

2018 All-Europe Executive Team - Small & Midcap

BASIC MATERIALS: CHEMICALS

Listed are the Small and Midcap winners for Best CEO, CFO, IR Professional, Investor Relations Program, Analyst Days and Website in the **2018 All-Europe Executive Team** rankings. In total, **1,054** investors and **791** sell-side analysts voted across **31** sectors. Best Investor Relations Program rankings are based on seven performance criteria: financial disclosure, access to senior management, IR responsiveness, IR knowledge and authority, conference calls, corporate documents and investor kits, and road shows. All winners can be found online at www.institutionalinvestor.com.

OVERALL	
RANK	BEST CEO
1	Matthias Zachert , LANXESS
2	Thierry Le Hénaff , Arkema
3	Steve Foots , Croda International
RANK	BEST CFO
1	Jez Maiden , Croda International
2	Patrick Jany , Clariant
3	Tobias Ohler , Wacker Chemie
RANK	BEST IR PROFESSIONAL
1	Conleth Campbell , Croda International
2	Jörg Hoffmann , Wacker Chemie
3	Oliver Stratmann , LANXESS
RANK	BEST INVESTOR RELATIONS PROGRAM
1	LANXESS
2	Croda International
3	Arkema
RANK	BEST ANALYST DAYS
1	Johnson Matthey
2	LANXESS
3	Arkema
RANK	BEST WEBSITE
1	Croda International
2	Johnson Matthey
3	LANXESS
26 Chemicals companies nominated	
Not ranked in the top three? Contact II to get your rankings for each category.	

The IR Perception Study - A detailed analysis of the rankings

- Sector Analysis: your detailed rankings compared to peers
- Country analysis: your detailed rankings compared to peers
- Rankings by voter location, asset size, institution type and more
- Voter commentary from the buy side and sell side
- Two years of historical rankings for trend analysis
- Best practice report from 473 IROs

● **Don't see your company? Contact us for details about your rankings.**

Amani Korayeim amani.korayeim@institutionalinvestor.com +44 20 7779 8535

2018 All-Europe Executive Team - Small & Midcap

BASIC MATERIALS: METALS & MINING

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OVERALL	
RANK	BEST CEO
1	Mark Bristow , Randgold Resources
2	Wolfgang Eder , voestalpine
3	Lennart Evrell , Boliden
RANK	BEST CFO
1	Graham Shuttleworth , Randgold Resources* Håkan Folin , SSAB*
-	-
3	Miguel Ferrandis Torres , Acerinox* Christoph de La Camp , Outokumpu*
RANK	BEST IR PROFESSIONAL
1	Peter Fleischer , voestalpine
2	Sophie Arnius , Boliden
3	Giles Blackham , Acacia Mining
RANK	BEST INVESTOR RELATIONS PROGRAM
1	voestalpine
2	Boliden
3	Randgold Resources
RANK	BEST ANALYST DAYS
1	Boliden
2	Randgold Resources* voestalpine*
-	-
RANK	BEST WEBSITE
1	Boliden
2	KAZ Minerals* Polymetal International*
-	-
34 Metals & Mining 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

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- Two years of historical rankings for trend analysis
- Best practice report from 473 IROs

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2018 All-Europe Executive Team - Small & Midcap

BASIC MATERIALS: PAPER & PACKAGING

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OVERALL	
RANK	BEST CEO
1	Anthony Smurfit , Smurfit Kappa Group
2	Peter Oswald , Mondi
3	José Antonio Canales , Viscofan
RANK	BEST CFO
1	Andrew King , Mondi
2	Anders Jernhall , Holmen
3	Susanne Lithander , BillerudKorsnäs* Ken Bowles , Smurfit Kappa Group*
RANK	BEST IR PROFESSIONAL
1	Garrett Quinn , Smurfit Kappa Group
-	-
-	-
RANK	BEST INVESTOR RELATIONS PROGRAM
1	Smurfit Kappa Group
2	Mondi
3	RPC Group
RANK	BEST ANALYST DAYS
1	Mondi
2	DS Smith* Smurfit Kappa Group*
-	-
RANK	BEST WEBSITE
1	Ence Energía y Celulosa* Smurfit Kappa Group*
-	-
3	Mondi
19 Paper & Packaging companies nominated	
Not ranked in the top three? Contact II to get your rankings for each category.	

*Tie

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2018 All-Europe Executive Team - Small & Midcap

CONSUMER: AUTOS & AUTO PARTS

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OVERALL	
RANK	BEST CEO
1	Francisco José Riberas Mera , Gestamp Automoción* Detlef Borghardt , Saf-Holland*
-	-
3	Jesus Maria Herrera Barandiaran , CIE Automotive
RANK	BEST CFO
-	-
-	-
-	-
RANK	BEST IR PROFESSIONAL
1	Guy Stainer , GKN
-	-
-	-
RANK	BEST INVESTOR RELATIONS PROGRAM
1	GKN
2	Gestamp Automoción
3	Saf-Holland
RANK	BEST ANALYST DAYS
1	GKN
-	-
-	-
RANK	BEST WEBSITE
-	-
-	-
-	-
21 Autos & Auto Parts companies nominated Not ranked in the top three? Contact II to get your rankings for each category.	

*Tie

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2018 All-Europe Executive Team - Small & Midcap

CONSUMER: BEVERAGES

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OVERALL	
RANK	BEST CEO
1	Robert Kunze-Concewitz , Davide Campari-Milano
2	Valérie Chapoulaud-Floquet , Rémy Cointreau
3	Timothy Warrillow , Fevertree Drinks
RANK	BEST CFO
1	Paolo Marchesini , Davide Campari-Milano
2	Andrew Branchflower , Fevertree Drinks
3	Luca Marotta , Rémy Cointreau
RANK	BEST IR PROFESSIONAL
1	Stephen Nightingale , Britvic
2	Laetitia Delaye , Rémy Cointreau
3	Elena Tiozzo , Davide Campari-Milano
RANK	BEST INVESTOR RELATIONS PROGRAM
1	Davide Campari-Milano
2	Britvic* Rémy Cointreau*
-	-
RANK	BEST ANALYST DAYS
-	-
-	-
-	-
RANK	BEST WEBSITE
1	Davide Campari-Milano
-	-
-	-

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

*Tie

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2018 All-Europe Executive Team - Small & Midcap

CONSUMER: BUILDING & CONSTRUCTION

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OVERALL	
RANK	BEST CEO
1	Gene Murtagh , Kingspan Group
2	Leo Quinn , Balfour Beatty
3	David Thomas , Barratt Developments
RANK	BEST CFO
1	Barbara Richmond , Redrow
2	Geoff Doherty , Kingspan Group
3	Ryan Mangold , Taylor Wimpey
RANK	BEST IR PROFESSIONAL
1	Martijn Schuttevaer , Royal Boskalis Westminster* Klaus Ofner , Wienerberger*
-	-
3	Chloe Barnes , Barratt Developments
RANK	BEST INVESTOR RELATIONS PROGRAM
1	Kingspan Group
2	Barratt Developments
3	Wienerberger
RANK	BEST ANALYST DAYS
1	Kier Group
-	-
-	-
RANK	BEST WEBSITE
1	Skanska
2	Berkeley Group Holdings
3	Barratt Developments
63 Building & Construction companies nominated Not ranked in the top three? Contact II to get your rankings for each category.	

*Tie

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2018 All-Europe Executive Team - Small & Midcap

CONSUMER: FOOD PRODUCERS

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OVERALL	
RANK	BEST CEO
1	Alf-Helge Aarskog , Marine Harvest
2	Regin Jacobsen , Bakkafrost
3	Siobhán Talbot , Glanbia
RANK	BEST CFO
1	Ivan Vindheim , Marine Harvest
2	Mark Garvey , Glanbia
3	Ronald Merckx , Royal Wessanen
RANK	BEST IR PROFESSIONAL
1	Kim Galtung Desvig , Marine Harvest
2	Liam Hennigan , Glanbia
3	Jeroen van Harten , Corbion
RANK	BEST INVESTOR RELATIONS PROGRAM
1	Marine Harvest
2	Glanbia
3	Barry Callebaut
RANK	BEST ANALYST DAYS
1	Marine Harvest
-	-
-	-
RANK	BEST WEBSITE
1	Marine Harvest
2	Bakkafrost
-	-
33 Food Producers companies nominated	
Not ranked in the top three? Contact II to get your rankings for each category.	

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2018 All-Europe Executive Team - Small & Midcap

CONSUMER: HOUSEHOLD & PERSONAL CARE PRODUCTS

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OVERALL	
RANK	BEST CEO
1	Thierry de La Tour d'Artaise , Groupe SEB
2	Nerio Alessandri , Technogym
-	-
RANK	BEST CFO
1	Philippe Santi , Interparfums
-	-
-	-
RANK	BEST IR PROFESSIONAL
1	Isabelle Posth , Groupe SEB
2	Philip Ludwig , Ontex Group
-	-
RANK	BEST INVESTOR RELATIONS PROGRAM
1	Groupe SEB
2	Ontex Group
3	Oriflame Holding
RANK	BEST ANALYST DAYS
-	-
-	-
-	-
RANK	BEST WEBSITE
1	Groupe SEB
-	-
-	-
12 Household & Personal Care Products companies nominated Not ranked in the top three? Contact II to get your rankings for each category.	

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2018 All-Europe Executive Team - Small & Midcap

CONSUMER: LEISURE & HOTELS

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OVERALL	
RANK	BEST CEO
1	Kenneth Alexander , GVC Holdings
2	Kate Swann , SSP Group
3	Gabriel Escarrer Jaume , Meliá Hotels International
RANK	BEST CFO
1	Beatriz Puente Ferreras , NH Hotel Group
2	Olivier Dubois , Elior Group
3	Alberto De Vecchi , Autogrill* Paul Bowtell , Ladbrokes Coral Group*
RANK	BEST IR PROFESSIONAL
1	Javier Vega-Penichet , NH Hotel Group
2	Stephane Baos , Meliá Hotels International
3	Marie de Scorbiac , Elior Group
RANK	BEST INVESTOR RELATIONS PROGRAM
1	NH Hotel Group
2	Elior Group
3	Whitbread
RANK	BEST ANALYST DAYS
1	Amer Sports Corp.
2	NH Hotel Group
3	Meliá Hotels International
RANK	BEST WEBSITE
1	Meliá Hotels International
2	NH Hotel Group
-	-
41 Leisure & Hotels companies nominated Not ranked in the top three? Contact II to get your rankings for each category.	

*Tie

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2018 All-Europe Executive Team - Small & Midcap

CONSUMER: LUXURY GOODS

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OVERALL	
RANK	BEST CEO
1	Remo Ruffini , Moncler
2	Anders Colding Friis , PANDORA
3	Federico Marchetti , YOOX Net-A-Porter Group
RANK	BEST CFO
1	Enrico Cavatorta , YOOX Net-A-Porter Group
2	Peter Vekslund , PANDORA
3	Luciano Santel , Moncler
RANK	BEST IR PROFESSIONAL
1	Paola Durante , Moncler
2	Magnus Thorstholm Jensen , PANDORA
3	Anna Rita Trevisan , Moncler
RANK	BEST INVESTOR RELATIONS PROGRAM
1	Moncler
2	PANDORA
3	Hugo Boss
RANK	BEST ANALYST DAYS
1	Moncler
2	PANDORA
3	Hugo Boss
RANK	BEST WEBSITE
1	Moncler* PANDORA*
-	-
3	YOOX Net-A-Porter Group
13 Luxury Goods companies nominated Not ranked in the top three? Contact II to get your rankings for each category.	

*Tie

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2018 All-Europe Executive Team - Small & Midcap

CONSUMER: RETAILING/FOOD

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OVERALL	
RANK	BEST CEO
1	Charles Wilson , Booker Group* David Potts , Wm Morrison Supermarkets*
-	-
3	Mike Coupe , J. Sainsbury
RANK	BEST CFO
1	Trevor Strain , Wm Morrison Supermarkets
2	Duncan Tatton-Brown , Ocado Group
3	Antoine Giscard-d'Estaing , Casino, Guichard-Perrachon
RANK	BEST IR PROFESSIONAL
1	Régine Gaggioli , Casino, Guichard-Perrachon
2	Andrew Kasoulis , Wm Morrison Supermarkets
3	James Collins , J. Sainsbury
RANK	BEST INVESTOR RELATIONS PROGRAM
1	Casino, Guichard-Perrachon
2	Wm Morrison Supermarkets
3	J. Sainsbury
RANK	BEST ANALYST DAYS
1	Distribuidora Internacional de Alimentación
-	-
-	-
RANK	BEST WEBSITE
-	-
-	-
-	-
21 Retailing/Food companies nominated	
Not ranked in the top three? Contact II to get your rankings for each category.	

*Tie

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2018 All-Europe Executive Team - Small & Midcap

CONSUMER: RETAILING/GENERAL

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OVERALL	
RANK	BEST CEO
1	Simon Wolfson , Next
2	Nick Beighton , ASOS
3	Simon Arora , B&M European Value Retail
RANK	BEST CFO
1	Helen Ashton , ASOS
2	Karen Witts , Kingfisher
3	Arnaud Louet , Maisons du Monde* Helen Weir , Marks and Spencer Group*
RANK	BEST IR PROFESSIONAL
1	Greg Feehely , ASOS
2	Adam Kay , Just Eat
3	Fraser Ramzan , Marks and Spencer Group* Mark Boyle , WH Smith*
RANK	BEST INVESTOR RELATIONS PROGRAM
1	ASOS
2	Next
3	Just Eat
RANK	BEST ANALYST DAYS
1	ASOS
2	Just Eat
3	Dunelm Group
RANK	BEST WEBSITE
1	ASOS
2	Next
3	Just Eat
52 Retailing/General companies nominated	
Not ranked in the top three? Contact II to get your rankings for each category.	

*Tie

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CONSUMER: TOBACCO

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OVERALL	
RANK	BEST CEO
-	-
-	-
-	-
RANK	BEST CFO
1	Marlene Forsell , Swedish Match
-	-
-	-
RANK	BEST IR PROFESSIONAL
1	Emmett Harrison , Swedish Match
-	-
-	-
RANK	BEST INVESTOR RELATIONS PROGRAM
1	Swedish Match
2	Scandinavian Tobacco Group
-	-
RANK	BEST ANALYST DAYS
-	-
-	-
-	-
RANK	BEST WEBSITE
1	Swedish Match
-	-
-	-
2 Tobacco companies nominated	
Not ranked in the top three? Contact II to get your rankings for each category.	

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2018 All-Europe Executive Team - Small & Midcap

ENERGY: OIL & GAS EXPLORATION & PRODUCTION

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OVERALL	
RANK	BEST CEO
1	Karl Johnny Hersvik , Aker BP
2	Alexandre Schneider , Lundin Petroleum
3	Anthony Durrant , Premier Oil
RANK	BEST CFO
1	Richard Rose , Premier Oil
2	Alexander Krane , Aker BP* Teitur Poulsen , Lundin Petroleum*
-	-
RANK	BEST IR PROFESSIONAL
1	Chris Perry , Tullow Oil
2	Francesca Pezzoli , Saras
3	Phil Corbett , Genel Energy
RANK	BEST INVESTOR RELATIONS PROGRAM
1	Lundin Petroleum
2	Tullow Oil
3	Cairn Energy
RANK	BEST ANALYST DAYS
1	Lundin Petroleum
-	-
-	-
RANK	BEST WEBSITE
1	Tullow Oil
2	Lundin Petroleum
-	-
20 Oil & Gas Exploration & Production companies nominated Not ranked in the top three? Contact II to get your rankings for each category.	

*Tie

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2018 All-Europe Executive Team - Small & Midcap

ENERGY: OIL SERVICES

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OVERALL	
RANK	BEST CEO
1	Jean Cahuzac , Subsea 7
2	Kristian Johansen , TGS-Nopec Geophysical Co.
3	Luis Araujo , Aker Solutions
RANK	BEST CFO
1	Ricardo Rosa , Subsea 7
2	David Kemp , John Wood Group
3	Peter Rose , Hunting* Sven Børre Larsen , TGS-Nopec Geophysical Co.*
RANK	BEST IR PROFESSIONAL
1	Isabel Green , Subsea 7
2	Andrew Rose , John Wood Group
3	Marta Gómez de Salazar , Técnicas Reunidas
RANK	BEST INVESTOR RELATIONS PROGRAM
1	Subsea 7
2	John Wood Group
3	Petrofac
RANK	BEST ANALYST DAYS
1	Subsea 7
-	-
-	-
RANK	BEST WEBSITE
1	Petrofac
2	TGS-Nopec Geophysical Co.
3	Técnicas Reunidas
25 Oil Services companies nominated	
Not ranked in the top three? Contact II to get your rankings for each category.	

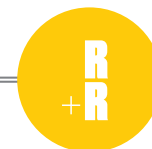
*Tie

The IR Perception Study - A detailed analysis of the rankings

- Sector Analysis: your detailed rankings compared to peers
- Country analysis: your detailed rankings compared to peers
- Rankings by voter location, asset size, institution type and more
- Voter commentary from the buy side and sell side
- Two years of historical rankings for trend analysis
- Best practice report from 473 IROs

● Don't see your company? Contact us for details about your rankings.

Amani Korayeim amani.korayeim@institutionalinvestor.com +44 20 7779 8535



2018 All-Europe Executive Team - Small & Midcap

ENERGY: UTILITIES

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OVERALL	
RANK	BEST CEO
1	Olivia Garfield , Severn Trent
2	Paolo Gallo , Italgas
3	João Manso Neto , EDP Renováveis
RANK	BEST CFO
1	Russ Houlden , United Utilities Group
2	Borja García-Alarcón Altamirano , Enagás
3	Andrea Crenna , A2A
RANK	BEST IR PROFESSIONAL
1	Antonio Velázquez-Gaztelu Azpitarte , Enagás
2	Armando Iobbi , Italgas
3	Renata Bonfiglio , A2A
RANK	BEST INVESTOR RELATIONS PROGRAM
1	Enagás
2	Severn Trent
3	Italgas
RANK	BEST ANALYST DAYS
1	Italgas
-	-
-	-
RANK	BEST WEBSITE
1	A2A
2	Hera
3	EDP Renováveis
31 Utilities companies nominated	
Not ranked in the top three? Contact II to get your rankings for each category.	

The IR Perception Study - A detailed analysis of the rankings

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2018 All-Europe Executive Team - Small & Midcap

FINANCIAL INSTITUTIONS: BANKS

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OVERALL	
RANK	BEST CEO
1	María Dolores Dancausa Treviño , Bankinter* Alessandro Foti , FinecoBank* Victor Massiah , Unione di Banche Italiane*
-	-
-	-
RANK	BEST CFO
1	Andrew Keating , Bank of Ireland
2	Gloria Hernandez , Bankinter
3	Hermann Merkens , Aareal Bank
RANK	BEST IR PROFESSIONAL
1	Jessica Spina , Mediobanca
2	Stefania Mantegazza , FinecoBank
3	Laura Ferraris , Unione di Banche Italiane
RANK	BEST INVESTOR RELATIONS PROGRAM
1	Bank of Ireland
2	FinecoBank
3	Mediobanca
RANK	BEST ANALYST DAYS
1	Mediobanca
2	Banca Mediolanum
-	-
RANK	BEST WEBSITE
1	Bank of Ireland
2	FinecoBank
3	Mediobanca
53 Banks 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

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- Voter commentary from the buy side and sell side
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2018 All-Europe Executive Team - Small & Midcap

FINANCIAL INSTITUTIONS: INSURANCE

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OVERALL	
RANK	BEST CEO
1	Jos Baeten , ASR Nederland
2	David Stevens , Admiral Group
3	D. Andrew Horton , Beazley
RANK	BEST CFO
1	Chris Figee , ASR Nederland
2	Martin Bride , Beazley
3	Geraint Jones , Admiral Group
RANK	BEST IR PROFESSIONAL
1	Tony Dunk , St. James's Place
2	Andy Broadfield , Direct Line Insurance Group* Kjetil Krøkje , Storebrand*
-	-
RANK	BEST INVESTOR RELATIONS PROGRAM
1	ASR Nederland
2	Ageas
3	Admiral Group
RANK	BEST ANALYST DAYS
1	Ageas
2	ASR Nederland
3	Admiral Group
RANK	BEST WEBSITE
1	ASR Nederland
-	-
-	-
33 Insurance 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

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- Voter commentary from the buy side and sell side
- Two years of historical rankings for trend analysis
- Best practice report from 473 IROs

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2018 All-Europe Executive Team - Small & Midcap

FINANCIAL INSTITUTIONS: PROPERTY

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OVERALL	
RANK	BEST CEO
1	Toby Courtauld , Great Portland Estates
2	Anders Jarl , Wihlborgs Fastigheter
3	John Burns , Derwent London
RANK	BEST CFO
1	Martin Greenslade , Land Securities Group
2	Nicholas Sanderson , Great Portland Estates
3	Joe Lister , UNITE Group
RANK	BEST IR PROFESSIONAL
1	Harry Stokes , SEGRO
2	Stephen Burrows , Great Portland Estates
3	Quentin Freeman , Derwent London
RANK	BEST INVESTOR RELATIONS PROGRAM
1	Great Portland Estates
2	Derwent London
3	SEGRO
RANK	BEST ANALYST DAYS
1	Hispania Activos Inmobiliarios
2	Land Securities Group
3	Hammerson
RANK	BEST WEBSITE
1	Derwent London
2	SEGRO
3	Great Portland Estates* Land Securities Group*
101 Property 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

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- Voter commentary from the buy side and sell side
- Two years of historical rankings for trend analysis
- Best practice report from 473 IROs

Don't see your company? Contact us for details about your rankings.

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2018 All-Europe Executive Team - Small & Midcap

FINANCIAL INSTITUTIONS: SPECIALTY & OTHER FINANCE

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OVERALL	
RANK	BEST CEO
1	Gian Maria Mossa , Banca Generali
2	Giovanni Bossi , Banca IFIS
3	Maarten Slendebroek , Jupiter Fund Management
RANK	BEST CFO
1	Tom Shippey , Ashmore Group
2	Giorgio Modica , Euronext
3	Tommaso di Russo , Banca Generali
RANK	BEST IR PROFESSIONAL
1	Fabrizio Armone , Anima Holding
2	Paul Measday , Ashmore Group
3	Giuliana Pagliari , Banca Generali
RANK	BEST INVESTOR RELATIONS PROGRAM
1	Anima Holding
2	Man Group
3	Banca Generali
RANK	BEST ANALYST DAYS
1	Banca Generali
2	NEX Group
3	Banca IFIS
RANK	BEST WEBSITE
1	Anima Holding
2	Man Group
3	Banca Generali* Touchstone Innovations*
62 Specialty & Other Finance 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

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Amani Korayeim amani.korayeim@institutionalinvestor.com +4420 7779 8535



2018 All-Europe Executive Team - Small & Midcap

INDUSTRIALS: AEROSPACE & DEFENSE

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OVERALL	
RANK	BEST CEO
1	Reiner Winkler , MTU Aero Engines
-	-
-	-
RANK	BEST CFO
1	David Mellors , Cobham
-	-
-	-
RANK	BEST IR PROFESSIONAL
1	Michael Röger , MTU Aero Engines
2	Julian Wais , Cobham
3	Bindi Foyle , Senior
RANK	BEST INVESTOR RELATIONS PROGRAM
1	MTU Aero Engines
2	Senior
3	Saab
RANK	BEST ANALYST DAYS
1	MTU Aero Engines
-	-
-	-
RANK	BEST WEBSITE
1	Senior
-	-
-	-
14 Aerospace & Defense companies nominated	
Not ranked in the top three? Contact II to get your rankings for each category.	

The IR Perception Study - A detailed analysis of the rankings

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- Two years of historical rankings for trend analysis
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Amani Korayeim amani.korayeim@institutionalinvestor.com +44 20 7779 8535



2018 All-Europe Executive Team - Small & Midcap

INDUSTRIALS: BUSINESS & EMPLOYMENT SERVICES

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OVERALL	
RANK	BEST CEO
1	Lindsley Ruth , Electrocomponents
2	Rupert Soames , Serco Group
3	Frank van Zanten , Bunzl* Bertrand Dumazy , Edenred* Piet Van Der Slikke , IMCD* Steve Ingham , PageGroup*
RANK	BEST CFO
1	Brian May , Bunzl
2	Paul Venables , Hays
3	Angus Cockburn , Serco Group
RANK	BEST IR PROFESSIONAL
1	Stuart Ford , Serco Group
2	Quy Nguyen-Ngoc , Teleperformance
3	Thomas Langer , Brenntag* Pietro Masera , Cerved Information Solutions*
RANK	BEST INVESTOR RELATIONS PROGRAM
1	Cerved Information Solutions
2	AA
3	Bunzl
RANK	BEST ANALYST DAYS
1	Hays
2	DCC
3	Travis Perkins
RANK	BEST WEBSITE
1	Brenntag* De La Rue*
-	-
3	Cerved Information Solutions
68 Business & Employment Services 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

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- Voter commentary from the buy side and sell side
- Two years of historical rankings for trend analysis
- Best practice report from 473 IROs

Don't see your company? Contact us for details about your rankings.

Amani Korayeim amani.korayeim@institutionalinvestor.com +44 20 7779 8535

2018 All-Europe Executive Team - Small & Midcap

INDUSTRIALS: CAPITAL GOODS

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OVERALL	
RANK	BEST CEO
1	Henri Poupart-Lafarge , Alstom
2	Gordon Riske , KION Group
3	Valerio Battista , Prysmian
RANK	BEST CFO
1	Pier Francesco Facchini , Prysmian
2	Marie-José Donsion , Alstom
3	Thomas Toepfer , KION Group* Jürg Fedier , OC Oerlikon Corp.* Gianluca Beschi , Sabaf*
RANK	BEST IR PROFESSIONAL
1	Selma Bekhchi , Alstom
2	Andreas Schwarzwälder , OC Oerlikon Corp.
3	Maria Cristina Bifulco , Prysmian
RANK	BEST INVESTOR RELATIONS PROGRAM
1	Alstom
2	Prysmian
3	KION Group
RANK	BEST ANALYST DAYS
1	Philips Lighting
2	KION Group
3	Cargotec Corp.* Senvion*
RANK	BEST WEBSITE
1	KION Group
2	Cargotec Corp.
3	Alstom
117 Capital Goods 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

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- Voter commentary from the buy side and sell side
- Two years of historical rankings for trend analysis
- Best practice report from 473 IROs

Don't see your company? Contact us for details about your rankings.

Amani Korayeim amani.korayeim@institutionalinvestor.com +44 20 7779 8535



2018 All-Europe Executive Team - Small & Midcap

INDUSTRIALS: TRANSPORT

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OVERALL	
RANK	BEST CEO
1	Jean-Marc Janailiac , Air France-KLM
2	Carolyn McCall , easyJet* Stefan Schulte , Fraport*
-	-
RANK	BEST CFO
1	Andrew Findlay , easyJet
2	Lukas Brosi , Flughafen Zürich* Matthias Zieschang , Fraport*
-	-
RANK	BEST IR PROFESSIONAL
1	Stuart Morgan , easyJet
2	Florian Fuchs , Fraport
3	Jean-Baptiste Roussille , Getlink
RANK	BEST INVESTOR RELATIONS PROGRAM
1	Fraport
2	easyJet
3	Air France-KLM
RANK	BEST ANALYST DAYS
1	easyJet
2	Air France-KLM
3	Hapag-Lloyd
RANK	BEST WEBSITE
1	easyJet
2	Fraport
3	Air France-KLM
48 Transport companies nominated	
Not ranked in the top three? Contact II to get your rankings for each category.	

*Tie

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- Two years of historical rankings for trend analysis
- Best practice report from 473 IROs

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Amani Korayeim amani.korayeim@institutionalinvestor.com +44 20 7779 8535



2018 All-Europe Executive Team - Small & Midcap

PHARMACEUTICALS & HEALTH CARE: BIOTECHNOLOGY

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OVERALL	
RANK	BEST CEO
1	Onno van de Stolpe , Galapagos
2	Werner Lanthaler , Evotec
-	-
RANK	BEST CFO
1	Bart Filius , Galapagos
-	-
-	-
RANK	BEST IR PROFESSIONAL
1	Rolf Sass Sørensen , Bavarian Nordic
2	Elizabeth Goodwin , Galapagos
3	Anke Linnartz , MorphoSys
RANK	BEST INVESTOR RELATIONS PROGRAM
1	Galapagos
2	Evotec
-	-
RANK	BEST ANALYST DAYS
1	Galapagos
-	-
-	-
RANK	BEST WEBSITE
-	-
-	-
-	-
35 Biotechnology companies nominated	
Not ranked in the top three? Contact II to get your rankings for each category.	

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- Two years of historical rankings for trend analysis
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Amani Korayeim amani.korayeim@institutionalinvestor.com +44 20 7779 8535



2018 All-Europe Executive Team - Small & Midcap

PHARMACEUTICALS & HEALTH CARE: MEDICAL TECHNOLOGIES & SERVICES

Listed are the Small and Midcap winners for Best CEO, CFO, IR Professional, Investor Relations Program, Analyst Days and Website in the **2018 All-Europe Executive Team** rankings. In total, **1,054** investors and **791** sell-side analysts voted across **31** sectors. Best Investor Relations Program rankings are based on seven performance criteria: financial disclosure, access to senior management, IR responsiveness, IR knowledge and authority, conference calls, corporate documents and investor kits, and road shows. All winners can be found online at www.institutionalinvestor.com.

OVERALL	
RANK	BEST CEO
1	Joachim Kreuzburg , Sartorius
2	Damien McDonald , LivaNova
3	Lars Marcher , Ambu
RANK	BEST CFO
1	Marcus Desimoni , GN Store Nord
2	Rainer Beaujean , Gerresheimer* Rene Schneider , William Demant Holding*
-	-
RANK	BEST IR PROFESSIONAL
1	Peter Justesen , GN Store Nord
2	Søren Andersson , William Demant Holding
3	Sebastian Frericks , Carl Zeiss Meditec* Andreas Theisen , Sartorius*
RANK	BEST INVESTOR RELATIONS PROGRAM
1	GN Store Nord
2	Sartorius
3	William Demant Holding
RANK	BEST ANALYST DAYS
1	LivaNova
-	-
-	-
RANK	BEST WEBSITE
1	GN Store Nord
2	Gerresheimer
-	-

38 Medical Technologies & Services companies nominated

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

*Tie

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- Voter commentary from the buy side and sell side
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Amani Korayeim amani.korayeim@institutionalinvestor.com +44 20 7779 8535



2018 All-Europe Executive Team - Small & Midcap

PHARMACEUTICALS & HEALTH CARE: PHARMACEUTICALS

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OVERALL	
RANK	BEST CEO
1	Alan Hirzel , Abcam
2	Ian Page , Dechra Pharmaceuticals
-	-
RANK	BEST CFO
1	Richard Cotton , Dechra Pharmaceuticals
-	-
-	-
RANK	BEST IR PROFESSIONAL
-	-
-	-
-	-
RANK	BEST INVESTOR RELATIONS PROGRAM
1	BTG
2	Dechra Pharmaceuticals
3	Hikma Pharmaceuticals
RANK	BEST ANALYST DAYS
1	Vectura Group
2	Vifor Pharma
-	-
RANK	BEST WEBSITE
-	-
-	-
-	-
29 Pharmaceuticals companies nominated	
Not ranked in the top three? Contact II to get your rankings for each category.	

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2018 All-Europe Executive Team - Small & Midcap

TECHNOLOGY, MEDIA & TELECOMMUNICATIONS: MEDIA

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OVERALL	
RANK	BEST CEO
1	Jean-Charles Decaux, Jean-François Decaux , JCDecaux
2	Duncan Painter , Ascential
3	Stephen Carter , Informa
RANK	BEST CFO
1	Ian Griffiths , ITV
2	Mandy Gradden , Ascential
3	Robyn Perriss , Rightmove
RANK	BEST IR PROFESSIONAL
1	David Gómez Baquero , Atresmedia Corp. de Medios de Comunicación* Dirk Voigtländer , ProSiebenSat.1 Media*
-	-
3	Richard Menzies-Gow , Informa
RANK	BEST INVESTOR RELATIONS PROGRAM
1	ProSiebenSat.1 Media
2	JCDecaux
3	Axel Springer* Cyfrowy Polsat*
RANK	BEST ANALYST DAYS
1	Axel Springer
2	ProSiebenSat.1 Media
3	Ascential
RANK	BEST WEBSITE
1	ProSiebenSat.1 Media
2	ITV
3	Cyfrowy Polsat
46 Media companies nominated	
Not ranked in the top three? Contact II to get your rankings for each category.	

*Tie

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- Voter commentary from the buy side and sell side
- Two years of historical rankings for trend analysis
- Best practice report from 473 IROs

Don't see your company? Contact us for details about your rankings.

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2018 All-Europe Executive Team - Small & Midcap

TECHNOLOGY, MEDIA & TELECOMMUNICATIONS: TECHNOLOGY/HARDWARE

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OVERALL	
RANK	BEST CEO
1	Alexander Everke , ams
2	Bracken Darrell , Logitech International
3	Jalal Bagherli , Dialog Semiconductor
RANK	BEST CFO
1	Michael Wachslar-Markowitsch , ams* Vincent Pilette , Logitech International*
-	-
3	Phillip Rasmussen , IQE
RANK	BEST IR PROFESSIONAL
1	Guido Pickert , Aixtron
2	Moritz Gmeiner , ams
3	Jose Cano , Dialog Semiconductor
RANK	BEST INVESTOR RELATIONS PROGRAM
1	ams
2	Dialog Semiconductor
3	Siltronic
RANK	BEST ANALYST DAYS
1	ams
2	Logitech International
-	-
RANK	BEST WEBSITE
1	ams
-	-
-	-
32 Technology/Hardware 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
- Country analysis: your detailed rankings compared to peers
- Rankings by voter location, asset size, institution type and more
- Voter commentary from the buy side and sell side
- Two years of historical rankings for trend analysis
- Best practice report from 473 IROs

● Don't see your company? Contact us for details about your rankings.

Amani Korayeim amani.korayeim@institutionalinvestor.com +44 20 7779 8535



2018 All-Europe Executive Team - Small & Midcap

TECHNOLOGY, MEDIA & TELECOMMUNICATIONS: TECHNOLOGY/SOFTWARE

Listed are the Small and Midcap winners for Best CEO, CFO, IR Professional, Investor Relations Program, Analyst Days and Website in the **2018 All-Europe Executive Team** rankings. In total, **1,054** investors and **791** sell-side analysts voted across **31** sectors. Best Investor Relations Program rankings are based on seven performance criteria: financial disclosure, access to senior management, IR responsiveness, IR knowledge and authority, conference calls, corporate documents and investor kits, and road shows. All winners can be found online at www.institutionalinvestor.com.

OVERALL	
RANK	BEST CEO
1	David Arnott , Temenos Group
2	Kristof Hagerman , Sophos Group* Yves Guillemot , Ubisoft Entertainment*
-	-
RANK	BEST CFO
1	Nicholas Bray , Sophos Group
2	Alain Martinez , Ubisoft Entertainment
-	-
RANK	BEST IR PROFESSIONAL
1	Derek Brown , Sophos Group
2	Adam Snyder , Temenos Group
3	Matthew Springett , Aveva Group
RANK	BEST INVESTOR RELATIONS PROGRAM
1	Sophos Group
2	Temenos Group
3	Altran Technologies* Ingenico Group*
RANK	BEST ANALYST DAYS
1	Temenos Group
2	Sophos Group
-	-
RANK	BEST WEBSITE
1	Sophos Group
2	Blue Prism Group
3	Software
53 Technology/Software companies nominated	
Not ranked in the top three? Contact II to get your rankings for each category.	

*Tie

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- Voter commentary from the buy side and sell side
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2018 All-Europe Executive Team - Small & Midcap

TECHNOLOGY, MEDIA & TELECOMMUNICATIONS: TELECOMMUNICATIONS SERVICES

Listed are the Small and Midcap winners for Best CEO, CFO, IR Professional, Investor Relations Program, Analyst Days and Website in the **2018 All-Europe Executive Team** rankings. In total, **1,054** investors and **791** sell-side analysts voted across **31** sectors. Best Investor Relations Program rankings are based on seven performance criteria: financial disclosure, access to senior management, IR responsiveness, IR knowledge and authority, conference calls, corporate documents and investor kits, and road shows. All winners can be found online at www.institutionalinvestor.com.

OVERALL	
RANK	BEST CEO
1	John Porter , Telenet Group Holding
2	Tobías Martínez Gimeno , Cellnex Telecom
3	Anders Nilsson , Com Hem Holding* Olaf Swantee , Sunrise Communications Group*
RANK	BEST CFO
1	Birgit Conix , Telenet Group Holding
2	José Manuel Aisa Mancho , Cellnex Telecom
3	André Krause , Sunrise Communications Group
RANK	BEST IR PROFESSIONAL
1	Juan Jose Gaitan Mañoso , Cellnex Telecom
2	Michele Vitale , Infrastrutture Wireless Italiane
3	Maria João Carrapato , NOS SGPS
RANK	BEST INVESTOR RELATIONS PROGRAM
1	Telenet Group Holding
2	Cellnex Telecom
3	Com Hem Holding
RANK	BEST ANALYST DAYS
1	SES
2	VEON
3	Telenet Group Holding
RANK	BEST WEBSITE
1	Telenet Group Holding
2	Orange Polska
3	Infrastrutture Wireless Italiane
40 Telecommunications Services companies nominated	
Not ranked in the top three? Contact II to get your rankings for each category.	

*Tie

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Don't see your company? Contact us for details about your rankings.

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