

Media Release

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Equities Markets Awards – Top 3 sector analysts announced

East Coles Australia are pleased to announce the Top 3 analysts and dealers in each sector of the Equities Markets Awards. The winners will be revealed at an exclusive event at the **Ivy Sunroom in Sydney on Thursday 9 June**.

Overall – All Houses

The Top 3 **Equities** teams overall come from Macquarie, Morgan Stanley and UBS. Heads of Equities at those houses are Dan Ritchie at Macquarie, Will McKenzie at Morgan Stanley and Chris Williams at UBS. The Top 3 **Research** teams come from Credit Suisse, Macquarie and UBS, led by Adnan Kucukalic, Paul Checchin and Simon Mitchell respectively.

Overall – Independents

The Top 3 **Independent Equities** teams overall come from Morgans, Evans & Partners and Taylor Collison. Heads at those houses are Brian Sheahan at Morgans, Paul Ryan at Evans & Partners and David Pittman at Taylor Collison. The Top 3 **Independent Research** teams come from Canaccord Genuity, Evans & Partners and Morgans, led by Aaron Muller, Lorraine Robinson and Fiona Buchanan.

The Top 3 **Independent Dealing** Teams come from Morgans, PhillipCapital & Taylor Collison, led by Nicholas Atkinson, James Wilson & David Pittman. The Top 3 **Independent Corporate** Teams come from Morgans, Petra Capital and Evans & Partners, led by Roger Leaning, George Marias & Chris Nicolay.

Industrials

The Top 3 **Banks** teams come from Credit Suisse, Morgan Stanley and UBS. Lead analysts were Jarrod Martin & James Ellis at Credit Suisse, Richard Wiles at Morgan Stanley and Jonathan Mott at UBS. The Top 3 **Building Materials** teams come from Credit Suisse, Deutsche and Morgan Stanley, led by Andrew Peros, Emily Smith (nee Behncke) and James Rutledge.

The Top 3 **Health Care** teams come from Credit Suisse, Macquarie & UBS, led by Saul Hadassin, Craig Collie & Andrew Goodsall. The Top 3 **Insurance** teams come from Citi, Deutsche & UBS, led by Nigel Pittaway, Kieren Chidgey & James Coghill.

The Top 3 **Media** teams come from JP Morgan, Morgan Stanley & UBS, led by Jarrod McDonald, Andrew McLeod & Eric Choi. The Top 3 **Real Estate** teams come from Credit Suisse, JP Morgan & Macquarie, led by Ian Randall, Richard Jones & Paul Checchin / Rob Freeman.

The Top 3 **Retail** teams come from Citi, JP Morgan & UBS, led by Craig Woolford, Shaun Cousins & Ben Gilbert. The Top 3 **Telecommunications** teams come from Goldman Sachs, Macquarie & UBS, led by Raymond Tong, Andrew Levy & Eric Choi.

Resources

The Top 3 **Diversified Metals & Mining** teams come from CBA, Deutsche & UBS. Lead analysts were Andrew Hines at CBA, Paul Young at Deutsche and Glyn Lawcock at UBS. The Top 3 **Energy** teams come from Citi, Credit Suisse & UBS, led by Dale Koenders, Mark Samter & Nik Burns.

The Top 3 **Other Metals & Mining** teams come from Credit Suisse, Deutsche & UBS, led by Michael Slifirski, Brett McKay & Jo Battershill. The Top 3 **Commodities** teams come from Macquarie, Morgan Stanley & UBS, led by Colin Hamilton, Joel Crane & Lachlan Shaw.

Macro

The Top 3 **Economist** teams come from Citi, Goldman Sachs & UBS. Team Leaders were Paul Brennan at Citi, Tim Toohey at Goldman Sachs and Scott Haslem at UBS. The Top 3 **Strategy** teams come from Credit Suisse, Goldman Sachs & UBS, led by Hasan Tevfik, Tim Toohey & David Cassidy.

Dealing

The Top 3 **Account Management** teams come from Deutsche, Macquarie & UBS, led by Glenn Morgan, Kristen Edmond & George Kanaan. The Top 3 **Sales Trading** teams come from Macquarie, Morgan Stanley & UBS, led by Ben Clifford, Anthony Goonan & David Singer.

Corporate

The Top 3 **Equity Capital Markets** teams come from Goldman Sachs, Macquarie & UBS, led by Jabe Jerram, Angus Firth & Richard Sleijpen. The Top 3 **Corporate Access** teams come from Deutsche, Goldman Sachs & Macquarie, led by Justine Brant, Sarah Darmon & Julie Loring.

General

The Awards Night celebrates the achievements of the top performers from the annual East Coles Equities Markets Research. The Research asked fund managers to evaluate the sell-side equities analysts and dealers. The scores were aggregated to create league tables in each sector, as well as across Equities overall, Research, Dealing & Corporate.

The idea of the Research is to provide in depth performance evaluation for the broking industry to assist them in refining and improving their service to fund managers. The Research provides an opportunity for investors to reward strong performance from their preferred brokers, thereby highlighting industry best practice and recognizing excellent service.

Top 3 Houses (not in ranked order)

Equities Overall (All Houses)

Macquarie
Morgan Stanley
UBS

Research

Credit Suisse
Macquarie
UBS

Dealing

Macquarie
Morgan Stanley
UBS

Corporate

Goldman Sachs
Macquarie
UBS

Equities Overall (Independents)

Evans & Partners
Morgans
Taylor Collison

Research (Independents)

Canaccord Genuity
Evans & Partners
Morgans

Dealing (Independents)

Morgans
Phillip Capital
Taylor Collison

Corporate (Independents)

Evans & Partners
Morgans
Petra Capital

Top 3 Corporate (not in ranked order)

Corporate Access

Deutsche
Goldman Sachs
Macquarie

Equity Capital Markets

Goldman Sachs
Macquarie
UBS

Top 3 Dealing (not in ranked order)

Account Management

Deutsche
Macquarie
UBS

Derivatives

Deutsche
JP Morgan
UBS

REIT's Dealing

Citi
Credit Suisse
UBS

Sales Trading

Macquarie
Morgan Stanley
UBS

Small Caps Dealing

Morgan Stanley
Morgans
UBS



Top 3 Industrials (not in ranked order)

Banks

Credit Suisse – Jarrod Martin & James Ellis
Morgan Stanley – Richard Wiles & Team
UBS – Jonathan Mott & Team

Building Materials

Credit Suisse – Andrew Peros & Team
Deutsche – Emily Smith & Team
Morgan Stanley – James Rutledge & Team

Construction & Engineering

CBA – Ben Brownette & Team
Deutsche – Craig Wong-Pan & Team
UBS – Sam Theodore & Team

Diversified Financial Services

Citi – Nigel Pittaway & Team
JP Morgan – Siddarth Parameswaran & Team
Macquarie – Bryan Raymond & Team

Food & Beverages

Credit Suisse – Larry Gandler & Team
Morgan Stanley – Thomas Kierath & Team
UBS – Craig Stafford & Team

Gaming

Citi – Rohan Sundram & Team
CLSA – Sacha Krien & Team
UBS – Sam Theodore & Team

Health Care

Credit Suisse – Saul Hadassin & Team
Macquarie – Craig Collie & Team
UBS – Andrew Goodsall & Team

Infrastructure

Bank of America Merrill Lynch – Matt Spence
Macquarie – Ian Myles & Team
Morgan Stanley – Rob Koh & Team

Insurance

Citi – Nigel Pittaway & Team
Deutsche – Kieren Chidgey & Team
UBS – James Coghill & Team

Media

JP Morgan – Jarrod McDonald & Team
Morgan Stanley – Andrew McLeod & Team
UBS – Eric Choi & Team

Paper, Packaging & Chemicals

CBA – Michael Ward & Team
Macquarie – John Purtell & Team
UBS – Ramoun Lazar & Team

Real Estate

Credit Suisse – Ian Randall & Team
JP Morgan – Richard Jones & Team
Macquarie – Paul Checchin, Rob Freeman & Team

Retail

Citi – Craig Woolford & Team
JP Morgan – Shaun Cousins & Team
UBS – Ben Gilbert & Team

Small & Mid Caps

Macquarie – Adam Simpson & Team
Morgan Stanley – Chris Nicol & Team
UBS – Jordan Rogers & Team

Steel

Citi – Clarke Wilkins & Team
Deutsche – Emily Smith (nee Behncke) & Team
JP Morgan – Keith Chau & Team

Telecommunications

Goldman Sachs – Raymond Tong & Team
Macquarie – Andrew Levy & Team
UBS – Eric Choi & Team

Transport

CLSA – Scott Ryall & Team
Macquarie – Sam Dobson & Team
UBS – Simon Mitchell & Team

Utilities

CBA – Will Allott & Team
Macquarie – Ian Myles & Team
Morgan Stanley – Rob Koh & Team

Top 3 Resources (not in ranked order)

Commodities

Macquarie – Colin Hamilton & Team
Morgan Stanley – Joel Crane & Team
UBS – Lachlan Shaw & Team

Diversified Metals & Mining

CBA – Andrew Hines & Team
Deutsche – Paul Young & Team
UBS – Glyn Lawcock & Team

Energy

Citi – Dale Koenders & Team
Credit Suisse – Mark Samter & Team
UBS – Nik Burns & Team

Other Metals & Mining

Credit Suisse – Michael Slifirski & Team
Deutsche – Paul Young & Team
UBS – Jo Battershill & Team

Top 3 Macro (not in ranked order)

Database

Citi – Liz Dinh & Team
Macquarie – Sheridan Duffy & Team
UBS – Pieter Stoltz & Team

Economics

Citi – Paul Brennan & Team
Goldman Sachs – Tim Toohey & Team
UBS – Scott Haslem & Team

ESG

Citi – Elaine Prior
Credit Suisse – Sandra McCullagh
Macquarie – Deana Mitchell

Quantitative

Credit Suisse – Richard Hitchens & Team
Macquarie – John Conomos & Team
UBS – Paul Winter & Team

Strategy

Credit Suisse – Hasan Tefvik & Team
Goldman Sachs – Matthew Ross & Team
UBS – David Cassidy & Team



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About East Coles

East Coles Australia is the leading financial markets research firm across the Asia-Pacific region. Conducting research in the Corporate Performance, Investment Banking and Equities Markets spaces, East Coles utilises its unique technology platform to provide subscribers with the most granular insights into their clients' and stakeholders' perceptions.

In existence for over 20 years, East Coles has developed deep relationships with key market participants to ensure the highest quality data samples. With offices in Australia and Asia, our mission is to inform and assist our clients with the most relevant and actionable analytics.

W: www.eastcoles.com.au

For more information, please contact:

Nick Coles, Managing Director
East Coles Australia
M: +61 (0) 417 697 745
Lin: <https://au.linkedin.com/in/nickcoles>
E: nick.coles@eastcoles.com.au

Richard Beaurepaire, Chairman
East Coles Australia
M: +61 (0) 427 791 473
Lin: <https://au.linkedin.com/in/rbeaurepaire>
E: richard.beaurepaire@eastcoles.com.au