Group Selection

Priced as of January 9, 2017

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
15. Utilities
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Sector Relative Strength Profiles*

<table>
<thead>
<tr>
<th></th>
<th></th>
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</tr>
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<tbody>
<tr>
<td>Energy</td>
<td>64% / 66% / 66%</td>
<td>/</td>
<td>4% / 5% / 3%</td>
</tr>
<tr>
<td>Materials</td>
<td>57% / 57% / 57%</td>
<td>/</td>
<td>0% / 2% / 0%</td>
</tr>
<tr>
<td>Industrials</td>
<td>56% / 57% / 56%</td>
<td>/</td>
<td>-1% / -1% / -2%</td>
</tr>
<tr>
<td>CMR Disc</td>
<td>45% / 47% / 47%</td>
<td>/</td>
<td>-2% / -3% / -6%</td>
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<tr>
<td>CMR Stap</td>
<td>34% / 35% / 31%</td>
<td>/</td>
<td>-5% / -4% / -6%</td>
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<tr>
<td>Hlth Care</td>
<td>41% / 42% / 40%</td>
<td>/</td>
<td>4% / 4% / 1%</td>
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<tr>
<td>Financials</td>
<td>66% / 69% / 70%</td>
<td>/</td>
<td>3% / 3% / -2%</td>
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<tr>
<td>Info Tech</td>
<td>55% / 56% / 54%</td>
<td>/</td>
<td>0% / -2% / -2%</td>
</tr>
<tr>
<td>Telecom</td>
<td>22% / 24% / 27%</td>
<td>/</td>
<td>12% / 11% / 9%</td>
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<tr>
<td>Utilities</td>
<td>26% / 28% / 29%</td>
<td>/</td>
<td>-1% / 2% / 0%</td>
</tr>
<tr>
<td>Real Estate</td>
<td>26% / 29% / 23%</td>
<td>/</td>
<td>6% / 8% / 6%</td>
</tr>
</tbody>
</table>

*Three terms define the relative performance Z-Score rating versus the markets (US = S&P 500; GBL = MSCI AC World; CDA = S&P/TSX Composite)
(a) % Outperforming - what percentage of sector members is outperforming the market,
(b) Reward/Risk - how consistent is the median relative strength performance of the sector membership ( ranking),
(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.

See Help Pages for further details
Strength Changes Last Session

BMO Capital Markets
Mark Steele (416) 359-4641
Fert&Ag
33 stocks; $223bn
Copper
14 stocks; $82bn
PrecMet
23 stocks; $58bn
Gold
61 stocks; $173bn
Alumin
12 stocks; $46bn
DvrsMng
27 stocks; $33bn
Silver
4 stocks; $31bn
DiversChm
40 stocks; $331bn
ComdChm
40 stocks; $305bn
PapProd
26 stocks; $80bn
CstrMat
28 stocks; $226bn
PaperPkg
19 stocks; $113bn
IndusGas
8 stocks; $149bn
DiversChm
40 stocks; $331bn
ComdChm
40 stocks; $305bn
PapProd
26 stocks; $80bn
CstrMat
28 stocks; $226bn
PaperPkg
19 stocks; $113bn
IndusGas
8 stocks; $149bn
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Alumin
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Gold
61 stocks; $173bn
PrecMet
23 stocks; $58bn
Copper
14 stocks; $82bn
Fert&Ag
33 stocks; $223bn
March 9, 2017
Mark Steele (416) 359-4641
<table>
<thead>
<tr>
<th>Sector</th>
<th>Momentum</th>
<th>Strength</th>
<th>Count</th>
<th>Value</th>
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<tbody>
<tr>
<td>AutoMfg</td>
<td>36 stocks; $940bn</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>CmrElec</td>
<td>12 stocks; $115bn</td>
<td></td>
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<tr>
<td>Cable&amp;Sat</td>
<td>23 stocks; $657bn</td>
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<tr>
<td>GMrchStrs</td>
<td>14 stocks; $124bn</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Tire&amp;Rub</td>
<td>10 stocks; $87bn</td>
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<tr>
<td>CmpElRtl</td>
<td>9 stocks; $35bn</td>
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<tr>
<td>MotcyMfg</td>
<td>4 stocks; $38bn</td>
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<td></td>
</tr>
<tr>
<td>AutoParts</td>
<td>46 stocks; $315bn</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Htl&amp;Rsrt</td>
<td>24 stocks; $187bn</td>
<td></td>
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<tr>
<td>Educat</td>
<td>19 stocks; $44bn</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mov&amp;Ent</td>
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<td></td>
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<tr>
<td>DeptStrs</td>
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<td>SpecStors</td>
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<td>Aprl&amp;Gds</td>
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<tr>
<td>HmImpRtl</td>
<td>7 stocks; $239bn</td>
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<tr>
<td>AutoParts</td>
<td>14 stocks; $99bn</td>
<td></td>
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<td></td>
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<tr>
<td>HomeBld</td>
<td>14 stocks; $99bn</td>
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<tr>
<td>HhldApl</td>
<td>14 stocks; $62bn</td>
<td></td>
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<tr>
<td>Footwear</td>
<td>14 stocks; $111bn</td>
<td></td>
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<tr>
<td>HmFrnsh</td>
<td>17 stocks; $51bn</td>
<td></td>
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<tr>
<td>Corporate</td>
<td>8 stocks; $51bn</td>
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<td></td>
<td></td>
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<tr>
<td>HomeFurn</td>
<td>8 stocks; $51bn</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Educat</td>
<td>19 stocks; $44bn</td>
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</tr>
<tr>
<td>Educat</td>
<td>19 stocks; $44bn</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>CorpRtl</td>
<td>7 stocks; $337bn</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Consumer Staples

Strength

Momentum

AgriProd
26 stocks; $110bn

FdDistri
12 stocks; $56bn

PkgFdMt
115 stocks; $1142bn

Tobacco
14 stocks; $691bn

FdRetail
38 stocks; $352bn

Brewers
13 stocks; $436bn

DrugRetail
7 stocks; $195bn

PersPrdct
29 stocks; $361bn

Dist&Vnt
12 stocks; $220bn

SoftDrinks
17 stocks; $449bn

SprCntrs
15 stocks; $421bn

HhldPrdct
18 stocks; $536bn

FdDistri
PkgFdMt
Tobacco
12 stocks; $56bn
115 stocks; $1142bn
14 stocks; $691bn
Telecommunication Services

January 9, 2017

Mark Steele (416) 359-4641

AltCar
11 stocks; $53bn

WlsTelSrv
42 stocks; $877bn

IntgTelSrv
63 stocks; $1349bn
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 deviation from the trend. Our process is flexible, thorough, and because it is run daily, timely.

The Dataset:
- Over 5,700 securities.
- Groups have a:
  ...Median depth of 28
  ...Average depth of 36

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 in 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 moving average (momentum).

- Each chart is hyperlinked to the group membership, in our RS Filter Toolkit.
### IMPORTANT DISCLOSURES

**Analyst's Certification**
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**Distribution of Ratings (September 30, 2015)**

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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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<tr>
<td>Buy</td>
<td>Outperform</td>
<td>42.2%</td>
<td>18.6%</td>
<td>54.7%</td>
<td>44.3%</td>
<td>56.9%</td>
<td>56.3%</td>
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<tr>
<td>Hold</td>
<td>Market Perform</td>
<td>54.3%</td>
<td>11.3%</td>
<td>42.7%</td>
<td>51.8%</td>
<td>40.9%</td>
<td>38.7%</td>
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<tr>
<td>Sell</td>
<td>Underperform</td>
<td>3.5%</td>
<td>11.1%</td>
<td>2.7%</td>
<td>3.9%</td>
<td>2.2%</td>
<td>5.0%</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.

**** Reflects rating distribution of all companies covered by BMO Capital Markets equity research analysts.

***** Reflects rating distribution of all companies from which BMO Capital Markets has received compensation for Investment Banking services as percentage of Investment Banking clients.

### Rating and Sector Key (as of April 5, 2013)
We use the following ratings system definitions:

- **OP** = Outperform - Forecast to outperform the analyst’s coverage universe on a total return basis
- **Mkt** = Market Perform - Forecast to perform roughly in line with the analyst’s coverage universe on a total return basis
- **Und** = Underperform - Forecast to underperform the analyst’s coverage universe on a total return basis
- **(S)** = Speculative investment;
- **NR** = No rating at this time; and
- **R** = Restricted - Dissemination of research is currently restricted.

BMO Capital Markets' seven Top 15 lists guide investors to our best ideas according to different objectives (CDN Large Cap, CDN Small Cap, US Large Cap, US Small Cap, Income, CDN Quant, and US Quant have replaced the Top Pick rating).

**Prior BMO Capital Markets Rating System (January 4, 2010 - April 4, 2013)**

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