

*William Blair*

Connecting You With  
Your Best Investors

Corporate Access



## *In Conversation*

*“Thank you for all your efforts. We found the day to be extremely well organized, efficient, and effective. Your extended [sales] team was very helpful and the investors that we were exposed to were both the right companies and the right people within those companies. Thanks again for a very productive day.”*

– Investor Relations, Large Cap Global Industrial Infrastructure Company, New York NDR



## *Connect With Your Best Investors*

When companies need to connect with an audience of quality investors, they turn to William Blair & Company. Our corporate access program is built on the stability of our long-standing relationships with leading institutional investors across the United States, Canada, and Europe.

### **Targeted Audience**

Our corporate access professionals work closely with your investor relations team and our experienced salesforce to design and coordinate non-deal road show itineraries that are customized to your objectives. By leveraging the strength of our relationships with more than 2,000 institutional investors across North America and Europe, we connect you with an audience of key decision-makers at existing and future shareholders.

### **Actionable Intelligence**

After each non-deal road show, we provide you with investor feedback from the attendees, helping you strengthen your story. This timely feedback gives you insight into the information that is most valuable to an investor's portfolio decisions and the elements of your company's story that are most compelling to investors.

### **Award-Winning Research**

Through exhaustive fundamental research, our equity research analysts and institutional salesforce provide unique insight on more than 630 growth companies to global institutional investors. Since 2010, our analysts have received a combined 36 awards from *The Wall Street Journal* "Best on the Street" and *Financial Times/StarMine* "World's Top Analysts" rankings. Greenwich Associates' 2015 survey of small-cap and midcap managers ranked William Blair No. 1 in both sales and corporate access quality, No. 2 for greatest knowledge of companies and industries and best-tailored research sales calls and services, and No. 3 for most useful conferences and seminars.

### **Delivering Corporate Access**

Each aspect of our extensive lineup of non-deal road shows, conferences, and investor field trips is designed to facilitate the exchange of ideas and build relationships between senior corporate management and leading institutional investors. Our dedicated corporate access professionals coordinate every aspect of your road show, including:

- Scheduling and logistical support
- Delivering detailed pre-event information about attendees
- Gathering and providing timely investor feedback from attendees

*For more information about William Blair's corporate access capabilities, please contact Cece McTigue at +1 312 364 8445 or [cmctigue@williamblair.com](mailto:cmctigue@williamblair.com).*

## Our Coverage

By leveraging the strength of our relationships with more than 2,000 institutional investors, our coverage spans across North America and Europe.

### North America

<i>West Coast</i>	<i>Midwest</i>	<i>East Coast</i>	<i>New York Region</i>	<i>Canada</i>
Los Angeles	Austin	Atlanta	Connecticut	Montreal
Portland	Chicago	Baltimore	New Jersey	Toronto
Salt Lake City	Cincinnati	Boston	New York	
San Diego	Dallas	Charlotte		
San Francisco	Denver	Philadelphia		
Santa Fe	Houston	Richmond/Charlottesville		
Seattle	Indianapolis	Tampa		
	Kansas City	Vermont		
	Milwaukee	Washington, D.C.		
	Minneapolis			
	St. Louis			

### International

#### *Europe*

Copenhagen  
Frankfurt  
London  
Paris  
Scotland  
Stockholm  
Switzerland

William Blair & Company is a global investment banking and asset management firm. We are committed to building enduring relationships with our clients and providing expertise and solutions to meet their evolving needs. An independent and employee-owned firm, William Blair is based in Chicago, with offices in 16 cities across five continents. For more information, visit [williamblair.com](http://williamblair.com).