Jefferies

PrimeTime Europe

18 June 2013

Today At A Glance

Company	Ticker	Rating	PT chg	Curr. Q (e) chg	Curr. Y (e) chg	Next Y (e) chg	Est. Type
AcelRx Pharmaceuticals Inc.		В	\$8.00 to \$13.00	-	(\$1.09) to (\$1.11)	(\$0.74) to (\$0.87)	EPS
Centene Corp.	CNC	Н	\$47.00 to \$50.00	-	-	-	
First Midwest	FMBI	В	\$14.00 to \$15.00	-	-	-	
Actuant	ATU	Н	-	\$0.65 to \$0.58	\$2.15 to \$1.94	\$2.37 to \$2.15	EPS
Celanese Corporation	CE	В	-	\$1.23 to \$1.11	\$4.60 to \$4.40	\$5.50 to \$5.15	EPS
Apple Inc.	AAPL	Н	-	-	-	-	
Ingersoll-Rand Plc	IR	В	-	-	-	-	
Lloyds Banking Group	LLOY LN	Н	-	-	-	-	
Medtronic	MDT	Н	-	-	-	-	
Paychex	PAYX	U	-	-	-	-	
Quintiles Inc.	Q	Н	-	-	-	-	
Royal Bank of Scotland	RBS LN	В	-	-	-	-	

Focus Calls

Royal Bank of Scotland (LSE: RBS LN, 316.00p, BUY) >>

Joseph Dickerson +44 (0) 20 7029 8309 jdickerson@jefferies.com

Value extraction

Key Takeaway

The short-term direction of RBS & LLOY's share price will be dictated by the true character of UK Chancellor George Osborne. The key issue for investors ahead of Wednesday's Mansion House speech is how much clarity will be achieved on the return of the government's holdings to private hands. Any indication regarding the UK's disposal of the shares within the next 12 months will be supportive for each name and RBS in particular.

Rating	Price target	Curr. Q (e)	Current year (e)	Next year (e)	Est. type	Region
BUY	390.00p	-	-	-	EPS	Europe

Lloyds Banking Group (LSE: LLOY LN, 61.30p, HOLD) →

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HOLD	65.00p	-	-	-	EPS	Europe

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All Research

Equity Strategy - Global

Global>>

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UK: An Englishman's Home is his Castle

Key Takeaway

Despite 'the Help to Buy' policy being loathed by certain parts of the investment community and regarded as politically expedient, it is proving to be a success with UK home buyers.

Equity Strategy - India

India≻≻

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An Era of Contrarian Strategies

Key Takeaway

Over the past 5 years, the quantitative strategy that has worked the best in the Indian market is contrarian investing with frequent rebalancing. This is in contrast to history, when momentum strategies were the best performing. Our study of beta reveals that the most relevant beta is the short term. Further, it pays to be cautious on adding beta. In fact low beta has historically outperformed the market and high beta strategy.

Financials - Banks

Royal Bank of Scotland (LSE: RBS LN, 316.00p, BUY) ▶▶

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Value extraction

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HOLD	65.00p	-	-	-	EPS	Europe

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Financials - Consumer Finance

Consumer Finance>>

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Credit Card DQs & Charge-Offs Decline, Spend Data Looks Soft

Key Takeaway

May credit data from the six card issuers pointed to improving credit trends as charge-offs, first stage delinquencies and total delinquencies improved in the month, mostly ahead of our expectations.

Financials - Regional Banks

First Midwest (NASDAQ: FMBI, \$12.74, BUY) ▶▶

Emlen Harmon, CFA (212) 336-7475 eharmon@jefferies.com

Revenue Growth Built on New Lending Products; Management Meeting Highlights

Key Takeaway

We recently traveled with FMBI CEO Mike Scudder. The company is focused on growing loans, and believes it can generate 5% - 7% growth while diversifying the balance sheet by adding new lending products. Expenses should decline near-term on the run-off of credit remediation expenses, and there is long-term help from the restructuring of branch infrastructure and compensation.

Rating	Price target	Curr. Q (e)	Current year (e)	Next year (e)	Est. type	Region
BUY	▲\$14.00 to \$15.00	\$0.22	\$0.90	\$1.05	EPS	Americas

Financials - Regional Banks

Regional Banks>>

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Macro Monitor: 2Q13 Industry Trends Through Mid-June

Key Takeaway

Through mid-June, macro data support near-term estimates, but some growth rates are softening. Average loan growth is flat, deposit growth is decelerating, low short-term rates are a drag, and mortgage banking stats have declined. Improving credit, housing, and manufacturing metrics are positives. The stocks remain resilient, even with P/Es expanding on flattish EPS estimates. Top picks: RF, PNC, FITB, WFC, OFG, FMBI, BPFH, and WAL.

Healthcare - Managed Care

Centene Corp. (NYSE: CNC, \$50.81, HOLD) ▶▶

David Windley, CFA, CPA (615) 963-8313 dwindley@jefferies.com

I-Day Glimpse of '14; Still Exiting KY in '13

Key Takeaway

With the future of KY top of mind, management said it still expects to exit the state, likely by the end of 3Q13. The financial impact update of the delayed exit will have to wait until the 2Q earnings call in late July, and guidance updates may have to wait longer. CNC also provided initial color on 2014 top-line growth and Exchange plans.

Rating	Price target	Curr. Q (e)	Current year (e)	Next year (e)	Est. type	Region
HOLD	▲\$47.00 to \$50.00	\$0.65	\$2.80	\$3.37	EPS	Americas

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Healthcare - Medical Supplies & Devices

Medtronic, Inc. (NYSE: MDT, \$53.51, HOLD) ▶▶

Raj Denhoy (212) 336-7070 rdenhoy@jefferies.com

Yale Published: Something for Everyone but on Balance, Appears More Negative

Key Takeaway

Highly-anticipated results of two independent reviews of InFUSE clincal data were published. The papers offer something for everyone. On the pluses: no smoking guns on cancer or other issues. In the negative column: the authors largely conclude the material offers little clinical benefit with the risk of increased harm. On balance we view the papers as tilted to the negative and expect InFUSE to continue to hemorrhage sales.

Rating	Price target	Curr. Q (e)	Current year (e)	Next year (e)	Est. type	Region
HOLD	\$53.00	-	-	-	EPS	Americas

Healthcare - Pharmaceuticals/Specialty

AcelRx Pharmaceuticals Inc. (NASDAQ: ACRX, \$9.63, BUY) →

Corey Davis, Ph.D. (212) 336-7187 cdavis@jefferies.com

Updating Model Assumptions; Raise PT to \$13

Key Takeaway

We are making numerous model adjustments as we move closer to an NDA filing for ARX-01 (3Q'13). We raise initial pricing expectations, but temper uptake in the early years. We also increase our terminal value assumptions. Net, net, our peak utilization rate is unchanged (10%), our peak sales estimates in 2025 rise (to \$478M from \$398M), and our DCF now yields a \$13 PT (prior \$8). July 27th analyst day is the next catalyst.

Rating	Price target	Curr. Q (e)	Current year (e)	Next year (e)	Est. type	Region
BUY	▲\$8.00 to \$13.00	(\$0.30)	(\$1.09) ▼ (\$1.11)	(\$0.74) ▼ (\$0.87)	EPS	Americas

Healthcare - Pharmaceutical Svcs.

Quintiles Inc. (NYSE: Q, \$43.53, HOLD) →

David Windley, CFA, CPA (615) 963-8313 dwindley@jefferies.com

Market Leader in Most Ways, But Lower Growth; Initiating Coverage with Hold

Key Takeaway

The late-stage CRO market is poised to grow 7-9% over the next several years, according to March survey data. Quintiles should trend up to that rate, while late-stage peers are above that. Q's margins are closer to "peak" than its peers leading to slower earnings growth. With the growth differential, Q's valuation handsomely rewards its leadership position among CROs. PT \$41. Jefferies served as co-lead manager on Q's IPO.

Rating	Price target	Curr. Q (e)	Current year (e)	Next year (e)	Est. type	Region
HOLD	\$41.00	\$0.45	\$1.88	\$2.16	EPS	Americas

Industrials - Aerospace & Defense Electronics

Aerospace & Defense Electronics>>

Howard A. Rubel (212) 284-2126 hrubel@jefferies.com

Selected Observations from Le Bourget, the 50th Paris Air Show

Key Takeaway

This air show appears to be about new products, market opportunities, and product development that will make advances in operating efficiencies.

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Industrials - Chemicals

Celanese Corporation (NYSE: CE, \$47.58, BUY) ▶▶

Laurence Alexander, CFA (212) 284-2553 lalexander@jefferies.com

5 Shifts That Are Not Discounted Yet

Key Takeaway

Earnings lumpiness should be increasingly offset by evidence of a significant structural shift in Celanese from a company with dramatic catalysts (TCX, acetyl competitor outages) to one with multiple levers to drive earnings growth. We reiterate our Buy rating.

Rating	Price target	Curr. Q (e)	Current year (e)	Next year (e)	Est. type	Region
BUY	\$60.00	\$1.23 ▼ \$1.11	\$4.60 ▼ \$4.40	\$5.50 ▼ \$5.15	EPS	Americas

Industrials - Diversified Industrials

Actuant Corporation (NYSE: ATU, \$32.76, HOLD) ▶▶

R. Scott Graham (212) 336-7465 sgraham@jefferies.com

Lowering Estimates for Electrical Segment Divestiture

Key Takeaway

We are lowering our estimates for the dilution associated with the expected F14 divestiture of the Electrical Segment. Relative to valuation, we believe the earnings reduction is partially offset by a higher multiple argument for the divestiture of a low-margin op. We still believe ATU is fairly valued.

Rating	Price target	Curr. Q (e)	Current year (e)	Next year (e)	Est. type	Region
HOLD	\$35.00	\$0.65 ▼ \$0.58	\$2.15 ▼ \$1.94	\$2.37 ▼ \$2.15	EPS	Americas

Industrials - Machinery

Ingersoll-Rand Plc (NYSE: IR, \$56.60, BUY) >>

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Form 10 Filing; No Surprises

Key Takeaway

Ingersoll-Rand made several announcements following the market close today including the filing of a Form 10 Registration Statement providing details as to the new security business which is to be named Allegion and trade on the NYSE under the symbol ALLE. IR also announced the pricing of \$1.55bln in Senior Notes. All in we saw no surprises and believe the strategic story is intact.

Rating	Price target	Curr. Q (e)	Current year (e)	Next year (e)	Est. type	Region
BUY	\$65.00	-	-	-	EPS	Americas

Property - China Property

China Property>>

Christie Ju, CFA +852 3743 8012 cju@jefferies.com

Over Concern on Rising Yield Turns Quality Names Attractive

Key Takeaway

China property stocks tumbled on external shock & may present a good opportunity to pick quality names as a rising US bond yield mainly hurt developers with tight liquidity. Weak macro data may prompt monetary loosening which is supportive to China property, in our view. Our Shenzhen visit suggests that market demand stays healthy despite concern over policy tightening in Tier 1 cities.

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Technology - Computer Services & IT Consulting

Paychex, Inc. (NASDAQ: PAYX, \$37.14, UNDERPERFORM) ➤

Jason Kupferberg (646) 805 5412 jkupferberg@jefferies.com

Reiterate Negative Thesis Ahead Of F4Q

Key Takeaway

PAYX reports F4Q and will provide initial F14 guidance on 6/26. While we expect the print to be generally in line, and perhaps not much of a negative catalyst, we will be looking for more color on a potentially lowered long-term guidance range, after PAYX admitted last quarter than its target of mid single-digit core payroll rev growth was likely too aggressive. Maintain Underperform on PAYX/ADP due to structural concerns, valuation.

Rating	Price target	Curr. Q (e)	Current year (e)	Next year (e)	Est. type	Region
UNDERPERFORM	\$31.00	\$0.36	\$1.59	\$1.68	EPS	Americas

Technology - Telecom Equipment/Wireless

Apple Inc. (NASDAQ: AAPL, \$432.00, HOLD) ▶

Peter Misek, CFA, CPA (212) 336-7361 pmisek@jefferies.com

We Forecast Limited iWatch Opportunity

Key Takeaway

We believe iWatch will more likely be a hobby for Apple than a major new product line. Our analysis and smartwatch trialing indicate that Apple would need to redefine the watch market for it to have a substantial impact on our estimates. While there is trial production for some parts, mass production has not started yet and none is expected until 2014. We reiterate or Hold.

Rating	Price target	Curr. Q (e)	Current year (e)	Next year (e)	Est. type	Region
HOLD	\$420.00	\$6.95	\$38.58	\$38.23	EPS	Americas

Jefferies Events For further details please call your Jefferies contact

Conferences

Title	Dates	Location
Jefferies 2013 Shipping Conference (at Marine Money)	6/18/2013 - 6/20/2013	New York
Jefferies 2013 Boston Energy Summit	6/24/2013 - 6/25/2013	Boston
Jefferies 2nd Annual Asia EXPERT Summit - Hong Kong	7/10/2013 - 7/11/2013	Hong Kong
Jefferies 2013 Global Industrials Conference	8/12/2013 - 8/15/2013	New York
Jefferies Semiconductor & Hardware Summit	8/27/2013 - 8/28/2013	Chicago
Jefferies 3rd Annual Asia Summit- Hong Kong	10/23/2013 - 10/24/2013	Hong Kong

Company Marketing

Title	Dates	Location
N Brown Group PLC (BWNG LN)	6/18/2013	New York
Bering Media	6/18/2013 - 6/19/2013	New York
Linde AG (LIN GR)	6/19/2013 - 6/20/2013	Atlanta, Denver
Ambu A/S (AMBUB DC)	6/19/2013	London
Biostime International Holdings Ltd (1112 HK)	6/19/2013	Boston
Intermediate Capital Group PLC (ICP LN)	6/19/2013	New York
Celgene Corp (CELG)	6/20/2013	London
Rollins Inc (ROL)	6/20/2013	New York
Diana Shipping Inc (DSX)/Diana Containerships (DCIX)	6/20/2013	New York
NagaCorp Ltd (3918 HK)	6/20/2013	London
Biotronik (Private)	6/20/2013	New York
Ashtead Group PLC (AHT LN)	6/20/2013 - 7/1/2013	Edinburgh, London
Samsung Electronics Co Ltd (005930 KS)	6/20/2013	London

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Royal Dutch Shell PLC (RDSA LN)	6/21/2013	Singapore
Regional Management Corp (RM)	6/25/2013	Dallas, Houston
Ecolab Inc (ECL)	6/25/2013	New York
Domino Printing Sciences PLC (DNO LN)	6/25/2013 - 7/3/2013	Edinburgh, London
Statoil ASA (STL NO)	6/26/2013	New York
Synta Pharmaceuticals Corp (SNTA)	6/26/2013	New York
Coresite Realty Corp (COR)	6/26/2013 - 6/27/2013	San Francisco, Seattle
Royal DSM NV (DSM NA)	6/26/2013	New York
BioSpecifics Technologies Corp. (BSTC)	6/26/2013	London
WM Morrison Supermarkets PLC (MRW LN)	6/26/2013 - 6/27/2013	Frankfurt
Abercrombie & Fitch Co (ANF)	7/1/2013 - 7/3/2013	Edinburgh, London

Analyst Marketing

		Allalyst Marketing
Locatio	Dates	Title
San Francisc	6/18/2013 - 6/19/2013	Biren Amin
Denve	6/18/2013	Peter Ward
New Yor	6/18/2013	Group Dinner with Daniel "Dan" Fannon, Ken Usdin
New Yor	6/19/2013	Daniel "Dan" Fannon
Chicago, Kansas Cit	6/19/2013 - 6/20/2013	Eun Yang
Detroit, Minneapol	6/19/2013 - 6/20/2013	Ken Usdin
Londo	6/19/2013	Thomas Wei
Bosto	6/19/2013 - 6/20/2013	David "Dave" Windley
Berwyn, Boston, New York, San Francisco Wilmingto	6/19/2013 - 6/25/2013	Jessie Guo- HK/ China Consumer
Londo	6/19/2013	Conference Call- Sean Darby - Global Head of Equity Strategy
Bosto	6/20/2013	Biren Amin
New Yor	6/20/2013 - 6/27/2013	Aaron Schwartz Marketing with Ramin Safai, Jefferies Chief Security Officer
Los Angele	6/21/2013	George Notter, James Kisner
Connecticu	6/21/2013	Brandon Couillard
Connecticu	6/21/2013	Dan Dolev
Bosto	6/21/2013	Laurence Alexander
Austin, Boston, Dallas, Denver, Houston, Sa Antonio, San Francisco, Toront	6/21/2013 - 6/28/2013	Iain Reid
Edinburg	6/21/2013	Andrew Douglas
Atlanta, Tamp	6/24/2013 - 6/25/2013	Sean Dodge, Brian Tanquilut
Baltimore, Boston, New Yor	6/24/2013 - 6/27/2013	Brendan Warn
Copenhagen, Edinburgh, London, Stockholr	6/24/2013 - 6/28/2013	Nilesh Jasani
New Yor	6/24/2013	Stephen "Steve" Volkmann, Luke Folta
Baltimore, Boston, Chicago, Kansas City Los Angeles, Mid-Atlantic, New York, Sa Francisco, Smithfield, Wilmingto	6/24/2013 - 7/1/2013	Govindarajan Chellappa- Indian Autos & Consumer
Hong Kong, Toky	6/24/2013 - 6/28/2013	Atul Goyal - Asia Technology
Atlanta, Tamp	6/25/2013 - 6/26/2013	Dan Dolev
Bosto	6/25/2013	Ken Usdin
Londo	6/25/2013 - 6/28/2013	James Grzinic, Charlotte Edgar, Charmaine Yap
Edinburg	6/25/2013	Peter Welford
Frankfu	6/25/2013	Lee Simpson
New Yor	6/25/2013	Biren Amin Group Lunch
Londo	6/26/2013	Jefferies Engage - Lee Simpson
New Yor	6/26/2013 - 6/27/2013	Andrew Barish, Alexander "Alex" Slagle
Bosto	6/26/2013	Subash Chandra, Biju Perincheril
Frankfui	6/26/2013 - 6/27/2013	James Grzinic, Charlotte Edgar
Bosto	6/26/2013	Wellington-Jefferies Healthcare Summer Wine Tasting Social
New Yor	6/27/2013	Thomas Seitz

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RESTAURANT PRIVATE EQUITY DINNER	6/27/2013	New York
Dan Dolev	6/28/2013	New York

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Buy - Describes stocks that we expect to provide a total return (price appreciation plus yield) of 15% or more within a 12-month period.

Hold - Describes stocks that we expect to provide a total return (price appreciation plus yield) of plus 15% or minus 10% within a 12-month period. Underperform - Describes stocks that we expect to provide a total negative return (price appreciation plus yield) of 10% or more within a 12-month period.

The expected total return (price appreciation plus yield) for Buy rated stocks with an average stock price consistently below \$10 is 20% or more within a 12-month period as these companies are typically more volatile than the overall stock market. For Hold rated stocks with an average stock price consistently below \$10, the expected total return (price appreciation plus yield) is plus or minus 20% within a 12-month period. For Underperform rated stocks with an average stock price consistently below \$10, the expected total return (price appreciation plus yield) is minus 20% within a 12-month period.

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Jefferies' methodology for assigning ratings may include the following: market capitalization, maturity, growth/value, volatility and expected total return over the next 12 months. The price targets are based on several methodologies, which may include, but are not restricted to, analyses of market risk, growth rate, revenue stream, discounted cash flow (DCF), EBITDA, EPS, cash flow (CF), free cash flow (FCF), EV/EBITDA, P/E, PE/growth, P/CF, P/FCF, premium (discount)/average group EV/EBITDA, premium (discount)/average group P/E, sum of the parts, net asset value, dividend returns, and return on equity (ROE) over the next 12 months.

Conviction List Methodology

- 1. The aim of the conviction list is to publicise the best individual stock ideas from Jefferies Global Research
- 2. Only stocks with a Buy or Underperform rating are allowed to be included in the recommended list.
- 3. Stocks are screened for minimum market capitalisation and adequate daily turnover. Furthermore, a valuation, correlation and style screen is used to ensure a well-diversified portfolio.
- 4. Stocks are sorted to a maximum of 30 stocks with the maximum country exposure at around 50%. Limits are also imposed on a sector basis.
- 5. Once a month, analysts are invited to recommend their best ideas. Analysts' stock selection can be based on one or more of the following: non-Consensus investment view, difference in earnings relative to Consensus, valuation methodology, target upside/downside % relative to the current stock price. These are then assessed against existing holdings to ensure consistency. Stocks that have either reached their target price, been downgraded over the course of the month or where a more suitable candidate has been found are removed.
- 6. All stocks are inserted at the last closing price and removed at the last closing price. There are no changes to the conviction list during the month.
- 7. Performance is calculated in US dollars on an equally weighted basis and is compared to MSCI World AC US\$.
- 8. The conviction list is published once a month whilst global equity markets are closed.
- 9. Transaction fees are not included.
- 10. All corporate actions are taken into account.

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adversely affect the price of, value of, or income derived from the financial instrument described in this report. In addition, investors in securities such as ADRs, whose values are affected by the currency of the underlying security, effectively assume currency risk.

Distribution of Ratings

IB Serv./Past 12

				Mos.
Rating	Count	Percent	Count	Percent
BUY	787	47.50%	152	19.31%
HOLD	737	44.48%	98	13.30%
UNDERPERFORM	133	8.03%	1	0.75%

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