

The 2017 All-America Executive Team: CEOs Go Long on Value

When a company makes a strong showing in the financial markets, chances are that it's the result of a decision made several years ago, not one based on last quarter's numbers. The best executive teams in some of the bedrock U.S. industries understand this dynamic, and they excel at helping investors grasp it too. We spoke with several of the top CEOs on *Institutional Investor's* 2017 All-America Executive Team to learn how they think about shareholder value.

INSURANCE

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				
1	MetLife				
2	Aflac				
3	Travelers Cos.				
RANK	BEST WEBSITE				
1	Allstate Corp.				
2	Aflac* American International Group*				

Methodology

Only subscribers can view full ranking results. Subscribe to view the full All-America Executive Team ranking, including additional data and sorting options.

To determine the members of Institutional Investor's 2017 All-America Executive Team, we surveyed buy-side analysts, money managers, and sell-side researchers at securities firms and financial institutions that cover the region, including those who cast and received votes in this year's All-America Research Team survey. We asked these individuals to name the best chief executive officers, chief financial officers, and investor relations professionals at the companies in their coverage universes.

All votes are weighted by place (first, second, third, fourth, fifth, sixth). We also asked survey participants to identify as many as six companies that excel in up to six investor relations attributes. Responses to these questions are aggregated to produce an overall rank for each company. Nominations for Best Analyst Days and Best Websites were also requested as a separate component.

Using the same approach as above, a separate breakout was determined to create the 2017 All-America Executive Team Midcap Companies list, which recognizes corporations with a market capitalization of between \$2 billion and \$10 billion.

The overall rankings in each of the four categories — Best CEO, Best CFO, Best IR Professional, and Best IR Company — are based on combined buy- and sell-side votes. Separate rosters (buy-side and sell-side) are also available for each award classification.

To earn the designation of Most Honored Company, a business must achieve two or more top-three appearances in the combined (buy-side and sell-side) ranking results. Rank is determined by a weighted score wherein each first-place position is worth three points; second place, two; and third place, one. If a tie occurs in the weighted scores, companies are ordered according to the number of ranked positions they have received in their industry sectors.

To earn the designation of Most Honored Company for Midcap, a company's rank is determined by a weighted score comprising the number of ranked positions achieved in the combined (buy-side and sell-side) ranking results. Each first-place position is worth three points; second place, two; and third place, one. Those with the highest weighted score per industry sector by published positions are recognized. Any tie in the weighted scores is broken by calculating each company's results from the underlying data. The company with the highest total weighted score from the underlying data received in each of the four categories (Best CEO, Best CFO, Best IR Professionals, Best IR Company) is named the winner in each industry sector.

To be eligible for inclusion on the All-America Executive Team, a company must be headquartered in the U.S.; offshore entities may be included if they are not considered a foreign entity by the Securities and Exchange Commission and file form 10-K annual reports. Also, a company's primary listing of its common stock must be in the U.S., and it must have operational or executive headquarters in the region. We keep the identities of the survey respondents and their firms confidential to ensure their continuing cooperation. Voters must meet eligibility requirements, and winners must achieve a minimum vote count. All ballots are subject to review by our Research Operations Group, and final results may be inspected by an independent auditor. Survey results reflect the opinions of 3,178 investment professionals at 910 financial services firms. Respondents from the buy side work at firms that collectively manage an estimated \$8.1 trillion in U.S. equities. Executives are cited at the company where they worked and in the position they held on August 19, 2016, when polling concluded. The 2017 All-America Executive Team was compiled by Associate Research Editor Elgin Low with assistance from Researchers Danielle Trent and Naina Farukh.