

2017 All-America Executive Team

BANKS/LARGE-CAP

Listed are the winners for Best CEO, CFO, IR Professional, Investor Relations Program, Analyst Days and Website in the **2017 All-America Executive Team** rankings. In total, **2,276** investors and **902** sell-side analysts voted across **45** sectors. Best Investor Relations Program rankings are based on top performance in financial disclosure, access to senior management, IR responsiveness, IR knowledge and authority, conference calls, and corporate documents and investor kits. All winners can be found online at www.institutionalinvestor.com.

OVERALL			BUY-SIDE			SELL-SIDE		
RANK	BEST CEO	RANK	BEST CEO	RANK	BEST CEO			
1	Jamie Dimon , JPMorgan Chase & Co.	1	Jamie Dimon , JPMorgan Chase & Co.	1	Jamie Dimon , JPMorgan Chase & Co.			
2	Richard Davis , U.S. Bancorp	2	Richard Davis , U.S. Bancorp	2	James Herbert II , First Republic Bank			
3	James Herbert II , First Republic Bank	3	John Stumpf , Wells Fargo & Co.	3	Richard Davis , U.S. Bancorp			
RANK	BEST CFO	RANK	BEST CFO	RANK	BEST CFO			
1	Marianne Lake , JPMorgan Chase & Co.	1	Marianne Lake , JPMorgan Chase & Co.	1	Marianne Lake , JPMorgan Chase & Co.			
2	John Shrewsberry , Wells Fargo & Co.	2	John Shrewsberry , Wells Fargo & Co.	2	Eric Aboaf , Citizens Financial Group			
3	John Gerspach , Citigroup	3	John Gerspach , Citigroup	3	John Shrewsberry , Wells Fargo & Co.			
RANK	BEST IR PROFESSIONAL	RANK	BEST IR PROFESSIONAL	RANK	BEST IR PROFESSIONAL			
1	Susan Kendall , Citigroup	1	Susan Kendall , Citigroup	1	Shannon Houston , First Republic Bank* Ankur Vyas , SunTrust Banks*			
2	Ankur Vyas , SunTrust Banks	2	Jason Scott , JPMorgan Chase & Co.	-	-			
3	Jim Rowe , Wells Fargo & Co.	3	Jim Rowe , Wells Fargo & Co.	3	Susan Kendall , Citigroup			
RANK	BEST INVESTOR RELATIONS PROGRAM	RANK	BEST INVESTOR RELATIONS PROGRAM	RANK	BEST INVESTOR RELATIONS PROGRAM			
1	JPMorgan Chase & Co.	1	JPMorgan Chase & Co.	1	JPMorgan Chase & Co.			
2	Wells Fargo & Co.	2	Wells Fargo & Co.	2	First Republic Bank			
3	Bank of America Corp.	3	U.S. Bancorp	3	Bank of America Corp.			
RANK	BEST ANALYST DAYS	RANK	BEST ANALYST DAYS	RANK	BEST ANALYST DAYS			
1	JPMorgan Chase & Co.		<i>Only available by subscribing to the IR Perception Study</i>		<i>Only available by subscribing to the IR Perception Study</i>			
2	Wells Fargo & Co.							
3	Citigroup							
RANK	BEST WEBSITE	RANK	BEST WEBSITE	RANK	BEST WEBSITE			
1	JPMorgan Chase & Co.		<i>Only available by subscribing to the IR Perception Study</i>		<i>Only available by subscribing to the IR Perception Study</i>			
2	Citigroup							
3	Wells Fargo & Co.							

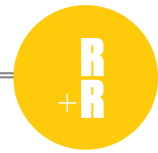
16 Banks/ Large-Cap companies nominated
Not ranked in the top three? Contact II to get your rankings for each category.

*Tie

The IR Perception Study - A detailed analysis of the rankings

- Sector analysis: your detailed rankings compared to peers
- Rankings by voter location, asset size, institution type and more
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2017 All-America Executive Team

BANKS/MIDCAP

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OVERALL		BUY-SIDE		SELL-SIDE	
RANK	BEST CEO	RANK	BEST CEO	RANK	BEST CEO
1	George Gleason II , Bank of the Ozarks	1	George Gleason II , Bank of the Ozarks	1	Joseph DePaolo , Signature Bank
2	Joseph DePaolo , Signature Bank	2	John Kanas , BankUnited	2	Gregory Becker , SVB Financial Group
3	John Kanas , BankUnited	3	Joseph DePaolo , Signature Bank	3	Ken Karels , Great Western Bancorp
RANK	BEST CFO	RANK	BEST CFO	RANK	BEST CFO
1	Michael Descheneaux , SVB Financial Group	1	Dale Gibbons , Western Alliance Bancorp.	1	Michael Descheneaux , SVB Financial Group
2	Dale Gibbons , Western Alliance Bancorp.	2	Michael Descheneaux , SVB Financial Group	2	Glenn MacInnes , Webster Financial Corp.* Dale Gibbons , Western Alliance Bancorp.*
3	Paul Burdiss , Zions Bancorp.	3	Leslie Lunak , BankUnited	-	-
RANK	BEST IR PROFESSIONAL	RANK	BEST IR PROFESSIONAL	RANK	BEST IR PROFESSIONAL
1	James Abbott , Zions Bancorp.	1	James Abbott , Zions Bancorp.	1	James Abbott , Zions Bancorp.
2	Terrence Mangan , Webster Financial Corp.	2	Meghan O'Leary , SVB Financial Group	2	Terrence Mangan , Webster Financial Corp.
3	Meghan O'Leary , SVB Financial Group	3	Heather Worley , Texas Capital Bancshares	3	Meghan O'Leary , SVB Financial Group
RANK	BEST INVESTOR RELATIONS PROGRAM	RANK	BEST INVESTOR RELATIONS PROGRAM	RANK	BEST INVESTOR RELATIONS PROGRAM
1	SVB Financial Group	1	SVB Financial Group	1	BOK Financial Corp.
2	Zions Bancorp.	2	Bank of the Ozarks	2	Webster Financial Corp.
3	BOK Financial Corp.	3	Zions Bancorp.	3	Zions Bancorp.
RANK	BEST ANALYST DAYS	RANK	BEST ANALYST DAYS	RANK	BEST ANALYST DAYS
1	Zions Bancorp.		<i>Only available by subscribing to the IR Perception Study</i>		<i>Only available by subscribing to the IR Perception Study</i>
2	Webster Financial Corp.				
3	SVB Financial Group				
RANK	BEST WEBSITE	RANK	BEST WEBSITE	RANK	BEST WEBSITE
1	SVB Financial Group		<i>Only available by subscribing to the IR Perception Study</i>		<i>Only available by subscribing to the IR Perception Study</i>
-	-				
-	-				

127 Banks/Midcap companies nominated

Not ranked in the top three? Contact II to get your rankings for each category.

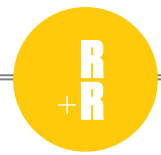
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2017 All-America Executive Team

BROKERS, ASSET MANAGERS & EXCHANGES

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OVERALL			BUY-SIDE			SELL-SIDE		
RANK	BEST CEO		RANK	BEST CEO		RANK	BEST CEO	
1	Jeffrey Sprecher , Intercontinental Exchange		1	Jeffrey Sprecher , Intercontinental Exchange		1	Jeffrey Sprecher , Intercontinental Exchange	
2	Laurence Fink , BlackRock		2	Laurence Fink , BlackRock		2	Laurence Fink , BlackRock	
3	Lloyd Blankfein , Goldman Sachs Group		3	Lloyd Blankfein , Goldman Sachs Group		3	Lloyd Blankfein , Goldman Sachs Group	
RANK	BEST CFO		RANK	BEST CFO		RANK	BEST CFO	
1	Scott Hill , Intercontinental Exchange		1	Scott Hill , Intercontinental Exchange		1	Harvey Schwartz , Goldman Sachs Group	
2	Harvey Schwartz , Goldman Sachs Group		2	Harvey Schwartz , Goldman Sachs Group		2	Scott Hill , Intercontinental Exchange	
3	Gary Shedlin , BlackRock		3	Gary Shedlin , BlackRock		3	Steven Lilly , Triangle Capital Corp.	
RANK	BEST IR PROFESSIONAL		RANK	BEST IR PROFESSIONAL		RANK	BEST IR PROFESSIONAL	
1	Tom Wojcik , BlackRock		1	Tom Wojcik , BlackRock		1	Ed Ditmire , Nasdaq	
2	Ed Ditmire , Nasdaq		2	Dane Holmes , Goldman Sachs Group		2	Daniel Harris , Carlyle Group* Jared Miller , Goldman Sachs Group* Anthony Ostler , State Street Corp.*	
3	Weston Tucker , Blackstone Group		3	Weston Tucker , Blackstone Group		-	-	
RANK	BEST INVESTOR RELATIONS PROGRAM		RANK	BEST INVESTOR RELATIONS PROGRAM		RANK	BEST INVESTOR RELATIONS PROGRAM	
1	Intercontinental Exchange		1	Intercontinental Exchange		1	Nasdaq	
2	Goldman Sachs Group		2	Goldman Sachs Group		2	Intercontinental Exchange	
3	BlackRock		3	BlackRock		3	State Street Corp.	
RANK	BEST ANALYST DAYS		RANK	BEST ANALYST DAYS		RANK	BEST ANALYST DAYS	
1	Morgan Stanley			<i>Only available by subscribing to the IR Perception Study</i>			<i>Only available by subscribing to the IR Perception Study</i>	
2	BlackRock							
3	Goldman Sachs Group							
RANK	BEST WEBSITE		RANK	BEST WEBSITE		RANK	BEST WEBSITE	
1	Goldman Sachs Group			<i>Only available by subscribing to the IR Perception Study</i>			<i>Only available by subscribing to the IR Perception Study</i>	
2	Morgan Stanley							
3	Intercontinental Exchange							

64 Brokers, Asset Managers & Exchanges companies nominated

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*Tie

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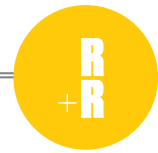
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2017 All-America Executive Team

CONSUMER FINANCE

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OVERALL			BUY-SIDE			SELL-SIDE		
RANK	BEST CEO	RANK	BEST CEO	RANK	BEST CEO			
1	Margaret Keane , Synchrony Financial	1	Douglas Lebda , LendingTree	1	Margaret Keane , Synchrony Financial			
2	Douglas Lebda , LendingTree	2	Margaret Keane , Synchrony Financial	2	Jay Levine , OneMain Holdings			
3	John Remondi , Navient Corp.* Jay Levine , OneMain Holdings*	3	Jeffrey Brown , Ally Financial	-	-			
RANK	BEST CFO	RANK	BEST CFO	RANK	BEST CFO			
1	R. Mark Graf , Discover Financial Services	1	R. Mark Graf , Discover Financial Services	1	R. Mark Graf , Discover Financial Services			
2	Brian Doubles , Synchrony Financial	2	Brian Doubles , Synchrony Financial	-	-			
-	-	-	-	-	-			
RANK	BEST IR PROFESSIONAL	RANK	BEST IR PROFESSIONAL	RANK	BEST IR PROFESSIONAL			
1	William Franklin , Discover Financial Services	1	Greg Ketron , Synchrony Financial	1	William Franklin , Discover Financial Services			
2	Greg Ketron , Synchrony Financial	2	William Franklin , Discover Financial Services	2	Greg Ketron , Synchrony Financial			
3	Trent Ziegler , LendingTree	-	-	3	Craig Stroom , OneMain Holdings			
RANK	BEST INVESTOR RELATIONS PROGRAM	RANK	BEST INVESTOR RELATIONS PROGRAM	RANK	BEST INVESTOR RELATIONS PROGRAM			
1	Discover Financial Services	1	Discover Financial Services	1	Discover Financial Services			
2	Synchrony Financial	2	Synchrony Financial	2	Synchrony Financial			
3	American Express Co.	3	American Express Co.	3	OneMain Holdings			
RANK	BEST ANALYST DAYS	RANK	BEST ANALYST DAYS	RANK	BEST ANALYST DAYS			
1	Discover Financial Services		<i>Only available by subscribing to the IR Perception Study</i>		<i>Only available by subscribing to the IR Perception Study</i>			
2	American Express Co.							
3	Ally Financial							
RANK	BEST WEBSITE	RANK	BEST WEBSITE	RANK	BEST WEBSITE			
1	American Express Co.		<i>Only available by subscribing to the IR Perception Study</i>		<i>Only available by subscribing to the IR Perception Study</i>			
2	OneMain Holdings							
3	Synchrony Financial							

20 Consumer Finance companies nominated
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INSURANCE

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OVERALL		BUY-SIDE		SELL-SIDE	
RANK	BEST CEO	RANK	BEST CEO	RANK	BEST CEO
1	Evan Greenberg , Chubb	1	Warren Buffett , Berkshire Hathaway	1	Constantine Iordanou , Arch Capital Group
2	Warren Buffett , Berkshire Hathaway	2	Evan Greenberg , Chubb	2	Daniel Glaser , Marsh & McLennan Cos.
3	Daniel Glaser , Marsh & McLennan Cos.	3	Daniel Glaser , Marsh & McLennan Cos.	3	Evan Greenberg , Chubb
RANK	BEST CFO	RANK	BEST CFO	RANK	BEST CFO
1	Philip Bancroft , Chubb	1	John Hele , MetLife	1	Mark Lyons , Arch Capital Group
2	Mark Lyons , Arch Capital Group	2	Philip Bancroft , Chubb	2	Douglas Howell , Arthur J. Gallagher & Co.* Jay Benet , Travelers Cos.*
3	Frederick Crawford , Aflac* John Hele , MetLife*	3	Frederick Crawford , Aflac	-	-
RANK	BEST IR PROFESSIONAL	RANK	BEST IR PROFESSIONAL	RANK	BEST IR PROFESSIONAL
1	Sabra Purtil , Hartford Financial Services Group	1	Sabra Purtil , Hartford Financial Services Group	1	Keith Walsh , Marsh & McLennan Cos.
2	Keith Walsh , Marsh & McLennan Cos.	2	Helen Wilson , Chubb* Chris Giovanni , Lincoln National Corp.*	2	Donald Watson , Arch Capital Group
3	Chris Giovanni , Lincoln National Corp.	-	-	3	Sabra Purtil , Hartford Financial Services Group* Mark Finkelstein , Prudential Financial*
RANK	BEST INVESTOR RELATIONS PROGRAM	RANK	BEST INVESTOR RELATIONS PROGRAM	RANK	BEST INVESTOR RELATIONS PROGRAM
1	Allstate Corp.	1	Allstate Corp.	1	Allstate Corp.
2	MetLife	2	MetLife	2	Travelers Cos.
3	Hartford Financial Services Group	3	Hartford Financial Services Group	3	Arch Capital Group
RANK	BEST ANALYST DAYS	RANK	BEST ANALYST DAYS	RANK	BEST ANALYST DAYS
1	MetLife				
2	Aflac		<i>Only available by subscribing to the IR Perception Study</i>		<i>Only available by subscribing to the IR Perception Study</i>
3	Travelers Cos.				
RANK	BEST WEBSITE	RANK	BEST WEBSITE	RANK	BEST WEBSITE
1	Allstate Corp.				
2	Aflac* American International Group*		<i>Only available by subscribing to the IR Perception Study</i>		<i>Only available by subscribing to the IR Perception Study</i>
-	-				

61 Insurance companies nominated

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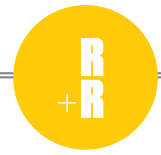
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REITS

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OVERALL			BUY-SIDE			SELL-SIDE		
RANK	BEST CEO	RANK	BEST CEO	RANK	BEST CEO			
1	David Simon , Simon Property Group	1	David Simon , Simon Property Group	1	Michael Schall , Essex Property Trust			
2	Michael Schall , Essex Property Trust	2	Debra Cafaro , Ventas	2	Jon Bortz , Pebblebrook Hotel Trust			
3	Debra Cafaro , Ventas	3	David Neithercut , Equity Residential	3	Owen Thomas , Boston Properties			
RANK	BEST CFO	RANK	BEST CFO	RANK	BEST CFO			
1	Michael LaBelle , Boston Properties	1	Michael LaBelle , Boston Properties	1	Michael LaBelle , Boston Properties			
2	Thomas Olinger , Prologis	2	Thomas Olinger , Prologis	2	Matthew DiLiberto , SL Green Realty Corp.			
3	Mark Parrell , Equity Residential	3	Mark Parrell , Equity Residential	3	Sean Mahoney , DiamondRock Hospitality Co.			
RANK	BEST IR PROFESSIONAL	RANK	BEST IR PROFESSIONAL	RANK	BEST IR PROFESSIONAL			
1	David Bujnicki , Kimco Realty Corp.	1	Marty McKenna , Equity Residential	1	David Bujnicki , Kimco Realty Corp.			
2	Kevin Berry , General Growth Properties	2	David Bujnicki , Kimco Realty Corp.	2	Kevin Berry , General Growth Properties			
3	Kimberly Callahan , Camden Property Trust* Marty McKenna , Equity Residential*	3	Kimberly Callahan , Camden Property Trust* Kevin Berry , General Growth Properties*	3	Shelby Noble , UDR			
RANK	BEST INVESTOR RELATIONS PROGRAM	RANK	BEST INVESTOR RELATIONS PROGRAM	RANK	BEST INVESTOR RELATIONS PROGRAM			
1	Boston Properties	1	Boston Properties	1	General Growth Properties			
2	Equity Residential	2	Equity Residential	2	Kimco Realty Corp.			
3	Simon Property Group	3	Simon Property Group	3	Camden Property Trust			
RANK	BEST ANALYST DAYS	RANK	BEST ANALYST DAYS	RANK	BEST ANALYST DAYS			
1	SL Green Realty Corp.		<i>Only available by subscribing to the IR Perception Study</i>		<i>Only available by subscribing to the IR Perception Study</i>			
2	Pebblebrook Hotel Trust							
3	Digital Realty Trust							
RANK	BEST WEBSITE	RANK	BEST WEBSITE	RANK	BEST WEBSITE			
1	Simon Property Group		<i>Only available by subscribing to the IR Perception Study</i>		<i>Only available by subscribing to the IR Perception Study</i>			
2	Boston Properties							
3	Kilroy Realty Corp.							

145 REITs companies nominated
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