

# Weekly Trader

## Upcoming Market Opportunities and Events

**CANTOR**  
*Fitzgerald*

Monday, 25<sup>th</sup> September 2017

### Key Themes This Week

#### German Election weakens Merkel

Germany went to the polls over the weekend with the outcome being an expected victory for Angela Merkel's CDU Party. However, her party suffered a sharp drop in support, falling 8.5% to 33%. This was the party's worst election result since 1949. The main opposition party, the SPD, fell by 5.2% to 20.5%. This is their worst ever election result and the party will now go into opposition, having previously been in coalition with the CDU. The party that gained the most was the right wing AfD, up 7.9% to 12.6% overall, driven mainly by Ms Merkel's open door refugee policy. Overall, smaller parties did much better than expected which makes the formation of a coalition government more difficult. This weakens Mrs Merkel's hand from a wider European perspective. It also introduces a very pronounced Euro-sceptic element into the German parliament. The euro moved lower today as a result but we would expect this only to be a blip as European economic fundamentals remain very strong. The general market reaction has been muted. The implications from this election are like to be much more long-term.

#### Trump and North Korea saga to roll on

Over the weekend the US military confirmed that bombers and fighter jets had flown over waters east of North Korea, in a show of force designed to get Pyongyang's attention. The missions came at the end of a week that saw North Korea threaten to detonate a hydrogen bomb in the Pacific and Mr Trump stating that Mr Kim was on a suicide mission and the US would totally destroy North Korea if it attacked the US or its regional allies. The market reaction to these events has been restrained. We expect this type of rhetoric and events to continue to occur in the short term as Pyongyang and Washington go back and forth. China's approval of recent sanctions and instructions to Chinese banks to not do business with North Korea is heartening. But this issue will more than likely go unresolved in the short term as North Korea continue to push the envelope. During that timeframe it will continue to be a source of volatility for financial markets.

#### FOMC Meeting more hawkish than expected

The recent FOMC Meeting was the first in a long while that was noticeable for actual news. The Fed committed to reduce its balance sheet and laid out some details as to how it would achieve this. The Fed also still suggested one more hike this year and 3 more rate hikes in 2018, bringing the Federal Funds Rate to 2.125% by end of 2018. The market remain sceptical however and it now has that rate at 1.75% by the end of 2019. The Fed had been attempting to guide the market away from its previous view and it was somewhat successful. Prior to the meeting, markets had the rate at 1.5% by the end of 2019. However, there still remains a large gap between the Fed's guidance and where the market sees rates going. It remains to be seen who is correct and what that may mean for financial markets and the wider economy as a whole.

#### Stock Coverage This Week

AIB, BOI, European Banks, Kingspan, CRH, INM & Ryanair.

### Major Markets Last Week

	Value	Change	% Move
Dow	22350	81.25	0.36%
S&P	2502	1.99	0.08%
Nasdaq	6427	-21.55	-0.33%

UK Index	7289	35.49	0.49%
DAX	12612	52.97	0.42%
ISEQ	6685	3.05	0.05%

Nikkei	20,398	488.08	2.45%
H.Seng	27,500	-659.43	-2.34%
STOXX600	384	1.66	0.43%

Brent Oil	56.84	1.36	2.45%
Crude Oil	50.45	0.54	1.08%
Gold	1292	-15.36	-1.17%

Silver	16.9193	-0.29	-1.69%
Copper	293.5	-3.40	-1.15%
CRB Index	428.88	0.98	0.23%

Euro/USD	1.1907	0.00	-0.39%
Euro/GBP	0.8799	-0.01	-0.65%
GBP/USD	1.3532	0.00	0.27%

	Value	Change
German 10 Year	0.431	-0.02
UK 10 Year	1.35	0.05
US 10 Year	2.2499	0.02

Irish 10 Year	0.729	0.00
Spain 10 Year	1.625	0.04
Italy 10 Year	2.095	0.02

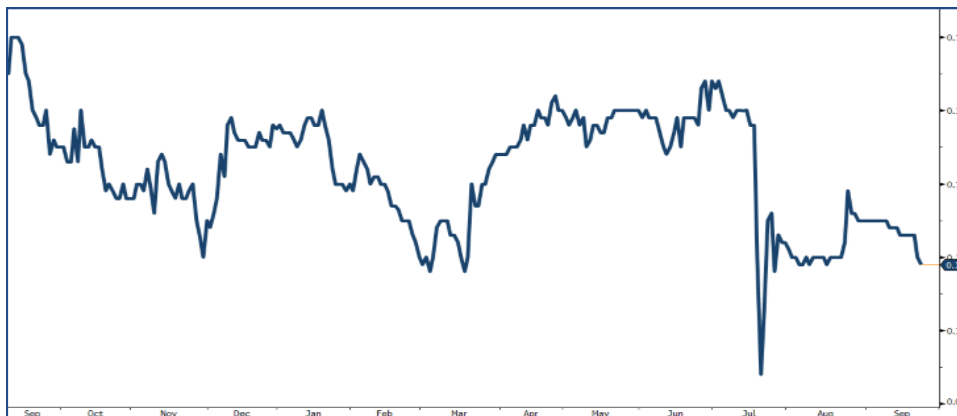
BoE	0.25	0.00
ECB	0.00	0.00
Fed	1.25	0.00

All data sourced from Bloomberg

## INM - Management Meeting Update

Closing Price: €0.109

William Heffernan | Investment Analyst



INM Key Metrics	2017e	2018e	2019e
Revenue (€'m)	297.333	279.333	265
EPS (€'c)	2.1	1.8	1.6
Price/ Earnings	5.45x	6.606x	6.81x
Div Yield	0%	0%	0%

Share Price Return	1 Mth	3 Mth	YTD
INM ID	-2.68%	-15.5%	-14.51%

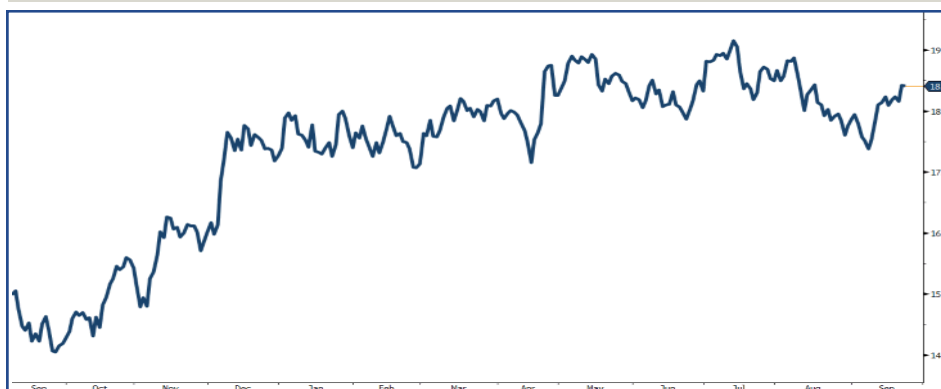
Source: All data & charts from Bloomberg

We recently hosted INM management in our offices post the recent release of results. Management confirmed that the 10.7% decline in print advertising revenue was in line with its expectations going forward. This is a substantial increase on previous guidance. Likewise on the digital side, management guided that the much slower growth of digital advertising revenue was likely in the medium term, driven by move to mobile and programmatic advertising, both of which are much lower margin than traditional direct advertising sales. There was positive news as the two major pension schemes are being wound up, giving some certainty over that issue. From a Newsprint perspective, the picture remains bright with growth in non-newspaper category revenue accelerating. However, it remains doubtful whether growth in this part of the business allied with Digital growth will prove enough of a catalyst to offset continuing declines in both print advertising and digital advertising prices. Management also confirmed that the M&A pipeline remains bleak, constrained by the regulatory environment in Ireland and high valuations on UK potential targets. The capital restructuring application to the High Court is unlikely to proceed until next year. Management has ruled out any dividend or buyback strategy. Despite the substantial cash on the balance sheet (c. €95m), it is difficult to see any catalyst in the near term which will see the stock re-rate further.

## Stoxx600 Banks ETF - H2 tailwinds in place

Closing Price: €18.325

Will Heffernan | Investment Analyst



Key Metrics	Current
Market Cap (€mn)	831.21
30 Day Avg Vol	249.9k
Div Yield	8.10%
Div Frequency	Quarterly

Share Price Return	1 Mth	3 Mth	YTD
SX7PEX GY	2.79%	4.01%	12.77%

Source: All data & charts from Bloomberg

At the September 7th meeting Mario Draghi indicated that ECB was starting preliminary work on tapering solutions and hoped to have it completed by the October meeting. Though we do not believe the ECB will actually implement rate rises until Q4 2018 or early 2019, the initiation of a tapering program should be one step along the path of policy normalisation. Markets should front run this and we believe yields should appreciate gradually as a result. We had seen a drop in the German 10 year yield from 0.60% to 0.37%. It has since moved back to 0.438% as inflation and we expect the German 10 year to move back to the top of that range. European banks should outperform the market if this occurs. From a longer term perspective, the economic backdrop is the most favourable for European banks since 2008. Lending growth is accelerating while the average European consumer has increased spending and is feeling more confident about future spending. Both in core and peripheral Europe banks are primed to take advantage of this European upturn. The sector continues to trade at attractive valuations due to historical legacy issues but we believe that these issues, including NPLs, have been well managed and should be less of a headwind going forward.

**CRH** - Earnings accretive acquisition

Closing Price: €30.745

Will Heffernan | Investment Analyst



Key Metrics	2017e	2018e	2019e
Revenue (€bn)	27.895	27.309	28.53
EPS (€)	1.720	1.93	2.169
Price/ Earnings	17.83	15.89	14.14
Div Yield	2.21%	2.32%	2.46%

Share Price Return	1 Mth	3 Mth	YTD
CRH ID	5.47%	-6.19%	-6.74%

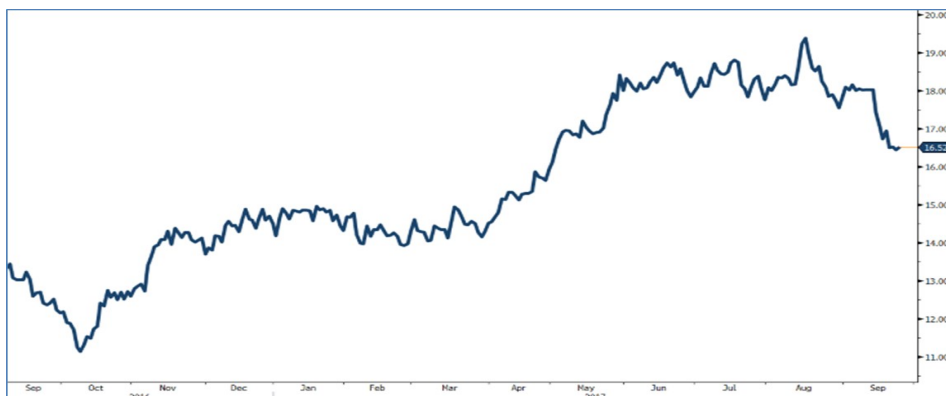
Source: All data & charts from Bloomberg

Management announced last week that it had struck a deal to acquire Ash Grove Cement for \$3.5bn. This continues management state goal of recycling capital from lower margin, higher multiple business into lower multiple, higher margin businesses. Ash Grove is a US based cement maker with 8 cement plants (capacity approx. 9mt) 52 ready mix plants, 25 sand & gravel plants and 20 limestone quarries. It is a private company and CRH did not divulge many details as it has yet to be technically approved by Ash Grove's shareholders. We do not foresee any problems from this regard. The deal has yet to receive anti-trust approval either but again we would have no worries in that regard. CRH expects the deal to close by year end 2017. This deal is likely to mean significant synergies for CRH as it has large overlap with Ash Grove's business and is in fact Ash Grove's biggest customer. Therefore this vertical integration makes sense and further increases CRH's presence in the higher margin US cement market. Ash Grove reported \$1.3bn in revenue and over \$300m in EBITDA in FY16. This implies an EV/EBITDA of 11.3x. The recent divestment of their lower margin Americas Distribution business was carried out at 16x EBITDA so this move holds true to management strategy. These multiples are likely to be further improved when synergies between Ash Grove and CRH are taken into account. We estimate this deal could be earnings accretive to the tune of 6-8% in 2018. At the same time CRH's 2018 net debt/EBITDA is likely to remain around 1.2x due to the \$2.6bn divestment of its Americas Distribution business. This implies management retains substantial firepower for further M&A.

**Ryanair** – Cost base set to increase, but will maintain cost advantage over peers

Closing Price: €16.445

Stephen Hall, CFA | Investment Analyst



Key Metrics	2018e	2019e	2020e
Revenue (€'m)	7,033	7,666	8,188
EPS (€)	1.249	1.409	1.551
Price/ Earnings	13.1x	11.7x	10.6x
Div Yield	0.00%	0.00%	0.00%

Share Price Return	1 Mth	3 Mth	YTD
RYA ID	-7.47%	10.3%	13.9%

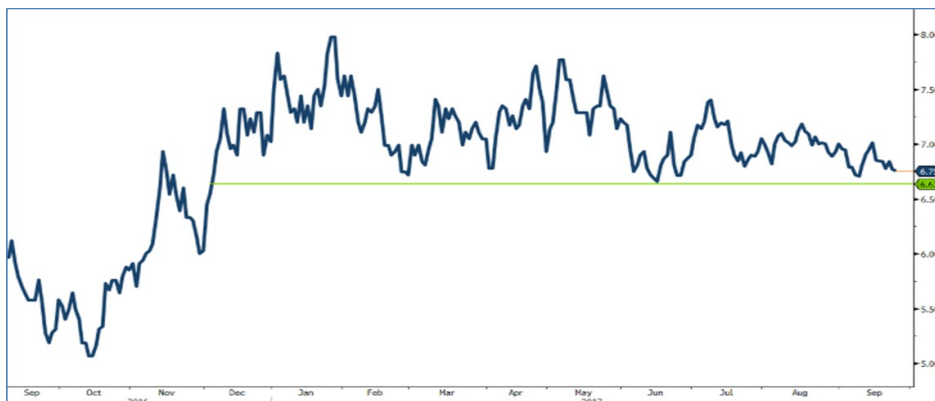
Source: All data & charts from Bloomberg

Last week was a hugely eventful week for Ryanair for all the wrong reasons which had to deal with the negative fall out of its recent 50 flights a day cancellations announcement, while trying to negotiate bonus and salary increase with its existing pilots base. News reports from last Friday suggest that pilots from over 55 of Ryanair's 86 bases have rejected Ryanair offer so far and are demanding even better pay conditions. Mr O'Leary admitted the airline is facing increased competition to retain pilots, but the primary cause of flight cancellations was due to rostering errors not a shortage of pilots. The total cost of disruption will be €25m to the airline in FY18, however the big unknown is the impact to reputational damage, and increased costs associated with higher pilot costs in the future it will have to pay. Ryanair conducted a 1 million seat sales at the weekend in an attempt to improve its PR image. In future, Ryanair may set aside 150 staff on standby to avoid such schedule errors again in the future. Ryanair has maintained its net income guidance of between €1.4bn to €1.45bn for FY18, however the consensus market expectations is €1.51bn which is 6% ahead of the mid-point of management consensus. The airline also said that forward booking held up strongly since the ordeal broke which is probably the reason for its share price has recovered since hosting its AGM. There will undoubtedly be negative noise surrounding Ryanair over the next several weeks as its wage negotiations with pilots are leaked to the press, however management admitted its error and acted quickly to notify and compensate affected passengers to save some face. We still believe in Ryanair's business model and feel its substantial cost advantage over competitors will enable to airline to have a competitive advantage on fares which should enable it to capture market share from peers.

## Irish Banks - Rising European yields set to Irish Banks

Closing Price: €6.772

Stephen Hall, CFA | Investment Analyst



BOI Key Metrics	2017e	2018e	2019e
Revenue (€m)	3,004	3,033	3,109
EPS (€)	0.657	0.645	0.680
Price/ Book	0.80x	0.77x	0.74x
Div Yield	2.24%	3.71%	5.05%

Share Price Return	1 Mth	3 Mth	YTD
BIRG ID	-3.5%	-0.8%	-3.8%

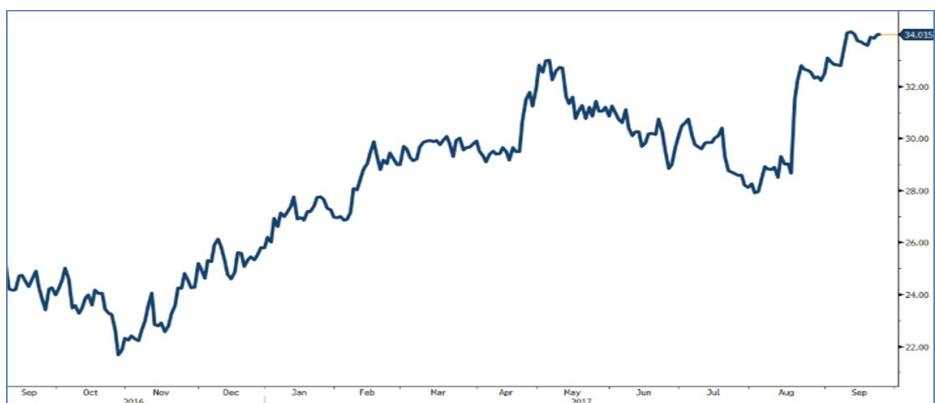
Source: All data & charts from Bloomberg

Both Bank of Ireland and AIB which are members of our Core Portfolio lagged the rally in the European Banking Index (SX7P Index) last week which benefitted from a rising yield environment as 10 year German bond yields moved higher to 0.46%. Global bond yields have edged higher of late following relatively hawkish developments from the BOE and the Fed. From a macro perspective we think the European economy is strong enough to warrant the ECB announcing a tapering of its QE bond buying programme at its next meeting in October which should lift European bond yields higher which in turn should help sentiment towards European banks. Irish banks have underperformed following AIB's recent SVR rate cut last week as competition for Irish mortgages intensifies which could be a headwind to NIM, however we think new lending growth in the future could offset lost income through rate cuts. Key focus for both banks is the improvement of asset quality and the potential sale of books of NPLs which could be a positive development for both banks in the near future. Bank of Ireland is a preferred trade of the two given its valuation discount relative to AIB and the broader European Banking Index. We think both AIB and BOI can be viewed as sustainable dividend plays and both should attract interest from institutional investors given the positive economic backdrop in Ireland at present.

## Kingspan — Management meeting reaffirms belief in outlook

Closing Price: €33.955

Stephen Hall, CFA | Investment Analyst



Key Metrics	2017e	2018e	2019e
Revenue (€m)	3,630	3,763	3,976
EPS (€)	1.628	1.751	1.892
Price/ Earnings	20.9x	19.4x	18.0x
Div Yield	1.11%	1.21%	1.33%

Share Price Return	1 Mth	3 Mth	YTD
KSP ID	4.5%	12.4%	31.8%

Source: All data & charts from Bloomberg

Last Friday we hosted Kingspan's CFO, Geoff Doherty in our Dublin office for a general discussion on recent business developments and the outlook for the future. This meeting reaffirmed our long term belief in the business. Management expects further MDI chemical price increases in the second half of 2017 due to ongoing global supply constraints, however margin recovery is a key focus for management and it is confident in its ability to recover cost pressures. The Group entered into a new joint venture (JV) in Columbia which opens up another brand new sales region in South America, which may present attractive growth opportunities over the long term, with revenue potential in the hundreds of millions. Kingspan is becoming a truly global company given its expansion into Australia and Asia in recent years opening up new end-user markets. India could be a new market to target in future years. Management said the acquisition pipeline is attractive but acknowledged valuations are lofty which is the primary reason for slower deal activity this year. The Group remains focused on product innovation which has been a cornerstone of its growth strategy for many years and has enabled it to develop best-in-class products to differentiate itself from its peers. We remain positive on the long term growth prospects for Kingspan which is well positioned to capitalise on the structural trend of the construction of more energy and thermal efficient buildings. It is a global leader in creating energy efficient buildings and manufactures innovative and high performance products. Despite trading close to all-time highs, we think Kingspan's share price can continue to post new all-time highs over the coming months.

# Cantor Core Portfolio - In Detail

Performance YTD	%
Portfolio	4.9%
Benchmark	3.2%
Relative Performance	1.7%
P/E Ratio	20.54x
Dividend Yield	2.6%
ESMA Rating	6
Beta	1.01

Sectors	Portfolio	Benchmark	+ / -
Consumer Discretionary	6%	11%	
Consumer Staples	5%	14%	
Energy	5%	6%	
Financials	24%	15%	
Health Care	5%	9%	
Industrials	27%	15%	
Information Technology	16%	9%	
Telecommunication Services	0%	3%	
Utilities	0%	3%	
Materials	12%	15%	
Real Estate	0%	2%	

FX	Portfolio	Benchmark
EUR	63%	54%
GBP	21%	26%
USD	16%	20%

Currency YTD %		
GBP	-3.0%	
USD	-11.8%	

## Benchmark

### Weighted Average Contribution

Index	Currency	PE	Outlook	Weighting	Total Return Local*	Weekly Return	Currency Contribution	Total Contribution
ISEQ 20 INDEX	EUR	16	Neutral	32%	-4%	-0.2%	0.0%	0.7%
UK 100 INDEX	GBP	15	Neutral	26%	3%	0.3%	-0.5%	0.7%
S&P 500 INDEX	USD	19	Neutral	20%	6%	-0.1%	-2.5%	0.3%
IBEX35 INDEX	EUR	14	Positive	6%	-4%	0.0%	0.0%	0.6%
DAX INDEX	EUR	14	Positive	16%	1%	0.0%	0.0%	0.9%
<b>Total</b>				<b>100%</b>			<b>-3.06%</b>	<b>3.2%</b>

## Core Portfolio

### Weighted Average Contribution

Stock	Currency	Yield*	Hold / Sold	Sector	Weighting	Total Return Local*	Weekly Return	Currency Contribution	Total Contribution
GLANBIA PLC	EUR	1.0	H	Consumer Staples	5%	-13%	0.0%	0.0%	0.2%
GREENCORE GROUP PLC	GBP	3.1	S	Consumer Staples	5%	-16%	0.0%	-0.2%	-1.2%
RYANAIR HOLDINGS PLC	EUR	0.0	H	Industrials	5%	0%	-0.5%	0.0%	0.5%
INDUSTRIA DE DISEÑO TEXTIL	EUR	2.3	H	Consumer Discretionary	6%	-11%	0.0%	0.0%	0.2%
DAIMLER AG-REGISTERED SHARES	EUR	5.1	S	Consumer Discretionary	6%	-1%	0.0%	0.0%	0.0%
LLOYDS BANKING GROUP PLC	GBP	5.7	H	Financials	5%	-2%	0.2%	-0.1%	0.3%
AMERICAN INTERNATIONAL GROUP	USD	2.1	S	Financials	5%	-5%	0.0%	0.1%	-0.2%
BANK OF IRELAND	EUR	2.2	H	Financials	5%	-6%	-0.1%	0.0%	-0.5%
ALLIANZ SE-REG	EUR	4.3	H	Financials	5%	10%	0.1%	0.0%	1.1%
FACEBOOK INC-A	USD	0.0	H	Information Technology	4%	12%	-0.1%	-0.5%	0.9%
PAYPAL HOLDINGS INC	USD	0.0	H	Information Technology	4%	33%	0.2%	-0.6%	1.6%
ALPHABET INC-CL A	USD	0.0	H	Information Technology	4%	-1%	0.0%	-0.5%	0.2%
AMAZON.COM INC	USD	0.0	H	Information Technology	4%	1%	-0.2%	-0.5%	0.0%
iShares STOXX Europe 600 Banks ETF	EUR	4.5	H	Financials	5%	2%	0.1%	0.0%	0.1%
GENERAL ELECTRIC CO	USD	3.9	S	Industrials	5%	-4%	0.0%	-0.2%	-0.3%
SIEMENS AG-REG	EUR	3.3	H	Industrials	6%	-8%	0.0%	0.0%	-0.5%
VINCI SA	EUR	2.9	H	Industrials	5%	6%	0.0%	0.0%	0%
SMURFIT KAPPA GROUP PLC	EUR	3.1	H	Materials	6%	6%	0.0%	0.0%	0.4%
ALLIED IRISH BANKS PLC	EUR	2.7	H	Financials	4%	2%	0.1%	0.0%	0.1%
CRH PLC	EUR	2.2	H	Materials	6%	-9%	0.2%	0.0%	-0.3%
KINGSPAN GROUP PLC	EUR	1.1	H	Industrials	5%	5%	0.0%	0.0%	1.3%
ROYAL DUTCH SHELL PLC-B SHS	GBP	6.1	H	Energy	5%	12%	0.2%	-0.1%	0.0%
DCC PLC	GBP	1.7	H	Industrials	6%	-1%	0.0%	-0.1%	0.8%
GLAXOSMITHKLINE PLC	GBP	5.5	H	Health Care	5%	-4%	0.0%	-0.1%	-0.1%
VERIZON COMMUNICATIONS INC	USD	4.7	S	Telecommunication Services	4%	4%	0.0%	-0.4%	-0.9%
<b>Total</b>					<b>100%</b>			<b>-3.28%</b>	<b>4.9%</b>

\*Red Denotes Deletions

\*Green Denotes Additions

\*Return as of last reweighting 03/05/2017

\*Yields are based on the mean of analyst forecast

All data taken from Bloomberg up until 22/09/2017.

**Warning : Past performance is not a reliable guide to future performance**

**Warning : The value of your investment may go down as well as up.**

## From the News - Monday's Headlines

- **Global** Emerging Markets lead the way on renewable energy
- **US** Donald Trump announces new US travel restrictions
- **Europe** Merkel wins 4th straight term but far-right makes gains
- **UK** Johnson aims to re-establish himself as key Brexiter
- **Ireland** Revenues fall at food group Arysza
- **Dublin** Dublin faces glut of offices if construction continues at current levels

## Current Stock Trading News

From a market trading perspective we are long Green REIT, Inditex, Royal Dutch Shell, Glanbia, and Kingspan and the positions remain in the money.

## This Weeks Market Events

Monday	Tuesday	Wednesday	Thursday	Friday
<b>Corporate</b>	<b>Corporate</b>	<b>Corporate</b>	<b>Corporate</b>	<b>Corporate</b>
Aryzta	NA	NA	Smurfit Kappa ex div.	NA
<b>Economic</b>	<b>Economic</b>	<b>Economic</b>	<b>Economic</b>	<b>Economic</b>
NA	US New Home Sales	US Durable Goods Orders	EU Business Confidence, US GDP Growth Rate.	CH Manufacturing PMI, JP Unemployment Rate, UK GDP.

## Upcoming Events

02/10/2017 N/A

03/10/2017 N/A

04/10/2017 N/A

05/10/2017 N/A

06/10/2017 N/A

02/10/2017 EU Unemployment Rate, Manufacturing PMI.

03/10/2017 NA

04/10/17ECB Non Monetary Policy Meeting, US Non Manf PMI

05/10/2017 US Balance of Trade.

06/10/2017 US Non Farm Payrolls.

## Cantor in The Media

- United States stocks close mostly higher, Dow has 2nd positive week in a row—chief market strategist—Peter Cecchini—Cantor Fitzgerald. Please click [here](#) to read full article

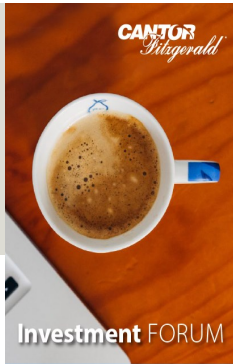
# Cantor Publications & Resources



## Daily Note

Each day we produce a market commentary outlining critical economic and company developments. We leverage off our global network of analysts and investment professionals to provide clients with critical insights from our local teams first thing in the morning.

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## Investment Forum

Through our investment Forum we bring you the latest market news, investment insights and a series of informative articles from our experts.

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## Regulatory Information

### Issuer Descriptions: (Source: Bloomberg)

- Bank of Ireland:** Bank of Ireland provides a range of banking, life insurance and other financial services to customers in Ireland and United Kingdom
- AIB:** Allied Irish Banks plc (AIB) attracts deposits and offers commercial banking services. The Bank offers mortgage, automobile, business, plant and equipment purchase, and lease financing loans, investment banking, securities brokerage, asset management and treasury services, and discounts invoices. AIB operates in Ireland, the United Kingdom, and the United States
- Inditex:** Industria de Diseno Textil, S.A. designs, manufactures and distributes apparel. The company operates retail chains in Europe, the Americas, Asia and Africa.
- Ryanair:** Ryanair Holdings plc provides low fare passenger airline services to destinations in Europe.
- ICG:** Irish Continental Group plc markets holiday packages and provides passenger transport, roll-on and roll-off freight transport, and container lift on and lift-off freight services between Ireland, the United Kingdom and Continental Europe.
- Siemens:** Siemens AG is an engineering and manufacturing company. The Company focuses on four major business sectors including infrastructure and cities, healthcare, industry and energy. Siemens AG also provides engineering solutions in automation and control, power, transportation, and medical.
- Greencore:** Greencore manufactures and distributes a diverse range of primary foods and related products, food ingredients and prepared foods to the consumer and industrial sectors.
- Daimler:** Daimler AG develops manufactures, distributes and sells a wide range of automotive products mainly passenger cars, trucks vans and buses. The Company also provides financials and other services relating to its automotive businesses.
- Lloyds:** Lloyds offers a range of banking and financial services including retail banking, mortgages, pensions, asset management, insurance services, corporate banking and treasury services.
- AIG:** AIG is an international insurance organisation serving commercial, institutional and individual customers.
- Allianz:** Allianz, through its subsidiaries, provides insurance and financial services.
- Facebook:** Facebook Inc. operates a social networking site.
- PayPal:** PayPal operates a technology platform that enables digital and mobile payments on behalf of customers and merchants.
- Alphabet:** Alphabet provides web based search, advertisement, maps, software applications, mobile operating systems, consumer content and other software services.
- Amazon:** Amazon is an online retailer that offers a wide range of products.
- GE:** General Electric is a globally diversified technology and financial services company.
- Smurfit Kappa:** Smurfit Kappa manufactures paper packaging products.
- CRH:** CRH is a global building materials group.
- Kingspan:** Kingspan is a global market player in high performance insulation and building envelope technologies.
- Royal Dutch Shell:** Royal Dutch Shell explores, produces and refines petroleum.
- DCC:** DCC is a sales, marketing, distribution and business support services company.
- GlaxoSmithKline:** GSK is a research based pharmaceutical company.
- Kerry:** Kerry Group PLC is a major international food corporation. The Group develops, manufactures, and delivers innovative taste solutions and nutritional and functional ingredients.
- GlaxoSmithKline:** GlaxoSmithKline PLC is a research-based pharmaceutical company
- iShares STOXX Europe 600 Banks UCITS ETF:** iShares STOXX Europe 600 Banks UCITS ETF is an open-end, UCITS compliant exchange traded fund incorporated in Germany. The fund aims to track the performance of the STOXX Europe 600 Banks index. The fund distributes income received to shareholders .
- AIB:** Allied Irish Banks plc (AIB) attracts deposits and offers commercial banking services. The Bank offers mortgage, automobile, business, plant and equipment purchase, and lease financing loans, investment banking, securities brokerage, asset management and treasury services, and discounts invoices. AIB operates in Ireland, the United Kingdom, and the United States
- Bank of Ireland:** Bank of Ireland provides a range of banking, life insurance and other financial services to customers in Ireland and United Kingdom
- Vodafone:** Vodafone Group PLC is a mobile telecommunications company providing a range of services, including voice and data communications
- Independent News and Media:** Independent News & Media PLC (INM) is an international media group.

None of the above recommendations have been disclosed to the relevant issuer prior to dissemination of this Research.



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## Regulatory Information

### Historical Record of recommendation

**Kingspan:** We have changed our rating for Kingspan from Not Rated to Outperform on the 14/03/2016

**Ryanair:** Ryanair was added to the Core Portfolio at inception in and have had an Outperform recommendation since then

**AIB:** We moved our rating from under perform to out perform on the 23/06/2017

**Bank of Ireland:** We have reinstated an outperform rating on Bank of Ireland as of 13/07/2016

**Vodafone:** We have been positive on Vodafone's outlook since 04/02/14 and no changes have been made to this recommendation in the last 12 months

**CRH:** We have added CRH to our core portfolio on the 01/01/16, with a recommendation of Outperform

**INM:** We updated our recommendation to Market Perform from Outperform on 19/05/17.

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