

How to Record Your Vote in the 2023 *Institutional Investor* All-America Research Team Survey

May-June 2023

Registration

Step 1

Please go to <https://voting.institutionalinvestor.com>
If you are a first-time user, please sign up with your professional email address using the link at the top right corner. **An email will be sent to verify your account.**

Step 2

If you are not in the *Institutional Investor* database as an eligible voter, you may request a ballot after signing up and verifying your email address.

Step 3

You will be asked to fill out information about your company and job title. Requests will be reviewed to determine eligibility. If approved, you will be able to see the survey under “**My Surveys**”.

1

English Sign Up Log In

2

3

II RESEARCH

English Your Name Here

My Surveys

All-America & All-Canada Survey 2023 Sample Ballot	Polling Now	VOTE
Developed Europe Survey 2023 Sample Ballot	Polling Now	VOTE
Emerging EMEA Survey 2023 Sample Ballot	Polling Now	VOTE

Request a Vote

Developed Europe & Emerging EMEA Executive Team 2023	REQUEST A VOTE
--	----------------

II RESEARCH

Sign Up

Log In Sign Up

☐ I agree to the Terms and Conditions and Privacy Policy, including Cookie use.

SIGN UP >



Voting Instructions (1 of 3)

Step 1

Once you have completed registration (instructions on previous slide) or already have an account, navigate to “My Surveys” and select the “All-America & All-Canada Survey 2023 Ballot.”

English

Your Name Here

1

All-America & All-Canada Survey 2023 Ballot

Polling Now

VOTE

Developed Europe Survey 2023 Ballot

Polling Now

VOTE

Emerging EMEA Survey 2023 Ballot

Polling Now

VOTE

Request a Vote

Developed Europe & Emerging EMEA Executive Team 2023

REQUEST A VOTE

Step 2*

Please select the desired sector to vote for an analyst. You can either **a)** select the parent sector or **b)** search for the analyst name, which will skip you straight to step 5 in our voting guide. If multiple selections appear, hover over the display rows to choose which category to vote for.



**If all surveys are greyed out except for “CEO, CFO & Investor Relations”, it means you are required to cast a vote in the CEO, CFO & Investor Relations survey; instructions on how to do so may be found in the appendix of this document.*

2

1 Voting area

CEO, CFO & Investor Relations (US & Canada)

US Generalist Sales

US Trading & Execution

Research Firms & Analysts

Please select one of the following areas, then a category, followed by a firm and its analysts

All-America Research, Specialist Sales, Corporate Access and Trading & Execution

Basic Materials

Capital Goods/Industrials

a Consumer

Energy

Financial Institutions

Health Care

Technology, Media & Telecommunications

Macro

All-Canada Research

Canada Research

Alternatively, search for an individual by first name or last name

First Name or Last Name

1 Voting area

CEO, CFO & Investor Relations (US & Canada)

US Generalist Sales

US Trading & Execution

Research Firms & Analysts

Please select one of the following areas, then a category, followed by a firm and its analysts

All-America Research, Specialist Sales, Corporate Access and Trading & Execution

Basic Materials

Capital Goods/Industrials

Consumer

Energy

Financial Institutions

Health Care

Technology, Media & Telecommunications

Macro

All-America Research

Ohmes, Robert — BofA Securities — Consumer — Food Retailers

Ohmes, Robert — BofA Securities — Cons...

Ohmes, Robert — BofA Securities — Cons...

First Name or Last Name

Ohmes

b

Voting Instructions (2 of 3)

Step 3

Select the category (sub sector) you would like to vote for.

In this example, we are voting for “**Food Retailers**”

Step 4

Type “**BofA**” and hit enter.

1 Voting area

CEO, CFO & Investor Relations (Canada)
US Generalist Sales
US Trading & Execution
Research Firms & Analysts
Please select one of the following categories, followed by a firm name
All-America Research, Specialty Corporate Access and Trading
Basic Materials
Capital Goods/Industrial
Consumer
Energy
Financial Institutions
Health Care
Technology, Media & Telecommunications
Alternatively, search for name or last name
First Name or Last Name

2 Category

Airlines
Autos & Auto Parts
Beverage, Household & Personal Care Products
Food Producers
Food Retailers
Gaming & Lodging
Homebuilders & Building Products
Leisure
Restaurants
Retailing Broadlines & Hardlines
Retailing Department Stores & Specialty Softlines
Consumer Sales
Consumer Corporate Access
Consumer Trading & Execution

1 Voting area

CEO, CFO & Investor Relations (Canada)
US Generalist Sales
US Trading & Execution
Research Firms & Analysts
Please select one of the following categories, followed by a firm name
All-America Research, Specialty Corporate Access and Trading
Basic Materials
Capital Goods/Industrial
Consumer
Energy
Alternatively, search for name or last name
First Name or Last Name

2 Category

Airlines
Autos & Auto Parts
Beverage, Household & Personal Care Products
Food Producers
Food Retailers
Gaming & Lodging
Homebuilders & Building Products
Leisure
Restaurants
Retailing Broadlines & Hardlines
Retailing Department Stores & Specialty Softlines
Consumer Sales
Consumer Corporate Access
Consumer Trading & Execution

3 Firm

You can rate a maximum of 7 firms on a scale of 1 for average to 5 for excellent: up to 2 firms at 5, up to 2 firms at 4, 1 firm at 3, 1 firm at 2, and 1 firm at 1.

Search for a firm
BofA
BofA Securities
BAML, Bank of America Merrill Lynch



Voting Instructions (3 of 3)

Step 5

Give a rating out of 5 stars.

Once the firm has been rated, the list of analysts will appear on the same page.

Step 6

If you don't see a particular team member you wish to provide feedback for, click "Add a New Analyst" and type in the analyst's first and last name. If the analyst is already in the dropdown, skip this step.

Optional

a) You may provide individual feedback to us while voting. Choose up to 5 individuals to rate on the team

Step 7

To record your vote, hit "Save". That's it!

1 Voting area

CEO, CFO & Investor Relations (US & Canada)

US Generalist Sales

US Trading & Execution

Research Firms & Analysts

Please select one of the following categories, followed by a firm name.

All-America Research, Specialist Sales, Corporate Access and Trading & Execution, and All-Canada Research

Basic Materials

Alternatively, search for a firm by name or last name

First Name or Last Name

2 Category

Airlines

Autos & Auto Parts

Beverage, Household & Consumer Products

Food Producers

Food Retailers

Gaming & Lodging

Homebuilders & Building Products

Leisure

Restaurants

Retailing Broadlines & Specialty

Retailing Department Stores & Softlines

Consumer Sales

Consumer Corporate Access & Trading

Consumer Trading & Execution

3 Firm

You can rate a maximum of 5 individual analysts per nominated firm on a scale of 1 for average to 5 for excellent: 1 analyst at 5, 1 analyst at 4, 1 analyst at 3, 1 analyst at 2 and 1 analyst at 1 in each category.

Search for a firm

BofA Securities

5

BofA Securities

Analysts

You can rate a total of 5 individual analysts per nominated firm on a scale of 1 for average to 5 for excellent: 1 analyst at 5, 1 analyst at 4, 1 analyst at 3, 1 analyst at 2 and 1 analyst at 1 in each category.

ADD A NEW ANALYST

a

Baum, Molly

Ohmes, Robert

Perry, Alexander Alex

Toscano, Kendall

Please add a comment on the firm

Insight into what you value?

Areas for improvement

Cancel

7 Save

Note: Steps 1-6 are the same for all categories in the following areas: All-America Research, Specialist Sales, Corporate Access and Trading & Execution, and All-Canada Research

Copyright 2023 Bank of America Corporation 5

Appendix

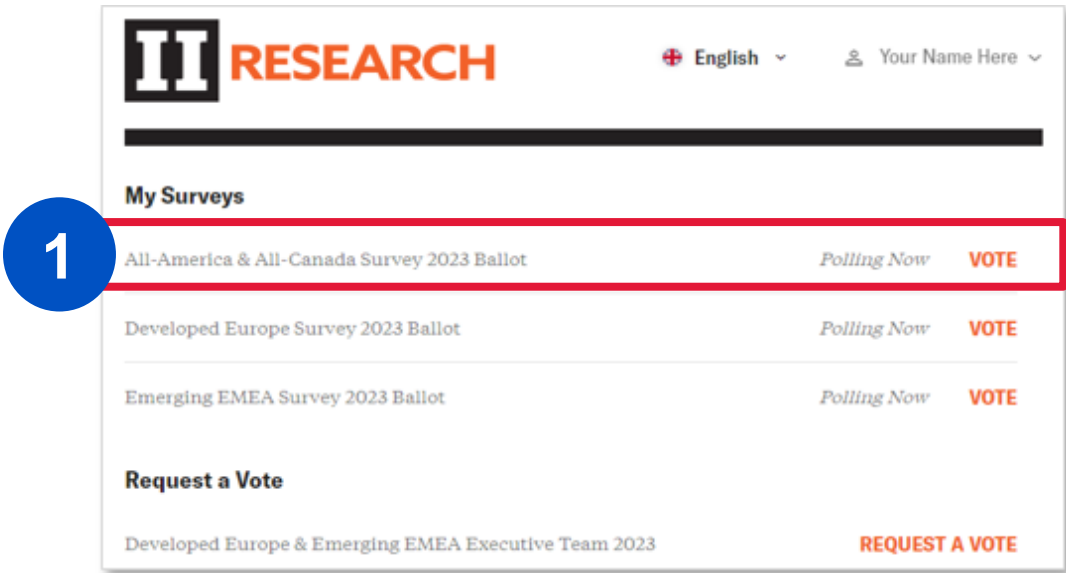
Voting in the CEO, CFO & Investor Relations Survey

CEO, CFO & Investor Relations Survey (1 of 2)

Follow the steps below to cast your ballot in this survey required for equity voters*

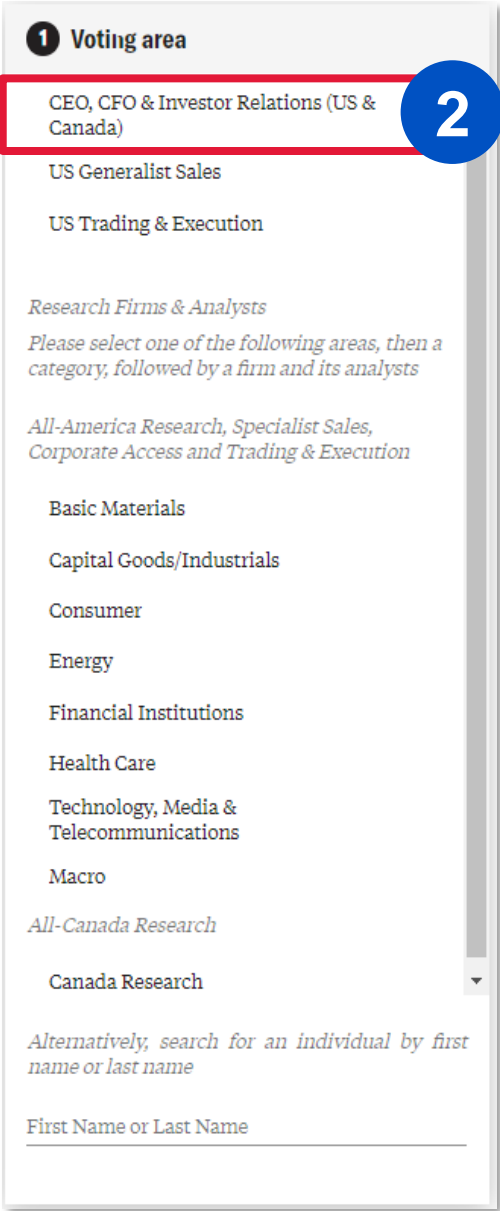
Step 1

Once you have completed registration (instructions on page 2) or if you already have an account, navigate to “My Surveys” and select “All-America & All-Canada Survey 2023 Ballot.”



Step 2

If your screen does not default to the survey, please select the “CEO, CFO & Investor Relations (US & Canada)” survey; you will then be brought to step 3 “**3 Firm**” on the survey and the next page.



*Required in 2023

Survey respondents are asked to submit feedback for company executive teams and Investor Relations (“IR”) professionals at each company they nominate. It requires a submission on the **CEO, CFO & Investor Relations (US & Canada) Survey** to vote in “Research” surveys.

To fulfill the requirements, respondents must nominate:

- ① at least one publicly listed company and rate on its IR attributes (out of five stars)
- ② at least one IR officer’s performance before the research ballot will be made available

Steps on how to cast your vote conclude on the next page.



CEO, CFO & Investor Relations Survey (2 of 2)

Step 3

Search for a company that you follow or have frequent interactions with. In this example, we will vote for a sample “**COMPANY ABC**”.

1 Voting area

CEO, CFO & Investor R
Canada)

US Generalist Sales

US Trading & Executic

Research Firms & Analy

Please select one of the f
category, followed by a fi

All-America Research, S
Corporate Access and Tr

Basic Materials

Capital Goods/Industr

Consumer

Energy

Alternatively, search fo
name or last name

First Name or Last Name

2 Category

CEO, CFO & Investor R

3 Firm

Name your top companies and evaluate
their IR Services and Executives over the
past year.

Search for a firm

Company ABC

Company ABC

Step 4

Provide feedback in all categories under the company tab.

a Note: In the IRO category, you must search by first or last name.

4

Company ABC

Investor Relations

Please rate the quality of the selected company on the following criteria from 1
(average) to 5 (excellent)

Services & Communication

Business & Market Knowledge☆☆☆☆☆

Virtual Meetings/Presentations☆☆☆☆☆

Responsiveness☆☆☆☆☆

Authority & Credibility☆☆☆☆☆

Earnings Calls☆☆☆☆☆

Investor/Analyst Event (Virtual or Live)☆☆☆☆☆

Positive Comments

Constructive Comments

ESG

Cancel

Save

Investor Relations Officer

Please name the IROs you engage with and rate them from 1 (average) to 5
(excellent). Each rating can only be assigned once.

a

Search for IROs by first name or last name

IR Officer A

IR Officer A

IR Officer B☆☆☆☆☆

IR Officer C☆☆☆☆☆

IR Officer D☆☆☆☆☆

Positive Comments

Constructive Comments

Step 5*

You can submit the survey after providing feedback for **at least** one IR officer and one member of the executive team.

5 Save



*Upon saving your “CEO, CFO, & Investor Relations” survey responses, the voting system will enable you to cast your vote in the “Research” survey. From this point in the voting process, instructions continue from step 2 on page 3 of this document.

Disclosures

"Bank of America" and "BofA Securities" are the marketing names used by the Global Commercial & Investment Banking, Global Markets and Global Research divisions of Bank of America Corporation. Lending, other commercial banking activities, and trading in certain financial instruments are performed globally by banking affiliates of Bank of America Corporation, including Bank of America, N.A., Member FDIC. Trading in securities and financial instruments, and strategic advisory, and other investment banking activities, are performed globally by investment banking affiliates of Bank of America Corporation ("Investment Banking Affiliates"), including, in the United States, BofA Securities, Inc. and Merrill Lynch Professional Clearing Corp., both of which are registered broker-dealers and Members of **SIPC***, and, in other jurisdictions, by locally registered entities. BofA Securities, Inc. and Merrill Lynch Professional Clearing Corp. are registered as futures commission merchants with the CFTC and are members of the NFA.

Investment products offered by Investment Banking Affiliates: Are Not FDIC Insured * May Lose Value * Are Not Bank Guaranteed.

© 2023 Bank of America Corporation. All rights reserved.

*SIPC: <https://www.sipc.org/>

**Additional regional disclaimers are available at: <https://business.bofa.com/en-us/content/baml-disclaimer.html>

