

Corporate Access nach MiFID II

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Corporate & Investor Access

Schnittstelle zwischen Unternehmen und Investoren

- Das Herstellen einer **Geschäftsbeziehung** zwischen **börsennotierten Unternehmen** und **institutionellen Investoren** ist ein wesentlicher Bestandteil unseres Service
- Dies ist zwar kein eigener Geschäftszweig, ist aber Basis unseres Handelns und erlaubt uns bestehende **Geschäftsbeziehungen** “Up-to-Date“ zu halten und **neue anzubahnen**
- Stellt infolge einen wesentlichen Teil unserer Strategie zur **Absicherung** einer nachhaltigen **langfristigen Kunden-Beziehung** dar
- Aufbau von **Vertrauen** und gegenseitiger **offener Umgang** miteinander steht im Vordergrund (lässt sich nicht kurzfristig aufbauen, Relationship-Management dauert Jahre)
- Sicherstellung einer laufenden **Research-Coverage** ist ein wichtiges **Bindeglied**, natürlicher wechselseitiger Kontakt Research zu IR bzw. CFO/CEO & Investoren

Source: Erste Group Research

Corporate & Investor Access in Kernmärkten

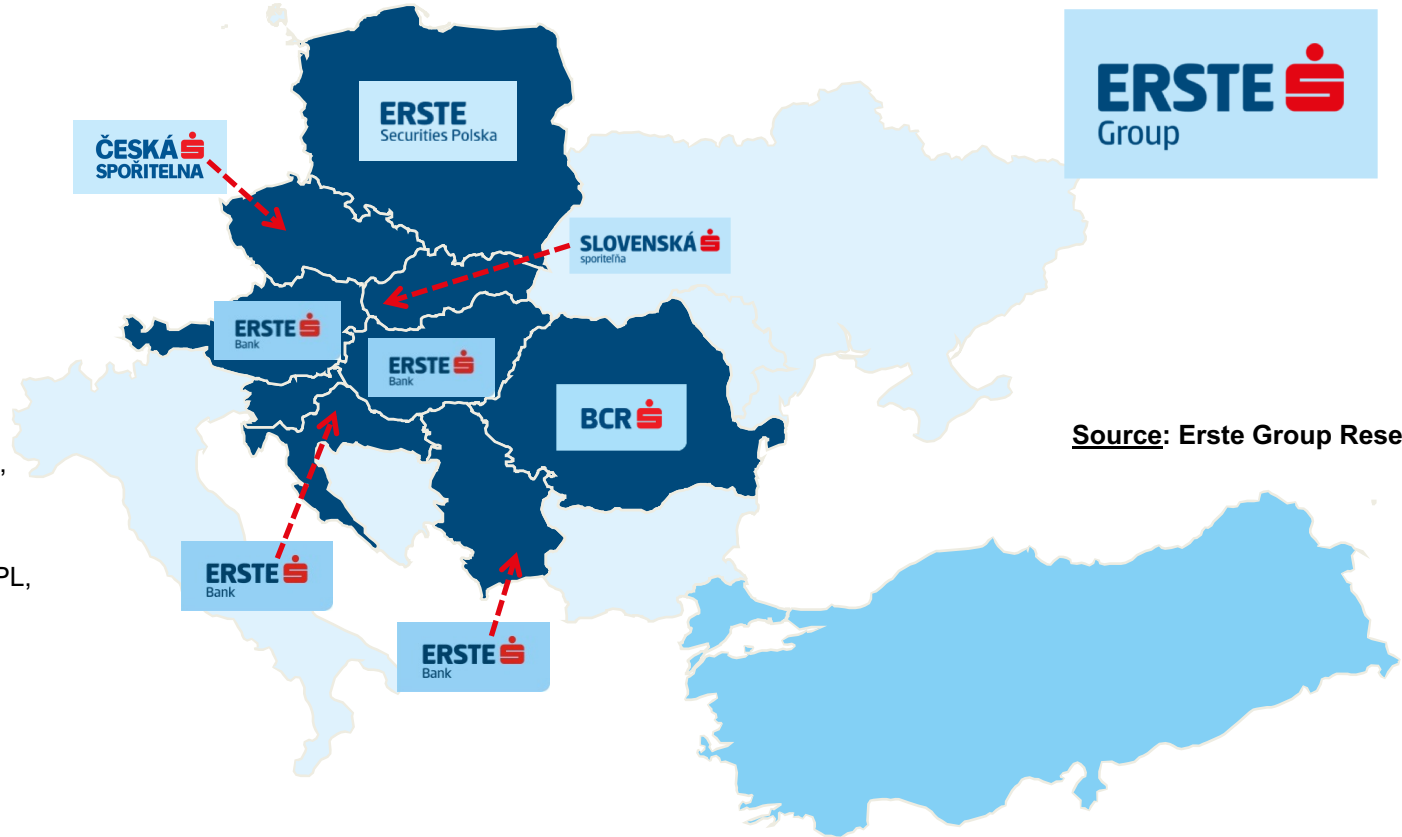
Kunden-Orientierung ist Fokus unserer Strategie

Bereitstellung exklusiver Markt-Zugang:

- Starke lokale Präsenz in Kernmärkten der Erste Group
- Kooperation mit erfahrenen internationalen Partnern
- Fokus auf das was wir können

Vorteile:

- Markttiefe und lokale Expertise, die international keiner liefern kann
- Coverage von 9 Märkten (AT, PL, CZ, SK, HU, HR, RS, RO, TY)
- In Summe etwa 150 Aktien in internationaler State-of-the-art Datenbank



Physische Präsenz in Kernmärkten der Erste Group ist ein MUST!

Corporate & Investor Access - Realität

Vielzahl unterschiedlicher Formate

- Permanent wiederkehrende institutionelle **Investoren-Veranstaltungen in Wien** (Lunch, Breakfast)
- Im Gegenzug laufende Teilnahme **Research** an Präsentation zu **Geschäftsergebnissen** und z.B. **CMDs**
- Verschiedene **Investoren-Konferenzen** in **Europa, London** und den **USA** (auch in Kooperation mit Wiener Börse, was unter MiFID II sehr gut angenommen wird)
- **Lokale** institutionelle **Kundenveranstaltungen** in der Gruppe (Warschau, Prag, Budapest, Bukarest, Zagreb)
- **Single Roadshows** in Europa, London und den USA (Deal/ Non-Deal/ Reverse)
- Teilnahme börsennotierte Unternehmen richtet sich nach jeweiligem **Kunden-Interesse** (Short-List in Abstimmung Sales)
- Kann stark (1.) **saisonal** wie (2.) nach **Märkten & Sektoren variieren**

Source: Erste Group Research

Contacts

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