

# Weekly Trader

## Upcoming Market Opportunities and Events

**CANTOR**  
*Fitzgerald*

Monday, 26<sup>th</sup> February 2018

### Key Themes This Week

#### Powell Testimony

It is a big week Jay Powell, the new chairman of the Federal Reserve, as he makes his first appearance in front of Congress. This address will be keenly followed by global investors as they seek their first insight into the FED's direction under its new leadership. Powell succeeds Janet Yellen who was at the helm of FED during a time where quantitative easing and ultra-low interest rates have helped to keep the economy ticking over.

Over the previous three years, the FED has gradually begun to normalize policy by increasing interest rates and shrinking their balance sheet (otherwise known as quantitative tightening). However, under Donald Trump, recent fiscal expansion policy through corporate tax cuts, an agreement on future deficits and the potential infrastructure investment plan have muddled the waters. The US now stands in a position of somewhat offsetting policy from the Federal Reserve and the Government.

At present the market has priced in between two and three interest rate hikes in 2018, while the FOMC (Federal Open Market Committee) has a median forecast of three. However with the increased fiscal expansion there is the possibility that the neutral interest rate (interest rate required for GDP to grow at its trend rate and for inflation to be stable) has increased. The market will look to Fed guidance to ascertain the speed of future policy tightening. Earlier this month, on the back of a surprising wage inflation number, we saw the equity markets decline by 10% while the US ten year yield reached 2.95%. Market concerns regarding inflation and a possible ramping up in tightening are clearly evident.

Powell's longer term agenda will be interesting. Long run deflationary pressure from technology advances and changing demographics have brought the FED traditional models such the Phillips Curve (relationship between unemployment inflation) and the Taylor Rule into question. The FED has stuck to its 2% inflation target steadfastly throughout. However, market participants have questioned the validity of this target considering the aforementioned secular trends.

The consensus is that Powell will continue where Janet Yellen has left off, a slow and gradual tightening. Any changes to this are likely to result in market volatility. If he moves the dial to the more hawkish side of the boat we could see another spike in US yields and equity markets selling off. The reverse is also true.

**This week:** We cover off on Bank of Ireland, Kingspan, DCC, CRH, Vodafone, Siemens and Green REIT

### Major Markets Last Week

	Value	Change	% Move
Dow	25310	109.62	0.43%
S&P	2747	16.10	0.59%
Nasdaq	7337	80.96	1.12%

UK Index	7265	17.43	0.24%
DAX	12542	156.46	1.26%
ISEQ	6727	-70.33	-1.03%

Nikkei	22,154	4.42	0.02%
H.Seng	31,499	383.17	1.23%
STOXX600	383	4.81	1.27%

Brent Oil	67.29	1.62	2.47%
Crude Oil	63.58	1.90	3.08%
Gold	1340	-6.61	-0.49%

Silver	16.7298	0.06	0.33%
Copper	325.55	-1.30	-0.40%
CRB Index	442.97	1.05	0.24%

Euro/USD	1.2344	-0.01	-0.51%
Euro/GBP	0.8780	-0.01	-0.94%
GBP/USD	1.406	0.01	0.43%

	Value	Change
German 10 Year	0.67	-0.07
UK 10 Year	1.54	-0.06
US 10 Year	2.8642	-0.01

Irish 10 Year	1.141	-0.02
Spain 10 Year	1.567	0.06
Italy 10 Year	2.022	-0.02

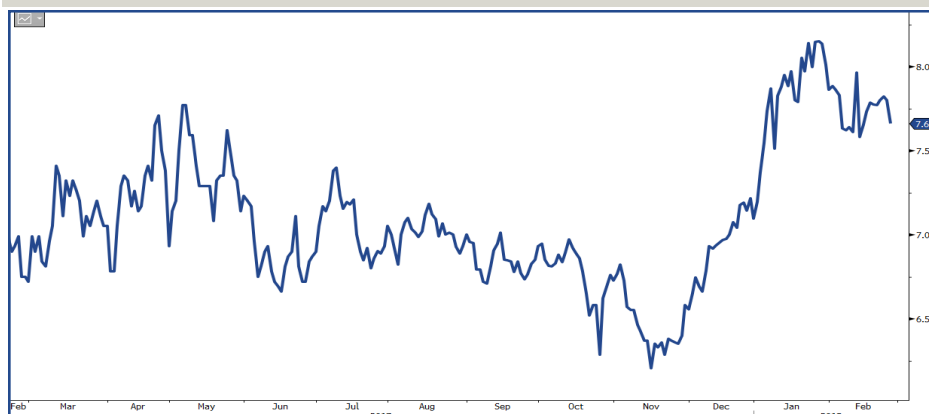
BoE	0.5	0.00
ECB	0.00	0.00
Fed	1.50	0.00

All data sourced from Bloomberg

**Bank of Ireland - NIM decline and below expected dividend likely to be the focus**

Closing Price: €7.80

William Heffernan | Investment Analyst



Key Metrics	2018e	2019e	2020e
Revenue (€'bn)	3.02	3.08	3.23
EPS (€)	0.65	0.69	0.73
Price/ Earnings	11.74	11.16	10.43
Div Yield	2.92	4.04	5.82

Share Price Return	1 Mth	3 Mth	YTD
BIRG ID	-4.2%	22.6%	9.9%

Source: All data &amp; charts from Bloomberg &amp; CFI

Bank of Ireland released FY17 results this morning that the market is likely to perceive as below expectations. Underlying profit came in at €1,078m, beating our estimates of €914m and marginally up year on year. NIM came in at 2.29%, which was an increase of 9bps from last year's number. However, it is down from the half year figure 2.32% and 2.38% last quarter. It was behind our own estimates of 2.34%. This was mainly driven by actions taken by management to address some technical and structural issues (mainly related to MREL, TRIM and IFRS9). Management guidance on NIM was also somewhat lacking with expectations that NIM will be modestly lower than 2017, broadly in line with a 2017 exit NIM of 2.24%. On the call, management stated that it was optimistic from a longer term perspective regarding NIM expansion, stemming from a healthy balance sheet, good macro conditions and expected tick up in lending volumes. The growth in the balance sheet is expected to be weighted towards the second half of the year, which implies we may see a better picture towards the end of 2018.

Management confirmed resumption of dividends with a FY17 dividend of 11.5c per share (ex-date 19/04/2018). This is approx. 11% of pre-tax profits. We had been expecting this to reach 20%, as had the rest of the market. This is also likely to be received negatively by the market. Importantly, management also stated that it expects dividends to increase on a progressive and prudent basis, building towards a dividend pay-out ratio of 50% of sustainable earnings. Management does not expect this to occur in 2018 and was keen to stress that as it was the first dividend in 10 years, it was always likely to be a conservative one.

From a positive perspective, new lending grew 11% to €14.1bn. New mortgages grew by 41%. Importantly, overall market share ticked up from 26% to 27%, stemming the recent trend of losing market share. Management also guided for net loan book growth in 2018. Irish Retail lending grew from €4.8bn to €5.3bn (+9% yoy). In the UK new retail lending was €4.6bn (+12% yoy). Corporate and Treasury lending increased from €3.2bn to €3.6bn. One point to note is that management expects to re-enter the Irish mortgage broker market (20% of overall market) later in the 2018. Over the last few years, it lacked a presence in this market which undoubtedly had an impact on the bank's ability to grow market share. Management expects loan growth to be primarily driven by the Irish mortgage market and a tick-up in SME lending. Overall net loan book growth should be positive in 2018.

Fundamentally, the bank remains very solid. It continues to manage the Non-Performing Exposures (NPEs) very well. Overall NPE's fell by 31% yoy to €6.5bn. This is a reduction of €1.2bn in the last quarter alone, a very strong performance. The overall NPE ratio came down to 8.3%, closer to the European average of 5%. CET1 ratio came in 13.8%. This was reduced by 20bps due to IFRS 9 transition adjustments which implies a CET1 ratio of 13.6% currently. In total, the Group generated 140bps of organic capital in 2017. Management expects a CET1 ratio in excess of 13% going forward and to generate capital at approx. 35-40bps a quarter going forward. Regulatory CET1 ratio came in at 15.8%. Impairment charge on customer loans fell to 2bps (€15m), down from 21bps (€176m) in 2017. However, as expected management guided for a 2018 impairment charge to tick back up to c.20bps. Customer deposits of €75.9bn account for 100% of Group funding. Other metrics remain strong with Loan to Deposit Ratio at 100%, Liquidity Coverage Ratio at 136% and Net Stable Funding Ratio at 127%.

Operating expenses are expected to be reduced in 2018. This would mark a turning point after several years of increasing costs. Staff costs came in at €900m, with wage inflation of 2% included. On the call, management stated that the new technology infrastructure will be largely in place by the end of next quarter, allowing the commencement of testing on Temenos, which will ultimately replace the Group's core banking platforms. Investment in this platform came in at €195m (CET1 impact of 40bps) with €111m expensed to income statement. Management guidance was for costs associated with this project to impact CET1 ratio by another 40bps. Non-core items include a charge of €170m stemming from the tracker mortgage issue. Levies and regulatory charges are expected to total €100m-€105m in 2018.

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## Bank of Ireland cont'd

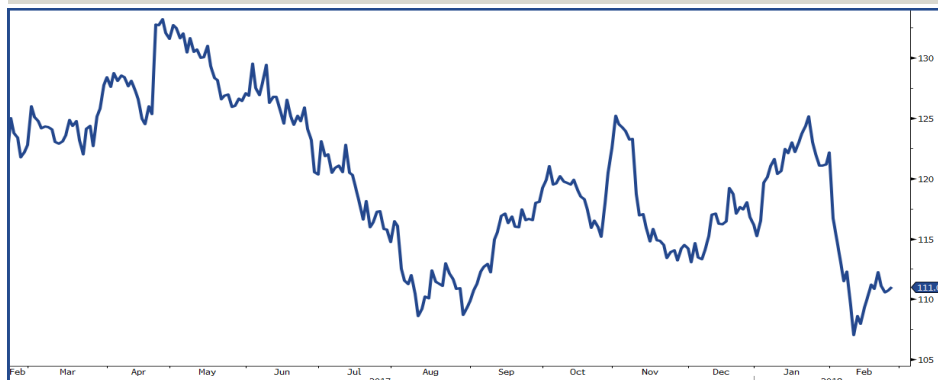
Overall, the decline in NIM on a half year and quarterly basis coupled with the less than expected dividend pay-out is likely to weigh on the stock in the near term. Focus now turns to this morning's analyst call in the short term and the Investor Day in June where management is expected to expand further on strategic priorities and growth ambitions. Bank of Ireland had rallied 30% in advance of these results and was trading at a premium to the overall sector. Management is expected to outline their expectations of loan growth, infrastructure investment & progress plans along with other strategic plans in June.

The fundamentals of the bank remain very solid. The re-entry in the mortgage broker market will undoubtedly help grow new lending. While the picture for NIM in 2018 may be somewhat lacking, management's guidance on capital distribution may be conservative. It is expected to generate 35-40bps a quarter, with 40bps set aside for infrastructure investment. While management will set some of the remaining 100bps aside for IFRS and TRIM requirements, undoubtedly it puts the group in a very strong position for redistribution of capital to shareholders. Management has set the goal for dividend to reach 50% of sustainable earnings. The macro backdrop, particularly in Ireland, remains positive from a potential lending growth perspective. We maintain our Outperform.

## Siemens— Recent retracement presents opportunity

Closing Price: €110.72

Will Heffernan | Investment Analyst



Key Metrics	2018e	2019e	2020e
Revenue (€'bn)	84.7	88.5	91.8
EPS (€)	7.6	8.4	9.1
Price/ Earnings	14.6	13.2	12.3
Div Yield	3.4	3.6	3.8

Share Price Return	1 Mth	3 Mth	YTD
SIE GY	-8.3%	-2.7%	-4.4%

Source: All data &amp; charts from Bloomberg &amp; CFI

We have been highlighting the [multi-year restructuring story](#) that Siemens is currently undergoing. It has suffered with the rest of the European market lately and the stronger euro has obviously had a negative impact. Towards the end of last week the euro weakened as comments in the ECB minutes suggested that Council members have worries about euro appreciation in the near term. EURUSD moved back below the \$1.23 mark to \$1.225. In the short term, this euro weakness is likely to be a positive catalyst for an exporter like Siemens. Siemens intends to IPO its Healthineers division in H1/18, with an estimated value of €35 - €40bn. Management is also spinning off its rail division into a joint venture with Alstom, continuing its stated goal of streamlining the business in order to focus on higher growth, higher margin areas such as robotics, industrial automation and industrial artificial intelligences. Siemens already is the market leader in this area and substantial recruitment of software engineers over the past year should ensure it remains so. Siemens currently trades on 2018 P/E of 14.87x (compared to a sector average of 18.5x), EV/EBITDA of 10.5x (compared to a European capital goods average of 13.5x) with FCF yield of 5%. From a historical valuation perspective and also relative to peers this represents a good buy-in point. Order trends in the last earnings report looked reasonably strong, even in P&G. We believe that the P&G headwinds are now fully priced in and markets should begin to appreciate what CEO Joe Kaeser's multi-year restructuring plan means for future earnings growth. It should also be noted that its FY18 estimated dividend is 3.42%.

**Kingspan - FY results in line but UK guidance negative**

Closing Price: € 35.70

William Heffernan | Investment Analyst



Key Metrics	2018e	2019e	2020e
Revenue (€'bn)	4.29	4.62	4.59
EPS (€)	1.8	2.0	2.2
Price/ Earnings	19.3	17.5	16.6
Div Yield	1.20	1.35	1.42

Share Price Return	1 Mth	3 Mth	YTD
KSP ID	-3.62%	5.50%	-1.94%

Source: All data &amp; charts from Bloomberg &amp; CFI

Kingspan released full year results on Friday of last week. In summary 2017 was in line but there were some negatives pointing to tougher times ahead in 2018. FY17 adjusted EPS came in at €1.658 (+11% yoy) beating estimates of €1.629. Revenue was in line at €3.668bn (+18% yoy). Trading profit came in line with expectations at €377.5m (+14% yoy in constant currency terms) There was a miss on full year EBITDA at €441.7m vs est. €447.85m. Net income also slightly missed at €296.54m vs est. 297.33m. FY dividend was 37c (+10% yoy) while the balance sheet remained in a very strong position with a net debt/EBITDA position of 1.05x.

One major headwind in towards the end of 2017 was the significant tick up in cost inflation across the board. Overall Group margin fell to 10.3%, a decline of 70bps. Margins in the Panel business fell by 120bps for the full year to 10%. Management stated that “chemical cost increases were at levels not experienced before, which when combined with supply tightness led to a period of balancing margin and growth priorities and the need for significant price increases for our own products”. It stated that it had successfully recovered all input price increases but at the cost of losing market share to rivals, which management expects to regain over time. With regards to the divisional and regional picture, 2017 was a mixed year. France, Benelux and the Nordics performed strongly while Germany was weak, driven by very competitive pricing and excess capacity. The UK, which had performed strongly for most of 2017, had a sharp decline in orders towards year end, mainly in the non-residential segment. Management also stated that UK order intake in its Panel division is down 15% yoy so far in 2018. North America was modestly ahead with low double digit order intake. Latin America, a recent new market for Kingspan, performed strongly. Divisional results were broadly as expected with the major point to note being margin pressure in Panels.

On the day the market was more focused on the negatives including cost inflation and a weak start to 2018 ahead of anything else in this release. With regards to pricing, management stated that the challenge of increased input costs have been managed effectively, albeit with losing market share. However, their outlook for 2018 cost inflation was somewhat vague, stating they are “experiencing improved raw material supply albeit with prices remaining high”. On the call the picture was more positive. Of the €200m approximate cost inflation, management has recovered 95% of it. Its guidance for 2018 was also relatively positive. On the chemical side it does not expect a major tick-up in costs as supply has now increased. It stated that there is more potential for cost increases on the steel side, particularly in the US, but currently does not see a demand level which makes that likely. Management also stated that it expects to recover market share as the majority of its peers had now caught up with Kingspan after increasing their prices. Guidance for FY18 margin was 10%, which would be a decline of 30bps yoy.

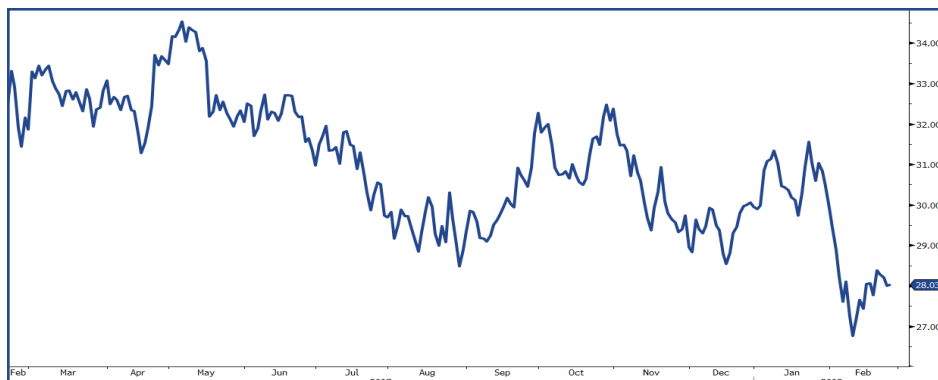
The guidance on the UK (approx. 26% of revenue) orders is also likely to be received poorly by the market. Management have stated that the overall project pipeline is stable but the number of postponements have risen dramatically. It stated on the call that it was a matter of order execution and that no projects have actually been cancelled. The success of QuadCore has been encouraging with a penetration rate of 15% in its full second year and is targeted to reach a run-rate of more than 40% in 2018. It should also be noted when Kingspan completes some planned acquisitions UK sales should drop from 26% to 20% of the overall group. This may offset some of the drag from order postponement but without doubt, Kingspan's UK end market is likely to struggle this year with volumes declining by potentially 20%.

The overall business has gotten off to a slow start in 2018 but “the healthy nature of its orderbook in most regions should see that improve through the first quarter” with the UK is the exception to the above statement. The ongoing structural conversion to QuadCore and Kooltherm is progressing well and relatively new markets such as Asia Pacific & LATAM hold significant growth potential. During 2017 management committed €613.9m on ten acquisitions and we would expect management to continue to deploy capital for the right opportunities. The general shift worldwide to more energy efficient buildings should continue and Kingspan should be a prime beneficiary. The business is highly cash generative, with an excellent management team, and is continually diversifying its geographic and product revenue streams, while the increased adoption of its two flagship products, Kooltherm and Quadcore, should improve the product mix and operating margins of the Group. The stock solid off 8.86% at the open but the end of session was only down xxx%, highlighting the continuing belief the market has in the model. However, we maintain our longer-term Outperform.

**CRH – Valuation represents opportunity**

Closing Price: € 28.00

Will Heffernan | Investment Analyst



Key Metrics	2017e	2018e	2019e
Revenue (€'bn)	27.57	27.58	28.59
EPS (€)	1.64	1.98	2.23
Price/ Earnings	17.08	14.2-	12.56
Div Yield	2.43	2.54	2.70

Share Price Return	1 Mth	3 Mth	YTD
CRH ID	-8.47%	-5.53%	-6.53%

Source: All data &amp; charts from Bloomberg &amp; CFI

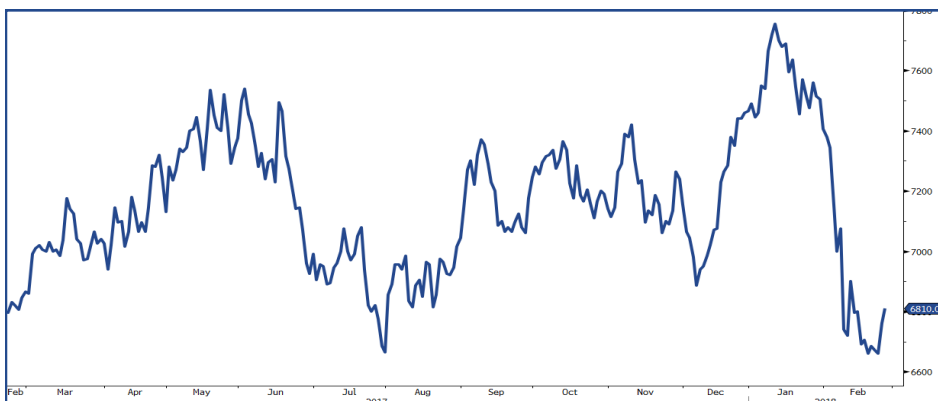
It is likely that CRH suffered from the [same negative trends](#) afflicting its US peers and should be evident when results are released on the 3rd March. If this is the case the stock is likely to be down on the day. However, [our recent meeting with management](#) was very positive with brighter prospects for US volume (3-5% growth) & price and European volume while expectations of marginal improvement in European pricing. The recent acquisitions should be 8-10% accretive this year. Management guided that year end net debt excluding the Anderson and Vontorantim assets to be in line with last year, which stood at €5.341bn. With FY EBITDA guidance maintained at €3.2bn, this implies a FY17 net debt/EBITDA ratio of just 1.6x, a very strong position.

CRH is currently trading at a substantial discount to what we believe is fair value. FY18 P/E is 14.21x, representing a 30% and 46% discount to 10 year (20.4x) and 5 year (26.3x) average respectively. Relative to peers, the picture is also favourable. In Europe it is currently trading in line with its European peers (average 14.16x) when historically it has always traded at a substantial premium due to 60% of its EBITDA stemming from the higher margin, higher growth US market. Against its US peers, it is trading at a 26% discount (FY18 peer average of 19.4x). If you were to take a correctly weighted multiple contingent on revenue generation, CRH should be trading at approx. FY18 P/E of 17.30x. This implies it is currently trading at a 17.8% discount to what is a fair value multiple. If the stock trades down post results we would recommend picking it up

**DCC – No earnings downgrades ensure attractive valuations**

Closing Price: £67.60

Will Heffernan | Investment Analyst



Key Metrics	2018e	2019e	2020e
Revenue (£'bn)	13.88	14.95	15.21
EPS (£)	3.13	3.73	3.88
Price/ Earnings	21.76	18.29	17.57
Div Yield	1.79	2.01	2.16

Share Price Return	1 Mth	3 Mth	YTD
KSP ID	-9.57%	-4.65%	-9.44%

Source: All data &amp; charts from Bloomberg &amp; CFI

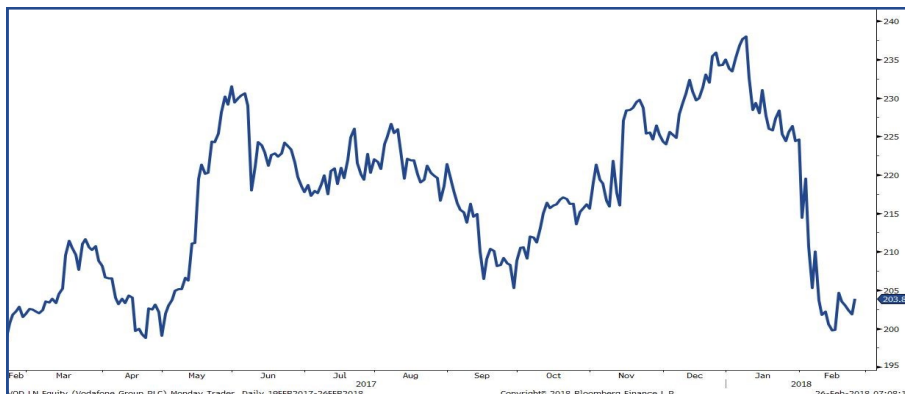
DCC has traded down approx. 13.7% from its high in 2017 as Brexit worries and the overall European sell-off took its toll. From our perspective, nothing has changed with the fundamental investment case and all the catalysts previously outlined remaining in place. There has been no downgrade in earnings expectations. In fact, the opposite. FY18 EPS expectations have moved up from £3.116 to £3.119, FY19 from £3.647 to £3.76 and FY20 from £3.85 to £3.91. It is currently pricing at £67.05 with the Street consensus price target at £82.99, representing 23.6% upside. From a valuation perspective it is also an attractive opportunity. FY19 P/E of 17.83x represents at 38% discount to its 5 year average and 12.2% discount to its ten year average. Considering management's excellent track record of earnings beats & accretive M&A along with the fact that we have seen no earnings downgrades, we believe this is a good time to pick up DCC stock. We maintain our Outperform



**Vodafone** - Management restructuring and high dividend

Closing Price: GBp 203.85

Pierce Byrne, CFA | Investment Analyst



Key Metrics	2017e	2018e	2019e
Revenue (€'bn)	46.26	46.48	47.06
EPS (€)	0.109	0.117	.139
Price/ Earnings	21.4	19.97	16.814
Div Yield	6.42	6.46	6.76

Share Price Return	1 Mth	3 Mth	YTD
VOD LN	-10.73%	-9.56%	-13.26%

Source: All data &amp; charts from Bloomberg &amp; CFI

Vodafone has traded down since releasing its Q3 update at the beginning of the month, circa 5%. This was driven by market concerns around competition, costs and regulation across the multiple geographies Vodafone operates in. Increased competition in EU markets is expected to add margin pressure, which management hope to counteract with a quality over pricing strategy. Revenue figures were slightly below expectation, with strong operating performance. A number of issues around regulatory costs needs to be addressed while management are confident in achieving full year guidance. In addition, the announcement on the 2<sup>nd</sup> of Feb of early stage talks with Liberty Global on the merger of some European assets has received mixed reviews, Vodafone stressed however that talks were not considering a full merger.

The Liberty Global deal offers a lot of opportunity to be more competitive across smaller EU markets, and they have already successfully merged their Dutch operations. The process could be repeated in a number of markets and result in strong market positions. While the UK and Germany provide the largest opportunity for cost synergies, German regulators will possibly oppose the combination of the Vodafone's Kabel Deutschland and Liberty Global's Unity Media which are the one and two cable TV operators in Germany. Meanwhile Vodafone is in the process of merging its Indian business with Idea Cellular which once completed will be India's largest telecom provider and should offer significant cost saving opportunities, strengthen the consumer base and offer high quality services. The process is on track with National Company Law Tribunal (NCLT), Competition Commission of India (CCI), and Securities and Exchange Board of India (SEBI) all having approved the merger, with Department of Telecommunications (DoT) the only outstanding approval. The deal is expected to close towards the end of H1 2018.

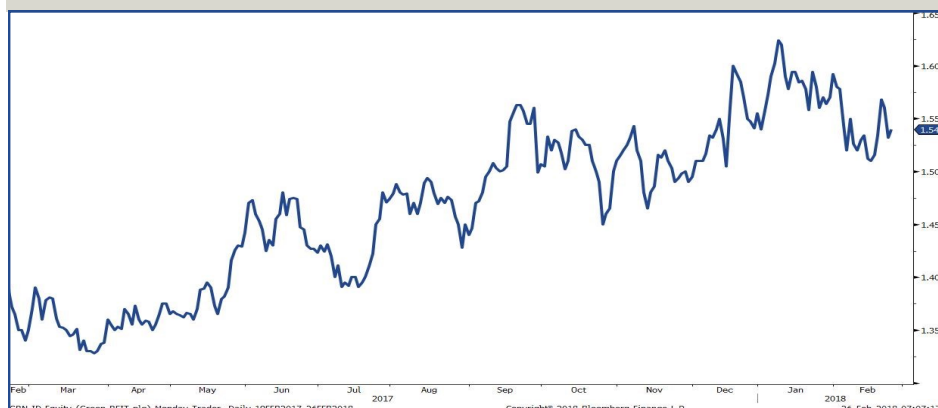
Vodafone's transition from a wireless only provider to incorporating fixed line services has early signs of providing more diversified revenue streams and we are beginning to see that in the increased customer numbers across key markets. The quality of assets acquired mean Vodafone is much better placed to compete with a range of services and bundles which we would expect to help further grow their client base. We also believe that Vodafone's capital spending program will help deliver on customer numbers growth. A target strategy of competing on quality as opposed to price is effective given their Net Promoter Score (NPS) where they are leader or co-leader in 18 of their 21 markets, showing customers are happy with the service and willing to pay the premium.

Vodafone remains one of our top picks in the telcos space, at a current price of 204p we believe it is trading at a marginal discount to fair value. The stock has a particularly high dividend yield of 5.7%. We maintain our Outperform rating.

## Green REIT - Management Meeting Update

Closing Price: €1.54

Pierce Byrne, CFA | Investment Analyst



Key Metrics	2018e	2019e	2020e
Revenue (€m)	71.45	81.65	84.20
EPS (€)	.059	.074	.076
Price/ Earnings	26.17	20.86	20.316
Div Yield	3.5	4.0	4.2

Share Price Return	1 Mth	3 Mth	YTD
GRN ID	-3.4%	3.36%	-0.96%

Source: All data &amp; charts from Bloomberg &amp; CFI

After trading up on release of their interim results with strong volume, circa 3mln shares, Green REIT closed at €1.57 on Tuesday. Following light volumes for the remainder of the week, it closed at €1.54. Results, [as summarised during the week](#), have been received positively with recognition that management are on track to achieve/beat full year earnings targets. The Dublin market has seen significant demand both on the office rental and development land side. Brexit fear has been primary driver as well as significant demand from Tech companies in the city. Due to compressed yields in the city centre, we would expect to see the market focus more on the greater Dublin area, other major cities in Ireland and to look at other higher yield property types like Logistics.

Keeping debt levels low, with a fully let LTV of 25.8% (current LTV of 22.1%), along with asset quality has strengthened managements position to secure some of the highest rents in the city centre, with management advising median rents for Grade A city centre office space around €55 - €60 per sq ft. One Molesworth Street has significantly outperformed this with rents in the 62 – 67 per sq ft region and it is expected that TD Securities will agree terms for the final floor. The overall portfolio also has a strong weighted average unexpired lease term (WAULT), time remaining on existing leases, of 8.2 years.

Management have a positive outlook on the current stock of vacant and speculative space coming on line in the short term with strong take up demand coming from the US tech sector and IDA driving Brexit relocations. With a target rent roll of €86.8m, which is +€11.1m on Dec-17 contracted rent roll, this includes €2.1m from revisionary Estimated Rental Value (ERV), €3.4m from committed ERV on vacant space and €6.4m from developments in progress.

EPRA NAV was up 2.7c to 168.3c, which included positive property price appreciation which was largely offset by the introduction of a 6% stamp duty and dividend paid. Given the strong rental yield on the portfolio and the timing in the current cycle, we see limited scope for significant future NAV appreciation from 2020 onwards. There is €91m in CapEx outstanding; we see a lot of the upside from these projects already priced in with estimated valuations at the higher end of the market. All future development will be likely be focused on Central Park with an additional 400,000 sq ft of development land and Horizons Logistics Park with 2.75m sq ft. We do not expect any significant projects to be initiated in the short term outside of what is already underway.

On balance we see Green as a secure income stock from a multi-year perspective. In terms of asset price appreciation, we believe the scope for this is limited, particularly from 2019 onwards. The total portfolio is producing 385 bps above 10 year Irish yields, which is a healthy spread considering both the quality of assets and security from high calibre tenants. We do expect this to tighten but it is attractive compared to the wider European market. Management are paying an interim dividend of 2.6c per share (or 80% of EPRA earnings), which we expect to continue and a full year target of 4% of NAV. The stamp duty change during 2017 has cooled appetite for transactions and we expect management to focus on existing assets over the medium term. We maintain our Outperform rating.

# Cantor Core Portfolio - In Detail

Performance YTD	%
Portfolio	0.3%
Benchmark	-3.1%
Relative Performance	3.4%
P/E Ratio	20.49x
Dividend Yield	2.2%
ESMA Rating	6
Beta	1.03

Sectors	Portfolio	Benchmark	+ / -
Consumer Discretionary	6%	11%	
Consumer Staples	5%	14%	
Energy	5%	6%	
Financials	24%	15%	
Health Care	5%	9%	
Industrials	21%	15%	
Information Technology	16%	9%	
Telecommunication Services	0%	3%	
Utilities	0%	3%	
Materials	18%	15%	
Real Estate	0%	2%	

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

Currency YTD %		
GBP	0.50%	
USD	-2.16%	

## Benchmark

### Weighted Average Contribution

Index	Currency	PE	Outlook	Weighting	YTD Return (EUR)	Weekly Return	Currency Contribution	Total Contribution
ISEQ 20 INDEX	EUR	16	Neutral	32%	-3.5%	0.3%	0.0%	-1.1%
UK 100 INDEX	GBP	14	Neutral	26%	-4.2%	0.5%	0.7%	-1.1%
S&P 500 INDEX	USD	17	Neutral	20%	-1.2%	0.2%	-2.5%	-0.2%
IBEX35 INDEX	EUR	13	Positive	6%	-1.8%	0.1%	0.0%	-0.1%
DAX INDEX	EUR	13	Positive	16%	-3.5%	0.2%	0.0%	-0.6%
<b>Total</b>				<b>100%</b>		<b>1.2%</b>	<b>-0.32%</b>	<b>-3.1%</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	1.1	H	Consumer Staples	5%	-9%	-0.3%	0.0%	-0.5%
RYANAIR HOLDINGS PLC	EUR	0.0	H	Industrials	5%	10%	0.1%	0.0%	0.5%
INDUSTRIA DE DISEÑO TEXTIL	EUR	2.8	H	Consumer Discretionary	6%	-7%	0.2%	0.0%	-0.4%
LLOYDS BANKING GROUP PLC	GBP	5.8	H	Financials	5%	2%	0.3%	0.7%	0.2%
BANK OF IRELAND	EUR	1.8	H	Financials	5%	10%	0.1%	0.0%	0.5%
ALLIANZ SE-REG	EUR	4.2	H	Financials	5%	0%	0.1%	0.0%	0.0%
FACEBOOK INC-A	USD	0.0	H	Information Technology	4%	1%	0.0%	-2.5%	-0.1%
PAYPAL HOLDINGS INC	USD	0.0	H	Information Technology	4%	4%	0.0%	-2.6%	0.1%
ALPHABET INC-CL A	USD	0.0	H	Information Technology	4%	6%	0.2%	-2.6%	0.1%
AMAZON.COM INC	USD	0.0	H	Information Technology	4%	27%	0.1%	-3.1%	0.9%
iShares STOXX Europe 600 Banks ETF	EUR	3.9	H	Financials	5%	2%	0.1%	0.0%	0.1%
SIEMENS AG-REG	EUR	3.4	H	Materials	6%	-1%	0.1%	0.0%	-0.1%
VINCI SA	EUR	3.2	H	Industrials	5%	-3%	0.1%	0.0%	-0.1%
SMURFIT KAPPA GROUP PLC	EUR	3.2	H	Materials	6%	5%	0.2%	0.0%	0.3%
ALLIED IRISH BANKS PLC	EUR	2.4	H	Financials	4%	-3%	-0.1%	0.0%	-0.1%
CRH PLC	EUR	2.5	H	Materials	6%	-6%	0.2%	0.0%	-0.3%
KINGSPAN GROUP PLC	EUR	1.0	H	Industrials	5%	3%	0.1%	0.0%	0.2%
ROYAL DUTCH SHELL PLC	GBP	5.8	H	Energy	5%	-8%	0.0%	0.7%	-0.3%
DCC PLC	GBP	1.8	H	Industrials	6%	-11%	-0.1%	0.6%	-0.6%
GLAXOSMITHKLINE PLC	GBP	6.2	H	Health Care	5%	0%	0.2%	0.7%	0.0%
<b>Total</b>					<b>100%</b>		<b>1.6%</b>	<b>-0.29%</b>	<b>0.3%</b>

\*Red Denotes Deletions

\*Green Denotes Additions

\*Yields are based on the mean of analyst forecast

All data taken from Bloomberg up until 12/02/2018.

**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** US ties de-nuclearisation to North Korea talks
- **US** Manafort allegedly paid €2m to European politicians
- **Europe** Spain sets Brexit challenge with Gibraltar demands
- **UK** Labour puts pressure on May with customs union shift
- **Ireland** Bank of Ireland to pay first dividend in 10 years

## Current Stock Trading News

From a market trading perspective we are long Bank of Ireland, Inditex, Kerry Group, and Kingspan.

## This Weeks Market Events

Monday	Tuesday	Wednesday	Thursday	Friday
<b>Corporate</b>	<b>Corporate</b>	<b>Corporate</b>	<b>Corporate</b>	<b>Corporate</b>
Bank of Ireland	GKN. Standard Chartered BASF FBD Persimmon Dalata	Travis Perkins ITV Man Group Bayer Amadeus ABF Taylor Wimpey.	Grafton Group Schroders. AIB CRH Carrefour	Total Produce Mondi
<b>Economic</b>	<b>Economic</b>	<b>Economic</b>	<b>Economic</b>	<b>Economic</b>
UK House Prices US New Home Sales	EU Cons Inflation Expectation US Durable Goods	DE Consumer Confidence US GDP QoQ	EU Manf. PMI. EU Unemployment Rate. US Core PCE	UK Construction PMI

## Upcoming Events

05/03/2018 N/A

06/03/2018 Cairn Homes

07/03/2018 Paddy Power Betfair. Legal & General. Rolls Royce

08/03/2018 ICG. Aviva.

09/03/2018 INM

05/03/2018 Irish & UK Services PMI. Euro PMI. US ISM PMI

06/03/2018 German Construction PMI. European Retail PMI.  
US Factory Orders

07/03/2018 US Mortgage Applications. Japanese GDP

08/03/2018 Irish GDP. ECB Meeting.

09/03/2018 US NFP. US Avg Hourly Earnings.

All data sourced from Bloomberg

## Cantor in The Media

- Briefing: Smurfit Kappa - The Sunday Times - Investment Analyst Will Heffernan - Please [click here](#)

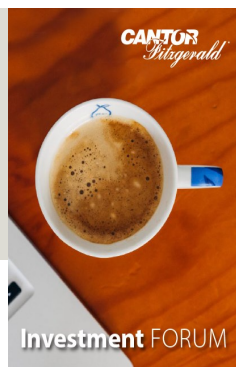
## Cantor Publications & Resources



### 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.

**Lloyds:** Lloyds offers a range of banking and financial services including retail banking, mortgages, pensions, asset management, insurance services, corporate banking and treasury services.

**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.

**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.

**VINCI SA:** VINCI is a global player in concessions and construction with expertise in building, civil, hydraulic, and electrical engineering

**Glanbia:** Glanbia plc is an international dairy, consumer foods, and nutritional products company. The Company conducts operations primarily in Ireland, the United Kingdom, and the United States

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

### Historical Record of recommendation

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

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

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

**Siemens:** We changed our rating to Outperform on the 30/01/2017

**Green REIT:** We have an Outperform rating for Green REIT since 09/02/15 and no changes to the recommendation have been made in the last 12 months

**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



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