

What drives Institutional Investor Sentiment?

Corporate Performance Research



What Drives Investor Sentiment?

Investor Sentiment Analytics

PROPOSAL

- Retail investors are often at a disadvantage to professional, institutional investors in terms of the amount of resources at their disposal and the amount of time available to analyse the markets. Further, due to their relative size, institutional investor sentiment drives the market and retail investors often find themselves trying to catch up.
- East Coles provides some **insights for retail investors into what drives institutional investor sentiment** in terms of what aspects of corporate performance have the **greatest influence on investment decisions**. This report helps to **identify these areas of greatest influence**.
- This was the 10th time East Coles conducted the **Australian Corporate Performance Research** analysing corporate performance utilising investment community feedback, and the 1st time East Coles has produced a separate “**What Drives Institutional Investor Sentiment?**” Report.
- The aim of this Research product is to **identify the key areas of focus and their varying priority levels for the investment community on ASX listed corporate performance**.

METHODOLOGY

- **Fifty-seven (57) buy and sell-side organisations** participated in the Research and were screened for quality control purposes.
- East Coles surveys the investment community on which corporate performance categories are of the greatest importance to them.
- Corporate performance is broken down into a range of twenty-three (23) categories.

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DATA

- Voting was conducted using drop-down boxes populated with the twenty-three (23) performance categories. Respondents rated those performance categories on a scale of 1 to 10 (1 = Not Important at All, 10 = Extremely Important).
- Qualitative Data was collected from Respondents across the Management, Board, Financials, Shareholders & Strategy areas, either stock-specific or thematic.

PERFORMANCE CATEGORIES BY GROUP

Management

Effectiveness of CEO
Effectiveness of CFO
Credibility
Operational Management
Competent & Cohesive Leadership
Long-Term Leadership Focus

Financials

Capital Management
Earnings Quality
Investment Desirability

Shareholders

Shareholder Value Focus
Quality of Investor Relations
Accurate & Timely Briefings
Access to Management
Access to Management (excl CEO/CFO)
Quality of Website

Board

Effectiveness of Board
Risk Management
Disclosure
Remuneration Policy
Environmental, Social & Governance (ESG)

Strategy

Clarity of Strategy
Growth Prospects
Displays a Sustainable Competitive Advantage (SCA)

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Payment Options

- To purchase the “What Drives Institutional Investor Sentiment?” Report please complete this Payment Form and email it back to us at nick.coles@eastcoles.com.au. Delivery of the Report and a Tax Invoice / payment receipt will take place upon payment.

- Please note that East Coles absorbs all credit card surcharges.

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