Fortrend Securities

2Q Earnings Preview
"If the U.S. Sneezes"



General Advice

The advice has been prepared without taking into account the clients objectives, financial situation and needs. Clients should consider the appropriateness of the advice by taking into consideration your objectives, financial situations and needs before acting on the advice.



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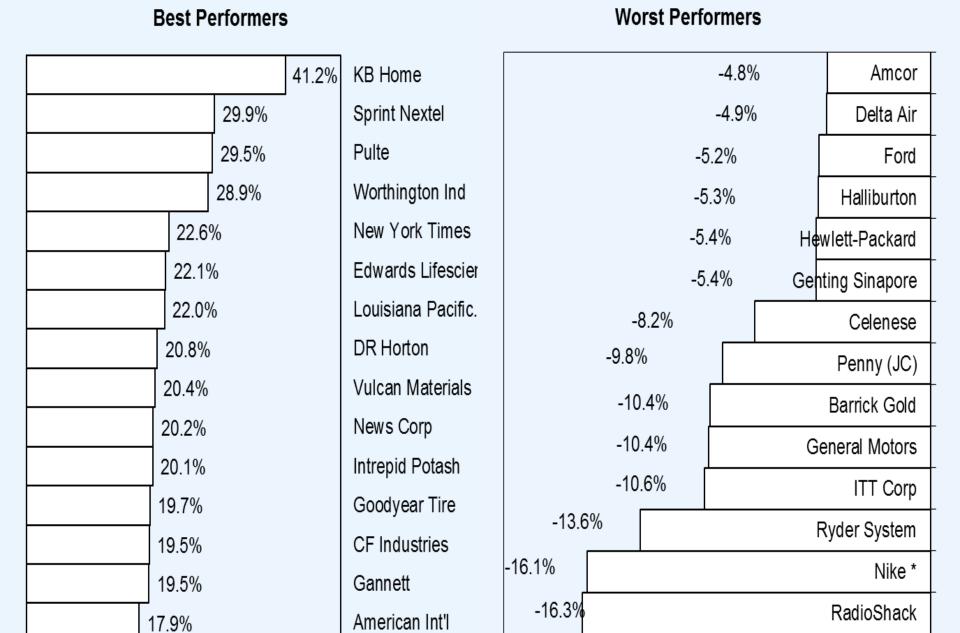
- Market Overview and Movers
- Relative Value Model
- Earnings previews granular
- Macro comments: Europe, China and US
- Stock Selection: Sell 3M, buy ITT



Market Performance

- S&P 500 surged 6.6%
- EE'13 were cut by 0.9%
- P/EX2013 rose to 11.7
- The 10 year yield rose to 1.67%, (stocks yield more than bonds)
- VIX fell (25 > 16) as the crisis event subsided



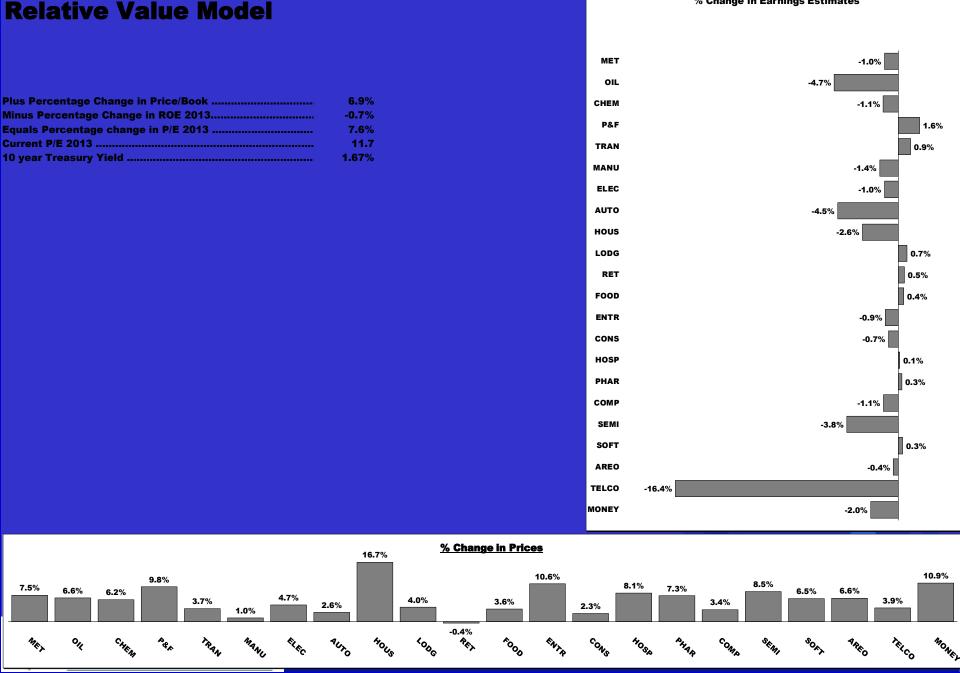


Toll Brothers

17.8%

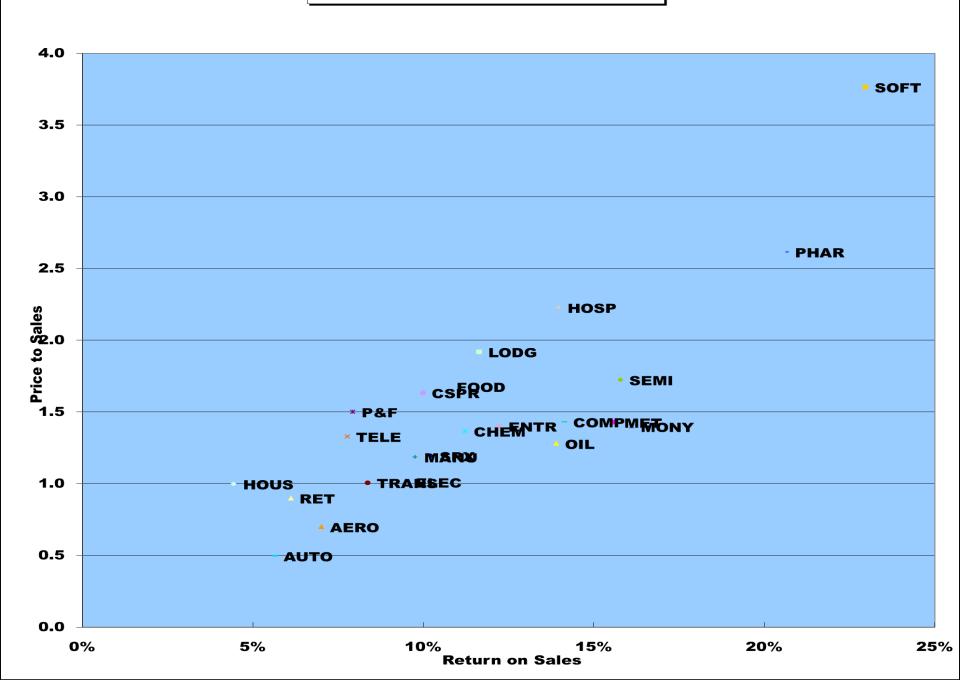
-17.5%

Fifth & Pacific



% Change in Earnings Estimates

Price to Sales vs Return on Sales



Raw Materials

- Estimates fell across board.
- US Steel cut spending plans, bonds are trading like junk
- Worthington was the exception due to corporate actions.
- Oil E&P and Services all had estimates slashed (3.5% on avg) as oil prices tumble

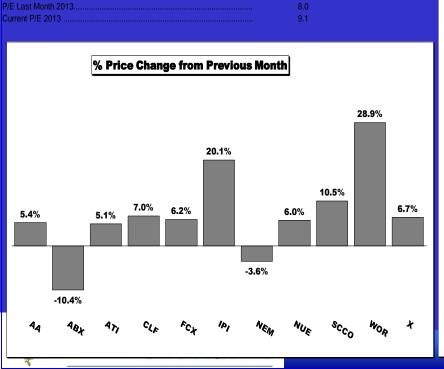


METALS & MINING

Plus Percentage Change in Price/Book ... Minus Percentage Change in ROE 2013...

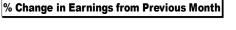
Equals Percentage change in P/E 2013

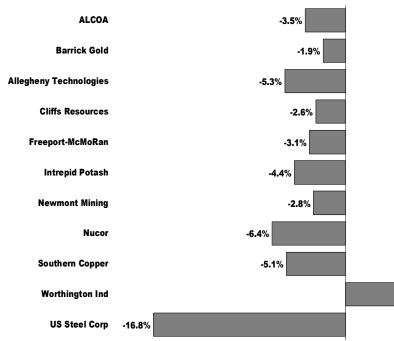
Company	Code		Frice	A Silates	=	<u>iviai ket</u>	Equity	EFS	<u>DIV</u> =	Equity	EFS	<u>DIV</u> =	<u>Equity</u>	<u>Price/</u>	KUE	Projected	FIICE/	KU3	F/E	Tielu Fi
			0	<u>utstanding</u>		<u>Cap</u>	<u>11A</u>	<u>12E</u>	<u>12E</u>	<u>12E</u>	<u>13E</u>	<u>13E</u>	<u>13E</u>	<u>Book</u>	<u>13E</u>	Sales 13E	<u>Sales</u>	<u>13E</u>	<u>13E</u>	
ALCOA	AA	USD	8.75	1,067	=	9,334	17,195	0.50	0.13 =	17,588	0.96	0.14 =	18,467	0.5	5.7%	25,953	0.4	3.9%	9.1	1.5% Dec
Barrick Gold	ABX	USD	37.57	1,001	=	37,591	25,554	4.71	0.76 =	29,506	5.75	0.79 =	34,467	1.2	18.0%	18,066	2.1	31.8%	6.5	2.1% Dec
Allegheny Technologi	e ATI	USD	31.89	107	=	3,416	2,572	2.49	0.72 =	2,761	3.67	0.76 =	3,073	1.2	13.5%	6,132	0.6	6.4%	8.7	2.4% Dec
Cliffs Resources	CLF	USD	49.29	142	=	7,023	7,040	8.22	2.15 =	7,904	10.30	2.41 =	9,028	0.8	17.3%	7,949	0.9	18.5%	4.8	4.9% Dec
Freeport-McMoRan	FCX	USD	34.07	949	=	32,336	18,553	3.92	1.35 =	20,994	5.06	1.41 =	24,458	1.4	21.1%	22,498	1.4	21.3%	6.7	4.1% Dec
Intrepid Potash	IPI	USD	22.76	75	=	1,713	871	1.31	- =	970	1.59	- =	1,089	1.7	11.6%	504	3.4	23.7%	14.3	0.0% Dec
Newmont Mining	NEM	USD	48.51	497	=	24,121	15,771	4.66	1.52 =	17,337	5.25	1.63 =	19,138	1.3	14.3%	11,541	2.1	22.6%	9.2	3.4% Dec
Nucor	NUE	USD	37.90	317	=	12,016	7,707	1.97	1.46 =	7,869	3.51	1.48 =	8,515	1.5	13.6%	21,920	0.5	5.1%	10.8	3.9% Dec
Southern Copper	SCCO	USD	31.51	850	=	26,774	4,036	2.62	1.66 =	4,848	2.64	1.62 =	5,714	5.1	42.4%	7,232	3.7	31.0%	12.0	5.1% Dec
Worthington Ind	WOR	USD	20.47	68	=	1,390	747	1.97	0.49 =	848	2.25	0.50 =	967	1.5	16.8%	2,792	0.5	5.5%	9.1	2.4% May
US Steel Corp	Χ	USD	20.60	144	=	2,967	3,501	1.74	0.20 =	3,723	3.03	0.20 =	4,130	0.8	11.1%	20,399	0.1	2.1%	6.8	1.0% Dec
					_								Average	1.5	16.9%		1.4	15.6%	9.1	2.8%
																_				
S&P 500	SPX		1,362	1	= [1,362	633	103.74	30.01 =	706	116.82	33.43 =	790	1.8	15.6%	1,142	1.2	10.2%	11.7	2.5%



8.5%

11.7%





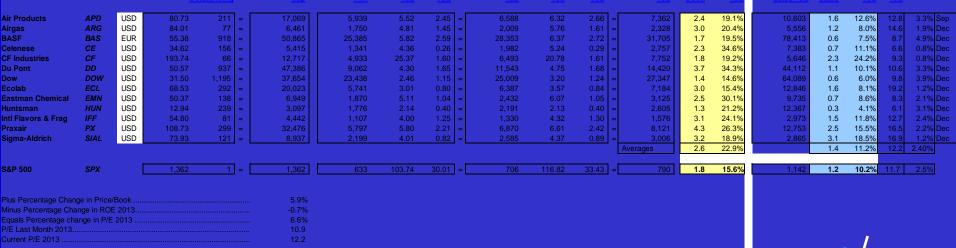
Industrial Cyclical

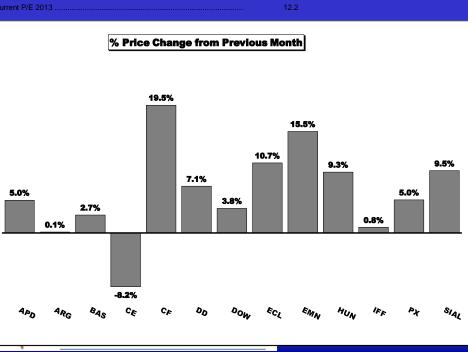
• Lower raw material prices, and strength from Auto and Housing should help, but macro data points pushed prices down.

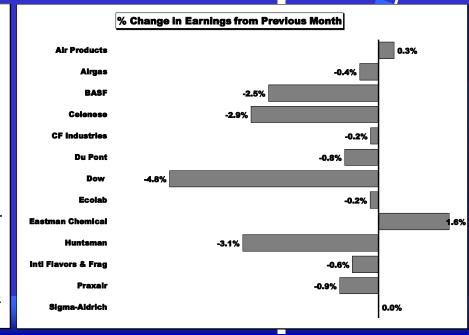
• Cuts in estimates are lagging the risk off move in the last week of the month.



CHEMICALS







Consumer Cyclical

- Auto stocks took a breather after a 12 month run, estimates were trimmed on weaker jobs data.
- Housing stocks continue to surge, (KB leading the market higher on earnings)
- Do the twist.
- Carnival surged, we missed the boat (lower desiel costs, better than expected bookings)

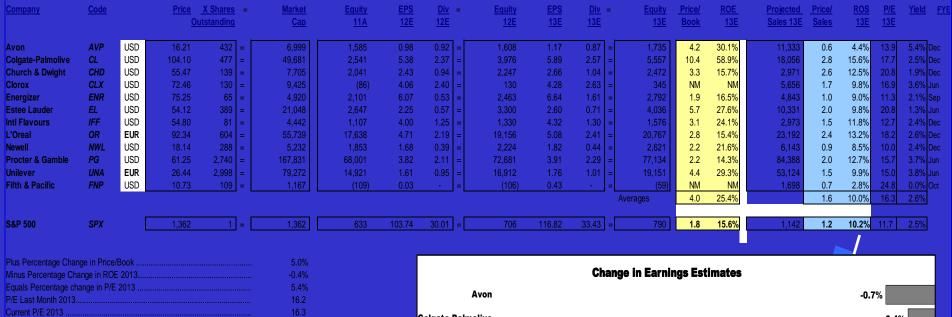


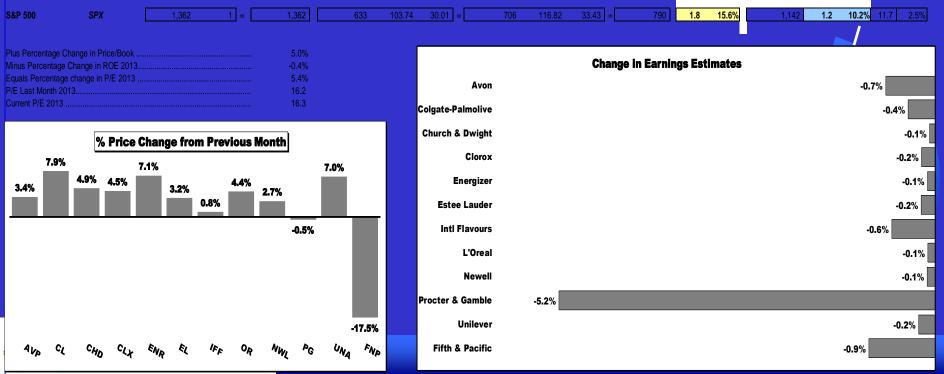
Consumer Non-durable

- Nike warned, stock fell from 6M high of 115 to 85. Lower sales, higher marketing costs, selling Umbro & Cole Hann don't miss boat.
- Dr Pepper had great results
- SLE reorganized and changed its name to Hillshire – now just meats and baked goods.
- PG disappointed (see below)
- Liz Claiborne changed its name to Fifth &



CONSUMER PRODUCTS





Medical

- Solid month, estimates up!
- Edwards Life Science, shows how are this is to pick. Now 30X ESP, and 5XSales
- Big Pharma was good, Merck led up 12%.



Technology

- Very mixed, but NVDA led the chip sector!
- Oracle led the software sector
- Microsoft launched Surface
- Apple is over valued (short?)



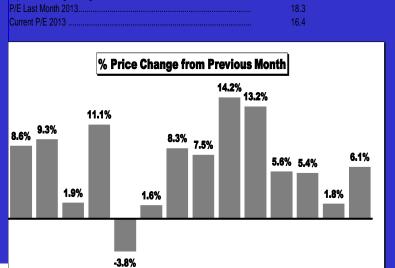
SOFTWARE

Plus Percentage Change in Price/Book.

Minus Percentage Change in ROE 2013.....

Equals Percentage change in P/E 2013

<u>Company</u>	<u>Code</u>		<u>Price</u>	X Shares	=	<u>Market</u>	<u>Equity</u>	<u>EPS</u>	<u>Div</u>	=	<u>Equity</u>	<u>EPS</u>	<u>Div</u> =	<u>Equity</u>	Price/	ROE	<u>Projected</u>	Price/	ROS	P/E	<u>Yield</u>	FYE
			<u>Ou</u>	<u>ıtstanding</u>		<u>Cap</u>	<u>11A</u>	<u>12E</u>	<u>12E</u>		<u>12E</u>	<u>13E</u>	<u>13E</u>	<u>13E</u>	<u>Book</u>	<u>13E</u>	Sales 13E	<u>Sales</u>	<u>13E</u>	<u>13E</u>		
Adobe Systems	ADBE	USD	32.37	492	1 ₌ [15,918	5,783	2.42		ı	6,975	2.65	<u> </u>	8,276	2.1	17.1%	4,835	3.3	26.9%	12.2	0.0% N	lov
Automatic Data	ADP	USD	55.66	489		27,222	6,010	2.74	1.55		6,592	2.99	1.63	7,257	3.9	21.1%	11,534	2.4	12.7%	18.6	2.9% Ju	
BMC software	BMC	USD	42.68	161		6,875	1,446	3.51	-	_	2,012	3.80	-	2,623	3.0	26.4%	2,439	2.8	25.1%	11.2	0.0% M	
Computer Assoc.	CA	USD	27.09	472		12,782	5,397	2.50	1.00	=	6,107	2.71	1.00 =	6,914	2.0	19.6%	5,052	2.5	25.3%	10.0	3.7% M	
Computer Science	CSC	USD	24.82	155		3,852	2,834	2.12	0.80	=	3,039	2.76	0.80	3,343	1.2	13.4%	15,669	0.2	2.7%	9.0	3.2% M	
Google	GOOG	USD	580.07	326		189,107	58,145	43.22	-	=	72,234	50.48		88,690	2.4	20.5%	44,503	4.2	37.0%	11.5	0.0% D	
Intuit	INTU	USD	59.35	294		17,429	2,616	2.97	0.37	=	3,379	3.37	0.38 =	4,257	4.6	25.9%	4,627	3.8	21.4%	17.6	0.6% Ju	
Microsoft	MSFT	USD	30.59	8,401	=	256,982	57,083	2.69	0.78	=	73,196	3.07	0.82 =	92,115	3.1	31.2%	80,846	3.2	31.9%	10.0	2.7% Ju	un
Oracle	ORCL	USD	29.70	4,883	=	145,010	44,087	2.66	0.24	=	55,927	2.91	0.24 =	68,988	2.3	22.8%	41,539	3.5	34.2%	10.2	0.8% M	lay
Redhat	RHT	USD	56.48	193	=	10,893	1,399	1.19	-	=	1,629	1.42	- :	1,902	6.2	15.5%	1,551	7.0	17.7%	39.8	0.0% M	lay
Salesforce.com	CRM	USD	138.26	139	=	19,180	1,666	1.54	-	=	1,879	2.03	- :	2,161	9.5	14.0%	3,773	5.1	7.5%	68.0	0.0% M	lay
SAP	SAP	EUR	47.11	1,228	=	57,867	12,707	3.05	0.82	=	15,444	3.50	0.94 =	18,593	3.4	25.3%	17,599	3.3	24.4%	13.5	2.0% M	lay
VMware	VMW	USD	91.04	427	=	38,896	4,770	2.70	-	=	5,924	3.14	- :	7,265	5.9	20.3%	5,440	7.2	24.7%	29.0	0.0% M	lay
Yahoo!	YHOO	USD	15.83	1,223	=	19,357	12,581	1.00	-	=	13,799	1.14	- :	15,187	1.3	9.6%	4,584	4.2	30.3%	13.9	0.0% D	ec
														Averages	3.6	20.2%		3.8	23.0%	16.4	1.1%	
S&P 500	SPX		1,362	1	=	1,362	633	103.74	30.01	=	706	116.82	33.43 =	790	1.8	15.6%	1,142	1.2	10.2%	11.7	2.5%	

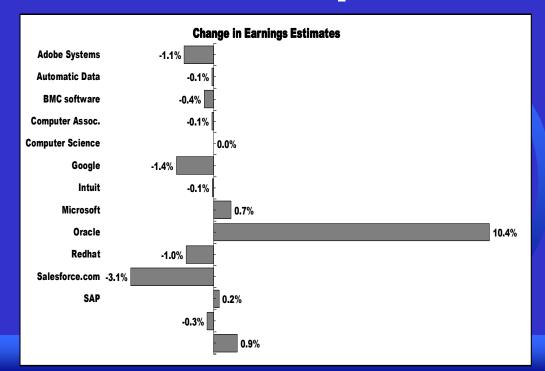


6.3%

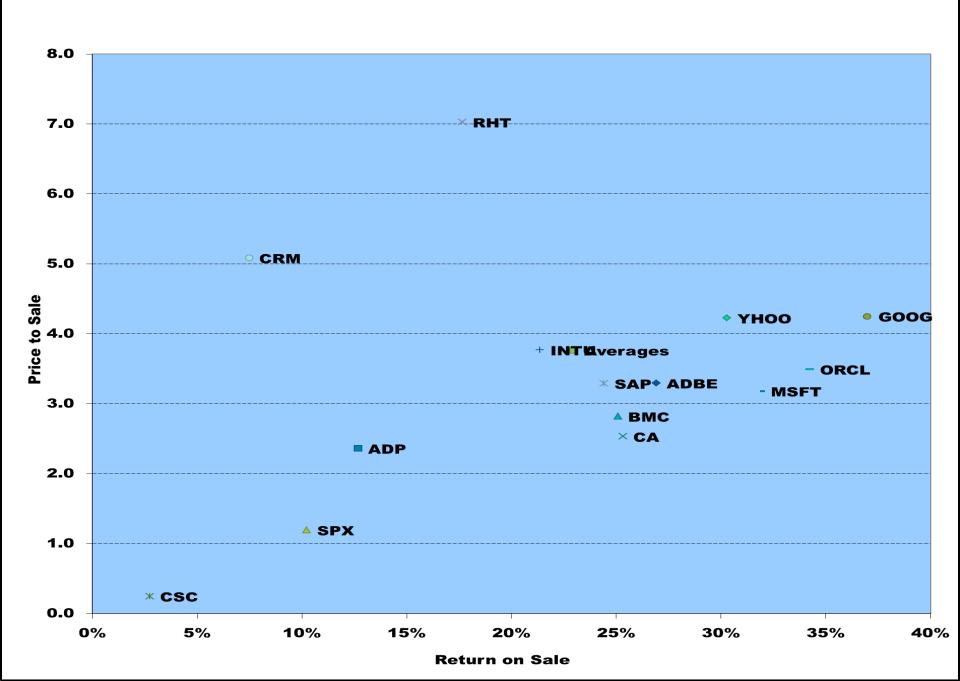
-0.4%

6.7%

GOOG NTU MSFT ORCL RHT CRM SAP VMW YHOO



Price to Sale vs Return on Sale



Financials

• Financials were up 9.7%, beating the market, but we are very happy with the trade into the German ETF.

• The RV 7.8% vs. 6.6% for market, so we are still outperforming.

• Chris & Steve will discuss Germany.



Macro issues

- Obama blames jobs on Europe and China.
- Approval rating falls with jobs numbers
- Romney's prospects improve with bad jobs.
- Romney would cut taxes & spending and start austerity, and upset the balance.
- Two-in-forward one-inch-back recovery.
- Amplified by government and consumer debt



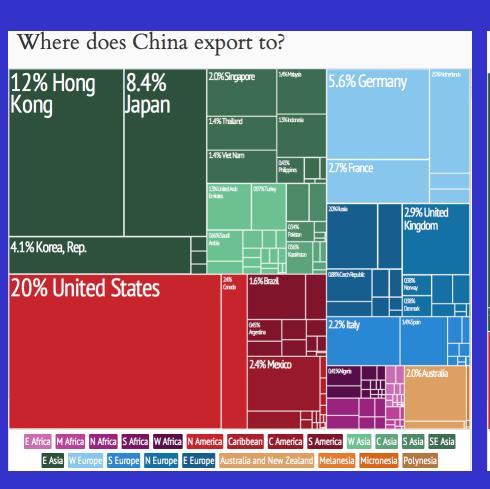
<u>Europe</u>

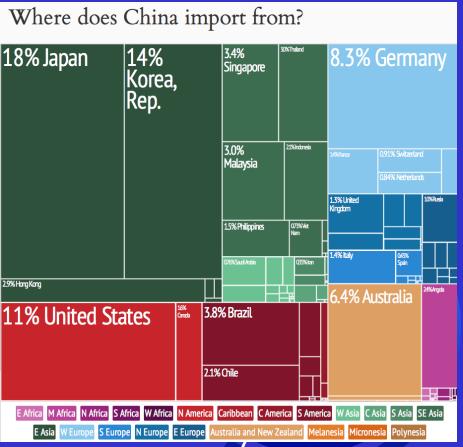
- Had its "three-peat", ball bouncing ½ as high.
- Building Grexit protocol builds flexibility and reduces risk.
- John Crossman will talk about China
- Australia is standing on a cliff. Mining execs, Rio, Purchase price parity, labor government build out of social net, etc. I feel it in my bones.
- If China gets a cold, what happens to Australia?
- We team up with Indonesia?



Around 25% of Australia's exports go to China

China Trade

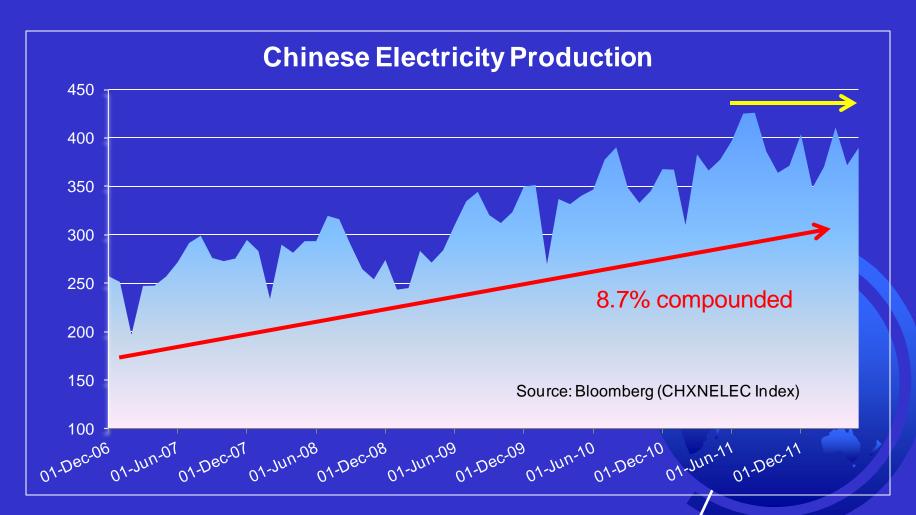






Fifth Generation Leadership Transition ~ October 2012

China – a bit flat





RV Model Portfolio Objective & Active Weights

S&P500 Index Sectors	S&P/ASX200 Index Weight	S&P500 Index Weight	Relative Value Model Portfolio Weight	Active Weight (vs. S&P500)
Energy	7%	11%	0%	-11%
Materials	22%	3%	0%	-3%
Industrials	7%	10%	20%	10%
Financials	41%	14%	10%	-4%
Consumer Staples	8%	11%	20%	9%
Health Care	4%	12%	10%	-2%
Information Technology	1%	20%	30%	10%
Consumer Discretionary	4%	11%	0%	-11%
Utilities	2%	4%	0%	-4%
Telecommunication Services	5%	3%	0%	-3%
Diversified	0%	0%	10%	N.M
All Securities	100%	100%	100%	

Sourced from Bloomberg: 04-Jul-12



RV Model Portfolio Structure

S&P LT

Rating

Α

BBB-

BB+

BBB

AA-

Α

NR

AAA

Α+

N.M

04-Jul-12

			J. J.			<u> </u>	~ <u> </u>		
				Price	Est'd 2013	Market Cap	Revenue	Income	Debt to
Holdings by Se	ector	Industry		(\$)	P/E	(\$b)	(\$m 2011)	(\$m 2011)	Assets (%)
Industrials									

55.59

18.13

81.99

43.9

61.36

52.8

13.8

30.76

29.97

20.18

11.1

9.7

18.0 *

13.8

15.7

10.0

11.9

10.0

10.3

N.M

43.3

1.7

7.5

9.3

168.1

19.4

8.5

258.4

146.3

N.M

36,529

2,119

1,263

5,903

82,559

11,726

3,998

69,943

37,121

N.M

2,067

-130.0

647.4

606.0

11797.0

1329.9

581.1

23150.0

9981.0

N.M

19.0

0.2

44.9

29.2

23.1

26.2

0.4

11.0

21.0

N.M

Sourced from Bloomberg:

Aerospace & Defense

Real Estate Investment

Household Products

Life Sciences Tools &

Semiconductors &

Machinery

Trusts

Beverages

Services

Software

Software

N/A

ITT Corp

Financials

Honeywell International Inc

Dr Pepper Snapple Group Inc.

Procter & Gamble Co/The

Thermo Fisher Scientific Inc.

Information Technology

iShares MSCI Germany ETF

* Estimated Price to FFO.

SL Green Realty Corp

Consumer Staples

Health Care

NVIDIA Corp

Oracle Corp

Diversified

Microsoft Corp



N18.13 / 18.14N

82 x 8

C 18.13

+.25

ITT Corp. is a diversified manufacturer of engineered components and customized technology solutions for industrial end-markets. The Company's products range from complex pumps to advanced brake pads to intricate connectors. ITT's key end-market industries include energy infrastructure, electronics, aerospace and transportation. [BBGID BBG000BMB7R1]

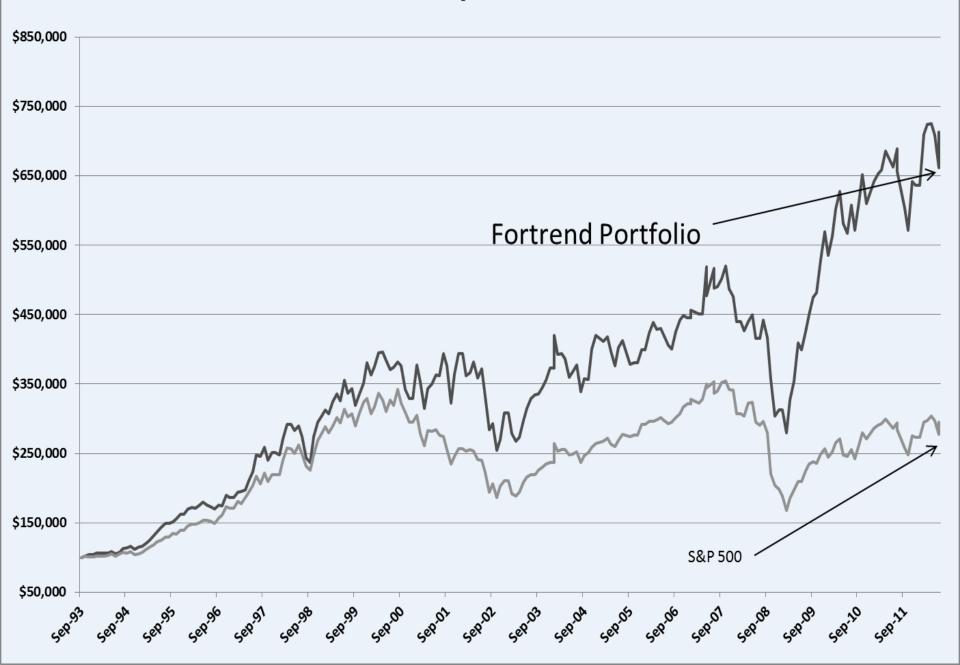


Buy ITT

- ITT has recently spun off two of its business segments (Water Technology and Defense Hardware). We believe this restructuring streamlines ITT's operations and allows it to focus on its core business; industrial products. The new structure also leaves ITT with a debt free balance sheet.
- 3M was up 8% and ITT was down 11% this period.
- 3M is trading at 12.8X 2013 earnings, 27% more expensive than ITT, which trades at only 9.3X 2013 earnings.
- We believe ITT was sold off for the wrong reasons, and represents an excellent relative value trade.



Fortrend has outperformed the S&P 500



Fortrend Portfolio

- Honeywell
- ITT
- SL Green
- Dr Pepper Snapple
- Thermo Fisher

- Procter & Gamble
- Microsoft
- Oracle
- nVIDIA
- iShares MSCI Germany
 Index Fund

