

Get Ready for the Upcoming Results Season

Are You Results Ready?

Financial Year reporting is close at hand with market participants increasingly concerned about cost-of-living pressures, fading pricing power, inflation and the softening economy effects on company profits and forward-looking statements. With the market bracing for further take-private activity and potential earnings missteps, investors will closely monitor corporate outlook statements potentially leveraging AI to highlight changes. It is likely companies will face increased scrutiny regarding cashflow management, liquidity buffers, cost management strategies, shareholder returns and certainty around earnings guidance.

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. **Meeting mix and Roadshow Strategy:** How will you strike a balance between in-person vs virtual meetings this reporting season? How will this impact your roadshow scheduling and structure?
2. **Reaching All Investors:** How are you factoring in non-institutional investors like high-net-worth investors or retail investors in your post-results schedule? Have you considered including relevant information for these audiences in your communications collateral?
3. **Digital Engagement:** Have you factored in social media engagement? Have you considered reaching investors via digital channels to complement traditional communication channels?
4. **Climate Reporting Readiness:** With mandatory climate-related reporting requirements coming soon for Australian companies, are you across these disclosures? Have you begun positioning your reporting practices to ensure compliance with these requirements?
5. **AI-Proof Material:** With the wider adoption of AI, your presentation at a conference or outlook statement can be quickly assessed and reviewed against the last reporting season or other online content. Have you considered your messaging in light of an audience using AI to analyse your language and even tone of voice?

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:

How can you ensure investors clearly grasp your strategy, growth drivers and market position? Are you effectively gauging analyst and investor sentiment to anticipate their expectations of your company's performance? Are you fully prepared to address challenging questions that might arise during investor interactions?

As we head towards 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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