

Get Ready for the Upcoming Results Season

Are You Results Ready?

As reporting season approaches, increasing concerns over rising interest rates, inflation, wage cost pressures and declining consumer spending are putting significant pressure on company profits. With a few recent earning downgrades and guidance provided by Australian listed companies best described as mixed, investors will be keen to gauge the extent of these challenges. Companies will face increased scrutiny regarding their liquidity buffers, cost management, and plans to deliver consistent shareholder returns.

THE FTI CONSULTING DIFFERENCE



Team of ~20 Investor Relations professionals across Sydney, Melbourne and Perth



Deep and diverse expertise from former in house IROs, sell-side analysts, investment bankers, governance consultants and finance journalists



Advised C-suite and board on high profile and complex results reporting and M&A

Our financial communications experts are trusted advisors to the C-Suite and Board of Directors on a range of capital markets events as well as other stakeholder issues throughout the corporate lifecycle.

HOW IS YOUR COMPANY PREPARING FOR UPCOMING RESULTS?

What consideration has your team given to the following:

1. How will you balance your in-person vs virtual meetings this reporting season? What consideration have you given to 'TWT' working days? How will this impact on your roadshow scheduling and structure?
2. How are you factoring in non-institutional/non-traditional investors in your post-results schedule and communication? Have you factored in your social media engagement and considered the influence of HNW or retail investors on your register, and therefore included them in your communications collateral?
3. Australian listed companies will soon be subject to mandatory climate-related reporting requirements – are you across these? And what consideration has been given by your remuneration committee to linking executive pay to ESG metrics?

We work alongside management and Investor Relations teams to support and provide expert-level insights.

We ensure that current and future considerations are factored into your results schedule and communication. We address critical questions with management such as:

- Are you confident that investors clearly grasp your strategy, growth drivers and market position?
- Are you in tune with analyst and investor sentiment and expectations of your company?
- Are you ready to handle the tough, 'elephant in the room' questions that might arise?

As we head towards the pointy end of the results season, at FTI Consulting we are focused on ensuring companies are well-resourced to not just meet regulatory requirements but provide meaningful information that delivers a compelling equity story to the market to attract and retain investment from high-quality shareholders.

Our Financial Communications practice is recognised as a leader in Investor Relations advisory, Environmental, Social, and Governance advisory, activism defence and M&A communications. Our strengths in each area are complemented by deep industry experience and expertise.

HOW WE CAN HELP YOU DURING THIS CRITICAL PERIOD...



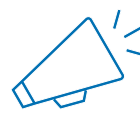
KEY ISSUES ASSESSMENT

A thorough, and swift, sentiment analysis from market participants and a broker trading and sell-side report analysis on your company and your peer set. We bring a broader view to ensure you have complete clarity on the issues, expectations and perceptions facing your company in the lead up to your results.



MESSAGE DEVELOPMENT & EXECUTIVE DELIVERY

Review of messaging to key stakeholders and two 1 hour practice session with c-suite delivering presentation to ensure your CEO and CFO hit the mark with investors, media and employees on the day.



AMPLIFY AND ENGAGE

Key stakeholders want information when and where it is convenient for them. We align your communication across financial media, website and social media channels including targeted campaigns to enhance engagement.



ESG DISCLOSURES

Ensure you are future facing with the relevant disclosure to fulfil the changing requirements and expectations of investors, and other key stakeholders, related to ESG factors.

ADDITIONAL SERVICES WE OFFER:

- Support and manage your post results roadshow including advising on investor and broker targeting, broker sentiment, investment styles and potential focus areas/angles.
- Critical management of all results materials including drafting key messaging, collateral, and hosting results briefings.
- Post results board papers and broker reaction summary.
- Media strategy, tactics and engagement with influential media.
- Media and presentation coaching for C-suite new to public market engagement and scrutiny.



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