

# Equity Solutions WATCHER



## UK Banks 2016 Stress Test Separates grain from chaff

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BUILDING TEAM SPIRIT TOGETHER

# Editorial (1/2)

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### **UK Banks 2016 Stress Test – Separates grain from chaff**

The Bank of England (BOE) conducts a stress test annually to assess banks' resilience to a range of adverse shocks. The BOE not only checks the banks' ability to withstand very severe shocks but also whether they would be able to maintain the supply of credit to the real economy.

In March 2016, the BOE commenced its third concurrent stress test of the UK banking system. It covered seven major UK banks and building societies, which accounted for ~80% of Prudential Regulatory Authority (PRA) regulated banks' lending to the UK real economy. The 2016 stress test was the first one under BOE's new approach to stress testing. It was much more rigorous than 2014 and 2015 as it incorporated a very severe synchronised UK and global economic recession with associated shocks to financial market prices, and an independent stress of misconduct costs.

The BOE announced the results of the 2016 stress test on 30 November. Four of the seven participating banks, viz. HSBC, Lloyds Banking Group, Nationwide Building Society and Santander UK passed the stress test (based on balance sheet at 2015-end). However, the PRA Board identified capital inadequacies at The Royal Bank of Scotland (RBS), Barclays and Standard Chartered.

RBS lagged the minimum Common Equity Tier (CET) I capital and Tier I leverage ratios requirement by a significant margin. However, as a pre-emptive measure, RBS updated its capital plan to incorporate additional capital strengthening actions after an internal assessment of its capital strength and possibly due to a poor performance in the European Banking Authority's stress test in July 2016. This was accepted by the PRA Board, but it would continue to monitor RBS' progress against its revised capital plan. Barclays and Standard Chartered missed certain capital thresholds, but given their actions to augment capitalisation in 2016, the PRA did not require them to submit a revised capital plan.

The key positive was that the Financial Policy Committee (FPC) judged that the stress test showed that the banking system is in aggregate capitalised to support the real economy in a severe, broad and synchronised stress scenario. Further, it said that no system-wide macro-prudential actions on bank capital were required. This is likely to boost investor confidence in the UK



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# Editorial (2/2)

banks. Additionally, the FPC maintained the UK countercyclical capital buffer (CCYB\*) at 0% due to uncertain economic outlook in the UK. The purpose of maintaining the buffer at 0% is to prevent banks from hoarding capital and constraining lending to the economy. The FPC reaffirmed that barring any significant change in economic outlook, it expects to maintain CCYB at the current rate till June 2017.

Another major feature was the drawdown in CET I capital (the fall in aggregate CET I capital ratio from start to stressed point; an indicator of downside risk over a specified time period). Under the 2016 stress scenario, banks' aggregate CET I capital ratio is expected to fall from 12.6% at 2015-end to a low (stressed) point of 8.8% in 2017. This implies a drawdown of 3.8%. Although the drawdown was higher in 2016 than in 2015 (360 bps) and 2014 (240 bps), the low point of 2016's CET I ratio was higher than the 2015 and 2014 level of 7.6% each, indicating that the banks have made significant headway in strengthening capitalisation.

Among the major UK banks, HSBC and Lloyds witnessed the lowest drawdown in 2016. We note that HSBC is the only bank which has passed all the stress tests since 2014. We prefer HSBC and Lloyds given their solid fundamentals, robust capitalisation and attractive shareholder return potential (in the form of dividend or share buyback).

\*The CCYB aims to ensure that the banking system has a capital buffer to protect it against future capital losses. Regulators stipulate a CCYB when excess aggregate credit growth is perceived to be accompanied by a build-up of system-wide risk.

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# FOCUS: HSBC HOLDINGS PLC (HSBA-GB)

## BUY – TARGET PRICE: GBP 7.30

### Company Description

Headquartered in London, HSBC is a leading global banking and financial services organisation with an asset base of USD 2.56 trn as of 3Q16. HSBC has a wide distribution network of ~4 400 offices in 71 countries and territories, and its home markets are Hong Kong (HK) and the UK.

### Investment Case:

- HSBC's competitive advantages are its (1) diversified universal banking business model, (2) comfortable capitalisation with CRD IV CET I ratio of 13.9% (target of 12–13%), (3) conservative balance sheet with 3Q16 L/D ratio of ~68% and solid deposit base of ~USD 1.3 trn and (4) favourable gearing to an interest rate hike (mainly in the US and HK), as a 25 bps rise in interest rates would increase net interest income by ~USD 1.37 bn.
- In our view, HSBC would continue to trade at a premium to its UK peers, considering its (1) competitive advantages, (2) healthy FY17E ROE of 6.5% (peers: 5.9%), (3) strict cost management, (4) significant progress on executing strategic actions and (5) high visibility over shareholder returns (dividend/share buyback). While the revenue backdrop remains difficult, we believe that HSBC's expense discipline and stable asset quality should support earnings growth.

### Dividend Policy:

- HSBC has consistently rewarded its shareholders by paying dividend every year since 1997. Its dividend payout has increased at a CAGR of 7.2% in FY10–15 to USD 0.51/share.
- Recently, the bank revised its shareholder return policy in which it (1) targets to sustain dividend at current level (rather than a progressive dividend) and (2) initiated a share buyback programme with further buybacks dependent on execution of targeted capital actions and regulatory approval.
- Consensus expects a healthy FY16–18E average dividend yield of 5.8%.

### Risks To Our Investment Case:

- Overturning of the Deferred Prosecution Agreement by the US regulators and a fresh investigation into the HSBC's FX trading business could result in a fine and filing of criminal charges against HSBC. This would adversely impact the bank's earnings and reputation.
- HSBC has a high exposure to the UK commercial real estate (advances of USD 17 bn), oil and gas (drawn risk exposure of USD 30 bn) and metals and mining (USD 17 bn) segments, and China (USD 146 bn). Higher-than-expected loan impairment charges would weigh on earnings growth.
- Inability to upstream further capital from the US business (possibly due to rejection of capital plan of the US subsidiary in 2017) or harsher capital requirements (on implementation of Basel IV, IFRS 9 and other pending regulations) could dampen the shareholder return prospects and lead to a de-rating of the stock.

Description	Current
Currency	British Pounds
Market Cap (bn)	129.69
Price	6.52
52 Wk Low	3.92
52 Wk High	6.80
Profitability	2017(e)
Net Interest Margin	2.05
ROA	0.46
ROE	7.19
Cost-to-Income	61.58
Valuation	2017(e)
PE Ratio	13.07
Price/Book	0.94
Tier One Capital Ratio	14.89
Dividend Yield	2017(e)
Dividend Yield	6.00

Sources: SGPB & FactSet

# FOCUS: LLOYDS BANKING GROUP (LLOY-GB)

## BUY – TARGET PRICE: GBP 0.74

### Company Description

Lloyds Banking Group (Lloyds) was formed in January 2009 through Lloyds TSB's acquisition of HBOS. It is a leading UK-based financial services group that caters to retail and corporate clients. The bank has the largest branch network in the UK and includes well-known brands such as Lloyds Bank, Halifax, Bank of Scotland and Scottish Widows.

### Investment Case:

- Lloyds' competitive advantages are its (1) well-balanced business model, (2) lowest C/I ratio of ~47.7% in 9M16 vs. peers at ~69%, (3) strict cost discipline (9M16 C/I ratio declined 30 bps to 47.7%), (4) robust capitalisation with 3Q16 CRD IV CET I ratio of 13.4% and (5) superior asset quality as impaired loans as a percentage of advances declined 10 bps to 2.0% since 4Q15 and 9M16 credit cost is significantly low at 14 bps.
- Lloyds' is trading at an FY17E P/TBV of 1.1x, at a 26% premium to its UK peers. We believe that premium valuation is justified, considering Lloyds' competitive advantages, strong FY17E ROE of 10.7% (peers: 4.9%) and robust FY16–18E average dividend yield of 5.8%.
- Lloyds' 3Q16 results were weak, however, the bank performed well on capital generation and cost management. Key catalysts for the stock include (1) guidance of NIM of ~2.7% and steady loan growth in FY17E and (2) possibility of special dividend in 4Q16 (given its commitment to distribute excess capital above 13%).

### Dividend Policy:

- After six years, Lloyds resumed dividend payment in February 2015 at GBp 0.75/share for FY14. In FY15, dividend jumped ~267% YoY to GBp 2.75/share (includes special dividend).
- Lloyds has a progressive and sustainable dividend policy wherein it considers distributing surplus capital (CET I ratio of 12% plus a year's ordinary dividend equivalent to 13%) through special dividend or share buyback at the end of each fiscal year.
- FY16-18E average dividend payout ratio is ~54% vs. 32% in FY15.

### Risks To Our Investment Case:

- The UK government has a 9.1% stake in Lloyds. The UK government recently announced a new trading plan to divest its remaining stake over the next 12 months. Though this removes uncertainty over divestment timeline it would continue to exert downward pressure on the stock as supply (of shares) would exceed demand.
- Income from structural hedge contributed 14% to 1H16 net interest income (NII). Inability to rollover the hedges at current spreads and a sharper-than-expected decline in key benchmark rates in the UK could adversely impact NII and earnings growth.
- Higher-than-expected provisions for payment protection insurance (PPI) claims and other litigation costs is a key risk to earnings growth. Recently, the UK's Financial Conduct Authority announced a proposed deadline of June 2019 for PPI claims. Any further extension of the deadline would be negative for Lloyds.

Description	Current
Currency	British Pounds
Market Cap (bn)	43.86
Price	0.61
52 Wk Low	0.47
52 Wk High	0.74
Profitability	2017(e)
Net Interest Margin	2.66
ROA	0.44
ROE	10.54
Cost-to-Income	50.32
Valuation	2017(e)
PE Ratio	9.29
Price/Book	0.98
Tier One Capital Ratio	16.18
Dividend Yield	2017(e)
Dividend Yield	6.02

Sources: SGPB & FactSet

# Market Dashboard & Conviction-list Performance

## Conviction Lists<sup>2</sup> & Benchmarks

12/12/2016	Inception Date		Weekly	YTD
<b>Global CL</b>	<b>09/14/2009</b>	<b>57.4%</b>	<b>3.6%</b>	<b>2.6%</b>
Developed Asia-Pacific CL	02/22/2016	7.6%	2.4%	7.6% <sup>1</sup>
European CL	03/10/2010	30.1%	3.8%	-6.4%
US CL	03/10/2010	44.5%	3.1%	-0.4%
Emerging CL	02/22/2016	22.5%	2.3%	22.5% <sup>1</sup>
Dividend CL	02/05/2015	0.6%	4.0%	0.2%
<b>MSCI AC World</b>	<b>09/14/2009</b>	<b>49.3%</b>	<b>2.4%</b>	<b>6.2%</b>
MSCI Pacific Index	02/22/2016	14.6%	3.0%	3.8%
MSCI Europe	03/10/2010	33.7%	3.7%	-2.6%
SFX Index	03/10/2010	97.0%	2.4%	10.4%
MSCI Emerging Markets	02/22/2016	16.4%	2.1%	9.8%
MSCI World High Dividend Yield	02/05/2015	3.9%	2.5%	9.1%

Sources: SGPB & FactSet

## MSCI World AC Group Ranked Returns

12/12/2016	Weekly	YTD	52 Week Rolling	
			Low	High
<b>MSCI AC WORLD</b>	<b>2.4%</b>	<b>6.2%</b>	<b>20.8%</b>	<b>-0.3%</b>
Telecom Services	3.7%	0.3%	8.5%	-8.7%
Utilities	3.3%	2.0%	7.9%	-9.5%
Financials	3.3%	10.6%	35.4%	-0.9%
Cons. Staples	2.6%	-0.8%	6.9%	-8.9%
Energy	2.5%	24.5%	49.2%	-1.3%
Materials	2.5%	24.5%	46.4%	-0.7%
Info Technology	2.4%	11.2%	28.3%	-1.6%
Cons. Discretionary	2.1%	2.4%	19.1%	-0.8%
Industrials	1.5%	11.3%	25.7%	-0.6%
Healthcare	1.2%	-9.1%	4.5%	-11.4%

Sources: SGPB & FactSet

## Global Style Counselling<sup>3</sup>

12/12/2016	Weekly	YTD	52 Week Rolling	
			Low	High
<b>MSCI AC WORLD</b>	<b>2.4%</b>	<b>6.2%</b>	<b>20.8%</b>	<b>-0.3%</b>
MSCI World Value	3.1%	10.1%	24.3%	0.0%
MSCI World Growth	1.7%	1.7%	15.4%	-2.8%
MSCI World Small Cap	2.0%	11.5%	28.9%	-0.5%
MSCI World Large Cap	2.5%	6.2%	20.5%	-0.3%

Sources: SGPB & FactSet

<sup>1</sup> Performance since 02/22/2016.

<sup>2</sup> Conviction lists' content is detailed on the following pages.

<sup>3</sup> Each style is defined according to MSCI standards, detailed in the glossary.

Past performance is not a reliable indicator of the future performance. The amounts indicated above do not include any fees, duties or other charges which may be added in case of conclusion of an operation.

# Global Conviction List...

## List Definition

- The List comprises Societe Generale Private Banking Equity Experts' convictions with exclusively buy rated listed companies.
- The selection derives from Societe Generale Private Banking investment universe.
- Any update in the list is announced through a "Conviction List Change" publication.

### U.S.

**Alphabet Inc (GOOGL-US)**  
**Apple Inc (AAPL-US)**  
**Check Point Software Technologies Ltd (CHKP-US)**  
**Citigroup Inc (C-US)**  
**Facebook, Inc. Class A (FB-US)**  
**Oracle Corp (ORCL-US)**  
**Pfizer Inc. (PFE-US)**  
**Thermo Fisher Scientific Inc (TMO-US)**  
**Walt Disney Co (DIS-US)**

### EUROPE

**Actividades de Construcción y Servicios SA (ACS-ES)**  
**BNP Paribas SA (BNP-FR)**  
**Bayer AG (BAYN-DE)**  
**Cie de St-Gobain SA (SGO-FR)**  
**Danone SA (BN-FR)**  
**ING Groep NV (INGA-NL)**  
**LVMH SE (MC-FR)**  
**Novartis AG (NOVN-CH)**  
**Pernod Ricard SA (RI -FR)**  
**Schneider Electric SE (SU-FR)**  
**WPP Plc (WPP-GB)**

### ASIA

**Alibaba Group Holding Ltd (BABA -US)**  
**Japan Airlines (9201-JP)**  
**Japan Tobacco Inc (2914-JP)**  
**Mitsubishi UFJ Financial Group (8306-JP)**  
**Samsung Electronics Co Ltd (SMSN-GB)**

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# ...& Historical Performance

## Global Conviction List

12/12/2016

Code	Company Name	Last Price	Perf.*	Target Price **	Upside	Industry	Entry Date
ACS-ES	Actividades de Construccion y Servicios SA	29.12	7%	34.00	17%	Industrials	11/21/2016
BABA-US	Alibaba Group Holding Ltd.	92.47	-5%	120.00	30%	Information Technology	01/19/2015
GOOGL-US	Alphabet Inc. Class A	807.90	32%	922.00	14%	Information Technology	08/25/2015
AAPL-US	Apple Inc.	113.30	23%	130.00	15%	Information Technology	06/19/2014
BAYN-DE	Bayer AG	95.00	-20%	119.00	25%	Health Care	09/09/2015
BNP-FR	BNP Paribas SA Class A	59.21	49%	68.00	15%	Financials	04/04/2013
CHKP-US	Check Point Software Technologies Ltd.	84.64	10%	98.00	16%	Information Technology	02/11/2015
SGO-FR	Compagnie de Saint-Gobain SA	42.49	6%	51.00	20%	Industrials	04/29/2015
C-US	Citigroup Inc	59.55	17%	64.00	7%	Financials	10/16/2013
BN-FR	Danone SA	61.02	1%	77.00	26%	Consumer Staples	06/16/2016
FB-US	Facebook, Inc. Class A	117.77	-5%	150.00	27%	Information Technology	07/29/2016
INGA-NL	ING Groep NV	13.65	25%	15.40	13%	Financials	06/10/2014
9201-JP	Japan Airlines Co., Ltd.	3,488.00	-16%	3,800.00	9%	Industrials	09/11/2015
2914-JP	Japan Tobacco Inc.	3,898.00	50%	4,500.00	15%	Consumer Staples	01/08/2013
MC-FR	LVMH Moët Hennessy Louis Vuitton SE	176.15	8%	190.00	8%	Consumer Discretionary	06/04/2015
8306-JP	Mitsubishi UFJ Financial Group, Inc.	752.60	59%	800.00	6%	Financials	01/10/2013
NOVN-CH	Novartis AG	70.20	-12%	94.00	34%	Health Care	08/02/2016
ORCL-US	Oracle Corporation	40.51	34%	49.00	21%	Information Technology	06/24/2013
RI-FR	Pernod Ricard SA	101.55	-1%	120.00	18%	Consumer Staples	01/19/2015
PFE-US	Pfizer Inc.	32.40	-8%	42.00	30%	Health Care	08/18/2016
SMSN-GB	Samsung Electronics Co., Ltd.	747.00	18%	810.00	8%	Information Technology	02/09/2015
SU-FR	Schneider Electric SE	64.79	5%	73.00	13%	Industrials	06/30/2015
TMO-US	Thermo Fisher Scientific Inc.	145.18	16%	179.00	23%	Health Care	02/11/2015
DIS-US	Walt Disney Company	104.06	5%	115.00	11%	Consumer Discretionary	01/08/2016
WPP-GB	WPP Plc	1,750.00	146%	2,080.00	19%	Consumer Discretionary	07/27/2011

List Performance Since Inception: 57.4%

List Potential Upside: 27.4%

Sources: SGPB & FactSet

\* Price Return Since Inception

\*\* Target price is a 12-month forecast price defined by SGPB Equity Experts

## Weekly Comment

- The Global Conviction List climbed 3.7% last week, outperforming the MSCI AC World Index, which advanced 2.4%.
- The week's best performers were Bayer and BNP Paribas as they surged 7.8% and 7.1% respectively. Conversely, the worst performing stocks were Facebook and Novartis as they rose marginally by 0.3% and 1.0% respectively.
- The List offers an average upside of 27.4%, based on our Equity Experts' target prices.

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# Dividend Conviction List

## List Definition

- The List comprises Societe Generale Private Banking Equity Experts' convictions with exclusive buy rating and an attractive dividend yield.
- The selection aims at generating dividend income.
- The selection derives from Societe Generale Private Banking investment universe.
- Any update in the list is announced through a "Conviction List Change" publication.

12/12/2016

FactSet Code	Company Name	Dividend Yield*	Last Price	Perf.**	Target Price***	Upside	Industry	Entry Date
CS-FR	AXA SA	5.0%	23.99	24%	26.50	10%	Financials	02/05/2015
CVX-US	Chevron Corporation	3.7%	117.15	17%	115.00	-2%	Energy	06/23/2015
KO-US	Coca-Cola Company	3.5%	41.90	0%	48.00	15%	Consumer Staples	02/05/2015
ENEL-IT	Enel SpA	5.2%	4.01	1%	4.64	16%	Utilities	08/25/2015
ENGI-FR	ENGIE SA	6.1%	11.98	-37%	14.40	20%	Utilities	02/05/2015
GSK-GB	GlaxoSmithKline plc	5.5%	1,471.00	-2%	1,860.00	26%	Health Care	02/05/2015
INGA-NL	ING Groep NV	5.2%	13.65	4%	15.40	13%	Financials	10/06/2015
LLOY-GB	Lloyds Banking Group	6.0%	61.38	-16%	74.00	21%	Financials	11/26/2015
RDSA-NL	Royal Dutch Shell Plc	6.7%	25.33	-8%	26.20	3%	Energy	05/19/2015
SU-FR	Schneider Electric SE	3.3%	64.79	5%	73.00	13%	Industrials	06/30/2015
VIE-FR	Veolia Environnement SA	5.5%	15.98	-3%	25.00	56%	Utilities	02/05/2015
DG-FR	VINCI SA	3.4%	62.96	27%	77.00	22%	Industrials	02/05/2015

List Performance Since Inception: 0.6%

List Potential Upside: 16.4%

Sources: SGPB & FactSet

\* Estimated annual dividend yield for the next 12 months (average of the estimates given by the contributors to the FactSet consensus)

\*\* Price Return Since Inception

\*\*\* Target price is a 12-month forecast price defined by SGPB Equity Experts

Dividend Yield	%
FTSE 100	4.5%
Euro Stoxx50	3.8%
Straits Times Index	3.9%
SMI	3.8%
Bovespa Index	3.2%
S&P 500	2.1%
Nikkei 225	1.8%

Sources: SGPB & FactSet

Estimated annual dividend yield for the next 12 months (average of the estimates given by the contributors to the FactSet consensus)

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# Emerging Markets Overview

## Conviction List

12/12/2016

Code	ADR/GDR*	Company Name	Last Price	Perf.**	Target Price ***	Upside	Industry	Entry Date
BABA-US	BABA-US	Alibaba Group Holding Ltd.	92.47	34%	120.00	30%	Information Technology	02/22/2016
BBLR-TH	-	Bangkok Bank Public Company	158.50	0%	240.00	51%	Financials	02/22/2016
012330-KR	-	Hyundai Mobis Co., Ltd	261,500.00	1%	320,000.00	22%	Consumer Discretionary	02/22/2016
SMSN-GB	SMSN-GB	Samsung Electronics Co., Ltd.	747.00	55%	810.00	8%	Information Technology	02/22/2016

List Performance Since Inception: **22.5%**

List Upside: **33.1%**

Sources: SGPB & FactSet

\* When available, ADR/GDR most liquid. \*\* Price Return since Inception

\*\*\* Target price is a 12-month forecast price defined by SGPB Equity Experts

## Market Performances

12/12/2016	EM Index	Weekly	YTD
MXEF Index	MSCI Emerging (USD)	2.1%	9.8%
MSEUEMEA Index	MSI EMEA (USD)	4.6%	15.2%
MXLA index	MSCI LATAM (USD)	3.0%	27.0%
MXMS Index	MSCI Emerging Asia (USD)	1.4%	5.9%
MXRU Index	MSCI Russia	6.6%	48.3%
MXBR Index	MSCI Brazil	1.6%	54.8%
MXIN INDEX	MSCI India	0.7%	0.0%

Sources: SGPB & FactSet

## Convictions Highlights

The EM Conviction List gained 2.4% last week, outperforming the MSCI EM Index, which climbed 2.1%. Hyundai Mobis was the week's best performer as it surged 4.4%. Conversely, Alibaba Group was the worst performing stock as it had the lowest gain at 1.6%.

## MSCI Emerging Markets Index (USD)



Sources: SGPB & FactSet

## Macroeconomic Views

### China: Consumer Price Index (CPI) and Producer Price Index (PPI) rise more than expected in November

China's CPI rose 2.3% YoY in November, more than analysts' expectations of a 2.2% increase, driven by a 4% rise in food prices. PPI grew 3.3% YoY, far ahead of estimates of a 2.3% increase. Producer prices in the mining industry surged 14.8%, followed by raw material prices which increased 5.8%.

### Brazil: Inflation moderates in November

According to the government statistics agency, Brazil's IPCA inflation index rose 6.99% YoY in November, down from an increase of 7.87% in October and below estimates of a 7.08% increase. The government's official inflation target is 4.5% +/-2 ppts.

Source: FactSet

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# Regional Conviction Lists

## List Definition

- The List comprises Societe Generale Private Banking Equity Experts' convictions with exclusively buy rated listed companies.
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- Any update in the list is announced through a "Conviction List Change" publication.



## Developed Asia-Pacific<sup>1</sup>

12/12/2016

Code	Company Name	Last Price	Perf.*	Target Price **	Upside	Industry	Entry Date
1299-HK	AIA Group Limited	43.80	10%	60.00	37%	Financials	02/22/2016
4503-JP	Astellas Pharma Inc.	1,561.50	-1%	2,210.00	42%	Health Care	02/22/2016
5108-JP	Bridgestone Corporation	4,283.00	7%	4,500.00	5%	Consumer Discretionary	02/22/2016
9201-JP	Japan Airlines Co., Ltd.	3,488.00	-17%	3,800.00	9%	Industrials	02/22/2016
2914-JP	Japan Tobacco Inc.	3,898.00	-14%	4,500.00	15%	Consumer Staples	02/22/2016
8306-JP	Mitsubishi UFJ Financial	752.60	58%	800.00	6%	Financials	02/22/2016
8801-JP	Mitsui Fudosan Co., Ltd.	2,818.00	6%	2,910.00	3%	Financials	02/22/2016
O39-SG	Oversea-Chinese Banking Corp.	9.13	15%	12.10	33%	Financials	02/22/2016

List Performance Since Inception: 7.6%

List Potential Upside: 19.9%

Sources: SGPB & FactSet

\* Price Return Since Inception

\*\* Target price is a 12-month forecast price defined by SGPB Equity Experts

<sup>1</sup> Includes Australia, Hong Kong, Japan, New Zealand, Singapore

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# Europe

12/12/2016

Code	Company Name	Last Price	Perf.*	Target Price **	Upside	Industry	Entry Date
ACS-ES	Actividades de Construcción y Servicios SA	29.12	7%	34.00	17%	Industrials	11/21/2016
ADEN-CH	Adecco Group AG	64.80	-3%	78.00	20%	Industrials	12/17/2015
AIR-FR	Airbus Group SE	60.45	8%	60.00	-1%	Industrials	08/25/2015
ATO-FR	Atos SE	96.53	12%	109.00	13%	Information Technology	07/27/2016
BAYN-DE	Bayer AG	95.00	-20%	119.00	25%	Health Care	09/09/2015
BNP-FR	BNP Paribas SA Class A	59.21	49%	68.00	15%	Financials	04/04/2013
SGO-FR	Compagnie de Saint-Gobain SA	42.49	6%	51.00	20%	Industrials	04/29/2015
BN-FR	Danone SA	61.02	1%	77.00	26%	Consumer Staples	06/16/2016
CA-FR	Carrefour SA	23.23	7%	26.50	14%	Consumer Staples	08/03/2016
ENG-ES	Enagas SA	24.13	-6%	31.00	28%	Utilities	01/08/2016
ENEL-IT	Enel SpA	4.01	1%	4.64	16%	Utilities	08/25/2015
FME-DE	Fresenius Medical Care AG & Co. KGaA	77.63	-1%	90.00	16%	Health Care	01/08/2016
INGA-NL	ING Groep NV	13.65	25%	15.40	13%	Financials	06/10/2014
MC-FR	LVMH Moët Hennessy Louis Vuitton SE	176.15	8%	190.00	8%	Consumer Discretionary	06/04/2015
NOVN-CH	Novartis AG	70.20	-12%	94.00	34%	Health Care	08/02/2016
RI-FR	Pernod Ricard SA	101.55	-1%	120.00	18%	Consumer Staples	01/19/2015
PUB-FR	Publicis Groupe SA	63.39	5%	77.00	21%	Consumer Discretionary	12/01/2015
DSM-NL	Royal DSM NV	55.25	-7%	76.00	38%	Materials	08/04/2016
SU-FR	Schneider Electric SE	64.79	5%	73.00	13%	Industrials	06/30/2015
SOLB-BE	Solvay SA	111.20	20%	123.00	11%	Materials	05/08/2016
SEV-FR	Suez Environnement SA	13.44	5%	16.20	21%	Utilities	16/11/2016
VIE-FR	Veolia Environnement SA	15.98	-11%	25.00	56%	Utilities	04/08/2015
WDI-DE	Wirecard AG	41.76	8%	50.00	20%	Information Technology	05/08/2015
WIZZ-GB	Wizz Air Holdings Plc	1,823.00	2%	2,150.00	18%	Industrials	11/06/2015
WPP-GB	WPP Plc	1,750.00	146%	2,080.00	19%	Consumer Discretionary	07/27/2011

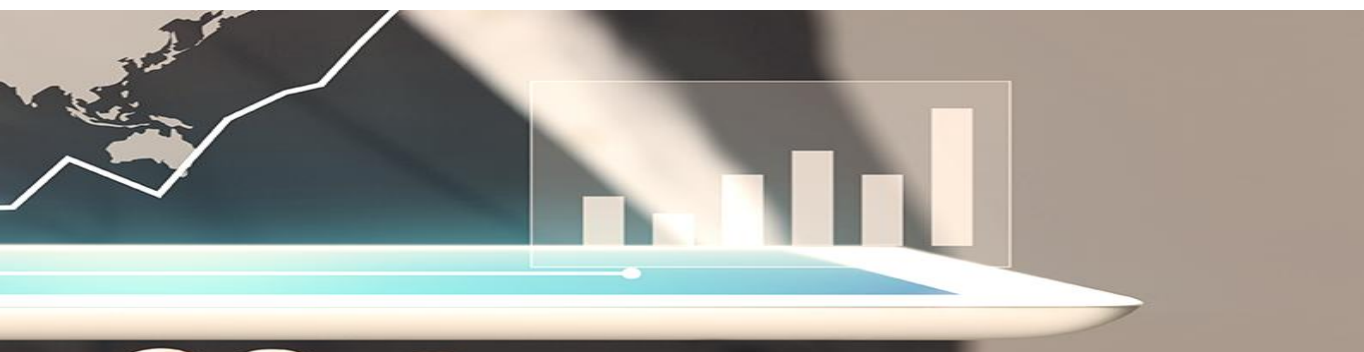
List Performance Since Inception: 30.1%

List Upside: 25.6%

Sources: SGPB & FactSet

\* Price Return Since Inception

\*\* Target price is a 12-month forecast price defined by SGPB Equity Experts



# United States

12/12/2016

Code	Company Name	Last Price	Perf.*	Target Price **	Upside	Industry	Entry Date
GOOGL-US	Alphabet Inc. Class A	807.90	32%	922.00	14%	Information Technology	08/25/2015
AAPL-US	Apple Inc.	113.30	23%	130.00	15%	Information Technology	06/19/2014
AVGO-US	Broadcom Limited	178.16	14%	210.00	18%	Information Technology	06/20/2016
CHKP-US	Check Point Software Technologies Ltd.	84.64	10%	98.00	16%	Information Technology	02/11/2015
C-US	Citigroup Inc	59.55	17%	64.00	7%	Financials	10/16/2013
KO-US	Coca-Cola Company	41.90	13%	48.00	15%	Consumer Staples	10/04/2013
FB-US	Facebook, Inc. Class A	117.77	-5%	150.00	27%	Information Technology	07/29/2016
GILD-US	Gilead Sciences, Inc.	73.47	-9%	101.50	38%	Health Care	06/12/2014
MRK-US	Merck & Co., Inc.	61.72	-3%	73.00	18%	Health Care	08/22/2016
ORCL-US	Oracle Corporation	40.51	34%	49.00	21%	Information Technology	06/24/2013
PFE-US	Pfizer Inc.	32.40	-8%	42.00	30%	Health Care	08/18/2016
TMO-US	Thermo Fisher Scientific Inc.	145.18	16%	179.00	23%	Health Care	02/11/2015
DIS-US	Walt Disney Company	104.06	5%	115.00	11%	Consumer Discretionary	01/08/2016
ZTS-US	Zoetis Inc	50.92	1%	58.00	14%	Health Care	10/17/2016

List Performance Since Inception: 44.5%

List Upside: 27.1%

Sources: SGPB & FactSet

\* Price Return Since Inception

\*\* Target price is a 12-month forecast price defined by SGPB Equity Experts

Past performance is not a reliable indicator of the future performance. The amounts indicated above do not include any fees, duties or other charges which may be added in case of conclusion of an operation.

# Convictions By Sectors

	Name	FactSet Code
<b>Consumer Discretionary</b>	Bridgestone Corp	5108-JP
	Hyundai Mobis Co Ltd	012330-KR
	LVMH SE	MC-FR
	Publicis Groupe	PUB-FR
	Walt Disney Co	DIS-US
	WPP PLC	WPP-GB
<b>Consumer Staples</b>	Carrefour SA	CA-FR
	Coca-Cola	KO-US
	Danone SA	BN-FR
	Japan Tobacco Inc	2914-JP
	Pernod Ricard SA	RI-FR
<b>Energy</b>	Chevron Corp	CVX-US
	Royal Dutch Shell Plc	RDSA-NL
<b>Financials</b>	AIA Group Ltd	1299-HK
	AXA SA	CS-FR
	Bangkok Bank PCL	BBL-TH
	BNP Paribas SA	BNP-FR
	Citigroup Inc	C-US
	ING Groep NV	INGA-NL
	Lloyds Banking Group Plc	LLOY-GB
	Mitsubishi UFJ Financial Group Inc	8306-JP
	Mitsui Fudosan Co Ltd	8801-JP
	Oversea-Chinese Banking Corp Ltd	O39-SG
<b>Healthcare</b>	Astellas Pharma Inc.	4503-JP
	Bayer AG	BAYN-DE
	Fresenius Medical Care & Co KGaA	FME-DE
	Gilead Sciences Inc	GILD-US
	GlaxoSmithKline Plc	GSK-GB
	Merck & Co., Inc.	MRK-US
	Novartis AG	NOVN-CH
	Pfizer Inc.	PFE-US
	Thermo Fisher Scientific Inc	TMO-US
Zoetis Inc	ZTS-US	
<b>Industrials</b>	Actividades de Construcción y Servicios SA	ACS-ES
	Adecco SA	ADEN-CH
	Airbus Group SE	AIR-FR
	Cie de St-Gobain	SGO-FR
	Japan Airlines Co Ltd	9201-JP
	Schneider Electric SE	SU-FR
	Vinci SA	DG-FR
	Wizz Air Holdings Plc	WIZZ-GB
<b>Information Technology</b>	Alibaba Group Holding Ltd	BABA-US
	Alphabet Inc	GOOGL-US
	Apple Inc	AAPL-US
	Atos SE	ATO-FR
	Broadcom Ltd	AVGO-US
	Check Point Software Technologies Ltd	CHKP-US
	Facebook, Inc. Class A	FB-US
	Oracle Corp	ORCL-US
	Samsung Electronics Co Ltd	SMSN-GB
	Wirecard AG	WDI-DE
<b>Materials</b>	Royal DSM NV	DSM-NL
	Solvay SA	SOLB-BE
<b>Utilities</b>	Enagas SA	ENG-ES
	Enel SpA	ENEL-IT
	Engie SA	ENGI-FR
	Suez Environnement SA	SEV-FR
	Veolia Environnement SA	VIE-FR

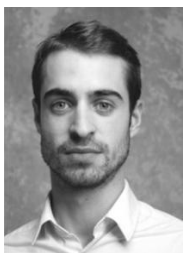
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# Rating System

## Investment Rating Definitions:

<b>Buy</b>	Stock that is expected to outperform its MSCI sector index over a 12-month investment horizon.
<b>Neutral</b>	Stock that is expected to perform in line with its MSCI sector index over a 12-month investment horizon.
<b>Sell</b>	Stock that is expected to underperform its MSCI sector index over a 12-month investment horizon.
<b>Restricted</b>	Covered stock that is not rated or assigned a target price as the Societe Generale group has a capital market transaction with that company.

### Product Risk Rating

The product category of single equity, stock, share is rated at '4'.

In order to draw the attention of potential investors to the risk linked to each investment solution, Societe Generale Private Banking has ranked each product according to its own specific risk scale from the lowest risk (class 0) to the highest risk (class 4). The risk classification is a Societe Generale Private Banking internal risk indicator. These internal indicators are based on the Value at Risk 95% 1 year (VaR). The VaR corresponds to the maximum amount that the portfolio being considered could lose in normal market conditions over a given period with a given probability (past performances and simulations of performance shall not be considered as a reliable indicator of future performance). If the VaR 95% 1 year is y%, this means that there is a 95% probability that the portfolio will not lose more than y% of its value in one year.

### Risk Levels      Losses

<b>0 - Lowest Risk</b>	There is a 95% probability that the product will not depreciate in value in one year.
<b>1 - Low Risk</b>	There is a 95% probability that the product will not lose more than 5% of its value in one year.
<b>2 - Medium Risk</b>	There is a 95% probability that the product will not lose more than 15% of its value in one year.
<b>3 - High Risk</b>	There is a 95% probability that the product will not lose more than 30% of its value in one year.
<b>4 - Highest Risk</b>	There is a minimum of 5% probability that the product will lose more than 30% of its value in one year.

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# Calculation Methodology

## Performance Calculation

At the time of inception of the conviction list, all members are based at 100. Each stock is equally weighted, so that every member has the same probability to add value to the list. The selection is made using a bottom-up approach and may not be read as a portfolio construction.

Performance of Conviction Lists and the members is calculated every week based on Monday's closing price or last trading day in case of a holiday. Rebased level for Conviction List members is obtained by applying the change in the share price (current price/last week price) to the previous rebased level. Rebased level for the Conviction Lists is obtained by averaging the rebased levels for all the conviction list members.

## Conviction List Change

Performance is also calculated as mentioned above at the time of any change in Conviction Lists such as inclusion of a new member or removal of an existing member. For inclusion or removal of a member, closing price on the day prior to the announcement is used. In addition, all members are equally weighted again by applying the last rebased level of the Conviction List.

## Performance Measurement

Weekly: % change in the current rebased level over previous week's rebased level.

YTD: % change in the current rebased level over the rebased level at the beginning of the year.

Since inception: % change in the current rebased level over the base value (100).

Since inclusion (Conviction List Members): % change in the current rebased level over the rebased level at the time of inclusion.

## Potential Upside Calculation

Of Members: is obtained by ascertaining the % difference between the current price and target price.

Of Conviction Lists: is obtained by rebasing the upside potential of members and then averaging these rebased upside potential levels.

## Corporate Actions

Dividend payment : the performance methodology does not take into account the impact of dividend payment. Therefore, the lists' performance is purely based on price return calculation.

Stock Split : to adjust the effect a stock split, we adjust the target price by the same ratio as that of the stock split.

## Benchmarking

Performance of Conviction Lists is compared with the following relative benchmarks to ascertain the outperformance/underperformance

**Global CL** (Conviction List) : MSCI AC World

**Developed Asia-Pacific CL** : MSCI AC Asia Pacific

**European CL** : MSCI Europe

**US CL** : S&P 500

**Emerging CL** : MSCI Emerging Markets

**Dividend CL** : MSCI World High Dividend Yield



# Glossary (1/2)

## Societe Generale Private Banking Investment Universe

Societe Generale Private Banking defines and maintains an investment universe, aiming at ensuring the liquidity and the meaningful coverage of companies subject to potential investments. This investment universe complies with rules defined as follows:

- **Issuers are constituents of MSCI indices:** The constituents of the indices retained cover developed and emerging countries with increased precision (average market capitalisation) for Germany, Belgium, France, the UK and Switzerland.
- **Market Capitalisation:** To avoid the inclusion of securities whose market capitalisation could be too low in light of the potential investments by clients and/or managers, only securities whose market capitalisation is greater than €500 mn have been chosen.
- **Liquidity:** To ensure minimum liquidity for investments, only securities with a six-month average daily trading volume greater than EUR 300,000 are selected.
- **Reliable Financial Information:** Only securities tracked by at least three sell side financial analysts are included in the universe.
- **Social and Environmental Responsibility Policy of SG Group:** Societe Generale has defined a framework for Social and Environmental Responsibility. This framework sets out restrictions on listed securities identified by SG Group and deleted from the universe.

## Societe Generale Private Banking Recommended Universe

The Recommended Universe is made of companies from the Investment Universe as defined by Societe Generale Private Banking guidelines. Members are chosen by Equity Solutions. There are no lower nor upper limits on the number of stocks in the Recommended Universe. There is no specific constraint in term of geographical or industry representation. A company from the recommended universe can be subject to a rating change, as decided by the Equity Solutions expert covering the company. When a stock is downgraded to a Sell rating, it is still followed for at least 3-month, after which Equity Solutions issues a coverage termination alert.

## Financial Terms and Acronyms

**ADR (American Depositary Receipt):** is a negotiable certificate issued by a US bank representing a specified number of shares in a foreign stock that is traded on a US exchange. ADRs are denominated in US dollars, with the underlying security held by a US financial institution overseas.

**BACKLOG:** often refers to a company's sales orders waiting to be fulfilled. Even if it provides the revenue visibility, the companies usually try to avoid to have an extensive backlog because that creates the risk of unmet demand and thus can have negative impact on future earnings

**BENCHMARK:** is, generally, a broad market, market-segment stock or bond index that is used as a reference to evaluate the performance of a security, mutual fund or investment manager.

**BV (Book Value):** is the total value of net assets of a company. It consists of the firm's fixed assets plus its current assets, minus short-term liabilities, long-term creditors and any provisions.

**BV/S (Book Value Per Share):** is the total value of the net assets of a company divided by the total number of outstanding shares.

**C/I (Cost Income Ratio):** is used for valuing banks. It shows a company's costs in relation to its income. Formula:  $(\text{Operating Costs}/\text{Operating Income}) \times 100$ .

**CAGR (Compound Annual Growth Rate):** is a term used for the geometric progression ratio that provides a constant rate of return over a specific time period.

**CAPEX (Capital Expenditure):** is the fund used by the company to acquire or upgrade the physical assets such as property, industrial buildings or equipment. The most capital intensive industries include oil, telecom and utilities.

**CAR (Capital Adequacy Ratio):** is a measure of a bank's capital. It is expressed as a percentage of a bank's risk-weighted credit exposures. Formula:  $(\text{Tier One Capital} + \text{Tier Two Capital})/\text{Risk Weighted Assets}$ .

**CET I (Common Equity Tier I Ratio) :** is a measure of the bank's common equity capital as a percentage of risk-weighted assets. It is generally compared to a defined benchmark stipulated by the regulatory authority to determine whether a bank is sufficiently capitalised.

**DIVIDEND YIELD:** Dividend per share or DPS (total dividend paid out divided by the total number of shares) expressed as a percentage of current stock price.

**EBIT (Earnings Before Interest and Taxes):** profit before taking into account interest payments and income taxes. Also referred to as operating income, it is calculated as a company's gross income minus all its operating expenses.

## Financial Terms and Acronyms (contd.)

**EBIT Margin:** Ratio that expresses EBIT as a percentage of total sales  $(\text{EBIT}/\text{Sales} \times 100)$ ; also referred to as operating margin.

**EBITDA (Earnings Before Interest, Taxes, Depreciation and Amortisation):** profit before taking into account interest payments, income taxes and non-cash operating expenses (depreciation and amortisation). It is calculated as a company's gross income minus its cash operating expenses only.

**EM (Emerging Market) :** is a country that has some characteristics of a developed market, but does not meet standards to be a developed market. This includes countries that may become developed markets in the future or were in the past.

**EPS (Earnings Per Share):** is the division of total net profit by the number of shares.

**EV (Enterprise Value)** is a measure of a company's value, often used as an alternative to straightforward market capitalisation. It is calculated as  $(\text{market cap} + \text{debt} + \text{minority interest} + \text{preferred shares}) - \text{total cash} - \text{cash equivalents}$ .

**EV/EBITDA:** compares the total value of the company to its EBITDA.

**EV/SALES:** compares the total value of the company to its sales.

**FCF (Free Cash Flow):** represents the difference between operating cash flow and capital expenditures and shows the company's ability to generate shareholder's value after laying out the money required to maintain or expand its asset base. Without enough cash, it would be difficult for a company to develop new products, make acquisitions, pay dividends and reduce debt.

**FFO (Funds from Operations):** measures a REIT's operating performance. It is net income plus gains (minus losses) from property sale and purchase. Non-cash expenses like depreciation and amortisation are added back because value of real estate tends to rise over time rather than depreciating like other fixed assets and investments. FFO per share is often used in place of earnings per share when analysing REITs.

**FY1 (Fiscal Year One):** refers to the current fiscal year.

**FY2 (Fiscal Year Two):** refers to the next fiscal year.

**FY16E:** Fiscal year 2016 estimation, **FY17E:** Fiscal year 2017 estimation

**GDP (Gross Domestic Product):** is the monetary value of all the finished goods and services produced within a country's borders in a specific time period.

**GDR (Global Depositary Receipt):** is very similar to an ADR. It is a bank certificate issued in more than one country for shares in a foreign company. The shares are held by a foreign branch of an international bank. The shares trade as domestic shares, but are offered for sale globally through the various bank branches.

**GOODWILL:** is an intangible asset that arises as a result of the acquisition of one company by another company for a premium value and can have as origin the value of a company's brand name, solid customer base, good customer relations, good employee relations and any patents or proprietary technology.

**GROSS INCOME:** gross profit calculated as a company's total sales minus its cost of goods sold (COGS) that corresponds to labour and production costs.

**GROSS MARGIN:** expresses gross income as a percentage of total sales  $(\text{Gross Income}/\text{Sales} \times 100)$ .

**IPO (Initial Public Offering):** is the first sale of stock by a private company to the public to expand its growth or, sometimes, repay its debt.

**LIKE FOR LIKE (LFL) GROWTH:** is a measure of growth in sales, adjusted for new or divested businesses. This is a widely used indicator of retailers' performance. This adjustment is important in businesses that show a significant change through expansion, disposals or closures.

**LTV (Loan-To-Value Ratio):** is a financial term used to express the ratio of a loan to the value of an asset purchased. The term is commonly used by financial institutions and real estate companies to represent the ratio of the loan as a percentage of the total appraised value of real property.

**NAV (Net Asset Value):** is similar to book value and is also called per investment unit. NAV is the marked-to-market value of the company's property investments less liabilities.

**ND (Net Debt):** is calculated as a company's total debt minus cash and other similar liquid assets.

**NET MARGIN:** is a financial ratio which measures the profitability of the net income of a company. Formula:  $\text{Net Profit}/\text{Sales}$ .

**NI (Net Income or Bottom Line):** represents a company's total earnings (or profit) which is calculated by adjusting revenues for the costs, depreciation, interest, taxes and other expenses.

**OPERATING MARGIN:** See definition of EBIT Margin.

# Glossary (2/2)

**ORGANIC GROWTH:** is the growth rate that a company can achieve by increasing its output and enhancing sales, excluding any profits or growth from takeovers or M&A activities.

**P/E or PER (Price Earnings Ratio):** reflects the trading price of a share in relation to the expected earnings. Formula: Share Price/Earnings Per Share.

**P/TBVS (Price To Tangible Book Value):** expresses the share price with regard to the accounting value of the company. Formula: Share Price/Tangible Book Value Per Share.

**PAYOUT RATIO:** is the proportion of earnings paid out as dividends to shareholders and typically expressed as a percentage. A lower payout ratio is generally preferable to a higher payout ratio. A ratio greater than 100% indicates the company is paying out more in dividends than it makes in net income.

**PMI (Purchasing Managers Index):** is an indicator of the economic health of the manufacturing sector. The PMI is based on five major indicators: new orders, inventory levels, production, supplier deliveries and the employment environment

**PROFIT WARNING:** is the announcement made by the company before its earnings release indicating the investors that its earnings would not meet the analysts' expectations.

**RWA (Risk Weighted Assets):** is a measure of the bank's assets, weighted according to their risk. It involves the risk weighting of both on and off-balance-sheet exposures. It is generally used to calculate risk-based capital ratio which is the ratio of a bank's capital to its risk weighted assets.

**REVENUE GROWTH:** Illustrates the growth of sales over a given period.

**ROA (Return on assets):** a financial ratio that is calculated as net income divided by total assets and shows how profitable a company is relative to its total assets

**ROC (Return on invested capital):** a profitability ratio which is calculated as net income minus dividends divided by total invested capital.

**ROE (Return On Equity):** The amount of net income returned as a percentage of shareholders' equity. Return on equity measures a corporation's profitability by disclosing how much profit a company generates with the money shareholders have invested.

**SHARE BUYBACK (Share Repurchase):** A program by which a company buys back its own shares from the marketplace, reducing the number of outstanding shares. It usually indicates that the company's shares are undervalued and pushes the share prices up. **SHAREHOLDER'S EQUITY:** is the amount of the funds contributed by the owners (the stockholders) plus the retained earnings (or losses).

**STOCK SPLIT:** is a corporate action in which the company divides its existing shares into multiple shares to make shares seem more affordable for small investors without changing the underlying value of the company.

**TBV (Tangible Book Value):** is the book value excluding intangible assets.

**TBVS (Tangible Book Value Per Share):** allows to estimate the accounting value of a company by measuring its stockholders' equity per share. Formula: Re-valued Net Assets/Total Shares of Company.

**WACC (Weighted Average Cost of Capital):** also referred to as the firm's cost of capital, it is the rate that a company is expected to pay on an average to all its security holders to finance its assets.

**WORKING CAPITAL:** is the difference between a company's current assets and current liabilities and shows whether the company has sufficient short-term assets to cover its short-term debts.

## Indices

**MSCI AC WORLD:** is a free float-adjusted market capitalisation weighted index that is designed to measure the equity market performance of developed markets. The MSCI World Index consists of the following 23 developed market country indexes: Australia, Austria, Belgium, Canada, Denmark, Finland, France, Germany, Hong Kong, Ireland, Israel, Italy, Japan, the Netherlands, New Zealand, Norway, Portugal, Singapore, Spain, Sweden, Switzerland, the UK, and the US (as of 2 June 2014).

**MSCI AC ASIA PACIFIC:** is a free float-adjusted market capitalisation weighted index that is designed to measure the equity market performance of the developed and emerging markets in the Pacific region. The MSCI AC Pacific Free Index consists of the following 12 developed and emerging market countries: Australia, China, Hong Kong, Indonesia, Japan, Korea, Malaysia, New Zealand, the Philippines, Singapore, Taiwan, and Thailand (as of 2 June 2014).

**MSCI EUROPE:** is a free float-adjusted market capitalisation weighted index that is designed to measure the equity market performance of the developed markets in Europe. The MSCI Europe Index consists of the following 15 developed market country indexes: Austria, Belgium, Denmark, Finland, France, Germany, Ireland, Italy, the Netherlands, Norway, Portugal, Spain, Sweden, Switzerland, and the UK (as of 2 June 2014).

**MSCI EMERGING MARKETS:** is a free float-adjusted market capitalisation index that is designed to measure equity market performance of emerging markets. The MSCI Emerging Markets Index consists of the following 23 emerging market country indexes: Brazil, Chile, China, Colombia, the Czech Republic, Egypt, Greece, Hungary, India, Indonesia, Korea, Malaysia, Mexico, Peru, the Philippines, Poland, Qatar, Russia, South Africa, Taiwan, Thailand, Turkey\* and the UAE (as of 2 June 2014).

**MSCI WORLD HIGH DIVIDEND YIELD:** is based on the MSCI World Index, its parent index, and includes large- and mid-cap stocks across 23 Developed Markets (DM) countries (as of 31 March 2014). The index is designed to reflect the performance of equities in the parent index (excluding REITs) with higher dividend income and quality characteristics than average dividend yields that are both sustainable and persistent.

**MSCI WORLD VALUE:** captures large- and mid-cap securities exhibiting overall value style characteristics across 23 Developed Markets countries (as of 31 March 2014). The value investment style characteristics for index construction are defined using three variables: book value to price, 12-month forward earnings to price and dividend yield. With 853 constituents, the index targets 50% coverage of the free float-adjusted market capitalisation of the MSCI World Index.

**MSCI WORLD GROWTH:** captures large- and mid-cap securities exhibiting overall growth style characteristics across 23 Developed Markets countries (as of 31 March 2014). The growth investment style characteristics for index construction are defined using five variables: long-term forward EPS growth rate, short-term forward EPS growth rate, current internal growth rate and long-term historical EPS growth trend and long-term historical sales per share growth trend.

**MSCI WORLD SMALL CAP:** captures small cap representation across 23 Developed Markets (DM) countries (as of 31 March 2014). With 4,302 constituents, the index covers approximately 14% of the free float-adjusted market capitalisation in each country.

**MSCI WORLD LARGE CAP:** captures large-cap representation across 23 Developed Markets (DM) countries (as of 31 March 2014). With 737 constituents, the index covers approximately 70% of the free float-adjusted market capitalisation in each country.

**MSCI EMEA:** is a free float-adjusted market capitalisation weighted index that is designed to measure the equity market performance of the emerging market countries of Europe, the Middle East and Africa. The MSCI EM EMEA Index consists of the following 10 emerging market country indexes: the Czech Republic, Greece, Hungary, Poland, Russia, Turkey, Egypt, South Africa, Qatar and the UAE.

**MSCI LATAM:** captures large- and mid-cap representation across five emerging market (EM) countries (as of 31 March 2014) in Latin America. With 137 constituents, the index covers approximately 85% of the free float-adjusted market capitalisation in each country.

**MSCI EMERGING ASIA:** captures large and mid-cap representation across eight EM countries (as of 31 March 2014). With 537 constituents, the index covers approximately 85% of the free float-adjusted market capitalisation in each country.

**MSCI RUSSIA:** is designed to measure the performance of the large- and mid-cap segments of the Russian market. With 22 constituents, the index covers approximately 85% of the free float-adjusted market capitalisation in Russia.

**MSCI BRAZIL:** is designed to measure the performance of the large- and mid-cap segments of the Brazilian market. With 70 constituents, the index covers about 85% of the Brazilian equity universe.

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**Euro Stoxx 50:** is the leading blue-chip index for the eurozone and provides a blue-chip representation of supersector leaders in the Eurozone. The index covers 50 stocks from 12 Eurozone countries. The Index is licensed to financial institutions to serve as underlying for a wide range of investment products such as Exchange Traded Funds (ETF), Futures and Options and structured products.

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**Nikkei 225:** is the leading index of Japanese stocks. It is a price-weighted index comprised of Japan's top 225 blue-chip companies on the Tokyo Stock Exchange. The Nikkei is equivalent to the Dow Jones Industrial Average Index in the US.

Sources: FactSet, MSCI global equity indexes, SGPB

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SG is acting as Financial advisor for ACS in the sell of Urbaser.

SG is acted as joint bookrunner in Adecco's bond issue and joint dealer manager in Adecco's bond tender offer (Target notes: XS0616395199 and XS0953093308).

SG acted as joint global coordinator and joint lead manager in the AXA's bond issue (12y, EUR).

SG acted as joint lead manager in Axa's bond issue (USD, Perpetual).

SG acted as passive bookrunner in Chevron Corp's bond issue (2y, 3y, 5y, 7y, 10y; USD Benchmark)

SG acted as co-manager in Citigroup's bond issue

SG acted as co-manager in Citigroup's bond issue (10y USD)

SG acted as co-manager in Citigroup Inc's bond issue (30y).

SG acted as co-manager in Citigroup's bond issue and a TAP (3 yr, 5yr TAP ISIN US172967KK69)

SG acted as co-manager in Citigroup's bond issuance (12y HG SEC reg).

SG acted as joint lead manager in Citigroup bond issue (EUR, 7-12yr)

SG acted as co-manager in Citigroup's bond issue (5yr SEC sr).

SG acted as Active Joint Bookrunner on Danone Bond issue (EUR 2y, 4y, 6y, 8y, 12y).

SG acted as joint bookrunner in Enagas's bond issue (12yr EUR Benchmark).

SG acted as Passive Bookrunner on Enagas Bond issue (EUR 10y)

SG makes a market in Enel warrants

SG acted as dealer manager in Enel exchange offer

SG acted as co-manager in HSBC Holding's bond issue (dual tranche).

SG acted as joint lead manager in HSBC's bond issue (5y USD)

SG acted as joint bookrunner in Lloyds Bank bond issue (5y).

SG acted as co-manager in Mitsubishi Financial Group's bond TAP issue (US606822AD62 / US606822AA24 / US606822AB07)

SG acted as co-manager in Mitsubishi UFJ's bond issue (USD, 5-7-10yr).

SG acted as co-manager in Novartis' bond issue (7y, 12y Eur).

SG acted as co-manager in Oracle's bond issue (USD; 5,7,10,20,30yrs)

SG acted as joint bookrunner in Pernod Ricard's bond issue (10y, EUR).

SG acted as passive bookrunner in Publicis' bond issue (7y, EUR Benchmark).

SG acted as financing joint mandated lead manager with Royal Dutch Shell PLC for the acquisition of BG Group PLC.

SG acted as joint bookrunner in Saint Gobain's bond issue (EUR Benchmark, 3.5yr).

SG acted as joint bookrunner in Schneider Electric's bond issue (EUR Benchmark, 8yr).

SG acted as joint bookrunner in the disposal of BPI France's stake into Schneider Electric

SG acted as joint bookrunner in Suez's bond issue (12y, EUR)

SG is acting as joint Global Coordinator in Cofiroute's bond issue (RegS, 10y or 8y+12y).

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