

I WANT TO SHORT!

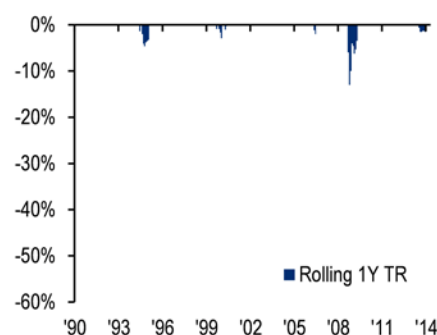
But it won't work unless...

- **Overview:** There may be a number of reasons not to like the market at current levels, but the problem is that most of these reasons are non-fundamental and very open-ended in nature. In this article we examine whether strategic or tactical shorts are effective given this backdrop.
- **A Non-fundamental Catalyst Isn't Enough:** Open-ended factors such as the end of QE or a rate rise are potential widening catalysts, but history suggests that it takes more than an exogenous, non-fundamental catalyst for a strategic short to be in the money. Negative fundamentals are also needed.
- **Think Tactically:** Conversely, tactical shorts can work with only a negative catalyst; a weak fundamental backdrop doesn't hurt, but is not necessarily needed.
- **Trade Idea:** Ideally, a tactical short should offer an asymmetric payoff profile, be affordable, and have a near-term catalyst. We highlight a CDX.HY / Xover package in this regard.

Stephen Antczak, CFA
+1-212-723-3267
stephen.antczak@citi.com

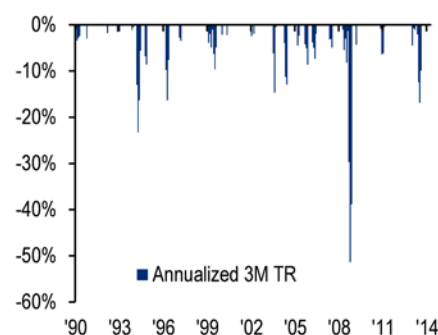
Jung Lee
+1-212-723-1835
jung.lee@citi.com

Figure 1. Over a one-year horizon we don't see many times when HY returns are negative; when we do it's usually due to fundamentals



Source: Citi Research
Note: As of April 30, 2014

Figure 2. But negative returns over a 3-month horizon are commonplace in HY, and are driven by both fundamentals and "random" factors



Source: Citi Research
Note: As of April 30, 2014

See Appendix A-1 for Analyst Certification, Important Disclosures and non-US research analyst disclosures.

Citi Research is a division of Citigroup Global Markets Inc. (the "Firm"), which does and seeks to do business with companies covered in its research reports. As a result, investors should be aware that the Firm may have a conflict of interest that could affect the objectivity of this report. Investors should consider this report as only a single factor in making their investment decision. Certain products (not inconsistent with the author's published research) are available only on Citi's portals.

I WANT TO SHORT!

But it won't work unless...

Over the past few weeks we visited a wide range of market participants — traders, PMs, CIOs, risk managers, you name it — across the credit, equity, and rates markets. The theme that resounded most at these meetings was how no one appears to like their market. Most credit PMs seem to be angrily overweight, by the way.

The reason for investors' angst, of course, is because rates have nowhere to go but higher. Credit spreads cannot possibly go tighter. Equity valuations are full and obviously very vulnerable to all the exogenous problems out there...the list goes on.

Don't be angry, be tactical

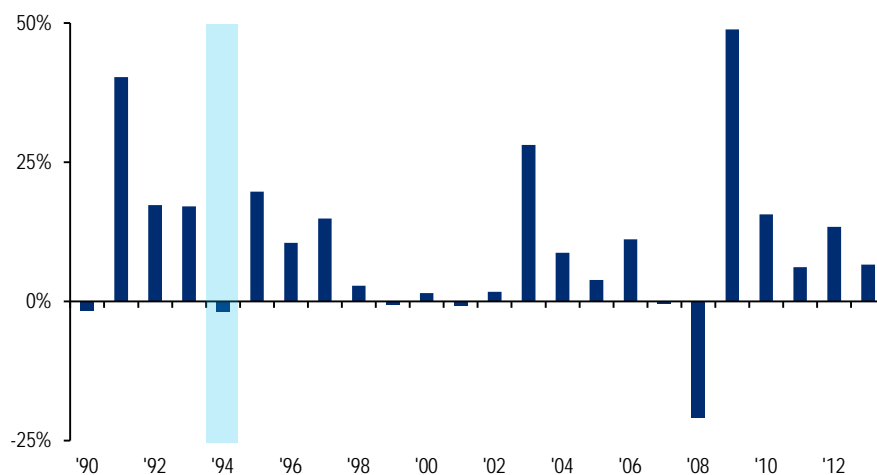
But the most striking takeaway was that virtually every rationale that we heard for disliking the market was completely open-ended and non-fundamental in nature. Yields are too low and they will rise for some reason *eventually*. Spreads are tight and will widen *at some point*. China will weigh on U.S. growth prospects and spreads *someday*.

Obviously these worries are very different than something fundamental, such as concern about a recession and/or higher default rates, or near-term non-fundamental catalysts, such as soft Q2 earnings, no QE announcement at an upcoming ECB meeting, or a disappointing June payroll report.

What has to happen for a *strategic* short to work? Negative catalyst *AND* negative fundamentals

In this article we examine how an angry investor might express some bearishness given this backdrop. We first consider strategic shorts, and by strategic we mean a one-year horizon, so essentially a portfolio shift. We then examine tactical shorts, and by tactical we mean a one-month, overlay-type of position. We consider this question from the perspective of a high-yield total return investor.

Figure 3. Since '90 we have seen a negative HY return generated without weak fundamentals only once



Source: Citi Research

Essentially, we look at what conditions need to be in place for strategic and tactical shorts to work. We find three important points:

1. **It takes more than a non-fundamental catalyst:** In the context of a strategic short, history suggests that negative exogenous catalysts don't produce negative total returns, negative exogenous catalysts combined with negative fundamentals do.
2. **This time really isn't different:** The cost of shorting isn't very high at this stage, but that said if problems don't emerge fairly quickly the chance of a successful strategic short is modest.
3. **Think tactically:** It's not that one shouldn't short the market, but when the fundamental backdrop isn't weak, tactical rather than strategic positioning tends to be more effective.

1. It takes more than a crisis

Without weak fundamental only a 4% chance of success

This may be a bit of an overstatement, but over the past 24 years high-yield total returns have averaged approximately 10%; positive returns were earned in 18 years, while negative results were generated 6 times (Figure 3, previous page). Since 1990 there have been 3 recessions and approximately 20 negative shocks the market has had to deal with. **What's associated with what?**

In Figure 4 (next page) we summarize, and we see that in 5 of the 6 years during which negative returns were generated there were both fundamental problems (which we define as recession + default rates trending higher) *and* meaningful negative exogenous factors (e.g., S&L crisis).

Conversely, when negative exogenous factors occurred without a weak fundamental backdrop setbacks have tended to be short-lived. For example, high-yield generated positive returns during the year of:

- The Asian financial crisis: +14.9% in '97
- Long-Term Capital & Russian default: +2.8 in '98
- Auto downgrades / correlation crisis: +3.8% in '05
- BP oil spill & Goldman investigation: +15.6% in '10
- Sovereign debt crisis: +6.2% in '11
- Taper tantrum: +6.6% in '13

In fact, there was only one period when a negative return occurred absent fundamental weakness (-1.9% in '94). The catalyst in '94 was a very unexpected rate hike by the Fed and a corresponding the Treasury market sell-off — the yield on the 10-year rose approximately 250 bp that year.

This may be a bit overly simplistic, but there you have it. History suggests that **if you don't expect a recession and a meaningful pickup in defaults you've got a 1 in 24 chance – or 4% – of success if you underweight** the broad market because Treasury yields may rise, China may slow down, etc.

Figure 4. Since '90 only once has the high-yield market generated a negative total return when fundamental challenges were not in place

	Year	Total Return	Fundamental Backdrop	Exogenous Events
1	1990	-1.6%	<ul style="list-style-type: none"> • Recession • Default rate trending higher 	<ul style="list-style-type: none"> • Gulf War • S&L crisis
2	1991	40.3%		
3	1992	17.3%		
4	1993	17.1%		
5	1994	-1.9%		<ul style="list-style-type: none"> • 10Y Treasury yields rise almost 2.5% • Peso crisis
6	1995	19.7%		
7	1996	10.5%		
8	1997	14.9%		<ul style="list-style-type: none"> • Asia financial crisis
9	1998	2.8%		<ul style="list-style-type: none"> • Russia defaults • Long-Term Capital bailout
10	1999	-0.6%	<ul style="list-style-type: none"> • Heading into recession • Default rate trending higher 	<ul style="list-style-type: none"> • 10Y Treasury yields rise 1.7%+ • Dot com bubble at its fullest
11	2000	1.5%		
12	2001	-0.8%	<ul style="list-style-type: none"> • Recession • Default rate trending higher 	<ul style="list-style-type: none"> • Dot com bubble burst • Argentina defaults
13	2002	1.7%		
14	2003	28.1%		
15	2004	8.8%		
16	2005	3.8%		<ul style="list-style-type: none"> • Auto downgrade / correlation crisis
17	2006	11.2%		
18	2007	-0.4%	<ul style="list-style-type: none"> • Recession 	<ul style="list-style-type: none"> • Housing market crash
19	2008	-20.9%	<ul style="list-style-type: none"> • Recession • Default rate trending higher 	<ul style="list-style-type: none"> • Financial crisis
20	2009	48.9%		
21	2010	15.6%		<ul style="list-style-type: none"> • BP oil spill in Gulf of Mexico • GS investigation
22	2011	6.2%		<ul style="list-style-type: none"> • Sovereign debt crisis
23	2012	13.4%		
24	2013	6.6%		<ul style="list-style-type: none"> • Fed tapering • 10Y Treasury rates rise 1.4%

Source: Citi Research

Side Note: But this time is different, right?

One could argue that history is not a particularly useful guide at this point because yields are at all-time lows and it doesn't really cost all that much to sit on a long-term short position (Figure 6). True, but this is only valid up to a point. For example, in Figure 5 we present annualized total returns for the high-yield market given various rising yield scenarios over several different holding periods.

We see that even at current yield levels it takes a fairly quick and sharp rise to result in negative returns. Over a 6-month holding period, for instance, returns are positive until the yield rise is 100 bp (albeit our scenarios are in 25 bp increments). But if this same rise in yields occurred after 12 months rather than 6, the return would be positive (+2.5%).

Figure 5. How much and how fast do yields have to rise before we start to see negative total return in high-yield?

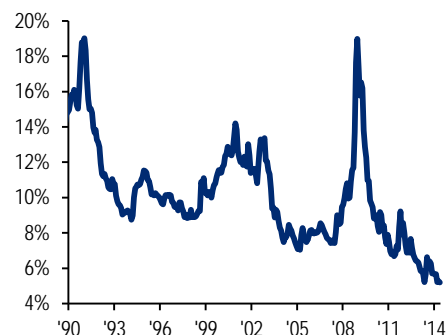
		Yield Rise in the High-Yield Market						
Months during which Yields Rise		+0 bp	+25 bp	+50 bp	+75 bp	+100 bp	+150 bp	+200 bp
	3	6.0	2.1	-1.8	-5.8	-9.7	-17.4	-24.9
	6	5.8	4.0	2.2	0.4	-1.4	-5.2	-9.0
	9	5.7	4.6	3.5	2.3	1.3	-1.0	-3.5
	12	5.5	4.8	4.0	3.2	2.5	1.0	-0.7
	18	5.2	4.8	4.4	4.0	3.6	2.7	1.9
	24	4.8	4.7	4.4	4.2	4.0	3.5	2.9

Source: Citi Research, Bloomberg, YieldBook

Note: We assume parallel and gradual shift in Treasury curve, unchanged spread levels, and zero default rates

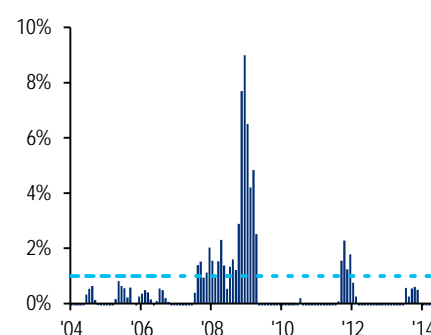
So the next question is how often do sharp jumps in yields occur quickly, say within six months? In Figure 7 we present the running six-month yield changes over the last decade, and we see that jumps of 100 bp are not all that common, particularly when the fundamental backdrop is not weak. In fact, even in '13 when we had the taper tantrum HY yields did not rise by 100 bp over a six-month period.

Figure 6. Currently the yield in HY is at multi-year low



Source: Citi Research
Note: As of May 1, 2014

Figure 7. Six-month change in yields in the high-yield market since '04



Source: Citi Research
Note: Based on monthly data as of May 1, 2014

2. Think tactically

This is not to say that one shouldn't short, just that because the right trends aren't in place (i.e., recessionary backdrop and rising defaults) it is probably more effective to express bearish views via tactical positioning. The reason is that shorter-term price action tends to be dictated by a much, much wider array of factors, and negative fundamentals are only one of these many factors.

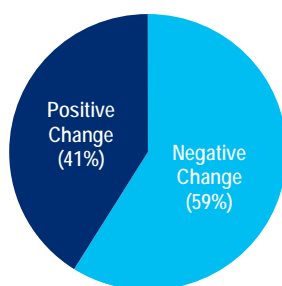
In fact, Figure 8 shows that positive and negative 1-month yield changes since '90 are not quite a coin flip, but nonetheless quite balanced. Also noteworthy is that one month changes tend to be fairly large (Figure 9).

So what this means is that in an investment context tactical shorts can generate meaningful returns. Consider the negative catalysts (that occurred without negative fundamentals) introduced earlier. But this time we consider returns assuming that a short position was established *two weeks after* the market started selling off in response to the catalyst and was *unwound four weeks later*.

The results show that tactical shorts would have been pretty effective (note that we show annualized total returns):

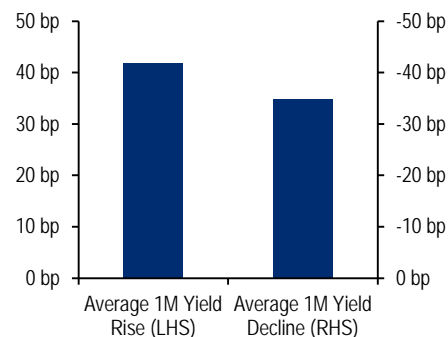
- Auto downgrades / correlation crisis: -21.7% in '05
- BP oil spill & Goldman investigation: -43.0% in '10
- Sovereign debt crisis: -19.3% in '11
- Taper tantrum: -26.1% in '13

Figure 8. How often do yields rise or decline over a one-month period?



Source: Citi Research
Note: Based on monthly changes since Jan '90

Figure 9. Yield changes over a one-month horizon can be quite large



Source: Citi Research
Note: Based on monthly changes since Jan '90

3. Trade idea

So what type of tactical trades can be found in the current benign, low vol environment? Ideally, we would like a tactical short to have three characteristics: (1) asymmetric profile, (2) affordability, and (3) a near-term catalyst.

Figure 10. Trade recommendation

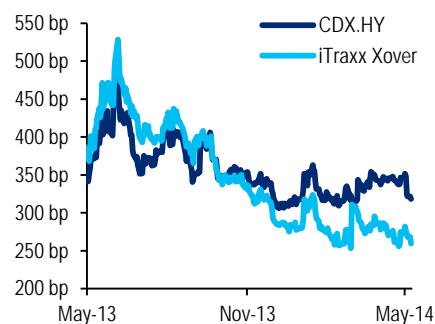
	Asset	Spread
Long	CDX.HY	318 bp
Short	iTraxx Xover	259 bp
Spread Pickup		+59 bp

Source: Citi Research
Note: As of May 27, 2014

For example, a number of investors believe that the ECB will announce some form of QE in the period ahead, and others have questioned how vulnerable European credit may be given the pickup in rates volatility in the periphery. Consider a simple CDX.HY / Xover package in the context of these three points (Figure 10).

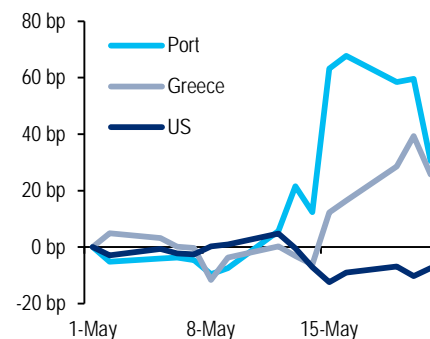
- 1. Asymmetry:** In Figure 11 we present the spread performance of CDX.HY / Xover, and we see that Xover has outperformed dramatically in recent trading. If QE is announced or if rates volatility does ebb Xover may not have all that much room to outperform further, but we could envision dramatic compression in response to a negative catalyst
- 2. Affordability:** Spread pick at current levels is +59 bp, and the bid / ask for both indexes is in the 2 bp zip code
- 3. Catalyst:** As noted above, rate volatility is ongoing (Figure 12) and the ECB has a meeting on June 5th

Figure 11. iTraxx Xover has outperformed the CDX.HY index in recent trading



Source: Citi Research
Note: As of May 27, 2014

Figure 12. MTD yield changes of select 10Y government bonds



Source: Citi Research
Note: As of May 21, 2014

Appendix A-1

Analyst Certification

The research analyst(s) primarily responsible for the preparation and content of this research report are named in bold text in the author block at the front of the product except for those sections where an analyst's name appears in bold alongside content which is attributable to that analyst. Each of these analyst(s) certify, with respect to the section(s) of the report for which they are responsible, that the views expressed therein accurately reflect their personal views about each issuer and security referenced and were prepared in an independent manner, including with respect to Citigroup Global Markets Inc and its affiliates. No part of the research analyst's compensation was, is, or will be, directly or indirectly, related to the specific recommendation(s) or view(s) expressed by that research analyst in this report.

IMPORTANT DISCLOSURES

Analysts' compensation is determined based upon activities and services intended to benefit the investor clients of Citigroup Global Markets Inc. and its affiliates ("the Firm"). Like all Firm employees, analysts receive compensation that is impacted by overall firm profitability which includes investment banking revenues.

For important disclosures (including copies of historical disclosures) regarding the companies that are the subject of this Citi Research product ("the Product"), please contact Citi Research, 388 Greenwich Street, 28th Floor, New York, NY, 10013, Attention: Legal/Compliance [E6WYB6412478]. In addition, the same important disclosures, with the exception of the Valuation and Risk assessments and historical disclosures, are contained on the Firm's disclosure website at https://www.citivelocity.com/cvr/eppublic/citi_research_disclosures. Valuation and Risk assessments can be found in the text of the most recent research note/report regarding the subject company. Historical disclosures (for up to the past three years) will be provided upon request.

NON-US RESEARCH ANALYST DISCLOSURES

Non-US research analysts who have prepared this report (i.e., all research analysts listed below other than those identified as employed by Citigroup Global Markets Inc.) are not registered/qualified as research analysts with FINRA. Such research analysts may not be associated persons of the member organization and therefore may not be subject to the NYSE Rule 472 and NASD Rule 2711 restrictions on communications with a subject company, public appearances and trading securities held by a research analyst account. The legal entities employing the authors of this report are listed below:

Citigroup Global Markets Inc

Stephen Antczak, CFA; Jung Lee

OTHER DISCLOSURES

For securities recommended in the Product in which the Firm is not a market maker, the Firm is a liquidity provider in the issuers' financial instruments and may act as principal in connection with such transactions. The Firm is a regular issuer of traded financial instruments linked to securities that may have been recommended in the Product. The Firm regularly trades in the securities of the issuer(s) discussed in the Product. The Firm may engage in securities transactions in a manner inconsistent with the Product and, with respect to securities covered by the Product, will buy or sell from customers on a principal basis.

Securities recommended, offered, or sold by the Firm: (i) are not insured by the Federal Deposit Insurance Corporation; (ii) are not deposits or other obligations of any insured depository institution (including Citibank); and (iii) are subject to investment risks, including the possible loss of the principal amount invested. Although information has been obtained from and is based upon sources that the Firm believes to be reliable, we do not guarantee its accuracy and it may be incomplete and condensed. Note, however, that the Firm has taken all reasonable steps to determine the accuracy and completeness of the disclosures made in the Important Disclosures section of the Product. The Firm's research department has received assistance from the subject company(ies) referred to in this Product including, but not limited to, discussions with management of the subject company(ies). Firm policy prohibits research analysts from sending draft research to subject companies. However, it should be presumed that the author of the Product has had discussions with the subject company to ensure factual accuracy prior to publication. All opinions, projections and estimates constitute the judgment of the author as of the date of the Product and these, plus any other information contained in the Product, are subject to change without notice. Prices and availability of financial instruments also are subject to change without notice. Notwithstanding other departments within the Firm advising the companies discussed in this Product, information obtained in such role is not used in the preparation of the Product. Although Citi Research does not set a predetermined frequency for publication, if the Product is a fundamental research report, it is the intention of Citi Research to provide research coverage of the/those issuer(s) mentioned therein, including in response to news affecting this issuer, subject to applicable quiet periods and capacity constraints. The Product is for informational purposes only and is not intended as an offer or solicitation for the purchase or sale of a security. Any decision to purchase securities mentioned in the Product must take into account existing public information on such security or any registered prospectus.

Investing in non-U.S. securities, including ADRs, may entail certain risks. The securities of non-U.S. issuers may not be registered with, nor be subject to the reporting requirements of the U.S. Securities and Exchange Commission. There may be limited information available on foreign securities. Foreign companies are generally not subject to uniform audit and reporting standards, practices and requirements comparable to those in the U.S. Securities of some foreign companies may be less liquid and their prices more volatile than securities of comparable U.S. companies. In addition, exchange rate movements may have an adverse effect on the value of an investment in a foreign stock and its corresponding dividend payment for U.S. investors. Net dividends to ADR investors are estimated, using withholding tax rates conventions, deemed accurate, but investors are urged to consult their tax advisor for exact dividend computations. Investors who have received the Product from the Firm may be prohibited in certain states or other jurisdictions from purchasing securities mentioned in the Product from the Firm. Please ask your Financial Consultant for additional details. Citigroup Global Markets Inc. takes responsibility for the Product in the United States. Any orders by US investors resulting from the information contained in the Product may be placed only through Citigroup Global Markets Inc.

Important Disclosures for Bell Potter Customers: Bell Potter is making this Product available to its clients pursuant to an agreement with Citigroup Global Markets Australia Pty Limited. Neither Citigroup Global Markets Australia Pty Limited nor any of its affiliates has made any determination as to the suitability of the information provided herein and clients should consult with their Bell Potter financial advisor before making any investment decision.

The Citigroup legal entity that takes responsibility for the production of the Product is the legal entity which the first named author is employed by. The Product is made available in **Australia** through Citigroup Global Markets Australia Pty Limited. (ABN 64 003 114 832 and AFSL No. 240992), participant of the ASX Group and regulated by the Australian Securities & Investments Commission. Citigroup Centre, 2 Park Street, Sydney, NSW 2000. The Product is made available in Australia to Private Banking wholesale clients through Citigroup Pty Limited (ABN 88 004 325 080 and AFSL 238098). Citigroup Pty Limited provides all financial product advice to Australian Private Banking wholesale clients through bankers and relationship managers. If there is any doubt about the suitability of investments held in Citigroup Private Bank accounts, investors should contact the Citigroup Private Bank in Australia. Citigroup companies may compensate affiliates and their representatives for providing products and services to clients. The Product is made available in **Brazil** by Citigroup Global Markets Brasil - CCTVM SA, which is regulated by CVM - Comissão de Valores Mobiliários, BACEN - Brazilian Central Bank, APIMEC - Associação dos Analistas e Profissionais de Investimento do Mercado de Capitais and ANBID - Associação Nacional dos Bancos de Investimento. Av. Paulista, 1111 - 11º andar - CEP. 01311920 - São Paulo - SP. If the Product is being made available in certain provinces of **Canada** by Citigroup Global Markets (Canada) Inc. ("CGM Canada"), CGM Canada has approved the Product. Citigroup Place, 123 Front Street West, Suite 1100, Toronto, Ontario M5J 2M3. This product is available in **Chile** through Banchile Corredores de Bolsa S.A., an indirect subsidiary of Citigroup Inc., which is regulated by the Superintendencia de Valores y Seguros. Agustinas 975, piso 2, Santiago, Chile. The Product is distributed in **Germany** by Citigroup Global Markets Deutschland AG ("CGMD"), which is regulated by Bundesanstalt fuer Finanzdienstleistungsaufsicht (BaFin). CGMD, Reuterweg 16, 60323 Frankfurt am Main. Research which relates to "securities" (as defined in the Securities and Futures Ordinance (Cap. 571 of the Laws of Hong Kong)) is issued in **Hong Kong** by, or on behalf of, Citigroup Global Markets Asia Limited which takes full responsibility for its content. Citigroup Global Markets Asia Ltd. is regulated by Hong Kong Securities and Futures Commission. If the Research is made available through Citibank, N.A., Hong Kong Branch, for its clients in Citi Private Bank, it is made available by Citibank N.A., Citibank Tower, Citibank Plaza, 3 Garden Road, Hong Kong. Citibank N.A. is regulated by the Hong Kong Monetary Authority. Please contact your Private Banker in Citibank N.A., Hong Kong, Branch if you have any queries on or any matters arising from or in connection with this document. The Product is made available in **India** by Citigroup Global Markets India Private Limited, which is regulated by Securities and Exchange Board of India. Bakhtawar, Nariman Point, Mumbai 400-021. The Product is made available in **Indonesia** through PT Citigroup Securities Indonesia. 5/F, Citibank Tower, Bapindo Plaza, Jl. Jend. Sudirman Kav. 54-55, Jakarta 12190. Neither this Product nor any copy hereof may be distributed in Indonesia or to any Indonesian citizens wherever they are domiciled or to Indonesian residents except in compliance with applicable capital market laws and regulations. This Product is not an offer of securities in Indonesia. The securities referred to in this Product have not been registered with the Capital Market and Financial Institutions Supervisory Agency (BAPEPAM-LK) pursuant to relevant capital market laws and regulations, and may not be offered or sold within the territory of the Republic of Indonesia or to Indonesian citizens through a public offering or in circumstances which constitute an offer within the meaning of the Indonesian capital market laws and regulations. The Product is made available in **Israel** through Citibank NA, regulated by the Bank of Israel and the Israeli Securities Authority. Citibank, N.A., Platinum Building, 21 Ha'arba'ah St, Tel Aviv, Israel. The Product is made available in **Italy** by Citigroup Global Markets Limited, which is authorised by the PRA and regulated by the FCA and the PRA. Via dei Mercanti, 12, Milan, 20121, Italy. The Product is made available in **Japan** by Citigroup Global Markets Japan Inc. ("CGMJ"), which is regulated by Financial Services Agency, Securities and Exchange Surveillance Commission, Japan Securities Dealers Association, Tokyo Stock Exchange and Osaka Securities Exchange. Shin-Marunouchi Building, 1-5-1 Marunouchi, Chiyoda-ku, Tokyo 100-6520 Japan. If the Product was distributed by SMBC Nikko Securities Inc. it is being so distributed under license. In the event that an error is found in an CGMJ research report, a revised version will be posted on the Firm's Citi Velocity website. If you have questions regarding Citi Velocity, please call (81 3) 6270-3019 for help. The Product is made available in **Korea** by Citigroup Global Markets Korea Securities Ltd., which is regulated by the Financial Services Commission, the Financial Supervisory Service and the Korea Financial Investment Association (KOFIA). Citibank Building, 39 Da-dong, Jung-gu, Seoul 100-180, Korea. KOFIA makes available registration information of research analysts on its website. Please visit the following website if you wish to find KOFIA registration information on research analysts of Citigroup Global Markets Korea Securities Ltd. <http://dis.kofia.or.kr/fs/dis2/fundMgr/DISFundMgrAnalystPop.jsp?companyCd2=A03030&pageDiv=02>. The Product is made available in Korea by Citibank Korea Inc., which is regulated by the Financial Services Commission and the Financial Supervisory Service. Address is Citibank Building, 39 Da-dong, Jung-gu, Seoul 100-180, Korea. The Product is made available in **Malaysia** by Citigroup Global Markets Malaysia Sdn Bhd (Company No. 460819-D) ("CGMM") to its clients and CGMM takes responsibility for its contents. CGMM is regulated by the Securities Commission of Malaysia. Please contact CGMM at Level 43 Menara Citibank, 165 Jalan Ampang, 50450 Kuala Lumpur, Malaysia in respect of any matters arising from, or in connection with, the Product. The Product is made available in **Mexico** by Acciones y Valores Banamex, S.A. De C. V., Casa de Bolsa, Integrante del Grupo Financiero Banamex ("Accival") which is a wholly owned subsidiary of Citigroup Inc. and is regulated by Comisión Nacional Bancaria y de Valores. Reforma 398, Col. Juárez, 06600 Mexico, D.F. In **New Zealand** the Product is made available to 'wholesale clients' only as defined by s5C(1) of the Financial Advisers Act 2008 ('FAA') through Citigroup Global Markets Australia Pty Ltd (ABN 64 003 114 832 and AFSL No. 240992), an overseas financial adviser as defined by the FAA, participant of the ASX Group and regulated by the Australian Securities & Investments Commission. Citigroup Centre, 2 Park Street, Sydney, NSW 2000. The Product is made available in **Pakistan** by Citibank N.A. Pakistan branch, which is regulated by the State Bank of Pakistan and Securities Exchange Commission, Pakistan. AWT Plaza, 1.1. Chundrigar Road, P.O. Box 4889, Karachi-74200. The Product is made available in the **Philippines** through Citicorp Financial Services and Insurance Brokerage Philippines, Inc., which is regulated by the Philippines Securities and Exchange Commission. 20th Floor Citibank Square Bldg. The Product is made available in the Philippines through Citibank NA Philippines branch, Citibank Tower, 8741 Paseo De Roxas, Makati City, Manila. Citibank NA Philippines NA is regulated by The Bangko Sentral ng Pilipinas. The Product is made available in **Poland** by Dom Maklerski Banku Handlowego SA an indirect subsidiary of Citigroup Inc., which is regulated by Komisja Nadzoru Finansowego. Dom Maklerski Banku Handlowego S.A. ul. Senatorska 16, 00-923 Warszawa. The Product is made available in the **Russian Federation** through ZAO Citibank, which is licensed to carry out banking activities in the Russian Federation in accordance with the general banking license issued by the Central Bank of the Russian Federation and brokerage activities in accordance with the license issued by the Federal Service for Financial Markets. Neither the Product nor any information contained in the Product shall be considered as advertising the securities mentioned in this report within the territory of the Russian Federation or outside the Russian Federation. The Product does not constitute an appraisal within the meaning of the Federal Law of the Russian Federation of 29 July 1998 No. 135-FZ (as amended) On Appraisal Activities in the Russian Federation. 8-10 Gasheka Street, 125047 Moscow. The Product is made available in **Singapore** through Citigroup Global Markets Singapore Pte. Ltd. ("CGMSPL"), a capital markets services license holder, and regulated by Monetary Authority of Singapore. Please contact CGMSPL at 8 Marina View, 21st Floor Asia Square Tower 1, Singapore 018960, in respect of any matters arising from, or in connection with, the analysis of this document. This report is intended for recipients who are accredited, expert and institutional investors as defined under the Securities and Futures Act (Cap. 289). The Product is made available by The Citigroup Private Bank in Singapore through Citibank, N.A., Singapore Branch, a licensed bank in Singapore that is regulated by Monetary Authority of Singapore. Please contact your Private Banker in Citibank N.A.,

Singapore Branch if you have any queries on or any matters arising from or in connection with this document. This report is intended for recipients who are accredited, expert and institutional investors as defined under the Securities and Futures Act (Cap. 289). This report is distributed in Singapore by Citibank Singapore Ltd ("CSL") to selected Citigold/Citigold Private Clients. CSL provides no independent research or analysis of the substance or in preparation of this report. Please contact your Citigold/Citigold Private Client Relationship Manager in CSL if you have any queries on or any matters arising from or in connection with this report. This report is intended for recipients who are accredited investors as defined under the Securities and Futures Act (Cap. 289). Citigroup Global Markets (Pty) Ltd. is incorporated in the **Republic of South Africa** (company registration number 2000/025866/07) and its registered office is at 145 West Street, Sandton, 2196, Saxonwold. Citigroup Global Markets (Pty) Ltd. is regulated by JSE Securities Exchange South Africa, South African Reserve Bank and the Financial Services Board. The investments and services contained herein are not available to private customers in South Africa. The Product is made available in the **Republic of China** through Citigroup Global Markets Taiwan Securities Company Ltd. ("CGMTS"), 14 and 15F, No. 1, Songzhi Road, Taipei 110, Taiwan and/or through Citibank Securities (Taiwan) Company Limited ("CSTL"), 14 and 15F, No. 1, Songzhi Road, Taipei 110, Taiwan, subject to the respective license scope of each entity and the applicable laws and regulations in the Republic of China. CGMTS and CSTL are both regulated by the Securities and Futures Bureau of the Financial Supervisory Commission of Taiwan, the Republic of China. No portion of the Product may be reproduced or quoted in the Republic of China by the press or any third parties [without the written authorization of CGMTS and CSTL]. If the Product covers securities which are not allowed to be offered or traded in the Republic of China, neither the Product nor any information contained in the Product shall be considered as advertising the securities or making recommendation of the securities in the Republic of China. The Product is for informational purposes only and is not intended as an offer or solicitation for the purchase or sale of a security or financial products. Any decision to purchase securities or financial products mentioned in the Product must take into account existing public information on such security or the financial products or any registered prospectus. The Product is made available in **Thailand** through Citicorp Securities (Thailand) Ltd., which is regulated by the Securities and Exchange Commission of Thailand. 18/F, 22/F and 29/F, 82 North Sathorn Road, Silom, Bangrak, Bangkok 10500, Thailand. The Product is made available in **Turkey** through Citibank AS which is regulated by Capital Markets Board. Tekfen Tower, Eski Büyükdere Caddesi # 209 Kat 2B, 23294 Levent, Istanbul, Turkey. In the **U.A.E.**, these materials (the "Materials") are communicated by Citigroup Global Markets Limited, DIFC branch ("CGML"), an entity registered in the Dubai International Financial Center ("DIFC") and licensed and regulated by the Dubai Financial Services Authority ("DFSA") to Professional Clients and Market Counterparties only and should not be relied upon or distributed to Retail Clients. A distribution of the different Citi Research ratings distribution, in percentage terms for Investments in each sector covered is made available on request. Financial products and/or services to which the Materials relate will only be made available to Professional Clients and Market Counterparties. The Product is made available in **United Kingdom** by Citigroup Global Markets Limited, which is authorised by the Prudential Regulation Authority ("PRA") and regulated by the Financial Conduct Authority ("FCA") and the PRA. This material may relate to investments or services of a person outside of the UK or to other matters which are not authorised by the PRA nor regulated by the FCA and the PRA and further details as to where this may be the case are available upon request in respect of this material. Citigroup Centre, Canada Square, Canary Wharf, London, E14 5LB. The Product is made available in **United States** by Citigroup Global Markets Inc, which is a member of FINRA and registered with the US Securities and Exchange Commission. 388 Greenwich Street, New York, NY 10013. Unless specified to the contrary, within EU Member States, the Product is made available by Citigroup Global Markets Limited, which is authorised by the PRA and regulated by the FCA and the PRA.

Pursuant to Comissão de Valores Mobiliários Rule 483, Citi is required to disclose whether a Citi related company or business has a commercial relationship with the subject company. Considering that Citi operates multiple businesses in more than 100 countries around the world, it is likely that Citi has a commercial relationship with the subject company.

Many European regulators require that a firm must establish, implement and make available a policy for managing conflicts of interest arising as a result of publication or distribution of investment research. The policy applicable to Citi Research's Products can be found at https://www.citivelocity.com/cvr/eppublic/citi_research_disclosures.

Compensation of equity research analysts is determined by equity research management and Citigroup's senior management and is not linked to specific transactions or recommendations.

The Product is not to be construed as providing investment services in any jurisdiction where the provision of such services would not be permitted.

Subject to the nature and contents of the Product, the investments described therein are subject to fluctuations in price and/or value and investors may get back less than originally invested. Certain high-volatility investments can be subject to sudden and large falls in value that could equal or exceed the amount invested. Certain investments contained in the Product may have tax implications for private customers whereby levels and basis of taxation may be subject to change. If in doubt, investors should seek advice from a tax adviser. The Product does not purport to identify the nature of the specific market or other risks associated with a particular transaction. Advice in the Product is general and should not be construed as personal advice given it has been prepared without taking account of the objectives, financial situation or needs of any particular investor. Accordingly, investors should, before acting on the advice, consider the appropriateness of the advice, having regard to their objectives, financial situation and needs. Prior to acquiring any financial product, it is the client's responsibility to obtain the relevant offer document for the product and consider it before making a decision as to whether to purchase the product. Citi Research generally disseminates its research to the Firm's global institutional and retail clients via both proprietary (e.g., Citi Velocity and Citi Personal Wealth Management) and non-proprietary electronic distribution platforms. Certain research may be disseminated only via Citi's proprietary distribution platforms; however such research will not contain changes to earnings forecasts, target price, investment or risk rating or investment thesis or be otherwise inconsistent with the author's previously published research. Certain research is made available only to institutional investors to satisfy regulatory requirements. Individual Citi Research analysts may also opt to circulate published research to one or more clients by email; such email distribution is discretionary and is done only after the research has been disseminated.

The level and types of services provided by Citi Research analysts to clients may vary depending on various factors such as the client's individual preferences as to the frequency and manner of receiving communications from analysts, the client's risk profile and investment focus and perspective (e.g. market-wide, sector specific, long term, short-term etc.), the size and scope of the overall client relationship with Citi and legal and regulatory constraints. Citi Research product may source data from dataCentral. dataCentral is a Citi Research proprietary database, which includes Citi estimates, data from company reports and feeds from Thomson Reuters.

© 2014 Citigroup Global Markets Inc. Citi Research is a division of Citigroup Global Markets Inc. Citi and Citi with Arc Design are trademarks and service marks of Citigroup Inc. and its affiliates and are used and registered throughout the world. All rights reserved. Any unauthorized use, duplication, redistribution or disclosure of this report (the "Product"), including, but not limited to, redistribution of the Product by electronic mail, posting of the Product on a website or page, and/or providing to a third party a link to the Product, is prohibited by law and will result in prosecution. The information contained in the

Product is intended solely for the recipient and may not be further distributed by the recipient to any third party. Where included in this report, MSCI sourced information is the exclusive property of Morgan Stanley Capital International Inc. (MSCI). Without prior written permission of MSCI, this information and any other MSCI intellectual property may not be reproduced, disseminated or used to create any financial products, including any indices. This information is provided on an "as is" basis. The user assumes the entire risk of any use made of this information. MSCI, its affiliates and any third party involved in, or related to, computing or compiling the information hereby expressly disclaim all warranties of originality, accuracy, completeness, merchantability or fitness for a particular purpose with respect to any of this information. Without limiting any of the foregoing, in no event shall MSCI, any of its affiliates or any third party involved in, or related to, computing or compiling the information have any liability for any damages of any kind. MSCI, Morgan Stanley Capital International and the MSCI indexes are services marks of MSCI and its affiliates. The Firm accepts no liability whatsoever for the actions of third parties. The Product may provide the addresses of, or contain hyperlinks to, websites. Except to the extent to which the Product refers to website material of the Firm, the Firm has not reviewed the linked site. Equally, except to the extent to which the Product refers to website material of the Firm, the Firm takes no responsibility for, and makes no representations or warranties whatsoever as to, the data and information contained therein. Such address or hyperlink (including addresses or hyperlinks to website material of the Firm) is provided solely for your convenience and information and the content of the linked site does not in anyway form part of this document. Accessing such website or following such link through the Product or the website of the Firm shall be at your own risk and the Firm shall have no liability arising out of, or in connection with, any such referenced website.

ADDITIONAL INFORMATION IS AVAILABLE UPON REQUEST
