makinson-cowell.com) – *investor relations*

MEETYL EUROPE – [www.meetyl.com](http://www.meetyl.com) – *investor relations, roadshows, small caps, shareholder targeting*

MERCHANTCANTOS – [www.merchantcantos.com](http://www.merchantcantos.com) – *annual reports, internet services, website development*

MerchantCantos is one of Europe's leading creative communications companies. We work across print, online, video and mobile. Our areas of expertise include: Branding, Corporate Advertising, Corporate Communications, Corporate Reporting, Corporate Responsibility, Digital, Employee Engagement, Investor Communications, Video Production and Webcasting.

Contact: Richard Carpenter  
rcarpenter@merchantcantos.com  
+44 (0) 20 7396 3581

MHP – [www.mhpc.com](http://www.mhpc.com) – *investor relations, public relations*

MSLGROUP – [www.mslgroup.co.uk](http://www.mslgroup.co.uk) – *annual reports, CSR/sustainability, public relations, website development*

Be Interested.  
Be Interesting.  
**Be Influential.**

MSLGROUP is a communications agency with digital, insight and creativity at its heart. Our skills range from reputation management and content marketing to annual reports and sustainability communications. With 25 years' experience crafting reports and websites, we work with brands such as Sainsbury's, Experian, SABMiller, BT and Standard Chartered.

Contact: Victoria Sugg  
Business Development Director

victoria.sugg@mslgroup.com  
+44 (0)20 3219 8838  
mslgroup.co.uk

NASDAQ CORPORATE SOLUTIONS – [business.nasdaq.com/intel](http://business.nasdaq.com/intel) – *CRM databases, internet services, investor relations, IR for small caps, investor roadshows, opinion research, public relations, shareholder research, shareholder targeting, webcasting, website development*

**Nasdaq Corporate Solutions** offers the most comprehensive suite of content, analytics, advisory services and communications tools to help you maximize the value of your IR program.

To learn more visit [business.nasdaq.com/intel](http://business.nasdaq.com/intel)

Contact: Asad Butt, IR Specialist  
+44 (0)203 753 2369  
asad.butt@nasdaq.com

OBSIDIAN IR – [www.obsidianir.com](http://www.obsidianir.com) – *internet services, investor relations, news providers*

Ania Wojtus, Head of Sales  
info@obsidianir.com  
+44 (0) 203 657 7677  
www.obsidianir.com

**Obsidian IR**, an EQS Group company, provides quoted companies with the digital investor relations solutions they need to communicate effectively.

ORIENT CAPITAL – [www.orientcap.com](http://www.orientcap.com) – *CRM databases, debt IR, investor relations, mobile technology, shareholder research, shareholder targeting, webcasting*

orient capital

Orient Capital is a global leader in share ownership analysis, equity & debt market intelligence, investor communication and shareholder management technology for listed companies.

London +44 20 77 76 75 74 [orientcap.com](http://orientcap.com)

Part of **Link Group** | Corporate Markets

QUANTIFIRE – [www.quantifire.co.uk](http://www.quantifire.co.uk) – *opinion research, shareholder research*

enquiries@quantifire.co.uk  
T: +44 (0) 20 7060 5470  
www.quantifire.co.uk

IR feedback is changing. You can now reliably measure, analyse and trend market perception by different stakeholder groups – and the impact that your IR programme has on this.

Contact us for a trial.

PANMURE GORDON – [www.panmure.com](http://www.panmure.com) – *corporate broking*

PR NEWSWIRE – [www.prnewswire.co.uk](http://www.prnewswire.co.uk) – *investor communications, public relations, UK regulatory disclosure, webcasting, website development*

A UBM plc company

**PR Newswire** is the leading global provider of PR and corporate communications tools that enable clients to distribute news and rich content across traditional, digital and social media channels in real time with full actionable reporting and monitoring. [www.prnewswire.co.uk](http://www.prnewswire.co.uk)

Contact: Alexandre Bykov • alexandre.bykov@prnewswire.co.uk  
+44 (0) 20 7454 5104 • Follow us @meetthedia @prneurope

To appear here, call 01285 831789 or email John Thistlethwaite at [john@silverdart.co.uk](mailto:john@silverdart.co.uk)

## The IR Service Providers Directory



RD:IR – [www.rdir.com](http://www.rdir.com) – CRM databases, investor relations, IR for small caps, investor roadshows, opinion research, proxy and corporate support, shareholder research, shareholder targeting

### RD:IR



We are an independent global Investor Relations consultancy offering a wide range of IR-related analysis, research & advisory services to more than 600 UK & international public companies

Contact us: t +44 20 7492 0500 e [welcome@rdir.com](mailto:welcome@rdir.com) w [rdir.com](http://rdir.com)

RIVEL RESEARCH GROUP – [www.rivel.com](http://www.rivel.com) – shareholder research, opinion research



**Rivel Research Group** is a research firm devoted to gathering, analysing and interpreting investment community feedback. We specialise in delivering actionable insight based on in-depth measurements of the investment community.

Contact **Claire Lavery**

• +44 (0) 20 3356 2791 • [clavery@rivel.com](mailto:clavery@rivel.com) • [www.rivel.com](http://www.rivel.com)

Rivel Research Group, 4th Floor, Rex House, 4-12 Regent Street, London SW1Y 4PE

TAYLOR BENNETT – [www.taylorbennett.com](http://www.taylorbennett.com) – executive search

TAYLOR RAFFERTY – [www.taylor-rafferty.com](http://www.taylor-rafferty.com) – investor relations

**Taylor Rafferty is the World's Leading Cross Border Investor Relations Firm**

For over 30 years, we have helped our clients achieve their capital markets goals. Our success is built on delivering Best Practice full service IR support, with unique capabilities directly qualifying new investors and growing US and international ownership in our clients' shares.



VALOR IR CONSULTING – [www.vmagroup.com](http://www.vmagroup.com) – executive search



Jonathan L. Passmore.  
Valor IR Consulting,  
Fairfield, CT 06824, USA.

**VALOR** provides personal coaching, written adaptations and crisis response advice to corporations looking for better relationships with their institutional investors.

First-class communications promote understanding, trust and resilience.

[jpassmore@valorirc.com](mailto:jpassmore@valorirc.com) • +1-203-258-2880 • [www.valorinvestmentsllc.com](http://www.valorinvestmentsllc.com)

VMA – [www.vmagroup.com](http://www.vmagroup.com) – executive search

WORKCAST – [www.workcast.co.uk](http://www.workcast.co.uk) – internet services, investor relations, webcasting, website development

### WorkCast

SUPERIOR ONLINE EVENTS

**Contact:**  
Mike Bowman, Sales Manager  
Tel: +44 (0)844 870 4912  
[enquiries@workcast.co.uk](mailto:enquiries@workcast.co.uk)

The WorkCast Corporation is Europe's largest provider of webinar, webcasting and virtual event solutions serving over 150 global organisations including the IR Society and IR magazine.

WorkCast's award-winning webcasting platform, WebCast Manager and Services, are used for many enterprise-wide applications such as investor and stakeholder relations, lead generation, employee communications, training & product launches and user conferences.

WORLD TELEVISION – [www.world-television.com](http://www.world-television.com) – investor relations, video, webcasting



**Contact:**  
Rob Jackson, UK Sales & Marketing  
Director +44 (0)20 7243 7370  
[rob.jackson@world-television.com](mailto:rob.jackson@world-television.com)

**World Television** is a leader in strategic video communications. We are producers of award-winning programmes, webcasting specialists and experts in delivering video online.  
[www.world-television.com](http://www.world-television.com)



### Mission

- Promote best practice
- Support members' development
- Voice of the IR profession



### Membership

- Stay informed
- Develop your career
- Networking opportunities



### Professional Development

- Foundation, core IR skills and other IR-related courses
- Certificate in IR
- The Job Zone



### Events

- Annual conference
- Seminars and webinars – breakfast, lunch, evening
- Best Practice awards + annual dinner



### Sponsorship

- Great exposure to members
- Annual sponsorship packages
- Tailored sponsorship opportunities



### IR Resources

- Best practice guidelines
- Knowledge bank
- Service providers directory



### News & Views

- *Informed* magazine + Bulletin e-newsletter
- Latest sector news
- Policy updates + consultation responses