

**Equity Research** 

9 May 2019

# **US Equity Strategy**

# US-China trade war flares up again

We construct a basket of stocks that are most exposed to the US-China trade war which we believe are likely to underperform if trade tensions escalate further. Interestingly, trade tensions have escalated again this week after optimism for a trade deal since the start of the year. We construct the basket using a robust process which identifies industries which are most exposed to US-China trade using US Census data and then select names in S&P 500 corresponding to those industries.

**Trade tensions escalated this week** when on May  $5^{th}$  President Trump tweeted that he plans on raising tariffs on \$200bn of Chinese goods from 10% to 25% by the end of the week. This tweet comes just as Liu He, China's chief trade negotiator, is planning to visit the U.S. in attempts to finalize a trade deal. Markets have reacted negatively, with the SPX down 2.2% in 3 days.

We construct an equal-weighted basket using a robust process which identifies industries which are most exposed to US-China trade using US Census data and then selects names in S&P 500 corresponding to those industries. Our new trade war basket adjusts for two unintended biases in our previous methodology. Firstly, while we had assumed previously that the U.S. companies would take the full brunt of tariff costs on their profit margins resulting in a selection bias towards companies with low profit margins, we have relaxed the assumption now by being agnostic to profitability margins. Secondly, while we had dropped stocks with an Overweight rating from Barclays' analysts previously, we now select all names in high US-China trade exposure industries irrespective of their analyst rating.

Our new trade war basket of 50 names better tracks trade war sentiment and has strongly underperformed the market since President Trump's recent tweets. Our new trade war basket underperformed the market during the heightened trade tensions of 1H2018 and, unlike our older methodology, had outperformed significantly with increased optimism of a trade deal earlier this year.

#### **MACRO STRATEGY**

# **U.S. Equity Strategy**

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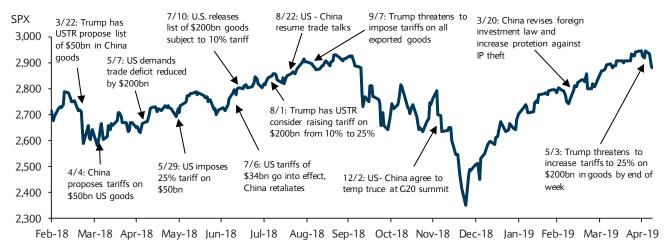
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# US-China trade war tension flare up again

The trade war between China and U.S., which had kept the markets on edge in the second half of 2018 with exchanges of tariffs and threats, and was followed by optimism since the start of this year with signs of a U.S.-China trade deal emerging, has seen tensions flare up yet again. In a May 5<sup>th</sup> tweet, U.S. President Donald Trump renewed a threat to raise tariffs on Chinese imports, specifically mentioning increasing the levy on \$200 billion in Chinese goods to 25% at the end of the week. Moreover, President Trump has warned that the US could also pursue the tariffs on the remaining \$300bn in Chinese imports, a move subject to public comment that could take up to three months to implement.

FIGURE 1
After a period of relative optimism and calm, trade war tensions have flared up again



Source: Barclays Research, Bloomberg

The tweet came ahead of a planned trip by a Chinese delegation, including chief trade negotiator Liu He, to Washington for an anticipated round of talks. The negotiations are entering their final phase, and while both sides have made compromises along the way in an effort to strike a deal, President Trump has apparently been frustrated with the deliberate pace of the talks, or even backtracking on its guarantees over intellectual property protections.

Up to this point, China has focused its concessions on addressing its trade imbalance by guaranteeing increased purchases of U.S. goods and opening market access, along with some structural issues. However, the snag appears to be over China's resistance to U.S. demands for legal changes addressing intellectual property theft and its disagreement over the corresponding enforcement mechanisms. In March, China revised its foreign investment law and increased protections against intellectual property theft by beefing up punitive measures. But the question of enforcing those provisions, particularly at the local level, remains divisive.

# Refining the 'Trade War' basket

Given the recent spike in trade tensions we believe it is pertinent to revisit our framework for assessing the impact of a trade war on U.S. equities (*U.S. Equity Strategy: Trade War: Nowhere to Hide*, July 9<sup>th</sup>, 2018 and *US Equity Strategy: Trading the US-China Trade War*, October 19<sup>th</sup>, 2018) and highlight any potential limitations in our original implementation.

It is important to note that the level of international sales is not a good proxy to estimate the impact of tariffs imposed by China on US goods as what really matters is the level of actual

exports and imports. For example, sales of products manufactured and sold abroad are not subject to tariffs. Further, tariffs imposed by the US on imports also has a negative impact on US corporate earnings as companies import not only inputs into its production but also finished goods that are manufactured and assembled in a foreign subsidiary.

Since individual companies do not uniformly report actual imports and exports, we estimate exports and imports as a percentage of sales for each S&P 500 company by leveraging trade and input-output data from U.S. Census Bureau and Bureau of Economic Analysis respectively for the entire U.S. economy. We use the 5-digit level NAICS classification which gives a better estimate of these ratios for each company. However, a key drawback of this approach is that the NAICS classification for a company (which we obtain from Bloomberg) may not be accurate especially for companies whose operations encompass multiple industries.

The trade war basket that we had recommended in *US Equity Strategy: Trading the US-China Trade War*, October 19<sup>th</sup>, 2018 was created by estimating the impact of US and China trade tariffs on individual stocks and then selecting the 30 most impacted names. However, the selection process suffered from a few limitations, due to which the basket did not serve as a true proxy of evolving sentiment on the prospects of a US-China trade deal (Figure 1), While the basket did outperform the market during times of increased optimism of a potential US-China trade deal, in our opinion, the outperformance was not enough compared to the level of optimism at that time. With the tensions flaring up this week, we revisit the basket construction methodology and suggest a new basket that we believe is a better proxy of the sentiment surrounding the US-China trade war. We throw light on the limitations of the previous methodology below and show how we adapt the selection methodology to overcome these limitations.

# FIGURE 2

While our original trade war basket underperformed strongly during prior times of high trade war tension, it did not outperform significantly during the optimistic 2019Q1



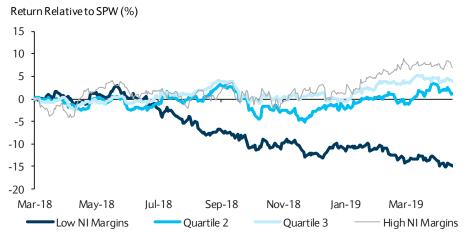
Source: Barclays Research, Bloomberg, US Census Bureau, BEA,10-K filings of S&P 500 companies

A key assumption in our original basket construction was that U.S. companies bear the entire brunt of the impact of tariffs on both imports and exports. In reality, U.S. companies have responded by either passing some of the higher costs to their customers in the form of higher prices on products (and accepting some decline in market share), or forced suppliers to eat some of the higher tariff costs by lowering the prices of their supply parts/finished goods to the company. In some cases, companies have shifted their supply chain and production to other low cost countries in order to remain competitive.

This assumption that the U.S. companies simply absorb the tariffs as a hit to profit margins skewed the basket creation methodology towards companies with low margins as their earnings would be more negatively impacted. Figure 3 shows that among stocks with high levels of China imports and exports, companies with low profit margins have continued to underperform despite the rise in trade war optimism. Thus, our bias towards low margin stocks negatively impacted our trade war basket even as the trade war sentiment was improving. To correct this bias we adapt our selection methodology to select the NAICS industries that are most exposed to US-China trade and then include all names in those industries irrespective of their profitability margins.

## FIGURE 3

Our prior trade war basket had a bias toward low margin stocks, which failed to rebound as trade war sentiment improved



Source: Barclays Research, Bloomberg, US Census Bureau, BEA,10-K filings of S&P 500 companies Note: Margin baskets are calculated by taking the universe of high China imports and exports and creating quartiles on net income margin. Low NI Margins represents the basket with the lowest margins, followed by Quartile 2, Quartile 3, and High NI Margins.

Another limitation of our basket construction methodology was that after selecting the names with the highest estimated tariff impact, we had dropped names for which Barclays' analysts had an Overweight rating. As the tariff impact was not the only driver determining risk/reward for stocks, we had removed Overweight names to guard against including names with strong fundamentals and other positive catalysts that might create an unwarranted upside bias. However, as seen in Figure 4, the removal of these Overweight names suppressed returns even as trade war sentiment improved. We have therefore adapted our selection methodology to select the NAICS industries (rather than individual names) that are most exposed to US-China trade and then include all names in those industries irrespective of their analyst rating.

FIGURE 4

The removal of stocks with an Overweight rating from a Barclays' Analyst depressed returns for the trade war basket even as trade war sentiment was improving

Return Normalized By S&P 500 Equal Weight 102 100 98 96 94 92 90 88 86 Mar-18 Sep-18 May-18 Jul-18 Nov-18 Jan-19 Mar-19 Trade Basket w/ Overweights Trade Basket w/o Overweights

Source: Barclays Research, Bloomberg, US Census Bureau, BEA,10-K filings of S&P 500 companies

Having adapted our selection methodology for the removal of these two unintended biases (lower margins and removal of Overweight ratings), we create a new basket of names using NAICS industries that are most exposed to the US-China trade war. After selecting the 25 most exposed 5-digit level NAICS industries (i.e. the industries with the highest amount of imports and exports relative to their total sales), we include all names in those industries resulting in an equal-weighted basket of 50 stocks shown in Figure 5. Interestingly, all names in the basket belong to Information Technology, Industrials, Consumer Discretionary, Health Care, and Materials.

Ticker	Stock Price	GICS Sector	NAICS Industry Code	2019E Revenue	2019E NI Margin	Intl. Sales/Sales	China Exports / Sales	China Imports / Sales
AAPL	202.9	INFT	Broadcast wireless comms equipment	259,919	21%	64.9%	1.8%	45.6%
CSCO	53.47	INFT	Telephone apparatus manufacturing	52,322	30%	40.3%	0.2%	15.8%
HON	170.36	INDU	Environmental control manufacturing	37,126	16%	38.4%	0.5%	9.7%
NKE	82.77	COND	Leather manufacturing	40,843	11%	43.1%	0.9%	46.3%
QCOM	84.54	INFT	Broadcast wireless comms equipment	21,617	22%	98.4%	1.8%	45.6%
DHR	131.72	HLTH	Industrial process instruments manufacturing	20,620	17%	55.9%	2.6%	6.7%
HPQ	19.53	INFT	Electronic computer manufacturing	59,050	6%	62.6%	0.9%	49.3%
ETN	80.96	INDU	Switchgear and switchboard manufacturing	22,280	11%	45.4%	1.5%	7.8%
JCI	39.38	INDU	Other electronic component manufacturing	24,217	7%	57.0%	1.5%	11.4%
TEL	91.14	INFT	Other electronic component manufacturing	13,791	14%	65.7%	1.5%	11.4%
ROP	354.38	INDU	Industrial process instruments manufacturing	5,422	25%	21.0%	2.6%	6.7%
VFC	93.72	COND	Apparel manufacturing	14,025	11%	36.3%	0.1%	25.9%
APH	94.57	INFT	Other electronic component manufacturing	8,244	15%	69.5%	1.5%	11.4%
GLW	30.89	INFT	Communication wire and cable manufacturing	12,202	14%	70.2%	1.4%	11.6%
FTV	82.48	INDU	Industrial process instruments manufacturing	7,464	16%	44.2%	2.6%	6.7%
ROK	170.61	INDU	Watch, measuring device manufacturing	6,895	15%	45.3%	4.1%	5.3%
SWK	143.95	INDU	Cutlery and handtool manufacturing	14,707	9%	47.3%	0.8%	24.2%
NTAP	68.92	INFT	Computer storage device manufacturing	6,321	19%	44.7%	0.6%	11.6%
A	76.61	HLTH	Electricity, signal instruments manufacturing	5,238	19%	70.2%	5.9%	4.7%
MSI	143.05	INFT	Broadcast wireless comms equipment	7,858	17%	39.0%	1.8%	45.6%
WDC	46.7	INFT	Computer storage device manufacturing	15,512	4%	79.0%	0.6%	11.6%
HRS	179.38	INDU	Broadcast wireless comms equipment	6,936	15%	23.0%	1.8%	45.6%
MCHP	91.54	INFT	Watch, measuring device manufacturing	5,539	29%	80.8%	4.1%	5.3%
GWW	276.57	INDU	Air purification equipment manufacturing	11,739	9%	23.0%	1.1%	9.1%
STX	49.04	INFT	Computer storage device manufacturing	9,868	12%	71.4%	0.6%	11.6%
TPR	30.75	COND	Leather manufacturing	6,204	13%	47.7%	0.9%	46.3%
MLM	216.14	MATR	Clay product and refractory manufacturing	4,525	13%	1.3%	0.9%	16.8%
C00	290.93	HLTH	Ophthalmic goods manufacturing	2,685	23%	54.9%	1.5%	15.0%
MAS	38.28	INDU	Plumbing fixture fitting manufacturing	8,559	9%	21.0%	0.2%	17.9%
PVH	121.44	COND	Apparel manufacturing	9,984	8%	45.1%	0.1%	25.9%
HAS	100.81	COND	Doll, toy, and game manufacturing	4,961	11%	51.2%	0.2%	80.9%
CPRI	42.29	COND	Leather manufacturing	6,007	12%	25.6%	0.9%	46.3%
SNA	167.88	INDU	Cutlery and handtool manufacturing	3,787	18%	33.1%	0.8%	24.2%
JNPR	26.67	INFT	Telephone apparatus manufacturing	4,468	13%	47.1%	0.2%	15.8%
PKI	93.33	HLTH	Industrial process instruments manufacturing	2,921	15%	59.5%	2.6%	6.7%
AOS	50.3	INDU	Motor and generator manufacturing	3,251	14%	41.5%	1.1%	13.3%
WHR	136.98	COND	Small electrical appliance manufacturing	20,153	5%	56.0%	2.9%	60.6%
FLIR	51.7	INFT	Industrial process instruments manufacturing	1,930	16%	13.5%	2.6%	6.7%
ALLE	99.62	INDU	Other electronic component manufacturing	2,886	16%	31.1%	1.5%	11.4%
RL	124.39	COND	Apparel manufacturing	6,396	9%	33.3%	0.1%	25.9%
HOG	36.22	COND	Motorcycle, bicycle, parts manufacturing	4,693	12%	26.2%	0.1%	12.2%
GPS	25.06	COND	Apparel manufacturing	16,704	6%	22.7%	0.1%	25.9%
HBI	17.52	COND	Apparel manufacturing	6,946	9%	25.5%	0.1%	25.9%
SEE	43.21	MATR	Glass and glass product manufacturing	4,833	9%	58.4%	1.2%	8.2%
FL	55.94	COND	Leather manufacturing	8,250	7%	28.4%	0.9%	46.3%
LEG	38.88	COND	Upholstered furniture manufacturing	4,950	7%	31.0%	0.1%	20.3%
MAT	11.62	COND	Doll, toy, and game manufacturing	4,443	-4%	45.4%	0.2%	80.9%
UA	19.8	COND	Leather manufacturing	5,367	3%	11.5%	0.9%	46.3%
MMM	178.59	INDU	Other plastics product manufacturing	32,577	17%	60.3%	0.3%	8.6%
NWL	15.53	COND	Other plastics product manufacturing	8,387	8%	27.5%	0.3%	8.6%
	. 5.55		p	2,30.	- 70	5 ,0	2.370	2.570

Stock prices as of 8 May 2019; Source: US Census Bureau, BEA,10-K filings of S&P 500 companies, Bloomberg, Barclays Research. Note: 2019 Estimates are sourced from Bloomberg consensus

As expected this new trade war basket underperformed during the heightened trade tensions of 1H2018 and, unlike our original basket, outperformed during the recent trade optimism period (Figure 6). Additionally, it has underperformed the market strongly since the tweets from President Trump on 5<sup>th</sup> May, down 3.1% compared to only 2.1% for the SPX and the SPX Equal Weighted Index (SPW).

An additional benefit to the new methodology is that the contribution to active returns from industry tilts (Figure 7) is also tracking trade war sentiment much more closely. This shows that the reversal in performance from our new trade war basket is being driven by the industries most effected by heightened trade tensions, and not by stocks specific drivers.

# FIGURE 6 Our new trade war basket tracks trade war sentiment

# significantly better ... Active Return Relative to SPW

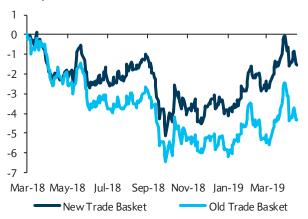


Source: US Census Bureau, BEA,10-K filings of S&P 500 companies, Bloomberg, Barclays Research

# FIGURE 7

# ... with the returns from industry tilts driving the improvement

Industry Tilt Contribution to Active Return



Source: US Census Bureau, BEA,10-K filings of S&P 500 companies, Bloomberg, Barclays Research

Note: Contribution to active returns from Industry Tilts is computed using the Bloomberg Attribution framework and the Bloomberg US Fundamental Risk Model. Active returns from industry tilts are the returns from industry exposures removing all ancillary exposures (Momentum, Growth, Beta, etc.)

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Materially Mentioned Stocks (Ticker, Date, Price)

Agilent Technologies (A, 08-May-2019, USD 76.61), Overweight/Neutral, CD/CE/D/J/K/L/M/N

Allegion plc (ALLE, 08-May-2019, USD 99.62), Overweight/Neutral, CE/J

Danaher Corp. (DHR, 08-May-2019, USD 131.72), Rating Suspended/Neutral, A/CD/CE/D/J/K/L/M/N

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Eaton Corporation (ETN, 08-May-2019, USD 80.96), Underweight/Neutral, CE/E/J/K/L/M

Foot Locker (FL, 08-May-2019, USD 55.94), Overweight/Positive, CD/CE/J/K/N

Fortive Corporation (FTV, 08-May-2019, USD 82.48), Overweight/Neutral, A/CD/CE/D/J/K/L/M

Harley-Davidson (HOG, 08-May-2019, USD 36.22), Underweight/Neutral, A/CD/CE/D/J/K/L/M

Harris Corp (HRS, 08-May-2019, USD 179.38), Overweight/Positive, CD/CE/J

Hasbro, Inc. (HAS, 08-May-2019, USD 100.81), Overweight/Neutral, CD/CE/J

Honeywell International Inc. (HON, 08-May-2019, USD 170.36), Overweight/Neutral, A/CD/CE/D/I/K/L/M/N

Johnson Controls International (JCI, 08-May-2019, USD 39.38), Rating Suspended/Neutral, A/CD/D/E/J/K/L/M/N

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Martin Marietta (MLM, 08-May-2019, USD 216.14), Equal Weight/Positive, CD/J

Masco Corp. (MAS, 08-May-2019, USD 38.28), Overweight/Neutral, CD/CE/J

Mattel, Inc. (MAT, 08-May-2019, USD 11.62), Underweight/Neutral, CD/CE/J/K/N

Newell Brands Inc. (NWL, 08-May-2019, USD 15.53), Equal Weight/Neutral, CD/CE/D/J/K/L/M/N

Nike Inc. (NKE, 08-May-2019, USD 82.77), Overweight/Positive, CD/CE/D/J/K/L/M/N

PerkinElmer Inc. (PKI, 08-May-2019, USD 93.33), Equal Weight/Neutral, CD/CE/D/J/K/L/M/N

QUALCOMM, Inc. (QCOM, 08-May-2019, USD 84.54), Overweight/Neutral, CD/CE/D/J/K/L/M

Rockwell Automation Inc. (ROK, 08-May-2019, USD 170.61), Equal Weight/Neutral, CD/CE/J

Roper Technologies Inc (ROP, 08-May-2019, USD 354.38), Equal Weight/Neutral, CD/CE/J

Sealed Air Corp. (SEE, 08-May-2019, USD 43.21), Overweight/Positive, CD/CE/J

Stanley Black & Decker Inc. (SWK, 08-May-2019, USD 143.95), Overweight/Neutral, A/CD/CE/D/J/K/L/M/N

The 3M Company (MMM, 08-May-2019, USD 178.59), Underweight/Neutral, A/CD/CE/D/J/K/L/M/N

Under Armour Inc. (UAA, 08-May-2019, USD 22.28), Overweight/Positive, CD/CE/J

Non-covered Stocks (Ticker, Date, Price)

AMPHENOL CORP-CL A (APH, 08-May-2019, USD 94.57, Refinitiv), A/CD/CE/D/J/K/L/M/N

APPLE INC (AAPL, 08-May-2019, USD 202.90, Refinitiv), CD/CE/E/J/K/L/M/N

CAPRI HOLDINGS LTD (CPRI, 08-May-2019, USD 42.29, Refinitiv), CE/D/J/K/L/M

CISCO SYSTEMS INC (CSCO, 08-May-2019, USD 53.47, Refinitiv), CD/CE/D/J/K/L/M/N

COOPER COS INC/THE (COO, 08-May-2019, USD 290.93, Refinitiv), CE/J

CORNING INC (GLW, 08-May-2019, USD 30.89, Refinitiv), CD/CE/D/J/K/L/M

FLIR SYSTEMS INC (FLIR, 08-May-2019, USD 51.70, Refinitiv), CD/CE/J

GAP INC/THE (GPS, 08-May-2019, USD 25.06, Refinitiv), CD/CE/J

HANESBRANDS INC (HBI, 08-May-2019, USD 17.52, Refinitiv), CD/CE/D/J/K/L/M/N

HP INC (HPQ, 08-May-2019, USD 19.53, Refinitiv), B/CD/CE/D/J/K/L/M/N

JUNIPER NETWORKS INC (JNPR, 08-May-2019, USD 26.67, Refinitiv), CD/CE/D/J/K/L/M

LEGGETT & PLATT INC (LEG, 08-May-2019, USD 38.88, Refinitiv), CD/CE/J

MICROCHIP TECHNOLOGY INC (MCHP, 08-May-2019, USD 91.54, Refinitiv), CD/CE/J/K/M

MOTOROLA SOLUTIONS INC (MSI, 08-May-2019, USD 143.05, Refinitiv), CD/J

NETAPP INC (NTAP, 08-May-2019, USD 68.92, Refinitiv), CD/CE/J

PVH CORP (PVH, 08-May-2019, USD 121.44, Refinitiv), CD/CE/D/J/K/L/M/N

RALPH LAUREN CORP (RL, 08-May-2019, USD 124.39, Refinitiv), A/CD/CE/D/J/K/L/M/N

SEAGATE TECHNOLOGY (STX, 08-May-2019, USD 49.04, Refinitiv), CE/J

SMITH (A.O.) CORP (AOS, 08-May-2019, USD 50.30, Refinitiv), CE/J/K/N

SNAP-ON INC (SNA, 08-May-2019, USD 167.88, Refinitiv), CD/CE/D/J/K/L/M/N

TAPESTRY INC (TPR, 08-May-2019, USD 30.75, Refinitiv), CD/CE/J/K/M

TE CONNECTIVITY LTD (TEL, 08-May-2019, USD 91.14, Refinitiv), A/CE/D/J/K/L/M/N

VF CORP (VFC, 08-May-2019, USD 93.72, Refinitiv), CD/CE/D/E/J/K/L/M/N

WESTERN DIGITAL CORP (WDC, 08-May-2019, USD 46.70, Refinitiv), CD/CE/J/K/M

WHIRLPOOL CORP (WHR, 08-May-2019, USD 136.98, Refinitiv), CD/CE/J/K/N

WW GRAINGER INC (GWW, 08-May-2019, USD 276.57, Refinitiv), CD/CE/J/K/M

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# Explanation of the U.S. Equity Strategy sector rating system:

Overweight: The performance of the S&P 500 sector is expected to outperform the performance of the S&P 500 index in the next 3-6 months.

Market Weight: The performance of the S&P 500 sector is expected to perform in line with the S&P 500 index in the next 3–6 months.

**Underweight:** The performance of the S&P 500 sector is expected to underperform the performance of the S&P 500 index in the next 3–6 months.

# Guide to the Barclays Fundamental Equity Research Rating System:

Our coverage analysts use a relative rating system in which they rate stocks as Overweight, Equal Weight or Underweight (see definitions below) relative to other companies covered by the analyst or a team of analysts that are deemed to be in the same industry (the "industry coverage universe").

In addition to the stock rating, we provide industry views which rate the outlook for the industry coverage universe as Positive, Neutral or Negative (see definitions below). A rating system using terms such as buy, hold and sell is not the equivalent of our rating system. Investors should carefully read the entire research report including the definitions of all ratings and not infer its contents from ratings alone.

# Stock Rating

**Overweight** - The stock is expected to outperform the unweighted expected total return of the industry coverage universe over a 12-month investment horizon.

**Equal Weight** - The stock is expected to perform in line with the unweighted expected total return of the industry coverage universe over a 12-month investment horizon.

**Underweight** - The stock is expected to underperform the unweighted expected total return of the industry coverage universe over a 12-month investment horizon.

Rating Suspended - The rating and target price have been suspended temporarily due to market events that made coverage impracticable or to comply with applicable regulations and/or firm policies in certain circumstances including where the Investment Bank of Barclays Bank PLC is acting in an advisory capacity in a merger or strategic transaction involving the company.

# **Industry View**

Positive - industry coverage universe fundamentals/valuations are improving.

Neutral - industry coverage universe fundamentals/valuations are steady, neither improving nor deteriorating.

**Negative** - industry coverage universe fundamentals/valuations are deteriorating.

Below is the list of companies that constitute the "industry coverage universe":

U.S. Aerospace & Def
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U.S. Aerospace & Defense				
Allegheny Technologies Inc. (ATI)	Arconic Inc (ARNC)	Boeing Co. (BA)		
Bombardier Inc. (BBDb.TO)	BWX Technologies Inc (BWXT)	General Dynamics Corp (GD)		
Harris Corp (HRS)	Hexcel Corp (HXL)	Huntington Ingalls Industries Inc (HII)		
L3 Technologies Inc (LLL)	Lockheed Martin Corp (LMT)	Northrop Grumman (NOC)		
Raytheon Co (RTN)	Spirit AeroSystems Holdings (SPR)	Textron Inc (TXT)		
TransDigm Group Inc. (TDG)	Triumph Group Inc (TGI)	Woodward Inc. (WWD)		
U.S. CHPC & Beverages				
Avon Products (AVP)	Brown-Forman (BFb)	Church & Dwight Co., Inc. (CHD)		
Clorox Company (CLX)	Coca-Cola European Partners PLC (CCE.AS)	Coca-Cola European Partners PLC (CCEP)		
Colgate-Palmolive (CL)	Constellation Brands (STZ)	Coty Inc. (COTY)		
Edgewell Personal Care Company (EPC)	Energizer Holdings, Inc (ENR)	International Flavors & Fragrances (IFF)		
Keurig Dr Pepper (KDP)	Kimberly-Clark Corp. (KMB)	Molson Coors Brewing Company (TAP)		
Newell Brands Inc. (NWL)	PepsiCo Inc. (PEP)	Procter & Gamble (PG)		
The Coca-Cola Company (KO)	The Estée Lauder Companies (EL)			
U.S. Homebuilding & Building Products				
Advanced Drainage Systems Inc. (WMS)	BMC Stock Holdings, Inc. (BMCH)	Builders FirstSource Inc. (BLDR)		
Continental Building Products, Inc. (CBPX)	D.R. Horton Inc. (DHI)	Forterra Inc. (FRTA)		
Fortune Brands Home & Security, Inc. (FBHS)	Foundation Building Materials, Inc. (FBM)	GMS Inc. (GMS)		
JELD-WEN Holding, Inc. (JELD)	KB Home (KBH)	Lennar Corp. (LEN)		
Masco Corp. (MAS)	Mohawk Industries Inc. (MHK)	NCI Building Systems, Inc. (NCS)		
Owens Corning Inc. (OC)	PulteGroup Inc. (PHM)	Realogy Holdings Corp. (RLGY)		
SiteOne Landscape Supply Inc. (SITE)	Skyline Champion Corp. (SKY)	Taylor Morrison Home Corp. (TMHC)		
Toll Brothers Inc. (TOL)		, , ,		
U.S. Leisure				
Carnival Corp. (CCL)	Harley-Davidson (HOG)	Hasbro, Inc. (HAS)		
Mattel, Inc. (MAT)	Norwegian Cruise Line Holdings (NCLH)	Royal Caribbean (RCL)		
Vail Resorts (MTN)				
U.S. Life Science Tools & Diagnostics				
Agilent Technologies (A)	Bio-Rad Laboratories (BIO)	Bruker Corp (BRKR)		
Charles River Laboratories (CRL)	Genomic Health Inc. (GHDX)	Hologic Inc. (HOLX)		
ICON plc (ICLR)	Illumina Inc. (ILMN)	IQVIA (IQV)		
Laboratory Corp. of America Hldgs. (LH)	Mettler Toledo (MTD)	Myriad Genetics Inc. (MYGN)		
PerkinElmer Inc. (PKI)	PRA Health Sciences (PRAH)	QIAGEN N.V. (QGEN)		
Quest Diagnostics (DGX)	Quidel Corp. (QDEL)	Syneos Health, Inc. (SYNH)		
Thermo Fisher Scientific, Inc. (TMO)	Waters Corp. (WAT)			
U.S. Machinery & Construction				
AECOM (ACM)	AGCO Corp. (AGCO)	Caterpillar (CAT)		
CNH Industrial (CNHI)	Cummins (CMI)	Deere (DE)		
Fluor Corp. (FLR)	Herc Rentals (HRI)	Jacobs Engineering (JEC)		
Lincoln Electric (LECO)	Manitowoc (MTW)	Martin Marietta (MLM)		
MasTec Inc. (MTZ)	Summit Materials (SUM)	Terex (TEX)		
United Rentals (URI)	Vulcan Materials (VMC)	Welbilt (WBT)		
U.S. Multi-Industry				
Allegion plc (ALLE)	Colfax Corporation (CFX)	Danaher Corp. (DHR)		
Dover Corporation (DOV)	Eaton Corporation (ETN)	Emerson Electric Co. (EMR)		
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Fortive Corporation (FTV)

Gardner Denver (GDI)

General Electric (GE)

HD Supply Inc (HDS)

Ingersoll-Rand Plc (IR)

Johnson Controls International (JCI)

Lennox International (LII)

nVent Electric plc (NVT)

Lennox International (LII)nVent Electric plc (NVT)Parker-Hannifin Corp (PH)Pentair plc (PNR)Regal Beloit Corporation (RBC)Rexnord (RXN)Rockwell Automation Inc. (ROK)Roper Technologies Inc (ROP)SPX Flow (FLOW)

Stanley Black & Decker Inc. (SWK)

The 3M Company (MMM)

United Technologies Corporation (UTX)

Gates Industrial Corp. Plc (GTES)

Kennametal (KMT)

Honeywell International Inc. (HON)

## U.S. Paper & Packaging

Ardagh Avery Ball
Group S.A. Dennison Corporation
(ARD) Corp. (BLL)
(AVY)

Bemis Berry Crown
Company Global Holdings
(BMS) Group Inc. (CCK)

(BERY)

International Owens-Packaging
Paper Co. Illinois Corp. of
(IP) Inc. (OI) America
(PKG)

Sealed Air Silgan Sonoco
Corp. (SEE) Holdings Products
Inc. Co. (SON)
(SLGN)

Veritiv Corp. WestRock (VRTV) Co. (WRK)

# U.S. Retail Broadlines/Hardlines

Advance Auto Parts Inc. (AAP)

AT HOME GROUP INC (HOME)

Bed Bath & Beyond Inc. (BBBY)

Floor & Decor (FND)

AT HOME GROUP INC (HOME)

Best Buy Co., Inc. (BBY)

Foot Locker (FL)

Home Depot Inc. (HD)

Lowe's Companies, Inc. (LOW)

Lululemon Athletica Inc. (LULU)

National Vision Holdings Inc. (EYE)

Nike Inc. (NKE)

O'Reilly Automotive Inc. (ORLY)

Party City Holdco Inc. (PRTY)

Restoration Hardware (RH) Sleep Number Corporation (SNBR) Target Corp. (TGT)

Tempur Sealy International (TPX)

The Container Store Group (TCS)

Under Armour Inc. (UAA)

Williams-Sonoma Inc. (WSM)

# U.S. Semiconductors

Advanced Micro Devices (AMD)Analog Devices (ADI)Aquantia Corp (AQ)Broadcom Inc. (AVGO)Cirrus Logic Inc. (CRUS)Coherent Inc. (COHR)Cypress Semiconductor Corp. (CY)Finisar Corp. (FNSR)Inphi Corporation (IPHI)

Intel Corp. (INTC) Lumentum Holdings Inc. (LITE) MACOM Technology Solutions Holdings, Inc.

(MTSI)

MagnaChip Semiconductor (MX) Marvell Technology Group, Ltd. (MRVL) Maxim Integrated Products (MXIM)

Micron Technology, Inc. (MU) NVIDIA Corp. (NVDA) NXP Semiconductors NV (NXPI)

Qorvo Inc. (QRVO) QUALCOMM, Inc. (QCOM) Quantenna Communications, Inc. (QTNA)

Silicon Laboratories, Inc. (SLAB) Skyworks Solutions, Inc. (SWKS) Smart Global Holdings, Inc. (SGH)

Texas Instruments, Inc. (TXN) Xilinx, Inc. (XLNX)

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38% have been assigned an Equal Weight rating which, for purposes of mandatory regulatory disclosures, is classified as a Hold rating; 45% of companies with this rating are investment banking clients of the Firm; 65% of the issuers with this rating have received financial services from the Firm.

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