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New York Minute

February 2022

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Getting Back Out There

With the fourth quarter behind (most) of us, it is clear that we are operating in a very different market environment than we were after 3Q21. Many stocks are under pressure despite reporting strong fundamentals, and there is continued dispersion in performance between growth and value names.

In times like these, a knowledgeable, experienced IRO is invaluable. Management teams are looking to the IRO to be the steady hand to guide them through elevated investor expectations and difficult questions. As Omicron rates decline nationwide, maybe it's finally the right time for some of our NIRI members to hit the road in person again. Or maybe it’s time to roll out the defensive playbooks and reconnect with investors that you haven't spoken to in some time. Above all, it’s time to “get back to basics” and nurture your relationships.

PARTNER PERSPECTIVE

The Case for the Corporate Climate Pledge

More businesses are taking the climate pledge: Net zero by 2040. Should your organization step up too? The road to 2040 might be easier than you think… Forward-thinking, innovative corporations stand to capitalize on evolving disruption as business practices shift toward net-zero carbon.

This month's Member Spotlight highlights experienced IRO Virginea Stuart Gibson, SVP, Investor Relations – FinTech, ICR. Virginea's broad experience working on the buy-, sell-side, and investor relations is incredible, and her passion for the markets is infectious! We spoke to her for over an hour and could have continued for more. Look out for her at this year's in-person **Annual Conference**!

Save-the-Date and register to join us on March 23 for NIRI NY NextGen's virtual program, **"Think Like an Analyst."** The event featuring former sell-side analysts who have transitioned into investor relations will discuss their experiences and how young investor relations professionals can bring a more analytical perspective to the table.

Finally, please send us your thoughts, questions, and ideas to programs@niriny.org as we think about ways to continue engaging members through a semi-remote environment.

As always, I would encourage you to stay connected with the NIRI NY chapter by following us on Twitter, LinkedIn, and checking out the latest information on our website.



Best,
MaryKate McGilley
President, NIRI New York Chapter
president@niriny.org

Find us here: NIRI NY Board and NextGen Committee

Don't get left behind, read more here - The Case for the Corporate Climate Pledge.

UPCOMING EVENTS

NIRI Virtual | NIRI NY Partner Program
Free to NIRI NY Members
"A Discussion with Andy Fastow, Former CFO of Enron Corp."
Wednesday, March 9 @ 12PM ET
Register here

SAVE-THE-DATE and Register**
NIRI NY NextGen Hosts
Free to NIRI NY Members
"Think Like an Analyst"
Wednesday, March 23 @ 6PM ET
Register here
(VIRTUAL)

See entire calendar

WELCOME NEW MEMBERS!

- Gary Bisbee, Thomson Reuters
- Dan Callahan, ICR Inc.
- Jeffrey Felmus, Felmus Design, LLC
- Virginea Gibson, ICR Inc. *(Returning Member)*
- Gunnar Hansen, Veeva Systems, Inc.
- David Helderman, WW International, Inc.
- Jeanne Hess, Teneo
- Kristen Kelleher, Provention Bio
- Ellen Lou, Edelman
- Debbie Morris, (BD)

Becton, Dickinson and Company

- Adam Reiffe, (BD) Becton, Dickinson and Company
- Andrew Schultz, Berenberg Capital Markets LLC
- Michelle Scianni, American Express Company
- Maddy Zimba, Edelman



Member Spotlight

It was a pleasure to speak with Virginea Stuart Gibson, an experienced, returning member to NIRI NY for this month's spotlight. Virginea is SVP, Investor Relations – FinTech at ICR. Virginea's passion for investor relations was so refreshing, and her advice to those coming up in the industry is invaluable. Below are some great nuggets from the conversation. The full profile can be found here**!**

"I'm very passionate about investor relations because I love the markets. I love getting up every day and checking to see the significant market developments. Geopolitics can cause significant uncertainty in the markets; look at the markets today, the Fed, and what they will do to end the cheap money - quantitative easing and raising interest rates, which has a big impact. I've been through different economic cycles and CEOs and CFOs need that from an IR counsel to help them. You're holding their hands or helping them understand from your own experiences."

"Be deliberate in finding people who can help you; tap them on the shoulder. Say, "Hey, you know I enjoyed your presentation; I would love to learn more from you." "Can you be my mentor?" So, it's just building those internal relations. I've gotten a lot better now at this part of my career regarding building relationships because I think that's an integral part of climbing the corporate ladder. It's not just your education and hard work."

Please let us know if you'd like to be featured in the **Member Spotlight**.

Update

NIRI NY NextGen is excited to announce its upcoming "Think Like an Analyst" event. Hear from former sell-side analysts who have made the transition into investor relations. We will be discussing their experiences, how young investor relations professionals can bring a more analytical perspective to the table, offer a Q&A session, and more. This event will be held virtually on Wednesday, March 23rd from 6:00-7:00 pm EST. Register here.

If you have any questions, please email Emily Blum (eblum@prosek.com). If you have any topics that you would like included in this conversation, please email Emily Blum (eblum@prosek.com).

If you are interested in helping the NIRI NextGen committee or have program ideas, please contact Emily Mohr, President, NIRI NY NextGen, at nirinextgen@niriny.org.

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