

TAHMIN O. CLARKE, CFA

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INVESTOR RELATIONS EXECUTIVE

Investor Communications | Investor Engagement | Relationship Building

Accomplished executive offering over 20 years of experience in Investor Relations, Corporate Finance and Sell Side Research. Recognized for ability to build and strengthen relationships with internal and external stakeholders. Offers a comprehensive history in interpreting data and translating complex financials into intelligible and impactful communications. Adept at designing strategies and processes to filter, target, and engage high-quality potential investors. Significant experience in planning and preparing for investor interactions including non-deal roadshows, conferences, and Investor Days. Skilled at reviewing analyst and industry reports and preparing actionable summaries with specific goals for senior leadership to execute against.

- Demonstrated ability to build understanding and influence perception of the company among key stakeholder groups, including analysts, institutional investors, and industry media.
- Valued for creating a collaborative leadership style that engages colleagues, builds consensus and drives towards a solution.
- Significant experience as a sell-side analyst, which allows a unique ability to engage with that community by leveraging a common values and experiences.
- Trusted liaison to deliver transparent and cogent communications between senior executives and the investment community.

Core Competencies

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| • Financial Communications | • Process Improvement | • Investor Targeting |
| • External Reporting | • Market/Competitive Analysis | • Crisis Communications |
| • Investor Relations Plan Design | • Regulatory Compliance | • Cross-Functional Collaboration |
| • Financial Analysis | • Investor Presentations | • Executive Support |

Committed to driving investor engagement and retention through leadership, execution, relationship management, process optimization and strategic planning.

Professional Experience

2021 – Present • WEJO GROUP LIMITED • Manchester, UK

Global leader in smart mobility cloud and software solutions for connected, electric, and autonomous vehicles

Senior VP – Investor Relations

Participating in a unique opportunity to take a sustainability focused, software company through a public listing process. Designing an investor targeting program that leverages strategies to engage both actively managed and passively managed funds increasing company awareness and cultivating investment leads. Extensive collaboration across corporate communications, internal communications, and social media teams in concert with the C-suite to deliver consistent messaging to internal and external stakeholders.

- *Partnering with an external vendor to develop a comprehensive strategy to integrate Environmental, Social and Governance (ESG) standards across the organization.*
- *Conducting detailed reviews of financial models prepared by sell-side analysts and compared with internal forecasts to communicate variances to the management team and ensure alignment of company message with external expectations.*
- *Creating a unique quarterly earnings process where the C-Suite records a visual business update, sharing with the investment community its financial results, Key Performance Indicators (KPIs) and progress to achieve its strategic goals.*
- *Leverage tools that enable accurate tracking of market trends, opinion, and reaction to business results to build insight and present recommendations on investment, operating and financial decisions to senior management.*
- *Successful implementation of a program that increased institutional ownership by 30%*



2020 – 2021 • INTELSAT CORP • McLean, VA

World's largest satellite communications company offering global connectivity solutions and turnkey managed service offerings

VP – Investor Relations

Welcomed the challenge of supporting management's efforts to exit financial restructuring and emerge as a \$3.5 billion in market capitalization, publicly traded company. Communicated updates on financial results, business strategy and other significant events. Reported directly to CFO and worked collaboratively with a cross-section of functional areas including FP&A, Engineering, and Legal.

- *Designed an impactful investor relations program including creation of a dynamic template for sharing company updates, implementation of a structured process to ensure purpose-driven investor meetings, and development of critical messaging for external storyboards used with financial and media audiences.*
- *Successfully managed both internal and external communication of a large strategic acquisition, critical to the evolution of the company's business model to support greater vertical integration*
- *Implemented communication strategies to shape public perception, strengthen corporate reputation, and improve credibility with internal and external stakeholders including employees, media, and the investment community.*

2016 – 2020 • LIGADO NETWORKS • Reston, VA

A satellite communications company operating next-generation satellite and wireless networks.

VP – Investor Relations

Transitioned to a private company with publicly traded debt to enhance my proficiency in supporting credit investors. Actively engaged in managing relationships between the company and the investment community, strategically overseeing daily interactions with existing and prospective lenders and other external constituencies.

- *Efficiently directed and coordinated lender calls including design of earnings presentations and structure of detailed Q&A decks to enable senior team to deliver accurate updates.*
- *Participated in key industry and financial conferences to educate the investment community about future business opportunities and the unique asset base of the company.*
- *Successfully increased conference and non-deal roadshow participation by 100% and elevated Investor interest and attendance by approximately 50%.*

2006 – 2016 • NII HOLDINGS, INC. • Reston, VA

Holding company providing mobile communications services under the Nextel brand in Brazil, MX, Argentina, Chile and Peru.

VP – Investor Relations & Corporate Communications (2014 – 2016)

Promoted to VP role, taking on the challenge of supporting management's efforts to exit bankruptcy and sell non-strategic assets. Collaborated with Public Relations and Marketing teams to plan and coordinate annual investor days and major shareholder events.

- *Interfaced with the wall street investment community to communicate updates on company strategy, financial communications, and other significant announcements.*
- *Supported executive leadership team in preparation for quarterly earnings announcements by developing scripted remarks, detailed financial statement analysis, and relevant Q&A documents.*
- *Defined and implemented strategies to optimize company attendance and participation in investor conferences, presentations and non-deal roadshows (NDRs).*
- *Collaborated with the executive management team and legal counsel to assure adherence to SEC regulations and maintain compliance with NASDAQ listing requirements.*

**Education & Professional Credentials**

MASTER OF BUSINESS ADMINISTRATION • University of Maryland, Robert H. Smith School of Business
BACHELOR OF SCIENCE, ELECTRICAL & COMPUTER ENGINEERING • Carnegie Mellon University
CFA Charter Holder

Award & Recognition

Institutional Investor Magazine – Honorable Mention – Investor Relations (2008)
 Wall Street Journal – Member of “Best of the Street” Wireless Services Team – Stock Selection (2003)
 Institutional Investor Magazine – Individual Honorable Mention – Wireless Telecommunication Services (2003, 2004)