Group Selection
Priced as of June 5, 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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Table of Contents

3. Sector View
4. Strength Changes Last Session
5. Resource Summary
6. Energy
7. Materials
8. Industrials
9. Consumer Discretionary
10. Consumer Staples
11. Health Care
12. Financials
13. Information Technology
14. Telecom
15. Utilities
16. User Guide
Sector Relative Strength Profiles*

<table>
<thead>
<tr>
<th>Hyperlink</th>
<th>% Outperforming</th>
<th>Reward/Risk</th>
<th>Trend Psn</th>
</tr>
</thead>
<tbody>
<tr>
<td>US/GBL/CDA</td>
<td>US/GBL/CDA</td>
<td>US/GBL/CDA</td>
<td></td>
</tr>
<tr>
<td>Energy</td>
<td>22% / 31% / 43%</td>
<td>-14% / -9% / -20%</td>
<td></td>
</tr>
<tr>
<td>Materials</td>
<td>21% / 30% / 36%</td>
<td>-7% / -4% / -13%</td>
<td></td>
</tr>
<tr>
<td>Industrials</td>
<td>38% / 51% / 61%</td>
<td>-8% / -4% / -17%</td>
<td></td>
</tr>
<tr>
<td>CMR Disc</td>
<td>48% / 58% / 68%</td>
<td>-5% / -1% / -14%</td>
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<tr>
<td>CMR Stap</td>
<td>45% / 60% / 74%</td>
<td>13% / 16% / -1%</td>
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<tr>
<td>Hlth Care</td>
<td>45% / 57% / 68%</td>
<td>12% / 18% / 6%</td>
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</tr>
<tr>
<td>Financials</td>
<td>44% / 62% / 72%</td>
<td>3% / 10% / -6%</td>
<td></td>
</tr>
<tr>
<td>Info Tech</td>
<td>40% / 50% / 60%</td>
<td>-7% / -4% / -11%</td>
<td></td>
</tr>
<tr>
<td>Telecom</td>
<td>27% / 35% / 44%</td>
<td>6% / 7% / -7%</td>
<td></td>
</tr>
<tr>
<td>Utilities</td>
<td>22% / 41% / 55%</td>
<td>31% / 31% / 7%</td>
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</table>

*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.
Momentum

Strength

June 5, 2012

Mark Steele (416) 359-4641

Materials

Gold
133 stocks; $309bn

PrecMet
59 stocks; $108bn

Alumin
12 stocks; $42bn

Fert&Ag
39 stocks; $244bn

DvrsMng
149 stocks; $629bn

PapProd
44 stocks; $82bn

Steel
74 stocks; $383bn

IndusGas
10 stocks; $116bn

ComdChm
30 stocks; $212bn

SpecChm
58 stocks; $217bn

DiversChm
18 stocks; $221bn

MtGlsCnt
12 stocks; $33bn

FrstPrd
12 stocks; $11bn

PaperPkg
17 stocks; $39bn

CstrMat
24 stocks; $113bn

IndusGas
10 stocks; $116bn

ComdChm
30 stocks; $212bn

SpecChm
58 stocks; $217bn

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24 stocks; $113bn

IndusGas
10 stocks; $116bn

ComdChm
30 stocks; $212bn

SpecChm
58 stocks; $217bn

DiversChm
18 stocks; $221bn
Momentum

June 5, 2012

Strength

Consumer Staples

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38 stocks; $285bn
Brewers
15 stocks; $307bn
PersPrdct
25 stocks; $171bn
DrugRetail
18 stocks; $102bn
PkgFdMt
44 stocks; $716bn

25 stocks; $108bn
AgriProd

15 stocks; $398bn
SprCntrs
16 stocks; $398bn
Dist&Vnt
15 stocks; $172bn

17 stocks; $298bn
FdDistri

17 stocks; $372bn
HhldPrdct
14 stocks; $344bn
SoftDrnks

DrugRetail
15 stocks; $307bn
PersPrdct
25 stocks; $171bn
DrugRetail
18 stocks; $102bn
PkgFdMt
44 stocks; $716bn

15 stocks; $172bn
Tobacco
17 stocks; $514bn

14 stocks; $344bn
HhldPrdct
17 stocks; $372bn

14 stocks; $344bn
HhldPrdct
17 stocks; $372bn

17 stocks; $514bn
Tobacco
Momentum

June 5, 2012

Utilities

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Utilities

- ElecUtil: 84 stocks; $767bn
- WaterUtil: 20 stocks; $45bn
- MultiUtil: 38 stocks; $347bn
- IPP Trad: 46 stocks; $157bn
- GasUtil: 28 stocks; $134bn

Strength

Momentum
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.
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”
- 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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<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>Starnine Universe</th>
</tr>
</thead>
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<tr>
<td>Buy</td>
<td>Outperform</td>
<td>37.7%</td>
<td>12.1%</td>
<td>52.1%</td>
<td>39.2%</td>
<td>48.3%</td>
<td>54.6%</td>
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<tr>
<td>Hold</td>
<td>Market Perform</td>
<td>60.0%</td>
<td>7.0%</td>
<td>47.9%</td>
<td>57.6%</td>
<td>51.0%</td>
<td>40.1%</td>
</tr>
<tr>
<td>Sell</td>
<td>Underperform</td>
<td>2.4%</td>
<td>0.0%</td>
<td>0.0%</td>
<td>3.2%</td>
<td>0.7%</td>
<td>5.3%</td>
</tr>
</tbody>
</table>

* 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.
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OP = Outperform - Forecast to outperform the market;
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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