Upcoming Market Opportunities and Events

Monday, 27th August 2018

Key Themes This Week

The end of the summer lull

This week will bring an end to the low volume summer period. Looking toward the final four months of the year we maintain our constructive view on equities however we advise investors remain cognisant of the upcoming risks, some of which came to the fore last week.

It is looking more and more likely that trade tensions will increase as opposed to ease, until after the US mid term elections at the very least. Unsurprisingly last weeks Chinese delegation to the US made little visible progress, as hawkish comments from Washington prior to its arrival removed much hope of a resolution. The talks came as the US placed 25% tariffs on a further \$16bn of Chinese imports, with the Chinese reciprocating in equal measure. All the while Trump considers a further \$200bn, a move that would bring the total to \$250bn. As we near mid term elections in the US, it now looks unlikely we will see a stand down from Trump. If anything we expect him to utilize his protectionist policies to appeal to his core support base. However the cost of rising imports are being felt domestically. This was made clear last week as hearings at the US Trade Representatives office saw dozens of companies voice concerns. Three days of hearing were extended to six to cater for the number of companies and trade groups voicing worries.

Last week saw focus shift to Fed policy as meeting minutes from the FOMC's (Federal Open Market Committee) July 31st - August 1st meeting were released and central bankers met at Jackson Hole. On Friday Jay Powell spoke on the strength of the US economy, affirming the slow and gradual pace of interest rate tightening and highlighted inflation remained around the 2% goal, while showing no sign of accelerating. The market has now priced close to a 90% probability of an interest rate hike in September and 60% probability of a further hike in December. Fridays comments saw the yield curve flatten further as the 2 –10 spread moved under 19bps, over a 100bps fall from the beginning of 2017. Poorer data over the last couple of months supported has this move. For those unfamiliar with the 2—10 spread, the difference between US 10 year and 2 year interest rates, the inversion of the yield curve has been notorious for predicting recessions with it last moving negative in 2006/2007, prior to the financial crises.

Despite this we remain constructive on equities into yearend. Broadly speaking data remains positive, with companies continuing to post record earnings while global economic and financial conditions remain supportive.

Ryanair a time to buy

We have added Ryanair into <u>our Trader</u> for the past two weeks, with the stock rising 8.5% over the period. Again we advise clients to continue to pick up the stock at these levels. From a longer term perspective the current price offers significant upside. Post the current financial year we foresee it returning to double digit earning growth, historical levels of profitability and an expanded multiple. From a <u>shorter term</u> perspective the risk to upside exceeds the risk to the downside. As we have continuously highlighted news on union agreements will drive the stock over the coming weeks. Last weeks agreement between Ryanair and Forsa is due to voted on by the Irish pilots this week. This agreement should provide a template for unions across Europe increasing the likelihood of agreements in the shorter term. We maintain our Outperform rating with a 12m price target of €18.50

Our Core Portfolio is up 6.2% vs a benchmark return of 5.8%

This week we cover off on AIB, DCC, CRH and Datalex.



Major Markets Last Week

	Value	Change	% Move
Dow	25790	121.03	0.47%
S&P	2875	24.56	0.86%
Nasdaq	7946	129.64	1.66%
UK Index	7577	18.90	0.25%
DAX	12395	183.97	1.51%
ISEQ	6794	67.84	1.01%
Nikkei	22,800	600.64	2.71%
H.Seng	28,229	631.06	2.29%
STOXX600	384	2.50	0.66%
Brent Oil	75.75	3.54	4.90%
Crude Oil	68.57	2.14	3.22%
Gold	1206	15.48	1.30%
Silver	14.844	0.09	0.58%
Copper	273	4.40	1.64%
CRB Index	412.3	-1.20	-0.29%
Euro/USD	1.1608	0.01	1.10%
Euro/GBP	0.9038	0.01	0.73%
GBP/USD	1.2843	0.00	0.35%
		Value	Change
German 10 Year		0.329	0.03
UK 10 Year		1.278	0.04
US 10 Year		2.8134	-0.01
Irish 10 Year		0.863	0.02
Spain 10 Year		1.391	0.00
Italy 10 Year		3.16	0.15
BoE		0.75	0.00
ECB		0.00	0.00
Fed		2.00	0.00
All data sourced from Bl	oomberg		

Opportunities this week

CFI Research Team

AIB Group



Key Metrics	2018e	2019e	2020e
Revenue (€'Mn)	2748.7	2740.8	2791.8
EPS (€)	0.40	0.35	0.36
Price/ Earnings	12.04x	13.64x	13.52x
Div Yield	3.15%	5.36%	7.20%

Source: All data & charts from Bloomberg & CFI

Share Price Return	1 Mth	3 Mth	YTD
AIBG ID	-0.41%	-1.83%	-12.1%

Source: All data & charts from Bloomberg & CFI



15227.0	15461.5	15663.2
3.70	3.90	4.04
18.97x	18.04x	17.42x
1.94%	2.07%	2.25%
	3.70 18.97x 1.94%	3.70 3.90 18.97x 18.04x

Source: All data	& charts from	Bloomberg	&	CFI
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Share Price Return	1 Mth	3 Mth	YTD	
DCC LN	-1.06%	-2.83%	-5.83%	
Source: All data & charts from Bloomberg & CEI				

Source: All data & charts from Bloomberg & CFI

Closing Price: €4.83

Opportunity on current weakness, remains our favoured Irish bank based on underlying operating performance

FY18 Profitability metric compare well across European retail peers

- * ROA c. 1.40% (SX7P: c. 0.5%)
 * ROE c. 7.5% 8% (SX7P: c. 7.97%)
- * ROLE C. 7.5% 6% (SXTF. C. 7) * ROTE c. 9.0%
- * NIM c. 250bps
- * CIR c. 50%
- * CIR C. 50%

Valuations remain attractive relative to sector (retail banks trade at a premium to the wider sector)

- P/E (adjusted for excess capital distribution) 9.8x (SX7P: c. 9.34x)
- P/B (adjusted for excess capital distribution) 0.74x (SX7P: c. 0.69x)
- Excess capital to be distributed to shareholders once NPE targets achieved (5% of Gross Loans). Management targeting 5% by FY19.
- Dividend yield projected to reach +4% as balance sheet normalises Government stake to be sold down is expected to be headwind to
- Covernment stake to be sold down is expected to be neadwind to capital appreciation
- Sector headwinds are quite strong with the sector currently out of favour
 - * ECB rate path slower than previously anticipated resulting in lower earnings growth expectation
 - * Political uncertainty in both Europe and the UK to constraint growth
 - Cantor price target of €5.28 (+23% upside), consensus price target of €5.23

Closing Price: £70.30

- DCC is hosting a CMD on Sept 13th
- It has generally being <u>range bound</u> with <u>solid results</u> failing to see the share price <u>push higher</u>.

We had encouraged clients to pick up DCC during its lows in March after it traded down due a tick up in yields and general volatility. It remains a consensus pick for the market with 10 buys, 2 holds and 0 sells.

It traded up from £65.35 at our original call to £75.69, representing a 16.8% gain in just over a month and a half. However it has since declined 8% to £70.20, representing 18% upside to consensus price target of £82.88

It should be noted that street price target has moved up from \pounds 82.68 to \pounds 82.88 over the same time frame

Full year results were strong with no changes to already positive guidance.

- FY19 EPS growth +16%
- FY19 EBITDA growth of 7.31%
- FY19 Dividend growth of 11% (current dividend is 1.9%)
- Acquisitions moves in the <u>US</u>, <u>German</u> and <u>Asia Pac</u> LPG market have significant longer term growth potential.
- Historically management has taken its time when buying assets in a new region. We would expect asset purchases in all these regions to escalate over the coming years. Net debt/EBITDA figure of 1.1x and £963m in cash.
- In the US and Asia Pacific regions in particular, the LPG sectors is a very fractured sector which is ripe for consolidation.

Opportunities this week

CFI Research Team

CRH



Key Metrics	2018e	2019e	2020e
Revenue (€'Mn)	26810.5	28367.1	29599.4
EPS (€)	1.92	2.21	2.50
Price/ Earnings	15.23x	13.22x	11.67x
Div Yield	2.42%	2.57%	2.76%

Source: All data & charts from Bloomberg & CFI

Share Price Return	1 Mth	3 Mth	YTD
CRH ID	-1.68%	-6.32%	-2.45%
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Source: All data & charts from Bloomberg & CFI

Datalex



Key Metrics	2018e	2019e	2020e
Revenue (€'Mn)	71.4	80.0	92.7
EPS (€)	0.08	0.11	0.12
Price/ Earnings	34.09x	24.13x	22.72x
Div Yield	2.02%	2.57%	3.30%

Source: All data & charts from Bloomberg & CFI

Share Price Return	1 Mth	3 Mth	YTD
DLE ID	-7.11%	-18.63%	-17.54%
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Source: All data & charts from Bloomberg & CFI

Closing Price: €29.22

CRH's results were <u>strong last week</u> and the stock traded up 3% at the open. However it erased its gains by the end of the day. Overall Street PT moved down from \in 34.67 to \in 34.55, a 0.34% decline. There was also very little on the analyst call that would cause it to give up its gains.

It is currently trading at an FY18 P/E of 15.2x, representing a 19% discount to a <u>fairly weighted multiple</u> of 18.72x.

Several catalysts remain for a re-rating higher:

- ♦ Results on the 23rd showed continued strength
- Management's <u>recent strategic update</u> remains in place;
 - * Establish a streamlined structure with 3 major businesses resulting in significant cost savings
 - * EBITDA margin target of 15-16% by 2021 (+300bps)
 - * €7bn of financial capacity over the next 4 years (after CapEx and divs) which implies significant potential for further buybacks and M&A
 - * Strategic review of European distribution business with some <u>divestments</u> likely. This is separate to the <u>€1.5-</u> <u>2bn divestment program</u> previously announced.
 - * Already have announced a <u>€1bn share buyback</u> (€300m complete)
 - * Continuing improvement in US volumes and <u>European</u> pricing.
- Our 12m Cantor Price target remains at €36.50, implying 30% upside from here. It is likely trade in a range between €28-33 (an 18% range) in the short term. We recommend short term active clients take advantage of these when appropriate.

Closing Price: €2.35

The stock has had a difficult couple of months, falling by 25% since June. There has been no change to the investment case to warrant such a drawdown with the lack of news (/new contract news) really driving the slow decline.

In our opinion the current price offers significant upside. However as we have seen, the stock can be driven by headlines or lack there of. Tuesdays H1/18 earnings could provide the catalyst for a positive rerating.

We remain positive on Datalex from a longer term perspective

- * The digital travel commerce sector is at an early growth stage with airlines moving toward a broader suite of ancillary products.
- * Datalex's platforms both integrates and builds on existing airline technology.
- * It has continued to look to improve efficiency, <u>SaaS</u> the latest example of this
- * There is significant growth opportunity in its loyalty platform and new markets.
- Management has guided for <u>double digit EBITDA</u> growth for the next three years. We forecast this to be in the mid to high teens yoy. With new contracts providing the ability for further upgrades
- * Both Lufthansa and Multiplus (loyalty) go live this year.
- * At present it is trading at 12x EV/EBITDA. The cheapest valuation it has been since early 2015
- The headwind for the stock is competition. SAP looks to be the closest competitor.

Cantor Core Portfolio - In Detail

Date:

Cantor Core Portfolio

Performance YTD	%
Portfolio	6.2%
Benchmark	5.8%
Relative Performance	0.3%
P/E Ratio	19.53x
Dividend Yield	2.6%
ESMA Rating	6
Beta	1.03

23/08/2018			
Sectors Weights	Portfolio	Benchmark	+/-
Consumer Discretionary	11%	12%	
Consumer Staples	5%	10%	
Energy	5%	7%	
Financials	24%	18%	
Health Care	5%	13%	
Industrials	22%	12%	
Information Technology	16%	14%	
Telecommunication Services	0%	3%	
Utilities	0%	3%	
Materials	12%	6%	
Real Estate	0%	2%	



FX	Portfolio	Benchmark
EUR	63%	44%
GBP	21%	16%
USD	16%	40%

(Currency YTD %
GBP	-1.83%
USD	3.35%

Weighted Average Contribution

Benchmark

Weighted Average Contribution YTD Return Weekly Currency Index ΡE Outlook Weighting Price **Total Contribution** (EUR) Return STOXX Europe 600 EUR 15 Neutral 60% 1.3% 0.4% 384 0.8% 0.79 S&P 500 USD 18 Neutral 40% 12.6% 2.3% 2,875 5.0% 5.03 Total 100% 5.8%

Core Portfolio

Stock	Currency	Yield*	Hold /Sold	Sector	Weighting	YTD Return (EUR)	Weekly Return	Price	Total Co	ontribution
GLANBIA PLC	EUR	1.6	Н	Consumer Staples	5%	0%	-0.2%	14.71	0.0%	
RYANAIR HOLDINGS PLC	EUR	0.0	Н	Consumer Discretionary	5%	-8%	-0.5%	14.12	-0.4%	
INDUSTRIA DE DISENO TEXTIL	EUR	2.9	Н	Consumer Discretionary	6%	-1%	-0.3%	28.32	-0.1%	
LLOYDS BANKING GROUP PLC	GBp	5.7	Н	Financials	5%	-6%	-0.1%	0.61	-0.4%	
BANK OF IRELAND	EUR	2.3	Н	Financials	5%	2%	0.3%	7.11	0.1%	
ALLIANZ SE	EUR	4.7	Н	Financials	5%	1%	0.2%	186.3	0.0%	
FACEBOOK INC-A	USD	0.0	Н	Information Technology	4%	-2%	-0.6%	173.6	0.1%	
PAYPAL HOLDINGS INC	USD	0.0	Н	Information Technology	4%	19%	0.2%	86.95	0.9%	
ALPHABET INC	USD	0.0	Н	Information Technology	4%	16%	0.3%	1237	0.8%	
AMAZON.COM INC	USD	0.0	Н	Information Technology	4%	63%	0.8%	1905	2.8%	
iShares STOXX Europe 600 Banks ETF	EUR	3.0	Н	Financials	5%	-12%	-0.1%	15.65	-0.6%	
SIEMENS AG	EUR	3.5	Н	Industrials	6%	-1%	-0.2%	111.46	0.0%	
VINCI SA	EUR	3.2	Н	Industrials	5%	0%	-0.1%	83.26	0.0%	
SMURFIT KAPPA GROUP PLC	EUR	2.6	Н	Materials	6%	31%	0.3%	36.20	1.8%	
ALLIED IRISH BANKS PLC	EUR	3.1	Н	Financials	4%	-10%	0.0%	4.81	-0.4%	
CRH PLC	EUR	2.5	Н	Materials	6%	-3%	-0.4%	28.98	-0.2%	ĺ
KINGSPAN GROUP PLC	EUR	1.0	Н	Industrials	5%	8%	-0.4%	42.58	0.4%	
ROYAL DUTCH SHELL PLC	GBp	5.7	Н	Energy	5%	8%	-0.3%	26.14	0.3%	
DCC PLC	GBp	1.9	Н	Industrials	6%	-4%	0.1%	70.30	-0.3%	
GLAXOSMITHKLINE PLC	GBp	5.1	Н	Health Care	5%	26%	0.2%	16.03	1.2%	
Total					100%		-0.9%			6.2%

All data taken from Bloomberg up until 23/08/2018.

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

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

*Red Denotes Deletions

*Green Denotes Additions

*Yields are based on the mean of analyst forcast

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From the News - Monday's Headlines

- Global Brussels targets political parties' data misuse
- US Trump empire's finance chief granted immunity
- Europe Field for ECB top job widens after Weidmann setback
- UK Business secretary unveils insolvency safeguard
- Ireland Dutch financial giant Rabobank advances plans to sell ACC loans

This Weeks Market Events

Monday	Tuesday	Wednesday	Thursday	Friday
Corporate	Corporate	Corporate	Corporate	Corporate
n/a	Datalex Sydbank Best Buy Hewlett Packard Enterprise	Permanent TSB Group Greencoat Renewables PLC Pernod Ricard SA salesforce.com Inc	IFG Group Total Produce PLC Bouygues SA Campbell Soup Co	Independent News & Media PLC Old Mutual Ltd
Economic	Economic	Economic	Economic	Economic
DE Business Climate FR Jobseekers US Dallas Fed Manufacturing Index	EA Loan Growth EA M3 Money Supply IE Retail Sales US Inventories US Home Prices	DE Consumer Confidence GB Housing Prices US GDP 2nd Est	JP Retail Sales DE Inflation DE Unemployment GB Mortgage Lending EA Confidence Data CA GDP Growth US Inflation Data	CN Manufacturing PMI DE Retail Sales FR Inflation Data EA Inflation Data US PMI data

Upcoming Events

03/09/2018 Glenveagh Properties PLC

04/09/2018 Dalata Hotel Group PLC, Iliad SA, Cairn Homes PLC

05/09/2018 Barratt Developments PLC, Bayer AG

06/09/2018 Malin Corp PLC

07/09/2018 n/a

03/09/2018 CN PMI Data, EA PMI Data

04/09/2018 EA PPI Data, US PMI Data 05/09/2018 EA PMI Data, US Balance of Trade 06/09/2018 DE Construction PMI, US ADP Employment

07/09/2018 EA GDP 3rd Est, US Employment/Wage Data

All data sourced from Bloomberg

Cantor Publications & Resources

Daily		CANTUR Filigerald
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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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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.

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 it 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.

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

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.

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

Adidas: adidas AG manufactures sports shoes and sports equipment. The Company produces products that include footwear, sports apparel, and golf clubs and balls. adidas sells its products worldwide.

Grafton Group: Grafton Group PLC manufactures and retails building supplies

Aryzta: Aryzta produces and retails specialty bakery products. The Company produces French and continental breads, pastries, confections, lunches, cookies, pizza, appetizers, and sweet baked goods. Aryzta operates in North America, South America, Europe, South East Asia, Australia and New Zealand.

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

Historical Record of recommendation

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 outperform to market perform on the 25/06/2018

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

Datalex: We have been positive on the outlook for Datalex since 14/04/14 and no changes to our recommendation have been made since then **DCC:** We have an Outperform on DCC as of 17/8/15 changing to Outperform from Not Rated



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