

# Inha Seo · IR work samples

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I coordinated the company-side process for a KOSDAQ IPO. These samples show how I would run the same discipline (one set of numbers, one public source, no selective color) inside a US earnings cycle.

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## SAMPLES · BUILT FROM PUBLIC DISCLOSURES ONLY

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### Nebius Q3 2026 earnings kit

Oct 2026 · 7 pages · PDF  
[nebius-q3-2026-earnings-kit.pdf](#)

A pre-results kit for a US-listed **foreign private issuer** (Nebius files 20-F and 6-K), using disclosures through its Oct 1, 2026 6-K.

- **Prepared-remarks outline** (1 page): speaker order, timing, one message per block, Q3 slots filled only from the approved release.
- **12-question analyst Q&A**: answers that restate disclosed facts with a source tag, plus a guardrail per question (no quarterly phasing, no deal terms, no hints on financing or non-core assets).
- **KPI one-pager**: revenue, ARR, adjusted EBITDA vs. GAAP, capex vs. prepayments, ACV per MW, payback, contracted → connected power.
- **Earnings-day timeline, T-30 to T+2**: how the 20-F/6-K regime, Reg FD's FPI exclusion, Reg G, and 2026 Section 16 reporting for FPI insiders change the workflow.

Shows: disclosure discipline · non-GAAP bridge · consensus and callback hygiene · FPI filing mechanics

### Nebius Q2 2026 earnings Q&A

Oct 2026 · 1 page · PDF  
[work-sample-earnings-qa-prep.pdf](#)

Six likely analyst questions on the Aug 12, 2026 results, with draft answers and IR notes, and three KPIs IR should track each quarter.

Shows: reading a shareholder letter and release the way the sell-side will

### Writing on AI-infrastructure finance

Oct 2026 · English and Korean

- [The Cash Gap in GPU Contracts](#)
- [How AI Infrastructure Gets Funded](#)

Shows: turning capex, contracts, and financing structures into an investor-readable story

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## WHERE THE HABITS COME FROM

- Investor Relations Manager, AUTOCRYPT (Sep 2022 – Dec 2025). Named in the IPO prospectus as IR Manager among the issuer-side due-diligence participants.
- Coordinated the company-side KOSDAQ IPO process. The offering priced at the top of the range, raising KRW 30.8B (~\$22.7M); listed July 15, 2025.
- Supported registration-statement amendments (May–Jun 2025). After listing, distributed the first quarterly IR deck (2Q25) to institutional investors.
- Prepared Korean- and English-language investor decks, data-room documents, and investor Q&A for the KRW 19.5B (~\$14.5M) Series B bridge round.

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## HOW I USE THESE IN AN INTERVIEW

- Walk through any Q&A answer and say what I left out, and why.
- Rebuild the adjusted EBITDA → GAAP bridge from the release tables live.
- Show where the Korean fair-disclosure rules I worked under match Reg FD, and where US practice differs.
- Refresh the kit the morning results are published.

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Practice materials prepared independently from public information (company releases, shareholder letters, and SEC filings, accessed Oct 13–14, 2026). Not affiliated with, requested by, or reviewed by Nebius. Forward-looking items are read with the company's safe-harbor language. My filing experience is in Korea (KOSDAQ). These samples show how I am applying it to US practice; they are not a claim of SEC reporting experience.