Group Selection
Priced as of January 31, 2012

Note: Group tickers incorporate hyperlinks to decile charts, and then a link to our Toolkit of the group members.

See back pages for user guide and disclaimer.
Sources for all charts: BMO Capital Markets

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14. Telecom
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Sector View

Sector Relative Strength Profiles*

<table>
<thead>
<tr>
<th></th>
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<tbody>
<tr>
<td>Energy</td>
<td>29% / 42% / 48%</td>
<td></td>
<td>11% / 5% / -2%</td>
</tr>
<tr>
<td>Materials</td>
<td>18% / 27% / 36%</td>
<td></td>
<td>25% / 20% / 16%</td>
</tr>
<tr>
<td>Industrials</td>
<td>30% / 46% / 56%</td>
<td></td>
<td>21% / 14% / 5%</td>
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<tr>
<td>CMR Disc</td>
<td>34% / 48% / 57%</td>
<td></td>
<td>14% / 8% / 5%</td>
</tr>
<tr>
<td>CMR Stap</td>
<td>40% / 60% / 72%</td>
<td></td>
<td>2% / -6% / -14%</td>
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<tr>
<td>Hlth Care</td>
<td>33% / 48% / 59%</td>
<td></td>
<td>19% / 10% / 5%</td>
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<tr>
<td>Financials</td>
<td>29% / 48% / 56%</td>
<td></td>
<td>20% / 14% / 9%</td>
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<tr>
<td>Info Tech</td>
<td>34% / 45% / 54%</td>
<td></td>
<td>21% / 16% / 10%</td>
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<tr>
<td>Telecom</td>
<td>24% / 37% / 53%</td>
<td></td>
<td>3% / -9% / -14%</td>
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<tr>
<td>Utilities</td>
<td>41% / 59% / 66%</td>
<td></td>
<td>-8% / -15% / -25%</td>
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*Three terms define the relative performance Z-Score rating versus the markets (US = S&P 500; GBL = S&P Global 1200; CDA = S&P/TSX Composite)
(a) % Outperforming - what percentage of sector members is outperforming the market,
(b) Reward/Risk - how consistent the median relative strength performance of the sector membership (ranking), and
(c) Trend Psn - what is the net percentage of the sector members which are breaking above/below relative strength channels.
The strength z-Score is weighted 60% towards the trend parameters (% outperforming and reward/risk ratios) and 40% towards the trend positions (reversals of trends). Gridlines are placed at 0.5 increments.
January 31, 2012

**Consumer Staples**

Momentum

Strength

- **FdDistri** 17 stocks; $322bn
  - **SprCntrs** 14 stocks; $407bn
  - **Tobacco** 17 stocks; $460bn
- **AgriProd** 26 stocks; $127bn
  - **PersPrdct** 25 stocks; $173bn
- **Dist&Vnt** 15 stocks; $159bn
  - **PkgFdMt** 83 stocks; $730bn
  - **Brewers** 16 stocks; $310bn
- **FdRetail** 38 stocks; $288bn
  - **DrugRetail** 10 stocks; $103bn
  - **HhldPrdct** 17 stocks; $373bn
  - **SoftDrinks** 16 stocks; $325bn

(BMO Capital Markets)

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January 31, 2012

Health Care

Momentum

Strength

Biotech
-116 stocks; $284bn

HCService
-36 stocks; $150bn

HCSuppls
-22 stocks; $42bn

HCFacility
-28 stocks; $46bn

HCEquip
-85 stocks; $352bn

HCService
-28 stocks; $46bn

HCCEquip
-85 stocks; $352bn

HCService
-36 stocks; $150bn

HCFacility
-28 stocks; $46bn

HCSuppls
-22 stocks; $42bn

Pharma
-92 stocks; $1690bn

HCCEquip
-85 stocks; $352bn

HCService
-28 stocks; $46bn

HCFacility
-28 stocks; $46bn

HCSuppls
-22 stocks; $42bn

MngHCare
-75 stocks; $143bn

HCareTec
-73 stocks; $26bn

HC Distrib
-16 stocks; $70bn

HCSuppls
-22 stocks; $42bn

Pharma
-92 stocks; $1690bn

MngHCare
-75 stocks; $143bn

HCareTec
-73 stocks; $26bn

Pharma
-92 stocks; $1690bn

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-92 stocks; $1690bn

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-92 stocks; $1690bn

HCareTec
-73 stocks; $26bn

MngHCare
-75 stocks; $143bn

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Utilities

January 31, 2012

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Momentum

Strength

Utilities

MultiUtil
41 stocks; $379bn

GasUtil
28 stocks; $145bn

ElecUtil
80 stocks; $613bn

IPPTrad
48 stocks; $176bn

WaterUtil
20 stocks; $42bn
User Guide 1 - Definitions & Dataset

Group Strength
Our Global Group analysis is based on bottom-up equity relative strength analysis as opposed to industry group (index) relative strength analysis.

Strength Decile Defined By
1. What percentage of a group’s members are outperforming
2. How consistent that outperformance is
3. How are the members positioned (above/below) vs. their trend channels.

Momentum Decile
Rate of change of strength (change in 5-day moving average)

The Underlying Equity Relative Strength Analysis
Each day, for every equity we cover, our relative strength system assesses the best fit trend from a spectrum which covers a minimum trend duration of six months, and a maximum of 4-years. The "best fit" is the trend which maximizes duration, and minimizes deviations from the trend. Our process is flexible, thorough, and because it is run daily, timely.

The Dataset:
- Over 5,000 securities.
- Groups have a:
  ...Median depth of 25
  ...Average depth of 35

Heat Map Colour and Symbol Guide
Strength is highlighted by the background of the group title
- Bright green = best (1st decile) transitions towards...
- Bright red = worst (10th decile)

Momentum is highlighted in the border of the group title
- Colour map for momentum is the same as strength

Symbols to the right of the group ticker show where a group moved from in the previous session. Below the group symbol we highlight the number and total market capitalization of the members of a group. Clicking on the group, which brings up the chart via a hyperlink, will help to clarify the moves.
User Guide 2 - Momentum

Our Goals:
- To buy outperforming stocks in favoured groups
- To avoid underperforming stocks in unfavoured groups
- To be alerted of and act on the changes

#1 Rule of Momentum: You can use it only if it exists

- In stable/trending markets, one can buy stocks with high strength and momentum and hold them as long as momentum does not turn negative (trend following).

- In very rotational markets (e.g., where credit, currency, commodity conditions are choppy/changing):
  - Buying high strength and high momentum may be dangerous (buying yesterday’s winners).
  - One is better off buying stocks with moderate strength and high momentum (bottom fishing).
User Guide 3 - Buy/Hold/Sell

Buy
- Groups with high strength and high positive momentum (top left) - “In Favour”
- Groups with moderate strength and high positive momentum - “Transitioning to Positive”
- Groups with mediocre strength and high positive momentum - “Gaining Favour”

Buy/Hold
- Groups with high strength and neutral momentum (middle left) - “Maintaining Favour”

Sell
- Groups with low strength and high negative momentum (bottom right) - “Out of Favour”
- Groups with moderately negative strength and high negative momentum - “Transitioning to Negative”
- Groups with mediocre strength and high negative momentum - “Losing Favour”
User Guide 4 - Hyperlinks To Decile Charts & Stock Selection

- Each group is hyperlinked to a chart that shows the relative strength decile as a function of time, and the 5-day and 20-day moving averages (momentum).

- Each chart is hyperlinked to the group membership, in our RS Filter Toolkit.
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Distribution of Ratings (June 30, 2011)

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<th>Rating Category</th>
<th>BMO Rating</th>
<th>BMOCM US Universe*</th>
<th>BMOCM US IB Clients**</th>
<th>BMOCM US IB Clients***</th>
<th>BMOCM Universe****</th>
<th>BMOCM IB Clients*****</th>
<th>Starmine Universe</th>
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<td>Buy</td>
<td>Outperform</td>
<td>35.8%</td>
<td>11.9%</td>
<td>31.8%</td>
<td>40.7%</td>
<td>44.2%</td>
<td>55.9%</td>
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<tr>
<td>Hold</td>
<td>Market Perform</td>
<td>62.2%</td>
<td>14.7%</td>
<td>68.2%</td>
<td>56.2%</td>
<td>54.6%</td>
<td>39.3%</td>
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<tr>
<td>Sell</td>
<td>Underperform</td>
<td>2.0%</td>
<td>0.0%</td>
<td>0.0%</td>
<td>3.0%</td>
<td>1.3%</td>
<td>4.8%</td>
</tr>
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* Reflects rating distribution of all companies covered by BMO Capital Markets Corp. equity research analysts.
** Reflects rating distribution of all companies from which BMO Capital Markets Corp. has received compensation for Investment Banking services as percentage within ratings category.
*** Reflects rating distribution of all companies from which BMO Capital Markets Corp. has received compensation for Investment Banking services as percentage of Investment Banking clients.
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Mkt = Market Perform - Forecast to perform roughly in line with the market;
Und = Underperform - Forecast to underperform the market;
(S) = speculative investment;
NR = No rating at this time;
R = Restricted - Dissemination of research is currently restricted.

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