



Investor Relations

Non-Deal Roadshows
 IPO and Secondary Offerings
 Earnings Calls

Investor Outreach
 Crisis Response

Institutional investors demand in person access to CEOs and senior management. Prior to investing they require the opportunity to personally evaluate your management team. After investing they expect ongoing accessibility with immediate response in times of crisis. Audio calls and webcasts convey basic information, but do not come close to providing investors the insights obtained from in person interaction. With so many analysts and portfolio managers around the globe, CEOs and IROs cannot rely on travel to meet investor demand for face-to-face interaction. Rising travel costs and limited budgets are forcing companies to scale back on roadshows and limit participation at conferences in order to control expenses.

AboveTel's Non-Deal Roadshow Video Communications ServiceSM gives you a competitive edge, expanding the productivity and reach of your investor relations efforts by connecting you in person with your investors anywhere in the world at a moment's notice. Being telepresent provides you a powerful forum to more effectively communicate your company's message. AboveTel empowers you to expand your investor outreach. Busy CEOs can meet in person with investors, analysts, and sell-side partners in New York, Seattle, and Singapore all in the same day without leaving the office.

Challenges and Opportunities

- Effectively conveying your message to investors.
- Improving communication with sell-side firms during strategy and planning discussions (investor targeting, new equity offerings).
- Providing your investors real-time information about company and market developments, especially in crisis situations.
- Building relationships and confidence with your global investors without additional travel.
- Establishing and maintaining relationships with future prospective investors.

The Power of Today's High-Definition (HD) Video Communication

Today's video conferencing equipment delivers the same high-definition (HD) life-like images you experience on your home HDTV. A major improvement over previous video conferencing systems, HD systems replicate in person meetings to create a natural communication experience. With high-definition, you can view even the most subtle real-time reactions during crucial business discussions and negotiations just as if you were sitting across the table in the same room.

Telepresence with Investors Made Simple and Secure

AboveTel's Non-Deal Roadshow Video Communications ServiceSM extends the reach of any video conferencing equipment to connect you in person with buy-side investors, analysts, and your sell-side partners. AboveTel's service uniquely simplifies inter-company video conferencing, placing the power of video communication at your fingertips. You can initiate a meeting at anytime without the need for IT support by just dialing a standard 10-digit phone number. AboveTel does the rest, establishing a secured authorized telepresence call that ensures privacy for even your most confidential meetings.

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Applications and Benefits for Investor Relations Organizations

- Non-deal roadshows – meet in person with all of your target buy-side firms without having to increase roadshow frequency and duration.
- IPO and secondary offerings – expand your market for new offerings by connecting in person with investors around the globe.
- Post earnings call debriefs – provide additional insights to and obtain valuable feedback from key investors following quarterly earnings calls.
- Increase investor confidence and interest through more frequent face-to-face interaction with senior management.
- Improve message delivery – telepresence reduces misinterpretation and confusion; invaluable when global parties are separated by distance, culture, and language.
- Expand investor outreach without increasing staff or travel budgets.
- Better assess interest of prospective investors by seeing real-time reactions.
- Leverage the expertise of other members of your senior management team in investor meetings regardless of their geographic location.
- Respond quickly and effectively to crisis situations.
- Additional productivity and cost savings opportunities using telepresence throughout your company.
- Reduce the impact of travel on your company – lower travel expenses; reduce CO₂ emissions to meet corporate green initiatives and government carbon regulations; improve employee morale through less frequent travel.

AboveTel connects you in person with your investors, scaling your investor relations efforts so that you can be more productive and effective in managing your company's valuation and trading volume. All of the benefits of live in person interaction without the inconvenience and cost of frequent travel. Let AboveTel's Non-Deal Roadshow Video Communications ServiceSM bring you closer to the market.

For more information on AboveTel solutions or to arrange a live demonstration of AboveTel's trusted business to business video communications service contact AboveTel at info@abovetel.com or visit us at www.abovetel.com.

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