

Weekly Trader

Upcoming Market Opportunities and Events



Monday, 29th July 2019

Key Themes This Week

The Week Ahead

Global equities delivered strongly over the last week led by the S&P 500 and the Nasdaq indices which both gained 1.65% and 2.3% respectively. A statement of intent by the ECB, implying that the governing council are tilting more and more toward adding stimulus, weighed on the euro and further boosted returns for European investors with investments overseas. The S&P 500 closed at a record high on Friday 3025.

US communication services, financials and tech stocks outperformed last week reacting to better than expected US GDP data and interim results. Alphabet(Google) and Twitter both rallied by 10%+ on better than expected results. US results season has been mixed but any disappointments tend to be driven by corporates international (Weak China, Soft Europe) exposure with US organic sales growth often quite strong. US tech hardware is probably showing signs of the weakest sector growth trends, generally reporting mid-single digit revenue declines and double digit declines in operating income with China trade/tariff a key driver of this weakness. Intel Corp and Micron are exposed here among others.

European materials, food and beverage and autos performed strongly last week as Mondy, Danone/Valeo and Faurecia/VW all reported in line our modestly better than expected. Earnings will be more evident this week in Europe as many European heavyweights report over the week (**see page 7**).

All eyes will be on the Fed this Wednesday with consensus expecting the FED to cut interest rates by between 25bps-50bps. We view a 25bps cut as the more favourable outcome as a 50bps cut would imply greater concern on the US economic outlook were as 25bps could be considered more of an insurance cut against near term trade/geopolitical risks. Other key data includes China manufacturing, European GDP, European PMI, US manufacturing and US non-farm payrolls. We also have the BOE and BOJ meetings.

The risk of no-deal Brexit continues to rise with Britain's new PM Boris Johnson making a statement by sacking half the cabinet and replacing them with pro-Brexit Tories, lambasting the backstop in his first parliament speech and ruling out a snap general election but instead committing to leaving the EU come the 31st of October. Sterling trades above 90p but surprisingly still holding in given the distance between Britain and Europe version of what a withdrawal agreement looks like. Boris is expected to visit Northern Ireland this week which may tee up a meeting with Irish Taoiseach Leo Varadkar.

We made the following changes to our Core Fund last week.

- **REDUCE:** Caterpillar: reduce by 2% to 0% (previously 2%)
- **REDUCE:** Coca-Cola: reduce by 2% to 2% (previously 4%)
- **REDUCE:** Kingspan: reduce by 3% to 0% (previously 3%)
- **REDUCE:** Smurfit Kappa Group: reduce by 2% to 3% weighting (previously 5%)
- **BUY:** Engie: add new position with 5% weighting. (previously 0%)
- **BUY:** Fedex: add new position with 4% weighting (previously 0%)

This week we cover off new core portfolio names Engie and FedEx with results from Bank of Ireland, Ryanair and Sanofi

Major Markets Last Week

	Value	Change	% Move
Dow	24753	38.00	0.15%
S&P	2721	8.36	0.31%
Nasdaq	7434	79.52	1.08%

MSCI UK	7730	-48.51	-0.62%
DAX	12998	-79.42	-0.61%
ISEQ	7223	41.64	0.58%

Nikkei	22,481	-521.28	-2.27%
H.Seng	30,795	-253.24	-0.82%
STOXX600	392	-4.21	-1.06%

Brent Oil	75.58	-3.64	-4.59%
Crude Oil	66.68	-5.56	-7.70%
Gold	1297	4.43	0.34%

Silver	16.4431	-0.07	-0.41%
Copper	306.95	-2.90	-0.94%
CRB Index	444.76	-0.08	-0.02%

Euro/USD	1.1696	-0.01	-0.81%
Euro/GBP	0.8780	0.00	-0.03%
GBP/USD	1.3322	-0.01	-0.78%

	Value	Change
German 10 Year	0.435	-0.09
UK 10 Year	1.322	-0.18
US 10 Year	2.9313	-0.13

Irish 10 Year	0.969	-0.05
Spain 10 Year	1.444	-0.06
Italy 10 Year	2.387	0.00

BoE	0.5	0.00
ECB	0.00	0.00
Fed	1.75	0.00

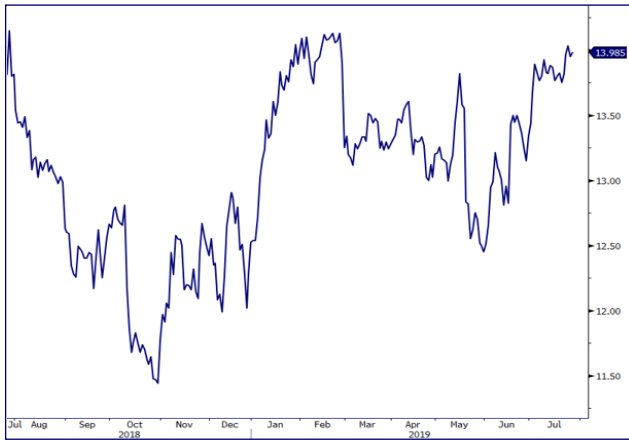
All data sourced from Bloomberg

Opportunities this week

CFI Research Team

Engie

Closing Price: €14.05



- Engie is a global energy and services utility company that operates in three core sectors, low carbon electricity generation (predominately renewables and natural gas), energy infrastructures and customer solutions.
- As one of the largest infrastructure utility companies in Europe it offers less cyclicality in its cash flow generation and benefits from lower rate environments.
- After a difficult number of years with poorer earnings declines driven by commodity prices, nuclear operational issues and negative fx movements, it is now at a point of inflection with c.25% earnings growth expected over the next three years.
- At its capital market day in February, it detailed its plans to deliver 7%-9% net income CAGR to 2021. Current operating income is expected to grow by 6.5%- 8.5% over the same period. This is expected to be driven by renewable energy.
- It has de-risked its portfolio by disposing of Merchant activities (non contracted power generation) from 22% in 2015 to <1% today. These has reduced its exposure to commodity markets. Its portfolio now consists of regulated networks, low CO2 generation and energy services business. This provides good cash flow visibility.
- It has invested considerably in renewables energy its expects 9GW of additional capacity through wind, solar and biomass by 2021.
- From a 24m forward P/E its trading at a 12% discount to history, a 30% discount to Iberdrola (peer) and a 5% discount to Enel (peer).
- 5.5% dividend yield.
- Added to the [core portfolio](#) close of business 25th July 2019
- Reports H1/19 results tomorrow (30th of July 2019)

Key Metrics	2019e	2020e	2021e
Revenue (€Mn)	64620.1	66694.9	69009.5
EPS (€)	1.04	1.16	1.27
Price/ Earnings	13.63x	12.17x	11.13x
Div Yield	5.47%	5.89%	6.39%

Source: All data & charts from Bloomberg & CFI

Total Return	1 Mth	3 Mth	YTD
Engie	5.96%	14.96%	19.45%

Source: All data & charts from Bloomberg & CFI

FedEx

Closing Price: \$174.94



- Fedex delivers 14m packages a day through 220 countries via 681 aircraft and 180,000 vehicles. FedEx operates via a number of brands including FedEx Express, FedEx Ground and FedEx Freight. FedEx Express which accounts for 54% of revenue (\$37.3bn) is primarily air cargo and FedEx Ground is 29% of revenue (\$20bn) is primarily US & Canada van/lorry delivery service.
- FedEx's acquisition of TNT (2016) and JV's with Dollar General, Walmart and Walgreens should offer medium term growth
- FedEx Corp. acquired TNT Express in 2016 — the largest acquisition in FedEx history, expanding its access internationally. Since then they have opened an international Hub in China and increased FedEx Ground to 6 days a week in the US to cater for increased demand due to e-commerce. Will move to 7 day delivery service in Jan 2020.
- FedEx trades on 11.2x 2019 earnings and 7.2x EV/EBITDA (valuations are lowest in 10 years), delivering a 20% ROE to shareholders and guiding for long term growth of 10-15% per annum driven by e-commerce. A 5% increase in shipping rates and fuel surcharges should boost revenue in 2019. FedEx has delivered 27% CAGR dividend increase over the last 5 years. Management own 8% of company share capital
- FedEx shares have declined by 35% since 2018 to trade at \$175. Recent Q4 numbers beat on revenue and operating margin. FedEx balance sheet is stronger than UPS but trades at a 25% discount on valuation multiple
- UPS Next day delivery service volumes surged by 30%. Management commented that "Next day delivery service is a structural change in our industry". FedEx is perfectly positioned within this structural theme given they have 35% market share

Key Metrics	2019e	2020e	2021e
Revenue (\$Mn)	71356.1	74852.8	78267.6
EPS (\$)	14.74	16.36	17.87
Price/ Earnings	11.86x	10.69x	9.78x
Div Yield	1.52%	1.64%	1.71%

Source: All data & charts from Bloomberg & CFI

Total Return	1 Mth	3 Mth	YTD
FedEx	6.55%	-5.90%	9.27%

Source: All data & charts from Bloomberg & CFI

CFI Research Team

Ryanair

Closing Price: €10.09

News

Ryanair released a solid Q1 trading update this morning as management maintained profit guidance despite the continued weak fare environment. The weakness in the broader sector was clearly evident as average fares fell by 6% to €36. However, 11% traffic growth and an impressive 27% (14% per passenger) growth in ancillary revenue ensured revenue per seat remained flat at €55. Looking at the headline metrics, revenue grew by 11% to €2.31bn, ahead of our forecasts. The number of passengers grew by 11% to 41.9m. Load factor remained strong at 96%. Despite falling by 21% to €243m, profit after tax came in ahead of forecasts (€232m). Management noted continued weakness in both the German (heavily oversupplied) and UK (demand weakness caused by Brexit) markets were the most significant factors driving the 6% lower fares. Cost performance was broadly as expected. Fuel increased by 24% due to higher prices and volume growth. Ex-fuel costs rose by 4%, predominately due to the consolidation of Laudamotion into results. Fuel is now 37% hedged at \$632 (c.\$63 a barrel) per tonne for FY21 (starts April 2020) down from \$709 per tonne (90% hedged) this year.

There was no change to traffic guidance since the Boeing Max update two weeks ago, which saw next summer's traffic guidance growth cut from 7% to 3%. €100m of the €700m buyback was carried out over the quarter. Importantly, guidance was reiterated with management continuing to expect FY20 (current trading year) profit after tax to range between €750m - €950m. The current weak fare environment has continued into Q2, meaning it now expects H1 fares to be down 6%. Fare forecasts for FY20 is now toward the lower end of the guidance (-2% to +1%) range. However, strong ancillary performance means revenue per passenger should grow by +2% to +3% (slight downgrade from +2% to +4%). There was no change to full year passenger guidance (152m), fuel guidance (+€450m) nor ex-fuel cost guidance (+2%). Management will host a call at 10am this morning.

Comment

Given how weak fares were in the quarter, these were a strong set of results. This has been well received by markets with the stock rising by 2.5% this morning. The short haul European airline sector remains challenged. This continued downward trend in fares across the space is unsustainable, particularly for the higher cost, weaker balance sheet airlines. Ryanair management (like its major peers) continue to see consolidation in the sector as a driving source of an improvement in profitability over the coming years. Again, Ryanair will be the most significant beneficiary in this scenario. However, competitor failure is unlikely until after the busy summer period at least.

As mentioned above, ancillary revenues were impressive ensuring the group has maintained its profit guidance for the full year. Management cited priority boarding and preferred seat sales as key drivers of this. This meant better than expected top and bottom line performance during the quarter. We expect the momentum in ancillaries to continue this year. Cost and traffic forecasts remain unchanged. Given climate change concerns facing the industry, management are being proactive addressing CO2 emissions, by becoming the first European airline to publish monthly emissions per passenger.

There is no change to our outlook for the stock and we maintain our 12m €12.50 price target with an Outperform rating. Despite a number of strong points in these results we remain cautious over the short term as the faltering sector demand (slowing European economy), an oversupplied market, Brexit and the Boeing MAX headwinds are likely to weigh on the share price over the coming months. Ryanair remains the long term structural winner in the sector and we see the share price recovering over the medium term. However, the rate and route of this recovery will be driven by top down sector/macro factors, which are out of managements control.

David Fahy, CFA | Investment Analyst

CFI Research Team

Bank of Ireland

Closing Price: €4.35

News

Bank of Ireland released a mixed set of results this morning, showing a continuation of the trends seen in Q1. Net interest Margin (NIM) was in line with Q1 at 2.16% and Net Interest Income (NII) was marginally lower than H118 at €1.07bn. Other income performed well with €311mln in sustainable and diversified income, with the total other income line at €342mln. Operating expenses were lower, down €30mln to €903mln, however, the cost income ratio (CIR) remains high at 66% due to a flat top line. New lending was led by the UK with €1bn net lending growth, with consumer lending and acquisition finance the leading segment. Net lending growth in Ireland was €0.2bn, with total new lending at €7.7bn. Irish mortgage market share was behind expectations at 23%, while progress on its roll out of a broker distribution channel should see this improve in H2.

Management recognised a €81mln net impairment charge as nonperforming exposure fell to €4.2bn or 5.3% of gross loans. Guidance was maintained for a 5% NPE ratio by year end, however, we would expect a portfolio sale over the coming 12 months, which will see the ratio lowered further. Capital was also encouraging in H1 with 90bps organic capital generated. This was offset by a 30bps increase in risk weighted assets (RWA), 25bps invested in Transformation and a 20bps dividend accrual. A 30bps capital release from a mortgage securitisation saw the fully loaded CET 1 ratio increase to 13.6% at period end.

Comment

Management continue to make progress towards its FY21 targets, with cost reductions on course to deliver ahead of expectations. Loan growth and profitability metrics may be more challenging as evidenced by the lower NIM guidance and weaker credit demand. Management reduced its NIM forecast out to 2021, primarily due to a material change in the outlook for European interest rates. As we have seen across the broader sector, economic uncertainty and lower rates are proving a significant challenge for banks with Bank of Ireland no different. Management are focusing on progress made across the bank's UK franchises, which will be needed to deliver its +10% return on tangible equity (ROTE) target by FY21. We will incorporate the impact of lower NIM guidance and reassess outlook for the overall operating environment for European Banks, as a result we move Bank of Ireland to under review.

Pierce Byrne, CFA | Investment Analyst

CFI Research Team

Sanofi

Closing Price: €75.95

News

Sanofi released Q2 2019 financial results this morning, reporting sales of €8.63bn (+5.5% YoY) and adjusted earnings per share of €1.31 (€+4.8% YoY) – both beating expectations. Business net income for H1 2019 delivered €2.73, +7.1% YoY and management raised their full year guidance modestly.

Dupixent, a drug that treats allergies and asthma reported that sales grew 168% YoY, which was key behind the Genzyme sales results. Vaccines sales increased by 25% YoY driven by its emerging market exposure. Sanofi's rare blood and rare disease drugs reported c.8% growth in sales. Primary care sales declined by 10.4% as a result of lower diabetes drug sales – a continuation of trends that have been for some time.

In addition to solid financial results, Sanofi announced a number of key regulatory milestones with this result including the use of Dupixent for other medical conditions, Libtayo approval in Europe and two key drugs are now being reviewed for approval by the FDA.

Disappointingly Sanofi took a €1.8bn impairment on intangible assets related to Eloctate due to disappointing sales in the US. This was an impairment on the \$11.6bn acquisition of Bioverativ acquired in January 2018.

Comment

We are pleased that the company raised the guidance to the upper end of its previous range driven by strong growth within Specialty Care and Vaccines. The continued strong performance of Dupixent is positive but expected. Strong sales in emerging markets is a positive development.

Business operating income margin expanded by 50bps and this margin expansion is key to future performance given managements recent roadshow focused on the group taking cost out. Operating cash flow increased by 20% YoY and free cash flow also reported strong growth.

This result would have been much better if it were not for the impairment on Bioverativ but the underlying group trends are supportive of further upside. Management continues to see good upside in the Bioverativ transaction and that Eloctate was hit by new competition in the US resulting in the impairment. Our fair value is set at €85 which offers c.13% total return.

Darren McKinley, CFA | Senior Equity Analyst

Cantor Core Portfolio - In Detail



Cantor Core Portfolio

Date: 26/07/2019

Performance YTD	%
Portfolio	19.2%
Benchmark	21.7%
Relative Performance	-2.5%
P/E Ratio	17.77x
Dividend Yield	2.8%
ESMA Rating	6
Beta	0.94

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

FX	Portfolio	Benchmark
EUR	52%	37%
GBP	9%	15%
USD	39%	40%
Other	0%	8%

Currency YTD %		
GBP	0.03%	
USD	2.97%	

Benchmark

Weighted Average Contribution

Index	Currency	PE	Outlook	Weighting	Total Return Local	Weekly Return	Price	Total Contribution
STOXX Europe 600	EUR	17	Neutral	60%	19.1%	0.9%	391	11.4%
S&P 500	USD	20	Neutral	40%	22.1%	1.7%	3026	10.3%
Total				100%				21.71%

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	2%	19.2%	10.0%	1245	0.6%
Verizon Communications Inc	USD	0.0%	H	Communication Services	5%	4.8%	0.9%	57.1	0.4%
Ryanair Holdings Plc*	EUR	0.0%	H	Consumer Discretionary	4%	-6.8%	0.4%	10.02	-0.2%
Dalata Hotel Group Plc*	EUR	2.3%	S	Consumer Discretionary	0%	3.8%	0.8%	4.855	0.8%
Amazon.Com Inc*	USD	0.0%	H	Consumer Discretionary	2%	29.4%	-1.1%	1943	1.1%
Glanbia Plc*	EUR	1.9%	H	Consumer Staples	4%	-12.1%	-0.8%	14.3	-0.4%
Walgreens Boots Alliance Inc	USD	3.3%	S	Consumer Staples	0%	-18.3%	1.1%	55.05	-1.0%
Coca Cola Co	USD	3.0%	H	Consumer Staples	2%	16.3%	5.4%	54.17	0.8%
Danone	EUR	2.6%	H	Consumer Staples	5%	31.0%	4.1%	78.4	0.8%
Royal Dutch Shell Plc	GBP	6.0%	H	Energy	5%	12.4%	0.5%	25.54	0.6%
Total Sa	EUR	5.5%	H	Energy	3%	6.7%	-0.4%	0.48	-0.1%
Lloyds Banking Group Plc*	GBP	5.9%	S	Financials	0%	11.7%	-1.4%	0.56	0.8%
Allianz Se	EUR	4.5%	H	Financials	4%	26.6%	-1.6%	212.15	1.1%
AIB Group Plc	EUR	5.4%	H	Financials	4%	-0.4%	1.4%	3.51	0.0%
Sanofi	EUR	4.1%	H	Health Care	5%	4.6%	1.9%	75.95	0.0%
Unitedhealth Group Inc	USD	1.6%	H	Health Care	5%	2.4%	-1.4%	252.94	0.3%
Pfizer Inc	USD	3.3%	H	Health Care	5%	0.4%	0.7%	43.09	0.2%
Vinci Sa*	EUR	3.2%	H	Industrials	4%	30.5%	-1.1%	91.96	1.3%
Kingspan Group Plc*	EUR	1.0%	S	Industrials	0%	24.8%	-0.7%	46.3	0.9%
DCC Plc	GBP	2.1%	H	Industrials	4%	18.1%	1.3%	69.74	0.7%
Fedex Corp	USD	1.5%	H	Industrials	4%	9.3%	4.7%	1.75	0.0%
Caterpillar Inc*	USD	2.8%	S	Industrials	0%	6.7%	-2.4%	132.92	0.2%
SAP Se*	EUR	1.4%	H	Information Technology	4%	33.0%	1.9%	114.1	1.3%
Paypal Holdings Inc	USD	0.0%	H	Information Technology	4%	37.3%	-2.6%	115.49	1.7%
Microsoft Corp*	USD	1.4%	H	Information Technology	5%	40.3%	3.5%	141.34	2.1%
Smurfit Kappa Group Plc	EUR	3.5%	H	Materials	3%	28.9%	3.7%	29.18	1.5%
CRH Plc*	EUR	2.5%	H	Materials	3%	33.0%	2.3%	30.14	1.5%
Rio Tinto Plc	GBP	7.5%	S	Materials	0%	33.0%	-5.1%	46.06	1.0%
Newmont Goldcorp Corp	USD	1.5%	H	Materials	5%	11.2%	-5.1%	37.28	0.8%
Engie	EUR	5.5%	H	Utilities	5%	18.7%	2.2%	14.05	0.0%
Greencoat Renewables Plc	EUR	5.4%	H	Utilities	4%	11.7%	1.8%	1.12	0.1%
JPMorgan Emerging Markets Trust	GBP	1.3%	S	Emerging Markets	0%	23.0%	-0.4%	10.46	0.2%
Total					100%				19.18%

All data taken from Bloomberg up until 26/07/2019.

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

6 *Yields are based on the mean of analyst forecast

From the News - Monday's Headlines

- **Global** Stocks fall as attention turns to Fed and trade talks
- **US** Will the Fed go large with its interest rate
- **Europe** Europe's Mifid rules help to pump up the volume
- **UK** Javid to release over £1bn for no-deal Brexit planning
- **Ireland** Time for "aggressive tax behavior" is over, says OECD reform director

This Weeks Market Events

Monday	Tuesday	Wednesday	Thursday	Friday
Corporate	Corporate	Corporate	Corporate	Corporate
Sanofi Ryanair Bank of Ireland Hammerson Siemens Healthineers Bankia	Reckitt Benckiser Bayer HeidelbergCement Engie Martin Marietta Mat P&G Pfizer Apple Mastercard	LafargeHolcim Hibernia REIT Credit Suisse BNP Paribas Lloyds Smurfit Kappa Vinci GE Airbus	Siemens Axa Rio Tinto Hugo Boss Royal Dutch Shell FBD Holdings Kraft Heinz Verizon Comm Kellogg	RBS BT Group Allianz Chevron Exxon Mobil
Economic	Economic	Economic	Economic	Economic
JP Retail Sales ES Inflation GB Consumer Credit GB Mortgage Lending US Dallas Fed Manufacturing Index	FR Q2 GDP DE GfK Cons Conf EA Business Conf DE Inflation US PCE Index US Personal Spending	CN Manufacturing PMI JP Cons Confidence DE Retail Sales ES Q2 GDP EA Q2 GDP IT Q2 GDP US FOMC Decision	CN Caixin Manufacturing PMI DE/FR/GB/EA Manufacturing PMI GB BoE Decision US Manufacturing PMI	EA Retail Sales US Trade Data US Jobs Data US Factory Orders

Upcoming Events

05/08/2019 HSBC

06/08/2019 Beiersdorf, Disney

07/08/2019 UniCredit, Commerzbank, Flutter, UDG, Costco

08/08/2019 KBC, Glanbia, Kerry, Aviva, adidas, Zurich, Deutsche Telekom

09/08/2019 IRES

05/08/2019 EA/FR/DE/US/GB Composite & Services PMI

06/08/2019 DE Construction PMI, DE Factory Orders

07/08/2019 CN Foreign Exchange Reserves

08/08/2019 CN Trade Data, US Wholesale Inventories

09/08/2019 JP Q2 GDP, CN Inflation Rate, DE Balance of Trade, GB Q2 GDP, GB Industrial Production, US PPI

All data sourced from Bloomberg

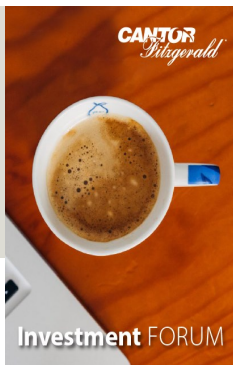
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Regulatory Information

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.

Newmont Goldcorp: Newmont acquires, explores, and develops mineral properties.

Greencoat Renewables: Greencoat operates as an investment company. The Company invests in wind and renewable electricity generation assets.

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.

Engie: Engie is a global energy and services utility company

FedEx: FedEx delivers packages and freight to multiple countries and territories through an integrated global network

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

Engie: Initiated with an Outperform on 20/06/2019

FedEx: We initiated with an Outperform on 15/07/2019

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.

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

Bank of Ireland Group: We have an outperform rating on Bank of Ireland as of 04/07/2018

Regulatory Information

All regulatory disclosures pertaining to valuation methodologies and historical records of the above recommendations can be found on the Cantor Fitzgerald Ireland website here:

http://www.cantorfitzgerald.ie/research_disclosures.php

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