2024
All-America & All-Canada
Research Methodology

II RESEARCH
An Institutional Investor Company

Who we are
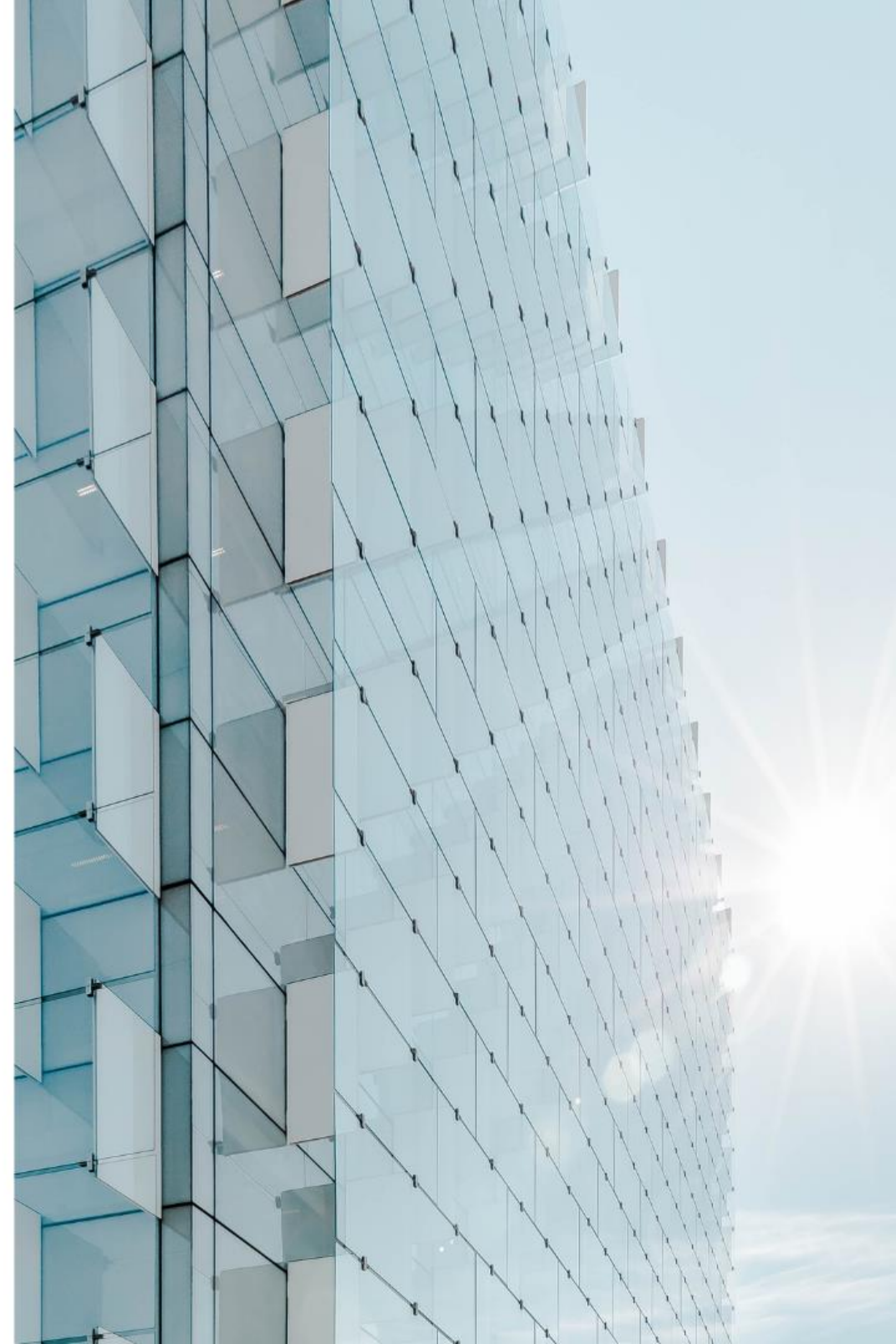
Institutional Investor Research (II Research)

is recognised as the leading provider of independent performance validation and a source of qualitative market intelligence for Corporates and Investment Professionals globally.

RANKINGS

II Research captures detailed qualitative assessments and feedback from investment managers, broker firms and corporate issuers. Through a robust and established methodology, publishes respected rankings across equities, fixed income and corporate investor relations (including C-suite) at a firm and individual level.

DATA

We produce actionable data, based on the performance and market penetration assessments across 10 different global markets. The comprehensive and independent data assists with strategic decision making.

INSIGHTS

Through our proprietary dashboard, II Research delivers unique insights, including detailed peer-to-peer comparative analyses and a spectrum of qualitative measures to assist with resource allocation.

North America

Developed Europe

Asia-Pacific

Emerging EMEA

Latin America

Key Dates - 2024

Analyst Rosters

Opens: April 17, 2024

Sample Ballot

Opens: April 17, 2024

Polling

Opens: June 3, 2024
Closes: June 28, 2024

Results

All-America Research Team: Oct 29, 2024
All-Canada Research: Oct 31, 2024
All-America Trading Team: Nov 5, 2024
All-America Sales Team: Nov 7, 2024
All-America Corporate Access: Nov 7, 2024
All-America Executive Team: Nov 12, 2024
All-Canada Executive Team: Nov 19, 2024

Note: Analysts must be employed at their firms as of the first day of polling.
Any analysts or salespeople that change firms after that date will be counted at their previous firm.

Participation

Qualification of participants

The table below shows guidance on regional minimums. Please note all minimums apply to the regional equity or fixed-income numbers, not total.

Equity Surveys	AUM		COMMISSIONS
	Traditional Accounts (US$)	Hedge Funds (US$)	All Institutions (US$)
America Research	**750m**	**100m**	**250k**
Asia Research	500m	100m	200k
Developed Europe Equities Research	750m	100m	250k
Japan Research	500m	100m	100k
Emerging EMEA Research	500m	100m	100k
Latin America/Brazil Research	500m	100m	100k

Fixed-Income Research Team Surveys	AUM	
	Traditional Accounts (US$)	Hedge Funds (US$)
America Fixed-Income	750m	100m
Europe Fixed-Income	750m	100m
Other Regional Fixed-Income	750m	100m

INVESTMENT FIRM CRITERIA:

- Recognised Investment Institutions

- Minimum AUM: US$100m & US$750m

- Minimum Commission Wallet: US$250k

INDIVIDUAL ELIGIBILITY

- Qualified investment professional

- PM, Analyst, Economists for Research (Equity professionals only – Credit PMs/Analysts are not eligible to vote in All-America)

- Trader, PM for Trading

- Sell-side analyst (voting for corporates)

Participation / Band Lists

We share the list of buy-side institutions that will be invited to participate in the survey.
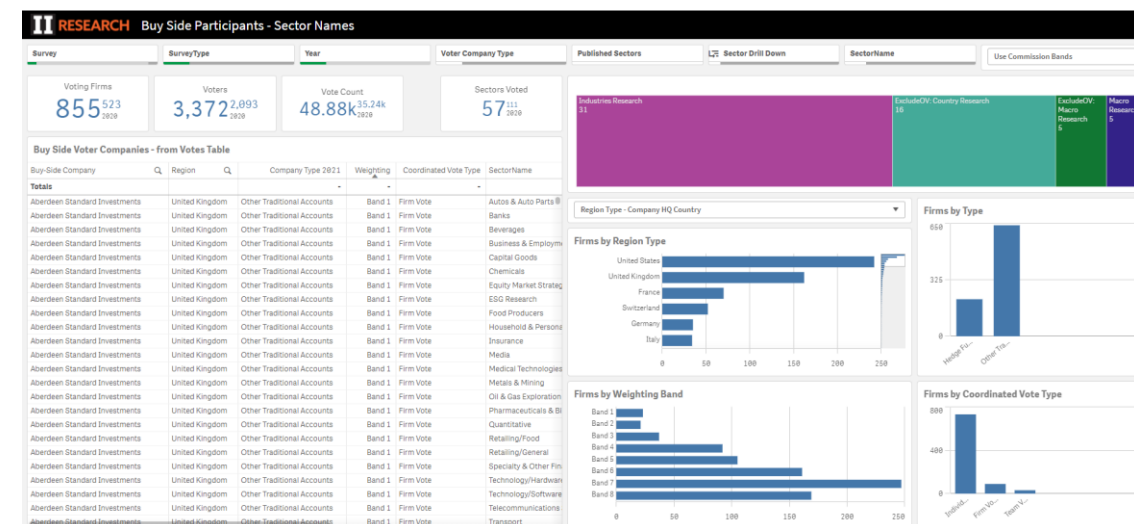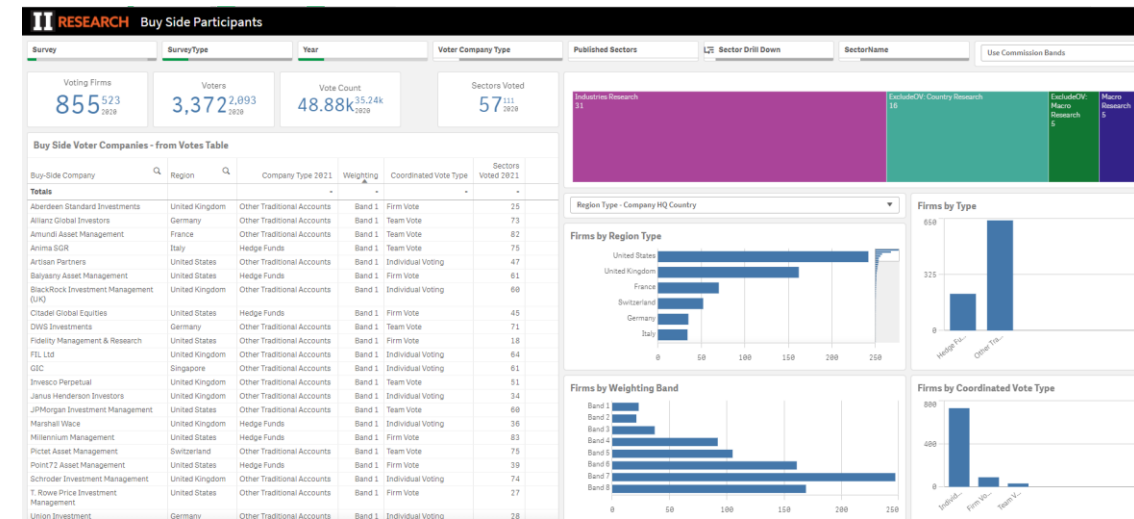
This list will include the current commission band, the weights and vote type (centralized or individual).

Information is based on market intelligence from several sources, including the previous year's survey.

Feedback invited from selected participating sell-side firms.

The weightings are adjusted on the basis of this feedback, participant responses and market intelligence.

The final proposed list will be distributed to sell-side firms that purchase the data, after the survey has closed.

US	
	Firm Types
Individual Voting	1350
Firm Vote	278
Team Vote	39
Grand Total	1667
Europe	
	Firm Types
Individual Voting	733
Firm Vote	90
Team Vote	32
Grand Total	855
Asia	
	Firm Types
Individual Voting	1126
Centralized Vote	65
Team Vote	34
Broker Review	8
Grand Total	1233
Japan	
	Firm Types
Individual Voting	299
Centralized Vote	46
Team Vote	22
Broker Review	5
Grand Total	372

Participation / Band Lists

We aim to increase the number of firms that submit a broker review or coordinate a response at a firm level. This information will be shared within the target participation list. We encourage all buy-side firms to submit a centralized vote or use their research evaluation as the basis for their vote. Sell-side firms are also requested to encourage their clients to participate in this way. This will increase the validity of the results and ensure that the results accurately reflect the market.

Firm Vote (FV)

A direct extract from a buy-side broker vote or research evaluation or a single coordinator for the buy-side will arrange input of the firm ballot. This may be through submission of an Excel file or use of the II Voting Portal as a coordinator. All voting restrictions on the number of firms and analysts are removed, thereby allowing the full broker evaluation process to be reflected through the ballot. II Research makes best efforts to match the evaluation to the II ballot structure. The mapped vote may be returned to the originating firm for review and validation. Individual votes received in the survey outside of the central submission are discarded or *may* be referred to the source for permission to include. Sell-side firms are instructed NOT to lobby these firms for individual votes.
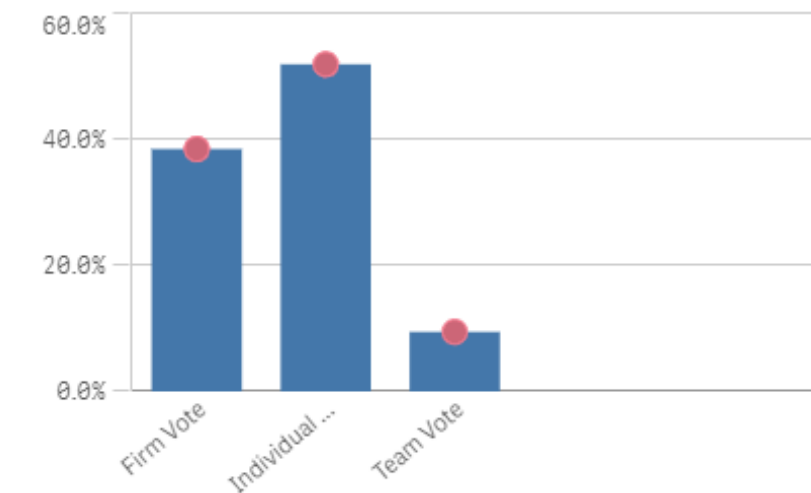
Team Vote (TV)

A buy-side firm may submit a partial vote from a specific team within the whole investment firm. This vote may be enhanced by other individual votes at the firm.

Individual Vote (I)

Votes are submitted by individuals at the firm.

Points by Coordinated Vote Type

US: 49%

Points by Coordinated Vote Type
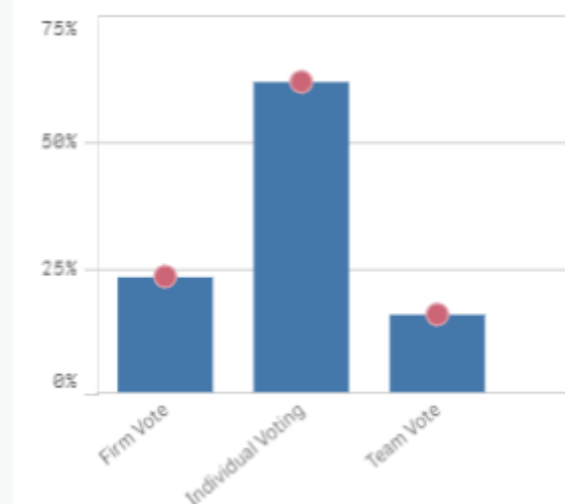
Europe: 39%

Points by Coordinated Vote Type

Asia: 24%

Centralized Vote Submission
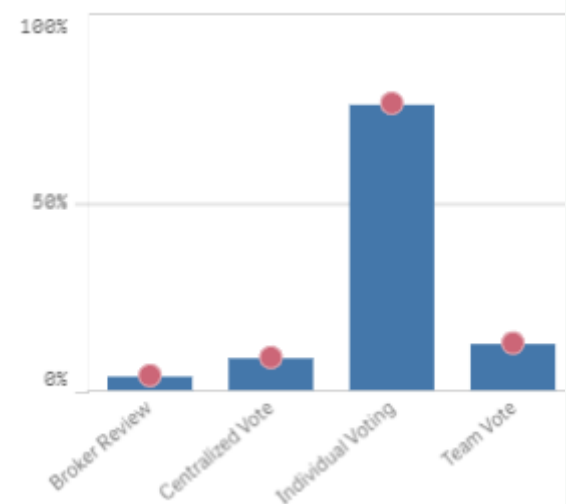
Three Options:

Excel Ballot	Coordinator Access	Broker Vote

Excel Ballot

Coordinator Access

LIMITS REMOVED

Broker Vote

- Supplied to II direct

- Sector & Individual mapping

  - Replicates 5 – 1 rating

  - Possible validation by BLO

  - All different, based on:

    - Consumption

    - Ranking

    - Scores

    - $$ values

Calculating
Results

Leaders' Table

The **Overall Winner** in each survey is based on the concept of a Leaders' Table. i.e. the number of published positions each sell-side firm receives in the survey. The Weighted Leaders' Table assigns a points score to each published place.

LEADERS' TABLE

Number of Published Positions 1st, 2nd, 3rd, Runner Up (R/U)

WEIGHTED LEADERS' TABLE

Points total based on weighted Published Positions 1st, 2nd, 3rd, Runner Up (R/U)

1st Place	= 4 points
2nd Place	= 3 points
3rd Place	= 2 points
Runner Up	= 1 point

PUBLICATION : WE WILL PUBLISH ONLINE THE FOLLOWING FOUR TABLES:

1. Commission-weighted firm ranking (LEAD)
2. Commission-weighted analyst ranking

The commission-weighted firm Leaders' Table will contribute to the Global Leaders' Table.

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RESEARCH

The All-America Research Team

Some content in this section is locked. To get access to all of the research, please subscribe here or login.

Overview

On a summer evening in 1972, two magazine editors to devise an idea for a story on the best analysts on

That year, *Institutional Investor* would publish the fi America Research Team: a list of 85 sell-side analyst money managers for their coverage across 26 indust was pitched, originally, as a bit of fun — complete w of analysts dressed up as football players — became institution.

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RESEARCH

The All-America Executive Team

Some content in this section is locked. To get access to all of the research, please subscribe here or login.

Overview

America's top chief executives can be divided into two camps: those who saw the pandemic as an opportunity for collaboration, and those who seized the moment to beat the competition in their sector.

Larry Culp made the bold decision, three years into his tenure as chief executive, to split General Electric Company into three separate entities. GE is a U.S. heavyweight, co-founded by the inventor of the modern lightbulb Thomas Edison in 1892. Culp's decision to divide the company into discrete publicly-traded companies in aviation, healthcare, and energy, announced in November, marks a radical shift in company structure. Culp said the

Methodology: Firm Ratings

Firm Ratings: One voter in a sector

VOTER 1

Rating	Firm	Points
5	Broker A	5
5	Broker B	5
4	Broker C	4
4	Broker D	4
3	Broker E	3
2	Broker F	2
1	Broker G	1

Each firm rating is converted to a score, for a total of 24 points. The points are then multiplied by the Commission weighting of the firm.

Firm Ratings: Two voters at the same firm, voting in the same sector

	VOTER 1	VOTER 2
Rating	Firm	Firm
5	Firm A	Firm B
5	Firm B	Firm D
4	Firm C	Firm A
4	Firm D	Firm E
3	Firm E	Firm C
2	Firm F	Firm F
1	Firm G	Firm G

Firm	Sum of Ratings (Voter 1 + Voter 2)	% of Total (Sum divided by Total)	Final Point Total (% multiplied by 24)
Firm A	9	19%	4.5
Firm B	10	21%	5
Firm C	7	15%	3.5
Firm D	9	19%	4.5
Firm E	7	15%	3.5
Firm F	4	8%	2
Firm G	2	4%	1
Total	48	100%	24

Ratings are converted to a score and totaled for every sell-side firm receiving a vote. Each sell-side firm's percentage of the total sum is calculated. This percentage is multiplied by 24 points, to determine how many unweighted points each sell-side firm will receive. The points are then multiplied by the Commission weighting of the firm.

Firm Ratings: One voter with three ratings

VOTER 1

Rating	Firm
5	Firm A
4	Firm B
2	Firm C

	Sum of Ratings (Voter 1 + Voter 2)	% of Total (Sum divided by Total)	Final Point Total
Firm A	5	45%	5
Firm B	4	36%	4
Firm C	2	18%	2
Total	11	100%	11.0

Because the total sum of ratings is less than 24 points, the percentages are multiplied by the total sum of ratings (11) rather than 24.

Firm Ratings: Multiple voters at the same firm, voting in the same sector

Rating	VOTER 1 Firm	V2 Firm	V3 Firm	V4 Firm	V5 Firm	V6 Firm	V7 Firm	V8 Firm	V9 Firm
5	Firm A	Firm H	Firm I		Firm A	Firm A	Firm A	Firm A	Firm C
5	Firm B	Firm B				Firm C	Firm D	Firm B	Firm F	Firm E
4	Firm C	Firm D							
4	Firm D	Firm A			Firm H		Firm C	Firm F		Firm A
3	Firm E	Firm E			Firm E		Firm F			
2	Firm F	Firm C			Firm C			Firm C	Firm C	Firm F
1	Firm G	Firm F		Firm I	Firm G					Firm G

Firm	Sum of (Voter 1 Ratings + Voter 2)	% of Total (Sum divided by Total)	Final Point (% multiplied Total by 24)
Firm A	38	27%	6.5
Firm B	15	11%	2.6
Firm C	26	18%	4.4
Firm D	13	9%	2.2
Firm E	14	10%	2.4
Firm F	17	12%	2.9
Firm G	3	2%	0.5
Firm H	9	6%	1.5
Firm I	6	4%	1.0
Total	141	100%	24

Ratings are converted to a score and totaled for every sell-side firm receiving a vote. Each sell-side firm's percentage the total sum is calculated and multiplied by 24 points to determine how many unweighted points each sell-side firm will receive. The points are then multiplied by the Commission weighting of the firm.

Methodology: Firm Ratings

Analyst Ratings: One voter in a sector, voting for analysts at one firm

VOTER 1

Rating	Firm	Points
5	Analyst A	5
4	Analyst B	4
3	Analyst C	3
2	Analyst D	2
1	Analyst E	1

Each firm rating is converted to a score, for a total of 15 points.

Analyst Ratings: Two voters from same voting firm in a sector, voting for analysts at a total of three firms

VOTER A

Sell-Side Firm 1		Sell-Side Firm 2	
5	Analyst A	5	Analyst 1
4	Analyst B	4	Analyst 2
3	Analyst C	3	Analyst 3
2	Analyst D	2	Analyst 4
1	Analyst E	1	Analyst 5

VOTER B

Sell-Side Firm 1		Sell-Side Firm 3	
5	Analyst F	5	Analyst X
4	Analyst A	4	Analyst Y
3	Analyst B		
2	Analyst C		
1	Analyst D		

Firm	Sum of Ratings + Voter 2)	% of Total (Sum divided by Total)	Final Point Total by 15*3) (% multiplied)
Analyst A	9	17%	7.5
Analyst B	7	13%	5.8
Analyst C	5	9%	4.2
Analyst D	3	6%	2.5
Analyst E	1	2%	0.8
Analyst F	5	9%	4.2
Analyst 1	5	9%	4.2
Analyst 2	4	7%	3.3
Analyst 3	3	6%	2.5
Analyst 4	2	4%	1.7
Analyst 5	1	2%	0.8
Analyst X	5	9%	4.2
Analyst Y	4	7%	3.3
Total	54	100%	45

Max. number of points (before Commission weighting is applied) that this voting firm is able to give in a sector is determined by multiplying the number of sell-side firms at which they rated analysts and multiplying by 15. In this example, the voting firm can give a max. of 45 points (15*3).

Analysts ratings are converted to a score and totalled for every analyst receiving a vote. Each analyst's % of total sum is calculated and multiplied by 45 points to determine how many unweighted points each sell-side firm will receive. The points are then multiplied by the Commission weighting of the firm.

All-America Structure

Voter Universe: Commissions Weighted

Survey Structure
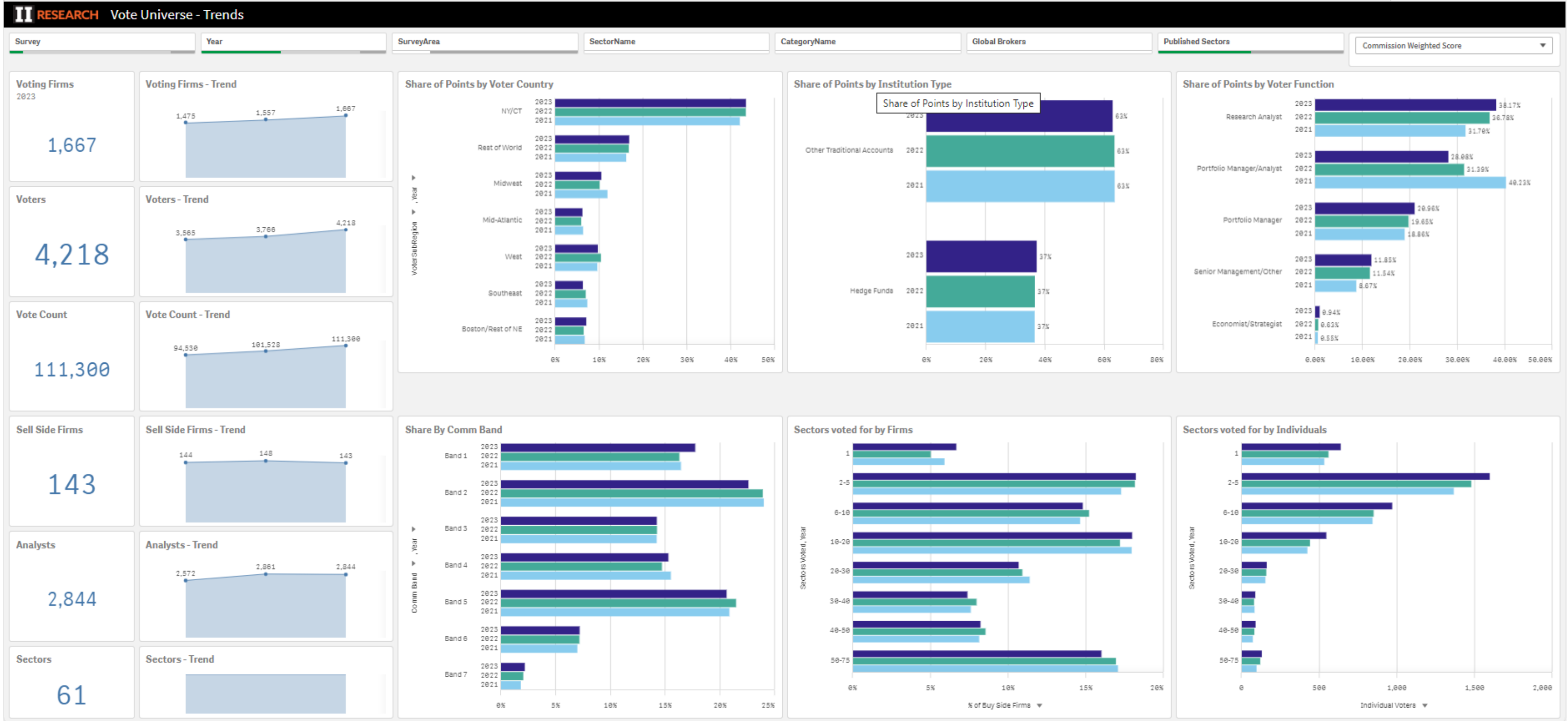
All-America & All-Canada

61 All-America sectors feed Leaders' Table
19 All-Canada sectors feed Leaders' Table

Categories

CEO, CFO, Investor Relations	Attributes *(See Slide 30)*
U.S. Generalist Sales	Attributes *(See Slide 17)*
U.S. Trading & Execution	Attributes *(See Slide 19)*
U.S. Conferences	

All-America Research
Specialist Sales
Corporate Access
Trading & Execution

Basic Materials
Capital Goods/Industrials
Consumer
Energy
Financial Institutions
Health Care
TMT
Macro *(Sales only)*

Canada Research

Sectors *(See Slide 20)*

All-America Research Sectors

Basic Materials
Chemicals
Metals & Mining
Paper & Packaging

Capital Goods/Industrials
Aerospace & Defense Electronics
Airfreight & Surface Transportation
Business, Education & Professional Svc
Electrical Equipment & Multi-Industry
Machinery, Engineering & Construction
Shipping

Consumer
Airlines
Autos & Auto Parts
Beverage, HPPC
Food Producers
Food Retailers
Gaming & Lodging
Homebuilders & Building Products
Leisure
Restaurants
Retailing Broadlines & Hardlines
Retailing Depart. Stores & Specialty Softlines

Energy
Clean Energy
Integrated Oil
Midstream & Natural Gas
Oil & Gas Exploration & Production
Oil Services & Equipment
Utilities

Financial Institutions
Banks Largecap
Banks Midcap
Brokers, Asset Managers & Exchanges
Consumer Finance
Insurance Life
Insurance Nonlife
REITs

Health Care
Biotechnology Largecap
Biotechnology Small & Midcap
Health Care Facilities & Managed Care
Health Care Technology & Distribution
Life Science & Diagnostic Tools
Medical Supplies & Devices
Pharmaceuticals Major
Pharmaceuticals Specialty

TMT
Cable, Satellite & Telecom Services
Communications Infrastructure
Internet Largecap
Internet Small & Midcap
IT Hardware & Electronics
Manufacturing Services
Media
Payments, Processors & IT Services
Semiconductors & Semi Cap Equipment
Software Largecap
Software Small & Midcap
Telecom & Networking Equipment

Macro
Accounting & Tax Policy
Economics
Equity-Linked Strategies
Portfolio Strategy
Quantitative Research
Sustainability (ESG)
Technical Analysis
Washington Research

Thematic
Thematic Research

Published Results

Headline Leaders' Tables
All-America Research • Commission Weighted Firm Leaders' Table • Commission Weighted Analyst Leaders' Table *All- America Generalist Sales Team* • Top 10 Firms Weighted by Commission *All- America Specialist Sales Team* • Top 10 Firms Weighted by Commission *All- America Corporate Access Providers* • Top 10 Firms Weighted by Commission (buy-side view) • Top 10 Firms (corporate view) *All- America Trading & Execution Firm* • Top 10 Firms Weighted by Commission

Additional Published Results
Research • Best Firms: Top three and Runner Up in each sector • Best Analysts: Top three and Runner Up in each sector *Specialist Sales Team* • Top 5 Firms by Category *Corporate Access Providers* • Top firm for each category (buy-side view) • Top three firms for each category (corporate view) *Trading & Execution* • Top five firms for each category

Generalist & Specialist Sales

All-America Generalist Sales

Attributes

- Understanding Client Needs
- Adding Value to Research
- Idea Generation
- Service & Responsiveness
- Global Context
- Market Knowledge & Feel

Methodology

- Select the Voting Area *(e.g. US Generalist Sales)*
- Select the attribute. *(e.g. idea generation)*
- Vote for the top 5 firms in each attribute.

All-America Specialist Sales

Categories

- Basic Materials
- Capital Goods/Industrials
- Consumer
- Energy
- Financial Institutions
- Health Care
- TMT
- Macro

Attributes

- Understanding Client Needs
- Adding Value to Research
- Idea Generation
- Service & Responsiveness
- Global Context
- Market Knowledge & Feel

Methodology

- Select the Voting Area *(e.g. Basic Materials)*
- Select the sales category. *(e.g. Basic Materials Sales)*
- Search for the firm
- Rate overall 5 (excellent) to 1 (average)
- Rate the firm across attributes.
- Vote for up to 7 firms for each sales category: 2 x 5, 2 x 4, 1 x 3, 1 x 2, 1 x 1

Corporate Access

All-America Corporate Access

Buy-Side View

Categories

Basic Materials	Financial Institutions
Capital Goods/Industrials	Health Care
Consumer	TMT
Energy	

Attributes

Field Trips

Team Quality

Logistics

Conferences

Roadshows

Expert Access (NEW)

Methodology

- Select the Voting Area *(e.g. Basic Materials)*
- Select the Corporate Access category *(e.g. Basic Materials Corporate Access)*
- Search for the firm
- Rate from 5 (excellent) to 1 (average) across the attributes.
- Vote for up to 7 firms for each category: 2 x 5, 2 x 4, 1 x 3, 1 x 2, 1 x 1
- Add comments for additional color.

Corporate View

Attributes

Roadshows

Bus tours/Reversed roadshows

Investor meeting requests

Investor feedback

Logistics

Team quality

Conferences (using Conference names) NEW

Methodology

- Corporate voters are directed to the Corporate Insights & Verification ballot.
- The Corporate Access section is on the sell-side section of the ballot.
- Name the top five firms within each Corporate Access attribute.
- Add comments for additional color.
- Results are aggregated and organized by category.

Trading & Execution

All-America Trading & Execution

Voting Areas

High-Touch Sales Trading
Access to Block Liquidity
Access to Small & Midcap Liquidity
Maintaining Order Anonymity
Minimize Market Impact
Quality of IoIs
Service Quality
Willingness to Commit Capital (NEW)

Electronic Trading
Algorithm Customization
Algorithm Performance
Market Access & Transparency
Market Structure Guidance (NEW)
Quality of Innovation (NEW)
Service Quality & Support
Transaction Cost Analysis

Portfolio/Program Trading
Client Service Quality & Support
Global Market Access
Index & Portfolio Research
Pre and Post Trade
Reliability of Settlement/Back Office

Delta One/ETF
Access to Differential Liquidity
Price Improvement
Derivatives Research
Derivatives Sales

Industry Trading

Basic Materials	Capital Goods/Industrials	Consumer
Energy	TMT	Financials
Health Care		

Methodology
- For All-America Trading, select the voting area first, then the attribute.
- Vote for up to 7 firms for each attribute.
- Within categories, only rate overall Trading & Execution (5* – 1*)
- Add comments for additional color.

Results
- All-America result will be an aggregate of votes across all attributes.
- Each voting area result will be published separately.

All-Canada

All-Canada

Research Sectors

- Banks
- Base Metals
- Consumer Discretionary
- Consumer Staples
- Economics
- Energy Infrastructure
- Energy Exploration & Production
- ESG Research
- Health Care & Cannabis
- Industrials
- Insurance
- Paper & Forest Products
- Precious Metals
- Real Estate
- Specialty & Other Finance
- Technology
- Telecommunications & Media
- Transportation
- Utilities

Results

All-Canada Research Leaders Table

- Commission Weighted Firm Leaders' Table
- Commission Weighted Analyst Leaders' Table

- Best Firms: Top three and Runner Up in each sector
- Best Analysts: Top three and Runner Up in each sector

Analyst Limits & Write Ins

ALL-AMERICA LIMITS

Rule 1: Five sectors maximum, per analyst overall (industry and/or macro).[1]

Rule 2: Maximum of 7 analysts listed per firm, per industry sector.

Rule 3: Maximum of 10 analysts listed per firm, per macro sector.[2]

Rule 4: Maximum of 5 analysts listed per firm in Thematic Research.

ALL-AMERICA ANALYST ELIGIBILITY

Industry analysts must be located in the US or have US stock coverage. Economists & Strategists are not eligible to be listed in Industry sectors.

Macro analysts must be focused on the US or be a global economist/strategist contributing to US research.

Analysts must be equity analysts; credit analysts are not eligible in any sectors.

CANADA LIMITS

Rule 1: Five sectors maximum, per analyst overall (industry and/or macro).[1]

Rule 2: Maximum of 5 analysts listed per firm, per industry sector.

Rule 3: Maximum of 5 analysts listed per firm, per macro sector.[2]

CANADA ANALYST ELIGIBILITY

Industry analysts must be located in Canada or have Canada stock coverage. Economists & Strategists are not eligible to be listed in Industry sectors.

Macro analysts must be focused on Canada or be a global economist/strategist contributing to Canada research.

Analysts must be equity analysts; credit analysts are not eligible in any sectors.

WRITE-INS

Rule 1: For any sectors where the full quota of analysts has been filled for the roster, write-in analyst votes will not be accepted where it causes roster limits to be breached.

Rule 2: All analyst write-in votes that take a firm over the assigned quota will be discarded. The firm vote or entire ballot may also be discarded.

1. *The rules apply separately for the US and Canada rosters. Any analysts over the limits will have sectors removed by II on the eve of the survey, in ascending order of votes received in 2023, starting from lowest.*
2. *Includes Economists & Strategists*

Voting Guide

Registration

RANKINGS

1. First-time users click <Sign up> in top right corner.

2. Validate through a professional email address.

3. Existing voters (registered with IIR), start voting.

4. New users click 'Request a vote' and complete profile question.[1]

5. New users (or unrecognised users) will need to be validated)[2]

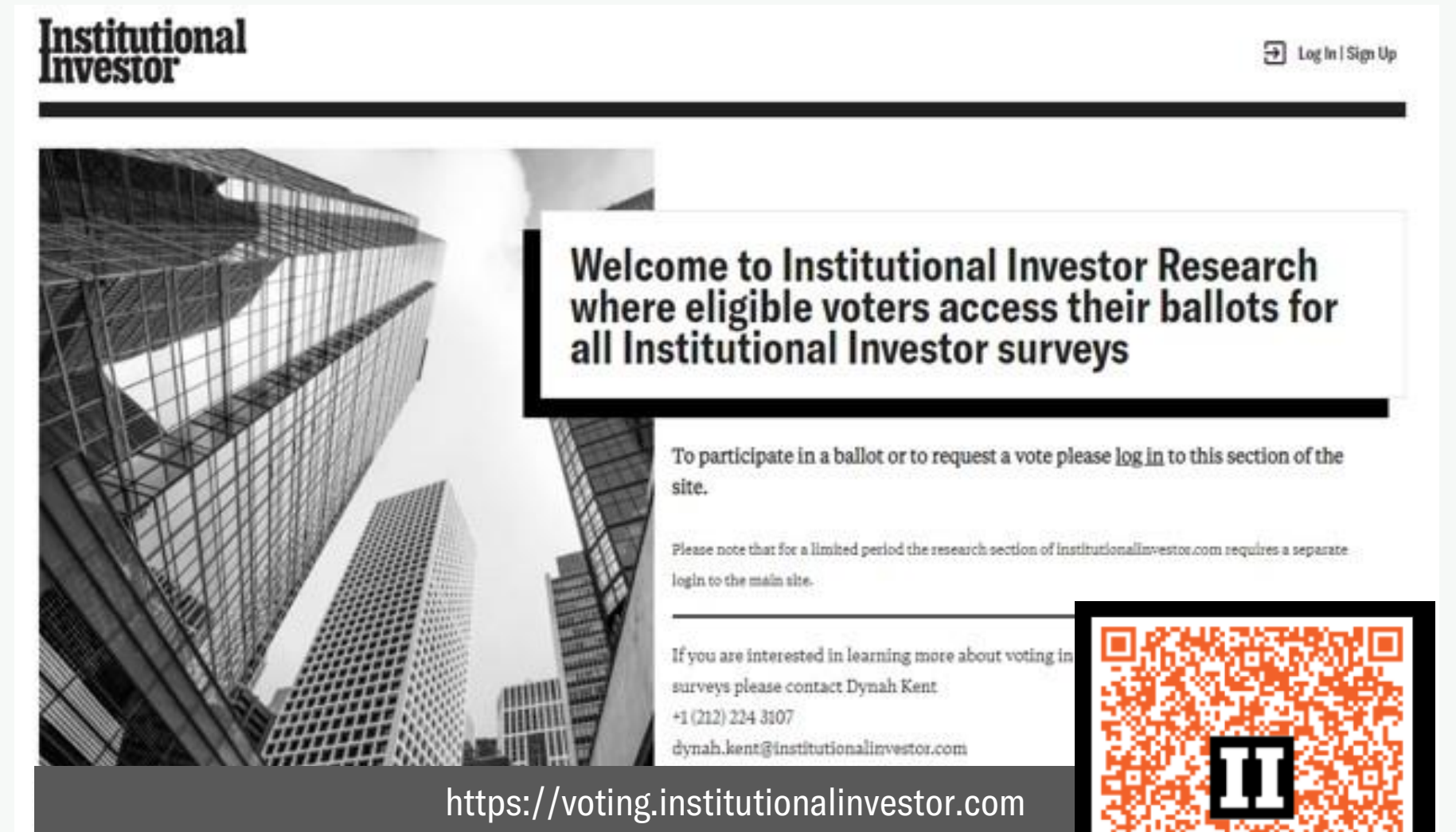*1. After requesting ballot, validation may take up to 48 hours*
2. Individuals that have changed email addresses (firms) will require re-validation

(Detailed step-by-step guide available in the following Voting Guide)

CORPORATES – CORPORATE INSIGHT AND VERIFICATION (CIV)

Company provides:

1. Information on IR structure.
2. Evaluation of buy- and sell-side engagement.

Institutional Investor

Log In | Sign Up

Welcome to Institutional Investor Research where eligible voters access their ballots for all Institutional Investor surveys

To participate in a ballot or to request a vote please log in to this section of the site.

Please note that for a limited period the research section of institutionalinvestor.com requires a separate login to the main site.

If you are interested in learning more about voting in surveys please contact Dynah Kent
+1 (212) 224 3107
dynah.kent@institutionalinvestor.com

https://voting.institutionalinvestor.com

Overall Structure

FIRM VOTE

NOT LINKED

7 Firms   **5 Analysts**

x2

x2

x1

x1

x1

x1

x1

x1

x1

x1

x1

(1) Firm and analyst votes are NOT linked. They should correlate naturally.
(2) A voter can vote for a firm and <u>not</u> an analyst, but cannot vote for an analyst and <u>not</u> a firm.

INDIVIDUAL VOTE

Voting

Choose a voting area:

For **US Conferences,** select US Conferences and name the top 5 conferences.

For **Generalist Sales and Trading,** select categories. Then select the attribute and name the top 5 firms.

Firm names are preloaded and will appear on a drop-down list as you type.

Voting (All-America & Canada)

For Research, search for and select the firm:

Rate the firm from 5 (excellent) to 1 (average). For Research, the analysts for that firm will appear. Rate the individuals from 5 (excellent) to 1 (average).

Firm names are preloaded and will appear on a drop-down list as you type.

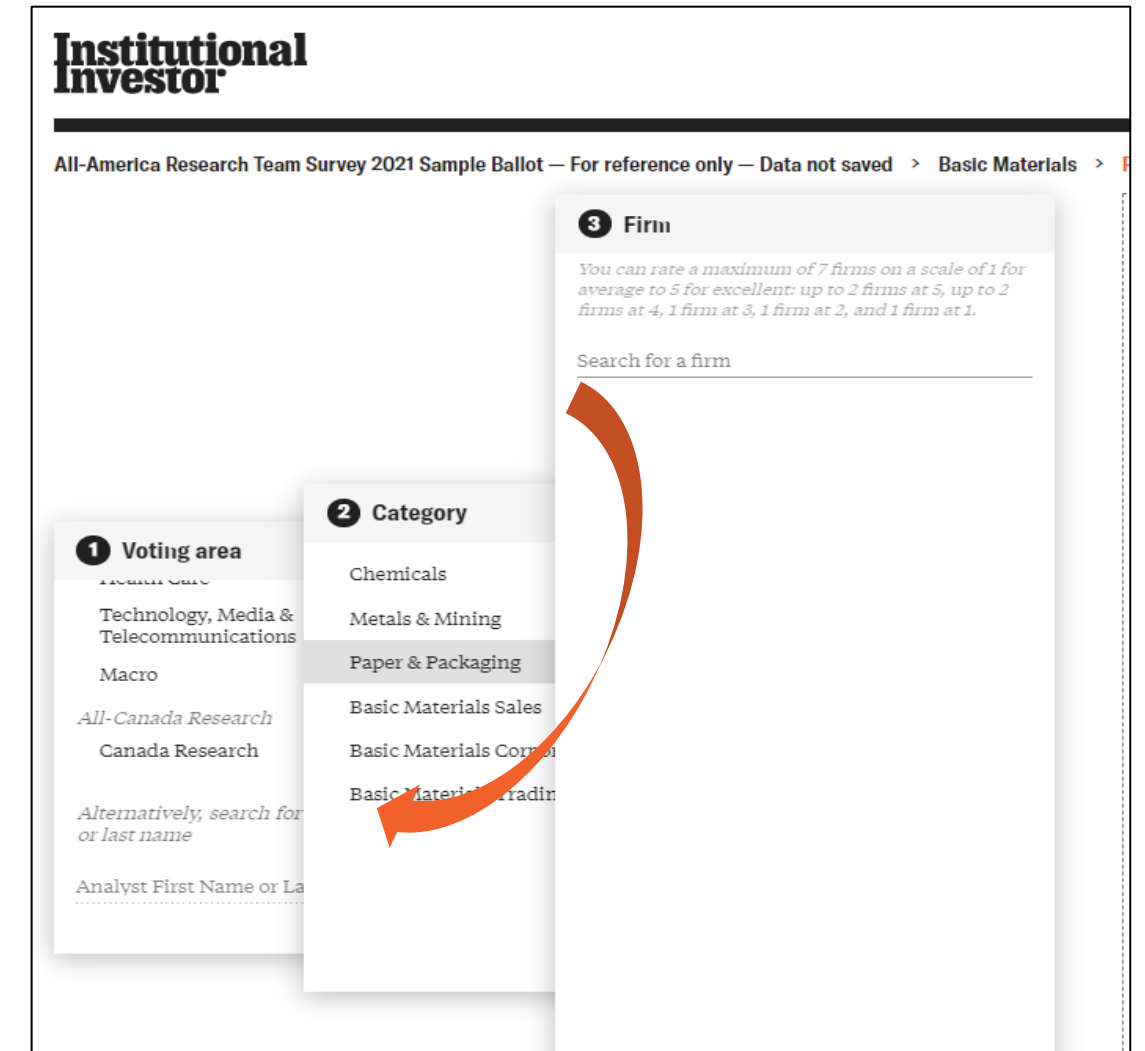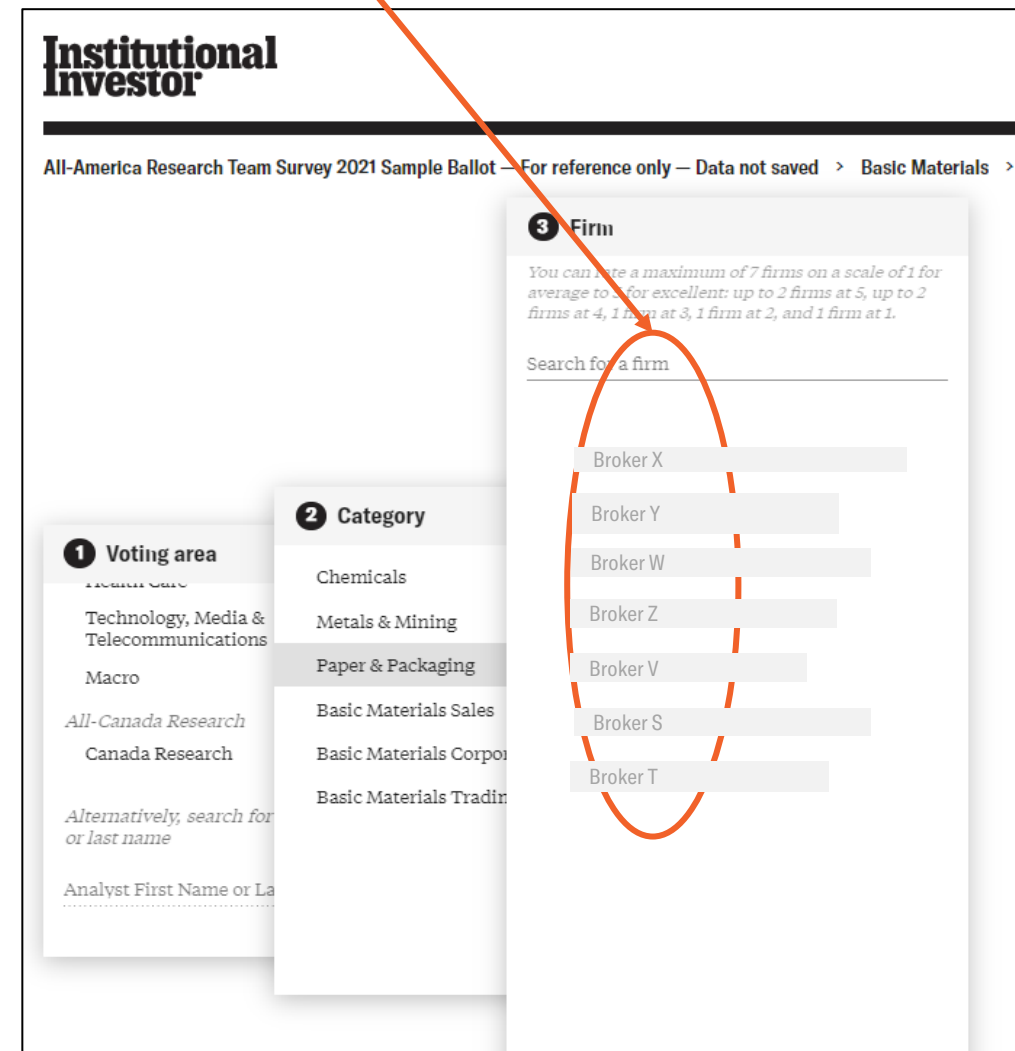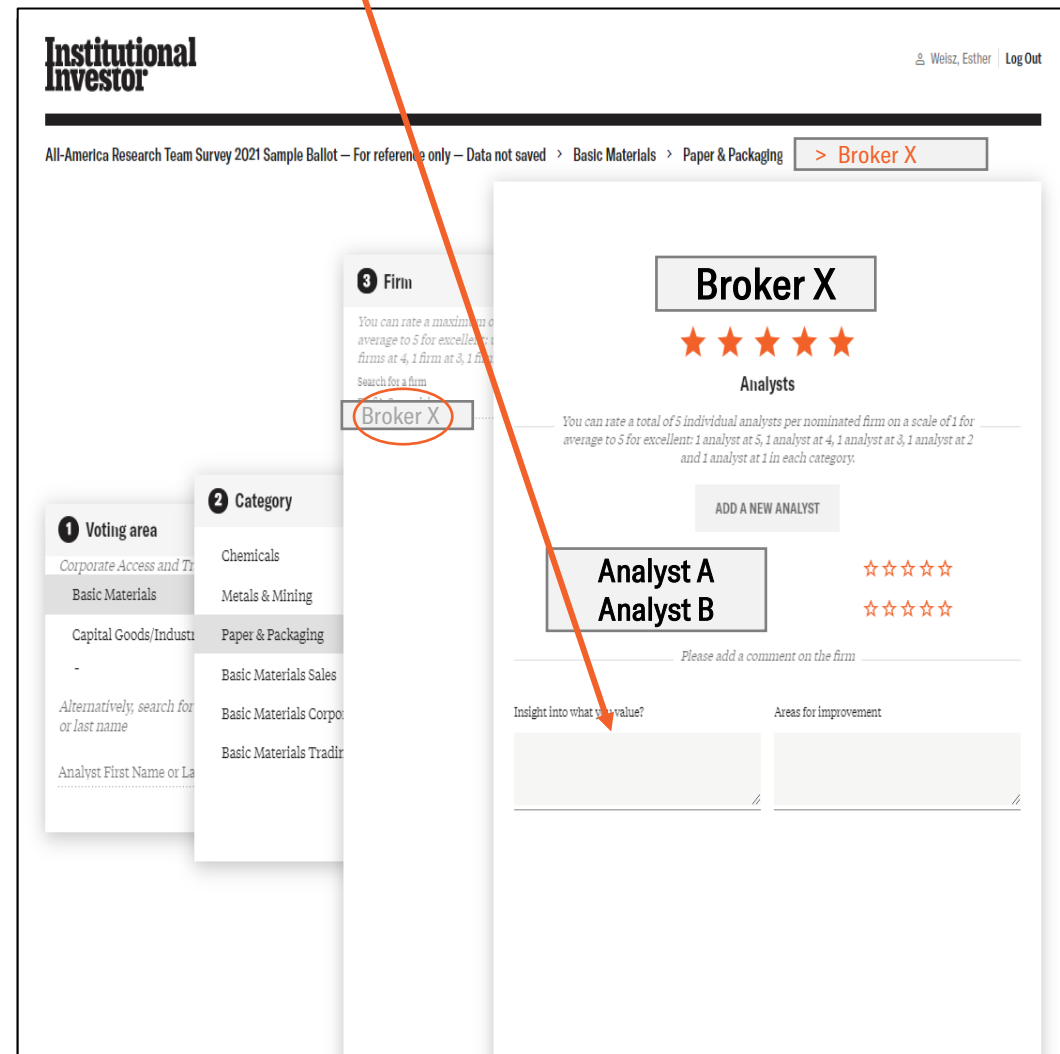# Comments & Review

Comments — Voters can provide commentary for each firm.

Review — Voters can move back one level to rate additional firms in each category. The list of firms already rated will be shown.

Change — Voters can switch between categories and voting areas to add or change ratings. They can return to the platform at any time during polling. Any votes entered at the end of polling will be considered final.

Voting

For category-level Sales, Corporate Access and Trading, select the voting area and category.

Search for the firm and give an overall rating. For Sales and Trading, rate the firm on the additional attributes.

Firm names are preloaded and will appear on a drop-down list as you type.

Corporates Voting Through Insights Survey

Listed companies are invited to rank the research and corporate access of the sell-side firms that cover them, and the engagement of asset managers. The Corporate Insights Survey is distributed ahead of the research survey and includes details of their Executive Team, Investor Relations Program and their relationships across the sell side and buy side.

SELL SIDE

Rank your top five sell-side firms in Corporate Access attributes

Attributes

- Roadshows

- Bus tours/Reversed roadshows

- Investor meeting requests

- Investor feedback

- Logistics

- Team quality

-Conferences (specific conference names)

Rank the top five firms that provide the best Research coverage of your sector

Rank your top five sell-side analysts

PUBLISHED RESULTS

🏆 Top 3 by category

⭐ Top 10 Overall

⭐ Top 10 Overall

BUY SIDE

Rank your top five buy-side firms in these attributes:

Attributes

- Transparency on their Investment Style

- Knowledge of your Sector

- Active Engagement to Support Business

- Efficient Engagement Across Funds

- Ongoing Feedback

Executive Team Survey

Sell-side analysts are encouraged to vote for Corporates in the Executive Team Survey.

Portfolio Managers and Buy-side Analysts are required to vote for Corporates in the Executive Team Survey.

Step 1: Select the Executive Team role and/or IR Program Attribute

Executive Team

CEO (or CEO equivalent)

- Leadership

- Communication

- Credibility

CFO (or CFO equivalent)

- Financial Stewardship

- Capital Allocation

- Communication

Investor Relations Officers

Company Board of Directors

- Diversity & Composition

- Strategy & Stewardship

- Tenure & Board Refreshment

IR Program Functions

Service and Communications

- Business & Market Knowledge

- Authority & Credibility

- Responsiveness

- Virtual Meetings/Presentations

- Earnings Calls

ESG Metrics

- Financially Material ESG Disclosure

- ESG Engagement

- Corporate ESG Strategy

Financial Disclosure

- Quality & Relevance

- Consistency

- Granularity

Analyst Day (virtual or live)

Step 2: Select the company

All listed companies in the US and Canada universe should be available in the auto-fill box. If not, there is an option to "Add a Firm".

Step 3: Rate the Company

Ratings are on a scale of 5 (Excellent to 1 (Average)

Step 4: Add comments

For each of the ratings and attributes above, add comments in two boxes:

- Constructive

- Positive

Note: Comments are anonymous and II Research reserves the right to edit any defamatory content!

1. It is mandatory for buy-side voters to rate at least one company in all IR Program attributes and one IR Professional before they can proceed to vote for the sell side.
2. Quant Analysts, Economists, Strategists and Traders are exempt from this requirement.

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