

Shareholder ID Help in Precision Targeting

The success story of IR revolves around Precision Targeting of Foreign Institutional Investors (FIIs). These FIIs transact through Custodians, hence the biggest challenge lies in unveiling them and trace them down to the ultimate decision maker in order to build long term relations with them.

This is where we can make a significant difference to assist you in identifying the ultimate decision maker among the FIIs through our product called Shareholders Identification. We bring this with the help of our foreign collaborators.

If any Company is not able to sell its story to the FIIs with financial muscle, it will continue to remain a mute spectator to the whims and fancies of few market operators. If you were to look at the Shareholders Profile of some of the front-runners, then you will find that these Companies have Pension Funds which have parked their investments with a long time horizon of over 10 years leading to stability and success.

The overall shareholder identification will provide the following information:

- ✓ Name of holder (institution);
- ✓ Location (city, country);
- ✓ Number of shares currently held;
- ✓ Corresponding percentage of issued share capital;
- ✓ Investment Style ("Growth", "Quantitative", "Hedge Fund", or similar);
- ✓ Portfolio Turnover ("High", "Low", "Medium"); and
- ✓ Institutional Investment Contact (name, title, telephone number).