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IR in a Post-COVID World

The NIRI Chicago Investor Relations Workshop **SEPTEMBER 23, 2022**

8:00 a.m. - 8:45 a.m. Registration, Breakfast and Exhibitor Showcase (Oak Room)

8:45 a.m. - 9:15 a.m. A Look Forward at Next Generation Investors (Oak Room)

While new investors have flooded into the markets over the past couple of years, how will they behave over the next decade? Disrupting priorities for “next generation” investors and IROs alike: ongoing ramifications of the COVID-19 pandemic, such as increased digital adoption; greater interest in ESG factors, further emphasized by pending SEC regulations; and greater market volatility fueled by passive investing and algorithmic trading. How can IROs prepare their programs, management teams and boards for these and future changes while appealing to the next generation of investors?

9:15 a.m. - 9:30 a.m. Break / Exhibitor Showcase (Oak Room)

Meet with key service providers to learn about the latest trends and tools that can help you do your job better and more easily.

9:30 a.m. - 10:30 a.m. The Rise in Passive and Thematic Investing (Oak Room)

Powerful transformations in our economy due to technological and societal trends are leading to a rise in thematic investing. Identifying and understanding how macro and structural trends drive thematic investing, trading activity and stock prices beyond a company’s fundamentals is something every IRO needs to understand. Our panel will discuss the changing market structure, the rise in passive investing and how thematic investing is reshaping the investment world.

Panelists:

Rich Excell, CFA, CMT, Clinical Assistant Professor of Finance, University of Illinois Urbana-Champaign

Perry Grueber, IRC, Director, Client Services, Modern IR

Pat Tschosik, Senior Portfolio Strategist and Head of Thematic Research, Ned Davis Research

Moderator: John Rouleau, Managing Director, Investor Relations, ICR

10:30 a.m. - 11:15 a.m. Break / Exhibitor Showcase (Oak Room)

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- 11:15 a.m. - 12:15 p.m. ESG Influences on the Buy-Side (Oak Room)**
While ESG has become a pillar of an IRO's responsibilities, opinions vary on which ESG factors are most effective in moving the buy-side to make favorable investment decisions. Given rapid evolution of the ESG landscape and new SEC regulations on the horizon, how should an IRO help set priorities for corporate ESG programs, initiatives and disclosures? Our buy-side panelists play an integral role in their companies' ESG investment decisions, so they can explain the most important factors in their decision-making processes and how IROs can maximize the value of ESG outreach to the buy-side.
- Panelists:**
John Hoepfner, Head of U.S. Stewardship and Sustainable Investments, Legal & General Investment Management America, Inc.
John T. Oxtoby, Senior Vice President, Director of Environmental, Social and Governance (ESG) Investing, Ariel Investments
Moderator: Casey Nault, Senior Vice President, General Counsel and Chief ESG Officer, Coeur Mining, Inc.
- 12:15 p.m. - 1:00 p.m. Lunch (Michigan Room)**
- 1:00 p.m. - 2:00 p.m. Keynote: BlackRock: A Passive Investor but Not a Passive Asset Manager (Oak Room)**
Speaker: John Roe, Managing Director, BlackRock
BlackRock has become one of the biggest voices in governance – and **John Roe**, managing director and head of **BlackRock Investment Stewardship (BIS)**, Americas, is becoming one of its most influential leaders. He joined the firm in November 2021 after co-leading Joele Frank's ESG group as a partner, and earlier headed ISS Analytics. Beyond his insights on the value of ESG in long-term value creation, Roe can discuss how BlackRock's investment stewardship specialists engage with companies on sound corporate governance and resilient business models; vote shareholder proxies on behalf of clients who have delegated this responsibility – and as a formal corporate governance feedback mechanism – while helping to shape industry standards through dialogue and thought leadership.
- Moderator: Elizabeth Higashi, CFA**, Vice President, Investor Relations & Sustainability, Herc Rentals Inc.
- 2:00 p.m. - 2:30 p.m. Break / Exhibitor Showcase (Oak Room)**
Network with your IR colleagues and meet with key service providers to learn about the latest trends and tools that can help you do your job better and more easily.
- 2:30 p.m. - 3:30 p.m. Creative Approaches to Investor Engagement (Oak Room)**
How investor relations professionals communicate with shareholders and prospective investors continues to evolve as we navigate a post-pandemic return to "normal." How can IROs expand their engagement programs to better communicate with current and new investors? Our panelists will share their creativity and success stories on engaging with investors in the current environment using virtual meeting technology, multimedia, new targeting tools, social media and/or an in-person "boots on the ground" sales approach.
- Panelists:**
Kiley Rawlins, Vice President, Investor Relations, Ulta Beauty
Matt Tractenberg, IRC, Vice President of Investor Relations, Wallbox
Moderator: Zach Hascoe, Co-Founder, Say Technologies
- 3:30 p.m. - 5:00 p.m. Networking Reception and Prize Drawing (Michigan Room)**
End the day with a beverage, appetizers and conversation with your fellow workshop participants. Plus, you could win some great prizes. (Must be present to win.)