Morgan Stanley

2025 Extel All-America Survey
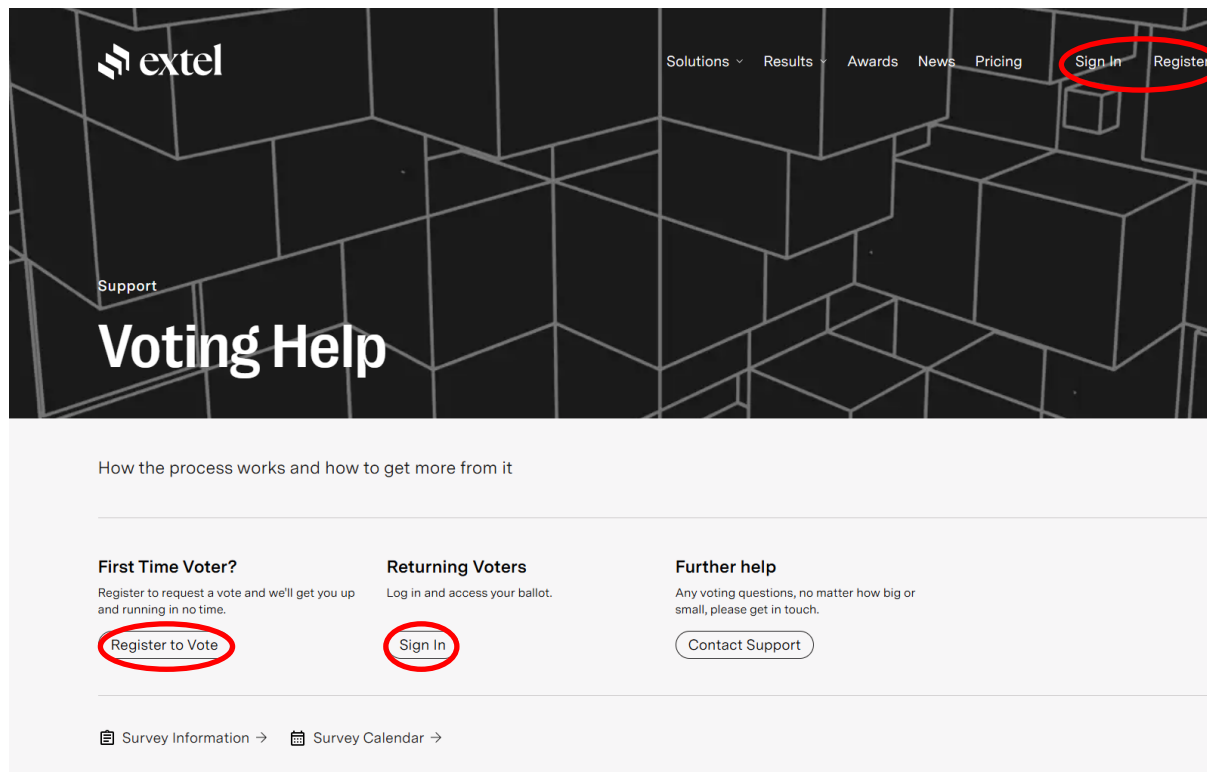
How to Request Your Ballot and Vote

Morgan Stanley

Step 1: Sign up / log in

Sign up or log in at **https://www.extelinsights.com/voting** using your professional email address.

Extel Contacts:

- General issues requesting ballot: **voting@extelinsights.com**
- For centralized ballots: **Esther.Weisz@extelinsights.com**

Step 2: Request ballot

Extel will then send you a verification email. Click the link to confirm.

RETURNING VOTERS: You will see the All-America 2025 survey under My Surveys.

NEW VOTERS: Click *"Request a Vote"* next to the All-America Research 2025 Survey. You will be asked to fill out background information about yourself and your firm:

- Your role / function (PM, analyst, trader, etc.)
- Your Institution's name & industry category (HF, asset manager, etc.)
- AUM & Commission to the Street

Note that the approval process may take ~24-48 hours.

Step 3: Select a sector or search for an analyst

① Voting area

1 CEO, CFO & Investor Relations (US & Canada)

US Generalist Sales

US Conferences

US Trading & Execution

2a All-America Research, Specialist Sales, Corporate Access and Trading & Execution

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

Basic Materials

Capital Goods/Industrials

Consumer

Energy

Financial Institutions

Health Care

Technology, Media & Telecommunications

Macro

Thematic

All-Canada Research

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

Canada Research

2b *Alternatively, search for an individual by first name or last name*

First Name or Last Name

Cyp

Cyprys, Michael — Morgan Stanley — Financial Institution...

1 Extel requires a vote for a corporate management team to unlock the ballot.

Then to vote for our Research teams and analysts, either:

2a Select a sector then choose a category:

- Basic Materials
- Capital Goods/Industrials
- Consumer
- Energy
- Financial Institutions
- Health Care
- Tech, Media & Telecom
- Macro
- Thematic

(Disregard Canada Research)

2b Or search by analyst name in the lower left

Step 4: Vote for the Firm

You can vote for up to 7 firms per category:

- Two firms may receive 5 stars
- Two firms may receive 4 stars
- One firm may receive each of 3, 2, and 1 star

Step 5: Vote for the Individuals

A voter can vote for up to **5 analysts** per firm per category:

- Analysts will be listed in alphabetical order by last name
- You cannot give any of those 5 analysts the same rating (5 stars is the best)
- **SAVE** the ballot noting that there is no final **SUBMIT** button. Extel will simply apply your ballot when the poll ends.

Morgan Stanley Research Analysts – 2025 Extel All-America Poll (1 of 3)

BASIC MATERIALS

Vincent Andrews
- Chemicals

Carlos De Alba
- Metals & Mining

Stefan Diaz
- Paper & Packaging

CAPITAL GOODS / INDUSTRIALS

Kristine Liwag
- Aerospace & Defense Electronics

Ravi Shanker
- Airfreight & Surface Transportation
- Airlines

Toni Kaplan
- Business, Education & Professional Services

Christopher Snyder
- Electrical Equipment & Multi-Industry

Angel Castillo
- Machinery, Engineering & Construction
- Homebuilders & Building Products

Devin McDermott
- Shipping
- Integrated Oil
- Oil & Gas Exploration & Production

Morgan Stanley appreciates your support in the 2025 Extel All-America Research Team Survey.

We ask you to consider giving 5-star votes to the categories and analysts below.

To request your ballot for the poll opening June 2:
https://www.extelinsights.com/voting

CONSUMER

Adam Jonas
- Autos & Auto Parts
- Thematic Research

Dara Mohsenian
- Beverage, Household & Personal Care Products

Megan Alexander Clapp
- Food Producers
- Leisure

Simeon Gutman
- Retailing Broadlines & Hardlines
- Food Retailers

Stephen Grambling
- Gaming & Lodging
- Leisure

Brian Harbour
- Restaurants

Alex Straton
- Retailing Department Stores & Specialty Softlines

Ravi Shanker
- Airlines
- Airfreight & Surface Transportation

Ronald Kamdem
- Homebuilders & Building Products
- REITs

Adam Kramer
- Homebuilders & Building Products
- REITs

Angel Castillo
- Homebuilders & Building Products
- Machinery, Engineering & Construction

ENERGY

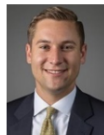**Andrew Percoco**
- Clean Energy

Devin McDermott
- Integrated Oil
- Oil & Gas Exploration & Production
- Shipping

Joe Laetsch
- Integrated Oil
- Oil & Gas Exploration & Production

Robert Kad
- Midstream & Natural Gas

Dan Kutz
- Oil Services & Equipment

David Arcaro
- Utilities

FINANCIAL INSTITUTIONS

Betsy Graseck
- Banks Largecap

Manan Gosalia
- Banks Midcap

Michael Cyprys
- Brokers, Asset Managers & Exchanges

Jeffrey Adelson
- Consumer Finance

Bob Huang
- Insurance Life
- Insurance Nonlife

Ronald Kamdem
- REITs
- Homebuilders & Building Products

Adam Kramer
- REITs
- Homebuilders & Building Products

Morgan Stanley Research Analysts – 2025 Extel All-America Poll (2 of 3)

HEALTHCARE

Terence Flynn
- Pharmaceuticals Major
- Biotechnology Largecap
- Biotechnology Small & Midcap

Sean Laaman
- Biotechnology Small & Midcap

Vikram Purohit
- Biotechnology Small & Midcap

Michael Ulz
- Biotechnology Small & Midcap

Judah Frommer
- Biotechnology Small & Midcap

Maxwell Skor
- Biotechnology Small & Midcap

Erin Wright
- Health Care Technology & Distribution
- Health Care Facilities & Managed Care
- Pharmaceuticals Specialty

Craig Hettenbach
- Health Care Technology & Distribution
- Health Care Facilities & Managed Care

Tejas Savant
- Life Science & Diagnostic Tools

Patrick Wood
- Medical Supplies & Devices

Kallum Titchmarsh
- Medical Supplies & Devices

TECHNOLOGY, MEDIA & TELECOMMUNICATIONS

Benjamin Swinburne
- Media
- Cable, Satellite & Telecom Services
- Communications Infrastructure

Brian Nowak
- Internet Largecap
- Internet Small & Midcap
- Thematic Research

Matthew Cost
- Internet Small & Midcap

Nathan Feather
- Internet Small & Midcap

Erik Woodring
- IT Hardware & Electronics Manufacturing Services

Meta Marshall
- Telecom & Networking Equipment

TECHNOLOGY, MEDIA & TELECOMMUNICATIONS

James Faucette
- Payments, Processors & IT Services

Joseph Moore
- Semiconductors & Semiconductor Capital Equipment

Keith Weiss
- Software Largecap
- Software Small & Midcap

Sanjit Singh
- Software Small & Midcap

Elizabeth Porter
- Software Small & Midcap

Josh Baer
- Software Small & Midcap

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Morgan Stanley Research Analysts – 2025 Extel All-America Poll (3 of 3)

MACRO

Todd Castagno
- Accounting & Tax Policy

Michael Zezas
- Accounting & Tax Policy
- Washington Research
- Thematic Research

Ariana Salvatore
- Accounting & Tax Policy
- Washington Research

Seth Carpenter
- Economics

Michael Gapen
- Economics

Michael Wilson
- Portfolio Strategy
- Equity-Linked Strategies
- Quantitative Research

Andrew Pauker
- Portfolio Strategy
- Equity-Linked Strategies

Stephen Byrd
- Sustainability (ESG)
- Thematic Research

Qingyi Huang
- Quantitative Research

Stephan Kessler
- Quantitative Research
- Technical Analysis

Michelle Weaver
- Quantitative Research
- Thematic Research

THEMATIC RESEARCH

Michelle Weaver
- Thematic Research
- Quantitative Research

Stephen Byrd
- Thematic Research
- Sustainability (ESG)

Michael Zezas
- Thematic Research
- Accounting & Tax Policy
- Washington Research

Adam Jonas
- Thematic Research
- Autos & Auto Parts

Brian Nowak
- Thematic Research
- Internet Largecap
- Internet Small & Midcap

Additional Resources

QUESTIONS FOR Extel:

voting@extelinsights.com

BALLOT REQUEST WEBSITE:

https://www.extelinsights.com/voting