

+ FTSE
SMALL CAP
**SUPPORT
SERVICES**

- ADVICE
- INVESTORS
- STRATEGY
- CAPITAL
- RESEARCH
- LIQUIDITY
- MFID II

CASE STUDY

This client has been generating strong operational and financial performance yet it has traded at a persistent valuation discount to its peers. The equity story is highly differentiated but this has not been reflected in the rating. Management have been focused on driving operational performance.

With the business performing strongly, Board attention has shifted towards the share price. Historically, all investor engagement has been broker led and the last few years had seen a relatively small number of non-holders come on board. MiFID II is seen as a barrier.

Radnor are addressing all of these points. We are helping the client to reshape their investor message, especially for those investors unfamiliar with the story. More broadly we are helping the client to review and refresh the entire approach to investor relations. Working alongside existing advisers, we are targeting and engaging new investors who would otherwise fall through the gaps.



ROOT AND BRANCH REVIEW

PERSISTENT PEER GROUP DISCOUNT

