Global Corporate Access Advantage

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.”*

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-class* by management teams and institutional investors.

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 annually for unique access events incremental to conferences (webcasts, HQ visits, facility tours, conference calls, etc.)

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*Greenwich 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.
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
  - Vice President

- 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.