Global Corporate Access Advantage

**Award-winning sales and research**
- Greenwich Associates No. 1 overall for research quality and importance among small-/mid-cap research advisory firms. Baird also ranked No. 1 for "access to small-/mid-cap companies' management."*

**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.

**3 highly ranked conferences**, hosted annually
- 500+ companies hosted annually for unique access events incremental to conferences (HQ visits, facility tours, conference calls, etc.)

**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

**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.

**2020 GLOBAL INDUSTRIAL CONFERENCE**
- November 10 – 12, 2020
- Four Seasons Hotel, Chicago, IL

**2020 GLOBAL HEALTHCARE CONFERENCE**
- September 9 – 10, 2020
- InterContinental Barclay New York City

**2020 GLOBAL CONSUMER, TECHNOLOGY & SERVICES CONFERENCE**
- June 2 – 4, 2020
- InterContinental Barclay New York City

*Greenwich Associates North American Equity Investors – U.S. Small-/Mid-Cap Funds and U.S. Equities Sales, Corporate Access & Research, May 2019. Surveys conducted with 100 small-cap and mid-cap fund managers and 169 fund managers and 269 traders, 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

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FORTUNE 100 Best Companies to Work For® – Ranked No. 16 in 2019
For 16 consecutive years, Baird has been recognized as one of the Best Companies to Work For® – and it's our 11th year in the top 25!