



Pan-European IR Conference – Brussels - 23 & 24 September 2014



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to the**

**3<sup>rd</sup> Pan-European IR Conference**

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## Introduction

Marc Lefèvre

Head of European Business Development & Client Coverage  
Euronext

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Bom apetite

Smakelijk eten

Dinner Sponsors



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# Extel WeConvene 2014 Results

Steve Kelly



IDENTIFYING EXCELLENCE

The background of the entire image is a complex network of thin, light gray lines connecting numerous circular nodes of varying sizes. The nodes are distributed across the frame, creating a web-like pattern that suggests connectivity and data flow.

**EXTTEL**

IDENTIFYING EXCELLENCE

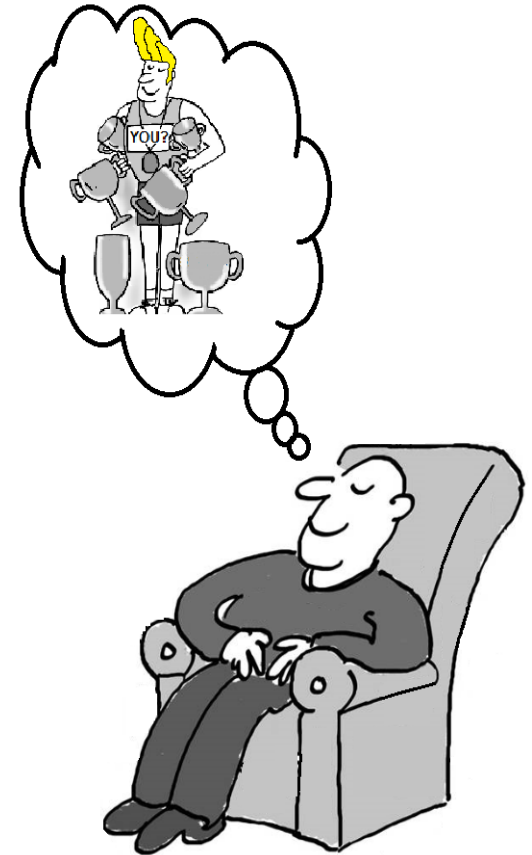
# TIMELINE & PARTICIPATION

## ➤ Timeline

- March 24 — start of voting
- May 07 — close of website votes
- June 17 — results announced

## ➤ Participation

- Online at [www.extelsurveys.com](http://www.extelsurveys.com)
- By hard/soft copy
- 1,200 IR professionals from 886 pan-European companies took part in 2014
- 10,500 buy-side individuals (PMs & analysts) from 2,600 firms
- 2,500 sell-side analysts from 280 firms



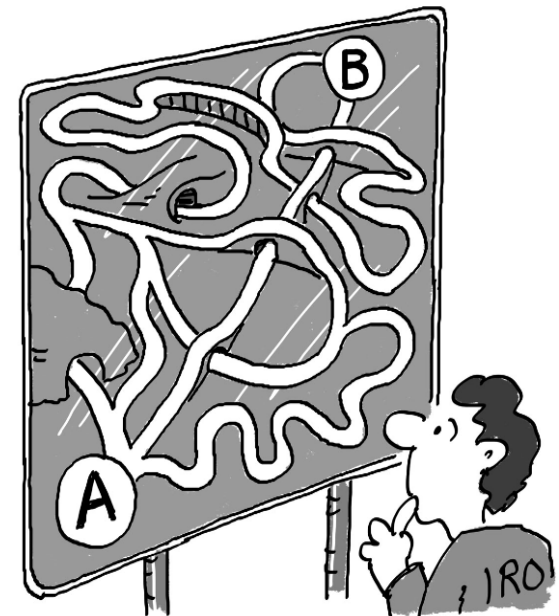
# BUYSIDE REQUIREMENTS

- Industry and sector insights are important to 49% buyside individuals
- Slightly up from last year, 38% of buyside want global perspectives
- 50% of buyside want more access to CEO/CFO
- Divisional director access is important to 35% of buyside



# DEVELOPMENT OF CORPORATE ACCESS

- According to 62% of IROs, IR teams will be dealing directly with the buyside
- 37% of IROs think that brokers will reduce their services
- 35% of IROs think that the buyside  
will use their own access teams



# IR FUNCTION

- Average IR team size in Europe is 3.5 (market-facing individuals)
- Average IR budget is slightly larger than in 2013. 43% of budgets are above half a million euros compared to 40% last year
- Most of this additional money in the IR budget was allocated to roadshows/investor meetings:

36.5% compared to 33% in 2013





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# Extel WeConvene

## IR Awards Ceremony





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# Best Corporate on IR

## Small & Mid Caps - Portugal





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## Best Corporate on IR Small & Mid Caps - Portugal

3<sup>rd</sup> CTT Correios de Portugal  
2<sup>nd</sup> Impresa





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**Winner of the Extel WeConvene**

**Best Corporate on IR  
Small & Mid Caps - Portugal**

**Novabase**





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# Best Corporate on IR

## Large Caps - Portugal





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## Best Corporate on IR Large Caps – Portugal

3<sup>rd</sup> Portugal Telecom

2<sup>nd</sup> EDP





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**Winner of the Extel WeConvene**

**Best Corporate on IR  
Large Caps - Portugal**

**Galp Energia**





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# Best Corporate on IR

## Small & Mid Caps - France





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## Best Corporate on IR Small & Mid Caps - France

3<sup>rd</sup> Casino Guichard Perrachon  
2<sup>nd</sup> JCDecaux





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**Winner of the Extel WeConvene**

**Best Corporate on IR  
Small & Mid Caps - France**

**Atos**





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# Best Corporate on IR

## Large Caps - France





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## Best Corporate on IR Large Caps - France

3<sup>rd</sup> EDF

2<sup>nd</sup> LVMH





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# Winner of the Extel WeConvene

## Best Corporate on IR Large Caps - France

### Vivendi





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## Best Corporate on IR

## Small & Mid Caps - Belgium





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## Best Corporate on IR Small & Mid Caps - Belgium

3<sup>rd</sup> EVS Broadcast Equipment  
2<sup>nd</sup> Melexis





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**Winner of the Extel WeConvene**

**Best Corporate on IR  
Small & Mid Caps - Belgium**

**Mobistar**





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# Best Corporate on IR

## Large Caps - Belgium





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## Best Corporate on IR Large Caps - Belgium

3<sup>rd</sup> KBC

2<sup>nd</sup> Telenet





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# Winner of the Extel WeConvene

## Best Corporate on IR Large Caps - Belgium

### AB Inbev





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# Best IR Professional

## Small & Mid Caps - Portugal





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## **Best IR Professional Small & Mid Caps - Portugal**

**3<sup>rd</sup> María Gil, Novabase**

**2<sup>nd</sup> Peter Tsvetkov, CTT Correios de Portugal**





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**Winner of the Extel WeConvene**

**Best IR Professional  
Small & Mid Caps - Portugal**

**José Freire, Impresa**





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# Best IR Professional

## Large Caps - Portugal





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## Best IR Professional Large Caps – Portugal

3<sup>rd</sup> Miguel Viana, EDP

2<sup>nd</sup> Tiago Villas-Boas, Galp Energia





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**Winner of the Extel WeConvene**

**Best IR Professional  
Large Caps - Portugal**

**Nuno Vieira, Portugal Telecom**





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# Best IR Professional

## Small & Mid Caps - France





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## **Best IR Professional Small & Mid Caps - France**

**3<sup>rd</sup> Antonio Moretti, SCOR**

**2<sup>nd</sup> Gilles Arditti, Atos**





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**Winner of the Extel WeConvene**

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Small & Mid Caps - France**

**Nicolas Buron, JCDecaux**





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# Best IR Professional

## Large Caps - France





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## Best IR Professional Large Caps - France

**3<sup>rd</sup> Kimberly Stewart, Technip**

**2<sup>nd</sup> Carine de Boissezon, EDF**





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**Winner of the Extel WeConvene**

**Best IR Professional  
Large Caps - France**

**Jean-Michel Bonamy, Vivendi**





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# Best IR Professional

## Small & Mid Caps - Belgium





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## Best IR Professional Small & Mid Caps - Belgium

**3<sup>rd</sup> Pamela Antay, Eurofins Scientific**

**2<sup>nd</sup> Geoffroy d'Oultremont, EVS Broadcast  
Equipment**





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**Winner of the Extel WeConvene**

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Small & Mid Caps - Belgium**

**Siddy Jobe, Mobistar**





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# Best IR Professional

## Large Caps - Belgium





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## Best IR Professional Large Caps - Belgium

**3<sup>rd</sup> Maria Alcon-Hidalgo, Solvay**

**2<sup>nd</sup> Kurt De Baenst, KBC**





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# Winner of the Extel WeConvene

## Best IR Professional Large Caps - Belgium

### Antje Witte, UCB





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**We congratulate all the winners of the Extel WeConvene – IR Awards 2014**

### **Best Corporate on IR**

#### **Belgium**

Large Cap: AB InBev

Small & Mid Caps: Mobistar

#### **France**

Large Cap: Vivendi

Small & Mid Caps: Atos

#### **Portugal**

Large Cap: Galp Energia

Small & Mid Caps: Novabase

### **Best IR Professional**

#### **Belgium**

Large Cap: Antje Witte, UCB

Small & Mid Caps: Siddy Jobe, Mobistar

#### **France**

Large Cap: Jean-Michel Bonamy, Vivendi

Small & Mid Caps: Nicolas Buron, JCDecaux

#### **Portugal**

Large Cap: Nuno Vieira, Portugal Telecom

Small & Mid Caps: José Freire, Impresa



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# Thank you for attending

## See you tomorrow at the Marriott Hotel

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