

Weekly Trader

Upcoming Market Opportunities and Events

CANTOR
Fitzgerald

Monday, 20th May 2019

Key Themes This Week

The Week Ahead

Equity markets regained some ground last week led by Europe as investors digested the fact that European earnings growth was much stronger than that US for Q1 2019 and that Trump delaying potential tariff implementation on European & Japanese autos by six months should help auto sector earnings. With the US/China trade war rhetoric ramping up against expectations, investors took the view that Trump is reluctant to enter too many battles at once and that an under owned European equity market may in fact provide shelter from the uncertainty. Overnight, Google banned Android updates from Huawei handsets while Intel and other chipmakers are refusing to sell chips to Huawei post concerns round US national security. China does not expect any progress on trade talks in the short term.

We would question the sustainability of near term gains in equities given the continued weak trend in economic data. US retail sales, US industrial production, China retail sales and global auto sales all missed expectations last week. We expect headline global growth numbers to have peaked in the short term as the tightening of global monetary policy over the last nine months starts to weigh. In addition, China trade concerns and Brexit uncertainty have already shown signs of changing managements corporate strategy away from investing in significant capital expenditure plans.

We will be monitoring European PMI's, US new home sales and Japans Q1 GDP this week. April Fed minutes will also be released.

Sterling weakened considerably over the last two weeks and we consider the upcoming European elections and fourth vote on withdrawal agreement as key events that could mark the end to Theresa Mays tenancy in 10 Downing Street. A Tory leadership contest would raise the risk of a No-Deal Brexit and likely see both sterling and Irish equities correct significantly in the short term. If the upcoming European elections see a surge in support for socialist parties, the European project will be further called into question. Concerns may start to grow about Italy's membership of the EU despite that risk being more emotional than rational.

At the company level, Deere cutting its full year earnings forecast by c.10% was notable with management concerns about export market access and difficult trading conditions for farmers. Over the next week, we have a number of US retail names reporting including Kohls and Target. Closer to home, we have Greencore, C&C and UDG Healthcare with updates this week.

Core portfolio change: We have reduced exposure to Caterpillar(3%) and CRH(2%) in our Core Portfolio and have added a 5% position in Sanofi. By doing so we reduce our cyclical industrial exposure and increased healthcare to Overweight.

Our weekly trader covers of on our views to reduce global industrials, reduce Brexit risk, buy Sanofi and Ryanair's FY 2019 results.

Major Markets Last Week

	Value	Change	% Move
Dow	25764	-178.37	-0.69%
S&P	2860	-21.87	-0.76%
Nasdaq	7816	-100.66	-1.27%

MSCI UK	16035	459.64	2.95%
DAX	12214	337.67	2.84%
ISEQ	6279	127.48	2.07%

Nikkei	21302	110.45	0.52%
H.Seng	27788	-762.63	-2.67%
STOXX600	381	8.57	2.30%

Brent Oil	72.93	2.70	3.84%
Crude Oil	63.19	2.15	3.52%
Gold	1276	-24.27	-1.87%

Silver	14.4165	-0.35	-2.36%
Copper	273.55	1.65	0.61%
CRB Index	412.57	2.49	0.61%

Euro/USD	1.1162	-0.01	-0.53%
Euro/GBP	0.8754	0.01	1.08%
GBP/USD	1.2751	-0.02	-1.60%

	Value	Change
German 10 Year	-0.084	-0.01
UK 10 Year	1.059	-0.04
US 10 Year	2.4086	0.01

Irish 10 Year	0.514	-0.01
Spain 10 Year	0.881	-0.11
Italy 10 Year	2.654	-0.05

BoE	0.75	0.00
ECB	0.00	0.00
Fed	2.50	0.00

All data sourced from Bloomberg

Opportunities this week

CFI Research Team

Sanofi

Closing Price: €75.02



Key Metrics	2019e	2020e	2021e
Revenue (€'Mn)	35900.4	37211.3	38583.1
EPS (€)	5.76	6.20	6.65
Price/ Earnings	13.02x	12.09x	11.27x
Div Yield	4.20%	4.38%	4.59%

Source: All data & charts from Bloomberg & CFI

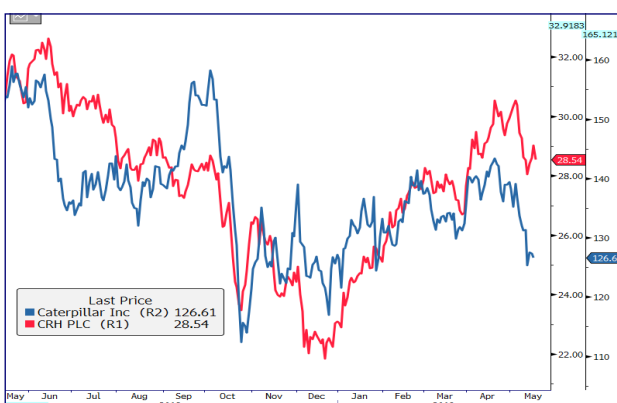
Total Return	1 Mth	3 Mth	YTD
Sanofi	7.21%	5.32%	3.27%

Source: All data & charts from Bloomberg & CFI

- Sanofi is a global leader in healthcare generating €35bn in revenue across 170 countries. They are diversified across Generics, Vaccines, Primary Care (Diabetes drugs) and Specialty Care (Rare blood diseases etc). They are geographically diversified with revenue generated across US, Europe and ROW evenly.
- Shares have consolidated sideways for 5 years as valuations have de-rated due to weakness in its Diabetes & Cardiovascular sales. A return to earnings growth in H2 2018 and a much better than expected result in Q1 earnings has revived investor interest as new drugs (Dupixent, Alprolix, Eloctate, Cerexyme, Myozyme, Fabrazyme) within their Immunology, rare blood and rare diseases divisions drive group sales and earnings.
- Sanofi made two transformational acquisitions in 2018 acquiring Bioverative for \$11.6bn and Ablynx for €3.9bn. These acquisitions strengthen the companies product proposition by tilting the company toward more rare diseases/blood conditions such as Haemophilia, Irritable bowel disease and acute respiratory distress syndrome. In Q1, for example, rare blood disease drug sales surged 328% driven by the Biovertaive acquisition utilising Sanofi distribution network.
- Upcoming catalysts include drug approvals and phase 3 results across a number of products over the next six months as well as H1 2019 financial results on the 29th of July.
- Sanofi is on course to deliver record earnings and multi-year high in free cash flow in 2019 which we think supports some 15% upside over the next 9 months. Sanofi trades on 13x earnings and offers a 4.3% dividend yield. We think the dividend is protected given it is 2 x covered and Sanofi have been buying back stock. Share count has been falling over the last number of years which is positive.

Core Industrials - Reduce Exposure

Closing Price: €29.02



Key Metrics	2019e	2020e	2021e
Revenue (€'Mn)	28680.0	29678.5	30423.8
EPS (€)	2.21	2.35	2.60
Price/ Earnings	13.08x	12.32x	11.15x
Div Yield	2.63%	2.79%	2.98%

Source: All data & charts from Bloomberg & CFI

Total Return	1 Mth	3 Mth	YTD
CRH	-5.18%	6.70%	27.72%

Source: All data & charts from Bloomberg & CFI

- We are reducing our industrial exposure due to the less favourable outlook for the sector given its cyclical nature.
 - US - China trade tensions have been escalating. China's response has become less conciliatory. Trade tariffs significantly hamper the growth outlook of both the US and the global economy.
 - Broadly economic data continues to trend downward. Global PMI's have hit its lowest levels in 3 years. Exports continue to trend lower.
 - Given the recent run in global equities valuations are no longer attractive particularly given expectations of negative earnings growth for Q1 and Q2 this year.

Caterpillar

- As an internationally exposed US industrial bellwether it is significantly vulnerable to trade altercations.
- US construction spending and broader US macroeconomic data has been deteriorating.
- Deere's update on Friday confirmed this trend with lower than expected earnings (for the sixth straight quarter) and a cut to its annual guidance.

CRH

- Exposed to trade, the global economy and Brexit (where the situation appears to be worsening)
- Valuations remain depressed at 7.6x EV/EBITDA, below its 5 year average 8x
- Currently at its 50 day moving average (DMA) €28.63, if it breaks below, the next level of support is at its 200 & 100 DMA at c. €26.75

Opportunities this week

CFI Research Team

Brexit Exposure –Reduce

ISEQ Closing Price: 6280.53



- ISEQ index has rallied by 16% year to date and failing at resistance levels as per chart below
- Sterling has declined by 3% over the last two weeks as recent polls show an increase in support for pro Brexit parties ahead of European elections this week. Concerns are growing that failure to pass the withdrawal agreement in early June could lead to hard Brexiteer (BJ, MG, DR) taking Tory leadership and leaving Europe with No-Deal. ISEQ has pretty much tracked GBPEUR rate in recent times
- UK remains Ireland’s largest export market and further uncertainty will lead to concerns around post Brexit trade and possible logistic issues
- Financial risks for Irish listed companies include translation currency risk as sterling weakens and operational risks as the UK economy grinds to a halt
- Many Irish companies have gone ex dividend over the last six weeks with limited stock specific catalysts until H1 results in late July/August
- H1 results may see companies lower outlook on Brexit uncertainty and provide an opportunity to buy quality stocks 10-15% lower
- Recent performance of German bunds, Gold and other defensive assets imply investors positioning for risk off with Irish Equities particularly vulnerable in short term. Economic data all points toward slower headline growth ahead

Total Return	1 Mth	3 Mth	YTD
ISEQ	-3.98%	4.93%	16.04%

Source: All data & charts from Bloomberg & CFI

Company Name	UK exposure % Rev	YTD performance
CRH	22%	24%
Ryanair	23%	-4%
Bank of Ireland	31%	9%
AIB Group	11%	8%
Glanbia	5%	-3%
Kerry Group	18%	22%
Paddy Power Betfair	46%	-7%
DCC	54%	17%
Grafton Group	70%	43%
Dalata Hotel Group	19%	18%
Kingspan	21%	20%

Ryanair - FY20 guidance below expectations

Closing Price: €10.80

News

Ryanair released a poorer than expected set of FY19 results this morning as a weaker fare environment continues to weigh on profits. After two warnings last year, profits for the full year came in broadly as expected, however, poorer than expected guidance for FY20 has led the stock to drop by 5% this morning. FY19 revenue was weaker than expected growing by 6% to €7.56bn (vs expectations of €7.69bn). This was driven by 7% higher traffic numbers (139.1m ex Laudamotion), ancillary revenue per set growth of 11% per passenger and a 6% drop in average fares to €37. Load factor for the year was 96%. Profit after tax came in in line with forecasts, falling by 29% (excluding Laudamotion) to €1.02bn (vs €1.04bn) as revenue gains were offset by a 5% rise in ex fuel unit costs (€200m higher staff costs) and a €440m higher fuel bill. Adj EPS fell by 26.7% to €0.896 (vs €0.913). Management announced a €700m buyback (€500m ADR/ €200m ordinary shares).

With regards to the broader Group, Buzz (formally Ryanair Sun), the Polish AOC, has taken over Ryanair's scheduled bases in Poland and will operate a fleet of 25 aircrafts in FY20. Buzz generated a modest profit in FY19, its first year of operations. Laudamotion carried a total of 3m passengers in its first year last year with start up losses of €139.5m. Management expects Laudamotion to carry a total of 8m passengers by FY21 (2020). On the Boeing 737 MAX issue the first 5 aircraft, which were set to be delivered last Spring, have been delayed until Winter 2019. Management have said they have "upmost confidence" in the aircraft.

Guidance for FY20 was weaker than expected as management "remains cautious on pricing". Assuming revenue per passenger (RRP) growth of 3%, management expects profits to be broadly flat (or a c.16% drop taking Laudamotion into consideration in FY19). This will range from €750m based on 2% RRP growth to €950m based on 4% RRP growth. While H1 bookings are slightly ahead of last year, fares are lower. There is no visibility for H2. Fuel costs are expected to increase by €460m in FY20. Ex-fuel unit costs will rise by 2% due to stronger sterling, the absence of Laudamotion's prior year cost comparisons and the Boeing delivery delay. This guidance is heavily dependent on close –in peak summer fares. Management will hold a conference call at 10am this morning.

Comment

This was a poorer than expected set of full year results as a combination of higher costs and lower fares continues to adversely effect profitability. FY19 profits were at the lower end of the restated guidance, however, this was anticipated by the market. Passenger growth numbers remained healthy and impressive given the scale back by competitors in the space. The two smaller airlines within the Group structure are set to expand significantly over the next two years with sizeable capacity increases. Ancillary revenue remains a standout, gaining last year from the change in the baggage policy. Guidance was the big negative and the primary reason for the sell off this morning. Both fuel and ex fuel cost guidance were higher than expected as higher oil prices and the delayed delivery of the Boeing 737 Max's negatively effect the bottom line. This combined with continued fare weakness has seen cautious profit guidance that falls below estimates. We expect this to be reflected in further street earnings downgrades.

The broader airline sector remains fraught with challenges. While sector capacity growth has fallen to 2% - 3% there has been a larger than expected fall in summer demand due to Brexit and broader economic weakness across Europe. The "shake out" in the market is taking longer than envisaged last year, however, the signs continue to point to an acceleration in competitor failure in the Winter period. Thomas Cook being the latest example of this. Regardless, the longer term fundamentals behind Ryanair remain supportive of a positive investment outlook. However, shorter term earnings expectations will continue to drive the stock price. Post the immediate headwinds, expectations remain that earnings growth will accelerate from next year. At present we maintain our Outperform rating,, however, this and the target price of €14 will be reviewed following the earnings call this morning.

Cantor Core Portfolio - In Detail



Cantor Core Portfolio

Date: 17/05/2019

Performance YTD	%
Portfolio	15.5%
Benchmark	16.4%
Relative Performance	-0.9%
P/E Ratio	18.28x
Dividend Yield	2.6%
ESMA Rating	6
Beta	1.10

Sectors Weights	Portfolio	Benchmark	+ / -
Consumer Discretionary	8%	9%	
Consumer Staples	13%	11%	
Energy	8%	6%	
Financials	8%	17%	
Health Care	15%	14%	
Industrials	13%	12%	
Information Technology	13%	11%	
Telecommunication Services	9%	7%	
Utilities	0%	4%	
Materials	8%	6%	
Real Estate	0%	2%	
Emerging Markets	5%	0%	

FX	Portfolio	Benchmark
EUR	48%	37%
GBP	14%	15%
USD	38%	40%
Other	0%	8%

Currency YTD %		
GBP	2.61%	
USD	2.81%	

Benchmark

Weighted Average Contribution

Index	Currency	PE	Outlook	Weighting	YTD Return (EUR)	Weekly Return	Price	Total Contribution
STOXX Europe 600	EUR	18	Neutral	60%	15.4%	1.4%	382	9.2%
S&P 500	USD	19	Neutral	40%	17.9%	-0.7%	2860	7.2%
Total				100%				16.43%

Core Portfolio

Weighted Average Contribution

Stock	Currency	Yield*	Hold /Sold	Sector	Weighting	Total Return Local	Weekly Return	Price	Total Contribution
Alphabet Inc	USD	0.0%	H	Communication Services	4%	11.8%	0.1%	1169	0.6%
Verizon Communications Inc	USD	0.0%	H	Communication Services	5%	5.5%	2.1%	58.09	0.5%
Ryanair Holdings Plc*	EUR	0.0%	H	Consumer Discretionary	4%	0.5%	0.7%	10.81	0.0%
Dalata Hotel Group Plc*	EUR	2.0%	S	Consumer Discretionary	2%	20.1%	-1.6%	5.62	0.8%
Amazon.Com Inc	USD	0.0%	H	Consumer Discretionary	4%	24.4%	-1.1%	1869	1.1%
Glanbia Plc*	EUR	1.7%	H	Consumer Staples	4%	-1.7%	-0.1%	15.99	0.0%
Walgreens Boots Alliance Inc	USD	3.4%	S	Consumer Staples	5%	-22.4%	-1.3%	52.27	-1.0%
Coca Cola Co	USD	3.2%	H	Consumer Staples	4%	4.8%	2.1%	49.2	0.3%
Danone	EUR	2.9%	H	Consumer Staples	5%	19.0%	2.0%	71.2	0.3%
Royal Dutch Shell Plc	GBP	5.8%	H	Energy	5%	11.8%	6.0%	25.42	0.7%
Total Sa	EUR	5.5%	H	Energy	3%	7.8%	4.9%	0.49	-0.1%
Lloyds Banking Group Plc*	GBP	5.6%	S	Financials	2%	20.4%	-1.2%	0.60	0.8%
Allianz Se	EUR	4.7%	H	Financials	4%	22.0%	2.8%	204.35	0.9%
AIB Group Plc	EUR	4.8%	H	Financials	4%	13.3%	-1.0%	3.99	0.5%
Unitedhealth Group Inc	USD	1.6%	H	Health Care	5%	-2.7%	0.3%	241.38	0.0%
Pfizer Inc	USD	3.5%	H	Health Care	5%	-3.3%	1.8%	41.47	0.0%
Sanofi	EUR	4.2%	H	Health Care	5%	3.6%	3.5%	75.23	0.0%
Vinci Sa*	EUR	3.3%	H	Industrials	4%	26.9%	4.2%	89.48	1.2%
Kingspan Group Plc*	EUR	1.1%	H	Industrials	3%	20.5%	0.3%	44.72	0.8%
DCC Plc	GBP	2.1%	H	Industrials	4%	16.8%	6.0%	69.88	0.8%
Caterpillar Inc*	USD	3.0%	H	Industrials	2%	-2.2%	-6.5%	122.76	0.0%
SAP Se*	EUR	1.4%	H	Information Technology	4%	33.5%	5.3%	114.6	1.3%
Paypal Holdings Inc	USD	0.0%	H	Information Technology	4%	34.1%	2.2%	112.8	1.5%
Microsoft Corp*	USD	1.4%	H	Information Technology	5%	27.1%	1.1%	128.07	1.4%
Smurfit Kappa Group Plc	EUR	4.1%	H	Materials	5%	10.0%	-3.9%	24.89	0.5%
CRH Plc*	EUR	2.7%	H	Materials	3%	26.7%	0.7%	28.72	1.3%
Rio Tinto Plc	GBP	6.6%	S	Materials	2%	34.9%	5.9%	46.73	1.0%
JPMorgan Emerging Markets Trust	GBP	1.3%	H	Emerging Markets	5%	10.0%	-1.1%	9.35	0.3%
Total					100%				15.54%

All data taken from Bloomberg up until 17/05/2019.

*Red Denotes Deletions

*Green Denotes Additions

*Yields are based on the mean of analyst forecast

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 - Tuesday's Headlines

- **Global** Google suspends Huawei from Android services
- **US** Trump eases tariffs for allies as he focuses on China
- **Europe** Will the European elections boost the Euro?
- **UK** Theresa May plans "new and improved" Brexit deal
- **Ireland** Facebook urged government to spend more on data privacy regulator

This Weeks Market Events

Monday	Tuesday	Wednesday	Thursday	Friday
Corporate	Corporate	Corporate	Corporate	Corporate
Telecom Italia, Ryanair	UDG Healthcare, First Derivatives, Home Depot, Greencore, Kohls	C&C Group, M&S, Target	Hibernia REIT, Best Buy, Hormel Foods, Providence Resources, Tate and Lyle	Foot Locker
Economic	Economic	Economic	Economic	Economic
JP Q1 GDP, DE PPI	EA Cons Confidence, US Existing Home Sales	JP Trade Data, GB Inflation Data, US FOMC Minutes	DE Q1 GDP, DE/EA Manuf PMI, DE Ifo Business Climate, US Manuf PMI	JP Inflation Data, GB Retail Sales, US Durable Goods

Upcoming Events

27/05/2019 BTG Plc

28/05/2019 n/a

29/05/2019 n/a

30/05/2019 Ultra Beauty, Dollar Tree

31/05/2019 n/a

27/05/2019 CN Industrial Production

28/05/2019 DE Consumer Confidence, EA Business Confidence, EA Loan Growth

29/05/2019 FR GDP, DE Unemployment

30/05/2019 ES Inflation, US GDP, US Home Sales

31/05/2019 KR Industrial Production, CN PMI, DE Retail Sales, DE Inflation, US Chicago PMI,

All data sourced from Bloomberg

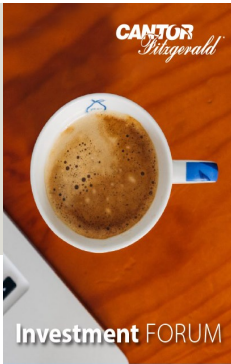
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Issuer Descriptions: (Source: Bloomberg)

AIB Group: AIB Group plc attracts deposits and offers commercial banking services.

Allianz: Allianz through its subsidiaries, provides insurance and financial services.

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.

Caterpillar Inc.: Caterpillar designs, manufactures, and markets construction, mining, and forestry machinery.

CRH: CRH is a global building materials group.

Dalata Hotel Group: Dalata Hotel Group owns and operates as a chain of hotels.

DCC: DCC is a sales, marketing, distribution and business support services 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

Kingspan: Kingspan is a global market player in high performance insulation and building envelope technologies.

Microsoft: Microsoft Corporation develops, manufactures, licenses, sells, and supports software products.

PayPal: PayPal operates a technology platform that enables digital and mobile payments on behalf of customers and merchants

Pfizer: Pfizer Inc. operates as a pharmaceutical company. The Company offers medicines, vaccines, medical devices, and consumer healthcare products for oncology, inflammation, cardiovascular, and other therapeutic areas

Rio Tinto plc: Rio Tinto is an international mining company.

Royal Dutch Shell: Royal Dutch Shell explores, produces, and refines petroleum

Ryanair: Ryanair Holdings plc provides low fare passenger airline services to destinations in Europe.

SAP: SAP is a software corporation that makes enterprise software

Smurfit Kappa: Smurfit Kappa manufactures paper packaging products

UnitedHealth Group: UnitedHealth owns and manages organized health systems in the United States and internationally

Verizon: Verizon Communications Inc. is an integrated telecommunications company that provides wire line voice and data services, wireless services, internet services, and published directory information.

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

Danone: Danone operates as a food processing company. The Company produces and markets dairy products, beverages, baby food, and medical nutrition products.

Total: TOTAL S.A. explores for, produces, refines, transports, and markets oil and natural gas. The Company also operates a chemical division which produces polypropylene, polyethylene, polystyrene, rubber, paint, ink, adhesives, and resins.

Facebook: Facebook Inc. operates a social networking site

Apple: Apple Inc. designs, manufactures, and markets personal computers and related personal computing and mobile communication devices along with a variety of related software, services, peripherals, and networking solutions.

Sanofi: Sanofi operates as a pharmaceutical company. The Company manufactures prescription pharmaceuticals and vaccines. Sanofi also develops cardiovascular, thrombosis, metabolic disorder, central nervous system, and oncology medicines and drugs.

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

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

Caterpillar: Caterpillar is a member of our core portfolio and we have an Outperform rating on the stock since 03/12/2018

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

Sanofi: We initiated with an Outperform on 20/05/2019



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