University of Notre Dame
Mendoza College of Business

## Advisory Board Presentation

May $1^{\text {st }}, 2006$

AIM XXII

## Presentation Agenda

- Introductions
- Portfolio objectives and guidelines
- Current economic environment
- Security analysis
- Portfolio performance evaluation
- Trip, guest speaker, and website overview


# Class Portfolio Investment Objectives and Guidelines 

## Course Overview

- Course Description:
"Actively engaged in hands-on portfolio management from the asset allocation decision to individual stock selection and finally to portfolio performance evaluation."


## Course Overview

- First stock inherited from AIM XXI
- Company Background
- Fundamental Analysis
- Earnings Forecast
- Industry Overview
- Beta Forecast
- Valuation
- Technical Analysis


## Course Overview

- Second stock selected based on personal preferences and portfolio industry weighting
- Company Background/Industry Overview
- Fundamental Analysis/Beta Forecast/ Technical Analysis
- EPS/Valuation
- Decisions based on final intrinsic value


## Investment Philosophy

- Investment Objective
- Outperform S\&P 500 over the long-term
- AIM Portfolio
- U.S. Long Equity
- 3-5 year investment horizon
- Investment Decisions
- Fundamental Analysis


## Investment Policies

- Prudent person rule
- University of Notre Dame policy against inimical values
- Not actively managing constraints of:

Liquidity
Tax

## Investment Policies

- Long positions in U.S. equities except industry hedge position for less than $1 \%$ of the portfolio
- Long term target for cash position is $0 \%$
- Roughly match the S\&P 500 industry weighting
- No individual holding should exceed $10 \%$ of current market value of portfolio


## 龍 <br> Market Capitalization Profile

Allocation Target:
65\% Large Cap
35\% Mid \& Small Cap

$$
\left(\begin{array}{l}
\text { Small Cap }:<\$ 1 \mathrm{~B} \\
\text { Mid Cap }: \$ 1 \mathrm{~B} \text { to } \$ 5 \mathrm{~B} \\
\text { Large Cap }:>\$ 5 \mathrm{~B})
\end{array}\right.
$$

Within a $+/-10 \%$ boundary

- indicative of risk tolerance levels
- meant to ensure enough diversification and acceptable volatility levels


## 龍 Market Capitalization Profile



Large Cap, $\quad$ AIM Portfolio as of 3/31/06 53\%


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## Economic Environment

## Economy Report Outline

- Domestic Economic Analysis
- Central Issue - Upcoming Fed meeting
- Inflation
- Energy
- Housing
- Labor Market
- Interest Rates
- GDP
- Portfolio Impact
- International Markets
- Domestic Market


# Domestic Economic Analysis 

## Key Economic Issues

- Economy in flux
- Upcoming Fed meeting ( $5 / 10$ )
- Rate hike?
- Raise to $5.00 \%$ or hold at $4.75 \%$
- Decision will be "data dependent"
- GDP, inflation, energy prices and housing
- End of tightening in sight Inflation - Recent Trends
- Inflation (Core CPI) rose 0.3\% in March
- First evidence of energy costs pass-through



## Inflation - Recent Trends

- Overall, Fed believes inflation remains in check
- Limited energy cost pass-through
- Strong domestic \& international competition
- Limited labor cost growth
- Fed raised March rates over capacity concerns

Output per Hour and Capacity Utilization, Manufacturing


Source: Federal Reserve (St. Louis)

## Inflation - Outlook

- Expected slight acceleration in inflation during $2^{\text {nd }}$ half of 2006 followed by a decline in 2007
- Acceleration due to:
- Import Prices
- Higher energy costs
- Projections - (CPI)
- 2006: 2.5\% (Q4) - continued high energy costs
- 2007: 2.3\% - moderating energy prices
- Fed Target: 2.0\%


## Energy Prices- Recent Trends

- Energy prices - Oil/Gas
- Supply Disruptions
- Nigeria, Iraq and Gulf of Mexico
- $38 \%$ rise in crude oil prices over the past year
- Ethanol supply constraints
- Demand slightly weakening
- Response to higher pump prices
- Prices up $67.8 \%$ y.o.y.
- March gas demand up 0.3\% y.o.y compared to $1.5 \%$ in 2005


## Oil prices top \$71

Light, sweet crude oil on Tuesday settled at $\$ 71.35$ a barrel.
NYMEX crude oil prices


Energy Prices Outlook

- Expected continued high energy prices
- No end in sight to geopolitical concerns
- Demand to remain relatively stable

| Oil Price Range (Year-end 2006) | Below \$ 40 | $\$ 40-\$ 60$ | $\$ 60-\$ 80$ | $\$ 80-\$ 100$ | Over \$100 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Likelihood |  |  |  |  |
| Nov. 05 NABE Survey | $10 \%$ | $45 \%$ | $32 \%$ | $9 \%$ | $4 \%$ |
| Feb. 06 NABE Survey | $7 \%$ | $37 \%$ | $40 \%$ | $11 \%$ | $5 \%$ |

Source: NABE Outlook 2006

## Housing Market - Recent Trends

- Weakening Housing Market
- Housing starts fell $7.8 \%$ in March
- Mortgage applications fell $16.1 \%$ in March
- Existing home prices fell $3.1 \%$ since end of '05


## Housing Starts and New Home Sales



Source: Federal Reserve (St. Louis)

## Housing Market - Outlook

- Increased interest rates
- Housing sales - decrease
- Housing prices - slight decrease
- Economic impact of dynamic housing market
- Driver of the economy in 2003-2005
- Expected negative impact in 2006-2007
- GDP growth could fall by $0.5 \%$ in 2007 due to housing
- Indirect impact on consumption
- Wealth effect
- Mortgage equity withdrawal - decline in borrowing power


## Labor Markets- Recent Trends

- March unemployment - 4.7\%


## Linempioymemt Rate

Percent of labor force


- Labor productivity - 2.5\%-3.0\% TTM growth
- Labor Costs steadily increased in 2005


## Labor Market - Outlook

- Unemployment
- Expected to remain in 4.8\%-4.9\% range in 2006
- Labor productivity
- Projected 2.5\% y.o.y. growth in 2007
- Labor Costs
- Continued increases consistent with inflation and rising energy costs
- Q1 surprise, sustainable?


## Interest Rates - Recent Trends

- Fed has steadily increased rates since 2004
- Long-term yields have outpaced short-term yields during Q1
- 30 yr. T-bond
- Inflation expectations


Source: Federal Reserve (St. Louis)

## Interest Rates - Outlook

- Mixed views regarding further rate hikes
- Fears about balancing inflation vs. over tightening
- Likely May rate hike to $5 \%$, then pause
- Rate cut in 2007?
- Economic Impact
- Re-steepening yield curve- cycle already peaked?
- Consumption dip, savings rate rise


## Treasury Yield Curve

Percent


Source: Federal Reserve (St. Louis)

## GDP - Recent Trends

- Katrina related downturn in $4^{\text {th }}$ Quarter 2005
- Rebound in $1^{\text {st }}$ Quarter 2006



## Drivers of GDP Growth

- Increasing consumption, investment, and government expenditures



## Exports vs. Imports

- Trade deficit drags on growth, sustainability issues


Domestic Summary Outlook

## Consensus Forecast For 2006 \& 2007*

GDP
Core CPI
Effective Fed Funds
10-Year Treasury

| Q1-06 | Q2-06 | Q3-06 | Q4-06 | Q1-07 | Q2-07 | Q3-07 | Q4-07 |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| $4.5 \%$ | $3.4 \%$ | $3.1 \%$ | $3.0 \%$ | $3.0 \%$ | $3.0 \%$ | $3.1 \%$ | $3.0 \%$ |
| $2.3 \%$ | $2.3 \%$ | $2.4 \%$ | $2.3 \%$ | $2.3 \%$ | $2.3 \%$ | $2.3 \%$ | $2.3 \%$ |
| $4.50 \%$ | $4.80 \%$ | $5.00 \%$ | $5.00 \%$ | $4.94 \%$ | $4.75 \%$ | $4.75 \%$ | $4.50 \%$ |
| $4.61 \%$ | $4.80 \%$ | $4.90 \%$ | $5.00 \%$ | $5.10 \%$ | $5.16 \%$ | $5.13 \%$ | $5.05 \%$ |

*NABE Outlook Feb. 2006

## Significant Economic Trends

- Likely rate hike in May and then pause followed by possible drop
- Move to $5 \%$ to curb inflation \& full employment concerns
- GDP growth slowing in subsequent quarters
- Consumer spending falls
- High energy prices
- Housing market weakening


# Portfolio Impacts 

I. International Markets
II. Domestic Market

## International Perspective

- AIM portfolio has large international exposure
- Trade flows are changing
- Will US dollar continue to weaken?
- Geopolitical risks
- Anti-US sentiment (Iran, US Foreign Policy, etc..)
- 3 Groups of countries
- Developed nations
- The New Tigers
- Rest of the world


## Developed Economies

- European Union
- Ascension of Eastern European economies
- Slow recovery
- Japan
- GDP growing again
- 2005 was second consecutive year of $2 \%+$ GDP growth
- GDP growth for both is expected to be $2-3 \%$
- Portfolio Impact: Growing export opportunities


## The New Tigers

- China
- Inflation is a growing concern
- Appreciation of Yuan against the US\$
- India
- Inflation also a concern
- Government is hindering economic growth
- GDP growth for both is expected to be 7-10\%
- Portfolio Impact: Short term, no major changes; long term opportunities


## Other Developing Countries

- Latin America
- Narrowing trade surpluses
- Interest Rate/Currency concerns
- Southeast Asia
- Regional GDP growth over 6\%
- SARS and avian flu
- Portfolio Impact: Emerging middle class creates more demand for US exports
- Commodity Based Markets
- Oil and metals recent appreciation
- Portfolio Impact: Energy prices remain volatile


## International Outlook

- Solid growth outside U.S.
- Higher growth $=$ continued depreciation of dollar
- Depreciating dollar:
- Greater dollar profit on same sales
- Higher costs for imports
- Potential impacts on key trading relationships
- Prolonged depreciation of the dollar
- Volatility in oil prices
- Positive: Anheuser-Busch, Medtronic, and McDonald's
- Negative: Coach and Tupperware


## Portfolio Impacts

- Analyzed portfolio by sector
- Sector analysis primarily focused on portfolio stocks within sectors
- Analyzed in regards to 4 key variables:
- Increasing Energy Prices
- Increasing Interest Rates
- Foreign Exchange Rates (Depreciating US Dollar)
- Decreasing Personal Disposable Income
- What type of effect will forecast have:
- Positive
- Neutral



## Portfolio Impacts

- Sector Impacts
- Consumer Discretionary and Consumer Staples

| Sector | Increasing Energy Prices | Increasing Interest Rate | Depreciating US Dollar | Decreasing <br> Disposable <br> Income |
| :---: | :---: | :---: | :---: | :---: |
| Consumer Discretionary |  |  |  |  |
| Coach, McDonald's, Quiksilver, Tupperware, et al |  |  |  |  |
| Changing Disposable Income will have the greatest effect. |  |  |  |  |
| Consumer Staples |  |  |  |  |
| Anheuser-Busch, Sanderson Farms, Sysco |  |  |  |  |
| Increasing Energy Prices will tend to squeeze margins. |  |  |  |  |

## Portfolio Impacts

- Sector Impacts
- Energy and Materials

| Sector | Increasing Energy Prices | Increasing Interest Rate | Depreciating US Dollar | Decreasing <br> Disposable <br> Income |
| :---: | :---: | :---: | :---: | :---: |
| Energy |  |  |  |  |
| BJ Services, Exxon Mobil |  |  |  |  |
| Increasing Energy prices will dominate |  |  |  |  |


| Materials |  |  |  |
| :--- | :---: | :--- | :--- |
| Barrick Gold |  |  |  |
| Increasing interest rates will tend to increase demand for gold |  |  |  |

## Portfolio Impacts

## - Sector Impacts

- Financial and Health Care

| Sector | Increasing Energy Prices | Increasing Interest Rate | Depreciating US Dollar | Decreasing Disposable Income |
| :---: | :---: | :---: | :---: | :---: |
| Financial |  |  |  |  |
| Bluegreen Corporation, Citigroup, Moody's, Morgan Stanley |  |  |  |  |
| Rising interest rates are key consideration, slope of yield curve important also |  |  |  |  |
| Healthcare |  |  |  |  |
| Amgen, Medtronic, UnitedHealth Group |  |  |  |  |
| Healthcare firms are well positioned to thrive, even in a downturn |  |  |  |  |

## Portfolio Impacts

- Sector Impacts
- Technology and Industrial

| Sector | Increasing <br> Energy Prices | Increasing <br> Interest Rate | Depreciating <br> US Dollar |
| :--- | :---: | :---: | :---: |
| Decreasing <br> Disposable <br> Income |  |  |  |
| Industrial |  |  |  |
| Headwaters |  |  |  |
| Increasing Interest Rates will decrease industrial demand |  |  |  |


| Technology |  |  |
| :--- | :--- | :--- |
| Dell, Ixia, Websense |  |  |
| Increasing energy prices and interest rates will hit technology hard |  |  |

## Security Analysis

## Security Analysis

- Stock Research- Round 1
- Company Background
- Fundamental Analysis
- Earnings Forecast
- Industry Analysis
- Beta
- Valuation
- Discovery
- Free Cash Flow Model
- Relative Valuation
- Technical Analysis


## Security Analysis

- Stock Research- Round 2
- Company Background \& Industry Report
- Fundamental Analysis/Beta/Technical Analysis
- Earnings Forecast/Valuation


## Univision Communications

## Univision Communications

- Ticker: UVN
- Price: $\$ 34.65$
- Forward P/E: 36
- Mkt Cap: \$10.7B
- Revenue: \$1.95B
- 2006E EPS: $\$ 0.98$



## univision

## Univision Communications

- Large-cap growth media company that caters to booming Spanish-Speaking population in U.S.
- 4 main business segments:
- TV
- Radio
- Music
- Internet

UVN's Business Segments (05 Sales)


## Univision Communications

## Positive:

- Strong Market Position
- UVN dominates Spanish-TV market in U.S.
- Well-diversified
- Demographics bolster UVN's outlook
- Hispanic population growth
- Increase in Hispanic's purchasing power
- "Sustainable" competitive advantage
- Exclusive Televisa \& Venevision programming until 2017


## Univision Communications

## Negative:

- Very expensive price-tag
- 36 forward-looking P/E
- Telemundo on the move?
- Increased competition: Agreement w/ Grupo Xtra
- "Assimilation" effect
- UVN may lose viewers to mainstream media
- Technology
- TiVo, Satellite Radio will cut "old" media's growth


## Valuation

## Univision Communications- Final Valuation

| ANALYSIS | VALUE | WEIGHT | CONTRIBUTION TO <br> WEIGHTED AVERAGE |
| :--- | :---: | :---: | :---: |
| Free Cash Flow | $\$ 32.52$ | $50 \%$ | $\$ 16.26$ |
| Price to Sales | $\$ 31.76$ | $25 \%$ | $\$ 7.94$ |
| Forward Price to Earnings | $\$ 31.40$ | $25 \%$ | $\$ 7.85$ |
| Total |  | $\$ 32.05$ |  |
| Market Price | $\$ 34.65$ |  |  |
| Upside/(Downside) | $(8 \%)$ |  |  |
| Recommendation | SELL |  |  |

## Royal Caribbean

## Royal Caribbean

- Ticker: RCL
- Price: $\$ 42.00$
- Current Fwd. P/E: 13.8
- Mkt Cap.: $\$ 8.86 \mathrm{~B}$
- Revenue: \$4.9B
- 2006E EPS: $\$ 3.02$



## Revenue and brands

## 눈 RoyalCaribbean <br> international

- Contemporary and premium segments
- Big fun ships
- "Cool" destinations
- Entertainment
- 24 hour meals


## Celebrity $\mathbf{X}$ Cruises

- Premium segment
- Luxury ships
- High \% of suites
- High quality cuisine
- Excellent service



## Assumptions

|  | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | :--- |
| Revenue Growth | $12.6 \%$ | $9.7 \%$ | $9.2 \%$ | $10.2 \%$ | $20.4 \%$ | $7.6 \%$ | $8.0 \%$ | $8.0 \%$ | $8.0 \%$ | $8.0 \%$ | $7.0 \%$ |  |
| Margins |  |  |  |  |  |  |  |  |  |  |  |  |
| Gross | $43.0 \%$ | $39.0 \%$ | $39.0 \%$ | $38.0 \%$ | $39.0 \%$ | $40.0 \%$ | $40.0 \%$ | $40.0 \%$ | $39.0 \%$ | $39.0 \%$ | $39.0 \%$ |  |
| Operating | $20.0 \%$ | $15.0 \%$ | $17.0 \%$ | $15.0 \%$ | $17.0 \%$ | $18.0 \%$ | $18.0 \%$ | $18.0 \%$ | $18.0 \%$ | $18.0 \%$ | $18.0 \%$ |  |
| Net | $15.5 \%$ | $8.1 \%$ | $10.2 \%$ | $7.4 \%$ | $10.4 \%$ | $13.5 \%$ | $13.3 \%$ | $14.2 \%$ | $14.3 \%$ | $15.1 \%$ | $15.5 \%$ |  |

- Demographic trends are favorable:
- Retiring baby boomers spending on vacation and leisure services
-European market is yet to be maximized


## Valuation

## Royal Caribbean- Final Valuation

| ANALYSIS | VALUE | WEIGHT | CONTRIBUTION TO <br> WEIGHTED AVERAGE |
| :--- | :---: | :---: | :---: |
| Free Cash Flow | $\$ 51.58$ | $90 \%$ | $\$ 46.42$ |
| Price to Book | $\$ 57.40$ | $2.5 \%$ | $\$ 1.44$ |
| Price to Sales | $\$ 49.57$ | $2.5 \%$ | $\$ 1.24$ |
| Price to Operating profit | $\$ 52.94$ | $2.5 \%$ | $\$ 1.32$ |
| Forward Price to Earnings | $\$ 52.85$ | $2.5 \%$ | $\$ 1.32$ |
| Total |  |  | $\$ 51.74$ |
| Market Price | $\$ 41.50$ |  |  |
| Upside/(Downside) | $25 \%$ |  |  |
| Recommendation | No Buy |  |  |

## Risks

- Industry reputation
- Threats of war and terrorism
- Media coverage: "Poseidon" effect
- U.S. economic slowdown
- Industry overcapacity
- Increase in fuel price
- Tax exemption disappears


## Labor practices

- Flag of Convenience
- Long hours - low wages : "Sweatships"
- Illegal fees to get jobs
- Human rights violations
- Gender and racial discrimination
- Nationality discrimination
- Sexual harassment

Bluegreen Corporation

## Bluegreen Corp

- Ticker: BXG
- Price: $\$ 12.66$
- Forward P/E: 8.3
- Mkt Cap: $\$ 382$ MM
- Revenue: $\$ 684$ MM
- 2006E EPS: $\$ 1.53$

bluegreen


## Bluegreen Corp.- Sales Breakdown

- Communities Division
- $35 \%$ of revenues
- "Horizontal development"

- Appeal to baby-boomers, second homes
- Resorts Division
- $65 \%$ of revenues
- 40 resorts
- Exchange network of 3,700


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## 龍U.S. Vacation Ownership Growth

Amount of U.S. Timeshare Sales


Source: American Resort Development Association

## $\frac{\text { MT }}{\text { Mim }}$ Bluegreen Corp. Growth Projections



|  | Projected Sales Growth |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |
|  | $2006(E)$ | 2007 (E) | 2008 (E) | 2009 (E) | 2010 (E) | Value (E) |
| Resorts Sales (65\% of Revenues) | $12 \%$ | $15 \%$ | $13 \%$ | $13 \%$ | $10 \%$ | $6 \%$ |
| Communities Sales (35\% of Revenues) | $1 \%$ | $8 \%$ | $10 \%$ | $10 \%$ | $8 \%$ | $7 \%$ |
| Weighted Growth Rate | $8.3 \%$ | $12.6 \%$ | $12.0 \%$ | $12.0 \%$ | $9.3 \%$ | $6.4 \%$ |

## Valuation

## Bluegreen Corp. - Final Valuation

| ANALYSIS | VALUE | WEIGHT | CONTRIBUTION TO <br> WEIGHTED AVERAGE |
| :--- | :---: | :---: | :---: |
| Free Cash Flow | $\$ 19.99$ | $40 \%$ | $\$ 8.00$ |
| Book Value per Share | $\$ 10.32$ | $5 \%$ | $\$ 0.52$ |
| Price to Book | $\$ 18.01$ | $10 \%$ | $\$ 1.80$ |
| Price to Sales | $\$ 15.81$ | $15 \%$ | $\$ 2.37$ |
| Forward Price to Earnings | $\$ 14.54$ | $30 \%$ | $\$ 4.36$ |
| Total |  | $\$ 17.05$ |  |
| Market Price | $\$ 12.66$ |  |  |
| Upside/(Downside) | $35 \%$ |  |  |
| Recommendation | BUY |  |  |

## Standard Parking

## Standard Parking

- Ticker: STAN
- Price: \$27.02
- Forward P/E: 17
- Mkt Cap: $\$ 273$ MM
- Revenue: $\$ 586$ MM
- 2006E EPS: \$1.52

STANDARD PARKING CP


## Standard Parking

## Standard Parking (STAN)

- National provider of parking facility management services
- Operations in 43 states, D.C., \& 3 Canadian provinces
- Services include:
- Providing all necessary personnel
- Collection/Deposit of parking revenues
- Facility maintenance
- Clients include:
- Public/Private Owners
- Office buildings
- Airports
- Highly fragmented industry
- 30,000 parking facilities in the U.S. with $\$ 29$ B in customer collections
- 4 largest operators manage $20 \%$ of facilities
- 1700 firms manage remaining $80 \%$
- Trends favor consolidation
- Large property managers prefer larger operators
- Smaller operators lack resources \& efficiencies


## Revenue Drivers

- 2 Sources of Revenue
- Leased Facilities (62\% of rev.)
- Gross profit margin $=8 \%$
- Forecasted rev. growth of 4\% per year
- Management Contracts (38\% of rev.)
- Gross profit margin $=60 \%$
- Forecasted rev. growth of $12 \%$ next 2 years, $8 \%$ thereafter


## STAN: WACC

| Value of Equity (millions of $\$$ ) | $\$ 284$ |
| :--- | ---: |
| Value of Debt (millions of $\$$ ) | $\$ 281$ |
| Weight of Equity | $50.3 \%$ |
| Weight of Debt | $49.7 \%$ |
|  |  |
| Risk Free Rate | $4.96 \%$ |
| Beta | 0.54 |
| Mkt. Risk Premium | $5.00 \%$ |
|  |  |
| WACC | $6.15 \%$ |
| Terminal Growth Rate | $2.00 \%$ |

## Valuation

## Standard Parking - Final Valuation

| ANALYSIS | VALUE | WEIGHT | CONTRIBUTION TO <br> WEIGHTED AVERAGE |
| :--- | :---: | :---: | :---: |
| Free Cash Flow | $\$ 35.56$ | $90 \%$ | $\$ 32.00$ |
| Price to Book | $\$ 21.69$ | $3 \%$ | $\$ 0.72$ |
| Price to Sales | $\$ 17.31$ | $3 \%$ | $\$ 0.58$ |
| Forward Price to Earnings | $\$ 22.72$ | $3 \%$ | $\$ 0.76$ |
| Total |  | $\$ 34.06$ |  |
| Market Price | $\$ 28.06$ |  |  |
| Upside/(Downside) | $21 \%$ |  |  |
| Recommendation | $\mathbf{B U Y}$ |  |  |

## Tupperware Brands

## Tupperware Brands Corp.

- Ticker:TUP
- Price: $\$ 20.90$
- Forward P/E: 11.48
- Mkt Cap: $\$ 1.27 \mathrm{~B}$
- Revenue: \$1.72B
- 2006E EPS: $\$ 1.82$


Tupperware

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## Recent Developments

- Acquired Sara Lee direct selling cosmetic business
- Higher growth \& margins


## Product Category Mix

Pre-Acquisition
Post-Acquisition


## Recent Developments

- Greater international diversification

Geographic Mix
Segment Profit


## Key Ratios

## Tupperware

|  | Dec-00 | Dec-01 | Dec-02 | Dec-03 | Dec-04 | Dec-05 |
| :--- | :---: | :---: | :---: | :---: | :---: | ---: |
| Forward P/E | 15.76 x | 10.05 x | 16.11 x | 10.82 x | 13.48 x | 12.04 x |
| Average Forward P/E |  |  |  |  |  | 13.04 x |
| P/BV | 7.66 x | 5.10 x | 3.38 x | 3.22 x | 3.39 x | 3.36 x |
| Average P/BV |  |  |  |  |  | 4.35 x |
| P/S | 0.87 x | 0.78 x | 0.66 x | 0.76 x | 0.66 x | 0.73 x |
| Average P/S |  |  |  |  |  | 0.74 x |

## Newell Rubbermaid

|  | Dec-00 | Dec-01 | Dec-02 | Dec-03 | Dec-04 | Dec-05 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| P/E | 19.32 x | 20.48 x | -159.12 x | -299.86 x | 17.79 x | 14.82 x |
| P/BV | 2.10 x | 3.10 x | 3.68 x | 3.26 x | 3.87 x | 4.26 x |
| P/S | 0.74 x | 0.86 x | 0.96 x | 0.85 x | 1.00 x | 0.99 x |

- Cheap valuation on all metrics
- Under valued compared to NWL
- Diversified business will yield higher multiples


## Key Ratios

|  | TUP |
| :--- | ---: |
| Intrinsic value | $\$ 25.54$ |
| Implied forward P/E | 14.00 x |
| Intrinsic value | $\$ 26.14$ |
| Implied forward P/BV | 4.00 x |
| Intrinsic value | $\$ 22.63$ |
| Implied forward P/S | 0.75 x |

- Consistent intrinsic value based on multiple analysis


## Factors \& Assumptions

- Moderate sales growth
- 5\% in 2006 up to $6 \%$ in 2010
- 0\% terminal growth
- Operating efficiencies from acquisition of Sara Lee's cosmetics business
- $4 \%$ ( $\$ 0.88$ ) dividend is secured by strong free cash flow


## Valuation

## Tupperware Brands - Final Valuation

| ANALYSIS | VALUE | WEIGHT | CONTRIBUTION TO <br> WEIGHTED AVERAGE |
| :--- | :---: | :---: | :---: |
| Free Cash Flow | $\$ 24.42$ | $75 \%$ | $\$ 18.32$ |
| Price to Book | $\$ 26.14$ | $5 \%$ | $\$ 1.31$ |
| Price to Sales | $\$ 22.63$ | $5 \%$ | $\$ 1.13$ |
| Forward Price to Earnings | $\$ 25.54$ | $15 \%$ | $\$ 3.83$ |
| Total |  | $\$ 24.58$ |  |
| Market Price | $\$ 20.90$ |  |  |
| Upside/(Downside) | $18 \%$ |  |  |
| Recommendation | BUY |  |  |

## Medtronic, Inc.

## Medtronic, Inc.

- Ticker: MDT
- Price: $\$ 49.29$
- Forward P/E: 19.31
- Mkt Cap: $\$ 59.20 B$
- Revenue: \$10.06B
- 2007E EPS: $\$ 2.54$



## Meditronic <br> Allewiating Pain - Restaring Health - Extenaling Life

## Operating Segment Mix

## FY 2000



## FY 2005



## DuPont Analysis:Time Series

|  | $\mathbf{2 0 0 1}$ | $\mathbf{2 0 0 2}$ | $\mathbf{2 0 0 3}$ | $\mathbf{2 0 0 4}$ | $\mathbf{2 0 0 5}$ | TTM |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| ROE | 20.92 | 16.48 | 22.32 | 23.07 | 18.48 | 18.04 |
| Leverage | 1.08 | 1.28 | 1.42 | 1.36 | 1.33 | 1.36 |
| ROC | 19.34 | 12.90 | 15.75 | 16.96 | 13.91 | 13.25 |
| GPM | 74.59 | 74.22 | 75.34 | 75.21 | 75.67 | 74.98 |
| NPM | 18.84 | 15.35 | 20.87 | 21.56 | 17.94 | 18.19 |
| CapitalT/O | 1.03 | 0.84 | 0.75 | 0.79 | 0.78 | 0.73 |

## DuPont Analysis: Industry TTM

Medical Equipment \& Supplies Industry

|  | MDT | Industry | S\&P 500 |
| :--- | :---: | :---: | :---: |
| ROE | 18.04 | 15.7 | 19.8 |
| Leverage | 1.36 | 1.3 | 1.7 |
| ROC | 13.25 | 9.9 | 11.6 |
| GPM | 74.98 | 64.4 | 45.2 |
| NPM | 18.19 | 11.7 | 13.8 |
| CapitalT/O | 0.73 | 0.8 | 0.9 |

## Valuation

## Medtronic - Final Valuation

| ANALYSIS | VALUE | WEIGHT | CONTRIBUTION TO <br> WEIGHTED AVERAGE |
| :--- | :---: | :---: | :---: |
| Free Cash Flow | $\$ 65.61$ | $33 \%$ | $\$ 21.87$ |
| Forward Price to Earnings | $\$ 63.36$ | $33 \%$ | $\$ 21.12$ |
| Forward Price to Sales | $\$ 63.57$ | $33 \%$ | $\$ 21.19$ |
| Total |  | $\$ 64.18$ |  |
| Market Price | $\$ 49.29$ |  |  |
| Upside/(Downside) | $30 \%$ |  |  |
| Recommendation | BUY |  |  |

Hecla Mining Co.

## Hecla Mining Company



- Ticker: HL
- Price: $\$ 7.02$
- Forward P/E: 36.9
- Mkt Cap: \$828.3 MM
- Revenue: $\$ 110 \mathrm{MM}$
- 2006E EPS: $\$ 0.19$


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## $\frac{\text { 行 }}{\text { Am }}$ Hecla 5 Year Support and Resistance



## Hecla: 5 Year Relative Strength (vs. S\&P 500)



## Hecla: Moving Averages



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## Common Technical Observations

- Insider Transactions
- Support and Resistance
- Classic Technical Formations (head and shoulders, flags, etc.)
- Moving Averages
- Relative Strength
- Oscillators (RSI, MACD, Stochastics)
- 'Wild Card'


## Assumptions

- Pro Forma line items projected as cost/oz. as opposed to \% of Sales
- No organic growth (company has poor record even in bull markets)
- WACC $<7 \%$ due to low beta. True discount rate may be much higher due to foreign operations
- Used existing futures curve to forecast realized prices


## Valuation

## Hecla Mining - Final Valuation

| ANALYSIS | VALUE | WEIGHT | CONTRIBUTION TO <br> WEIGHTED AVERAGE |
| :--- | :---: | :---: | :---: |
| Free Cash Flow | $\$ 5.21$ | $67 \%$ | $\$ 3.47$ |
| Price to Book | $\$ 5.76$ | $0 \%$ | $\$ 0.00$ |
| Forward Price to Earnings | $\$ 5.70$ | $33 \%$ | $\$ 1.90$ |
| Total |  | $\$ 5.37$ |  |
| Current Market Price | $\$ 6.14$ |  |  |
| Upside/(Downside) | $(12 \%)$ |  |  |
| Recommendation | Sell |  |  |

# Portfolio Performance Evaluation 

## AIM Portfolio Overview

(As of 4/28/06)

|  | Beta $^{*}$ | P/E | Div Yield | Price/Book |
| :--- | :---: | :---: | :---: | :---: |
| S\&P 500 | 1.00 | 17.6 | 1.68 | 3.23 |
| Russell 2000 | 1.28 | 25.2 | 1.02 | 2.86 |
| AIM Portfolio | 1.21 | 18.9 | 0.43 | 4.05 |

Source: Mellon
*5yr,mnthly regression

## Portfolio Sector Allocation



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## Portfolio Composition

Old Portfolio

(As of $3 / 31 / 06$ )

New Portfolio

(As of 4/28/06)

## AIM Portfolio Performance vs. S\&P500 \& Russell 2000

(Annualized 3/31/06)


## Hedge Portfolio Performance (4/21/05-4/17/06)




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## Dollar Growth:

 AIM Portfolio vs. S\&P500 \& Russell 2000(As of 3/31/06)


## Performance Attribution

(As of $3 / 31 / 06$ )


## Risk Adjusted Performance - Sharpe



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## Performance - Alpha



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## AIM Portfolio Return vs. S\&P 500 and Russell 2000

5 Years
Since Inception

|  | AIM Portfolio <br> Returns vs. |  |
| :--- | :---: | :---: |
|  | S\&P <br> 500 | Russell <br> 2000 |
| Correlatio <br> n | $\mathbf{0 . 9 3}$ | $\mathbf{0 . 8 8}$ |
| Beta | $\mathbf{1 . 2 1}$ | $\mathbf{0 . 8 5}$ |


|  | AIM Portfolio <br> Returns vs. |  |
| :--- | :---: | :---: |
|  | S\&P <br> 500 | Russell <br> 2000 |
| Correlatio <br> n | $\mathbf{0 . 9 1}$ | $\mathbf{0 . 7 9}$ |
| Beta | $\mathbf{1 . 2 1}$ | $\mathbf{0 . 8 1}$ |

## Individual Stock Returns

## (As of 4/28/06)

## Top 5 individual performers

Stock

> Return (TTM or *HPR)

| Multi Fineline Electronix (MFLX)* | $66.9 \%$ |
| :--- | :--- |
| BJ Services (BJS) | $57.0 \%$ |
| Moody's Corp (MCO) | $53.8 \%$ |
| Amcol Intl Corp (ACO) | $44.3 \%$ |
| Intl Game Technology (IGT) | $40.2 \%$ |

## Individual Stock Returns

 (As of 4/28/06)| Bottom 5 individual performers |  |
| :--- | ---: |
| Stock | Return (TTM or *HPR) |
| Sanderson Farms Inc. (SAFM) | $(25.9 \%)$ |
| Dell Inc. (DELL) | $(25.0 \%)$ |
| Ixia (XXIA)* | $(14.7 \%)$ |
| Sysco Corp (SYY) | $(11.9 \%)$ |
| Intl Speedway Corp (ISCA) | $(6.2 \%)$ |

## Portfolio Transactions



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## General Information

## Trips

- Boston - March $30^{\text {th }}$ to April $2^{\text {nd }}$
- Fidelity Investments (\$800+ billion)
- Changing their business structure and how they look at stocks
- Emphasis on the information that can be learned from meeting with management
- Sankaty Advisors (\$5.5 billion)
- Fixed income and distressed debt
- Focus on fundamental analysis
- Mellon Asset Management (\$630 billion)
- Learned of growth opportunities both geographically and through increased product offerings
- Post-retirement healthcare issues


## Trips

- Boston - March $30^{\text {th }}$ to April $2^{\text {nd }}$
- Summit Partners (\$9 billion)
- Raise capital for growing private equity funds and venture capital funds
- Martingale Asset Management (\$3.6 billion)
- Behavioral finance
- Focus on company fundamentals, equity characteristics, and investor behavior
- Geologic Resources (\$300 million)
- Long/short equity fund focused on the natural resource sector
- Ranges from primary exploration and production down to end users


## Speakers

- Ed Trubac
- Current economic overview
- Key questions for 2006
- Discussed trends that will affect our portfolio
- Bill Kennedy - Fidelity Investments
- Discussed investment opportunities abroad
- Explained the often overlooked potential investments in countries outside the U.S.
- Bill O’Brien - NASDAQ
- Corporate Client Group


## Newsletter

- Objectives
- Allows AIM Alumni to stay up to date
- Provides quarterly overview of present portfolio
- Current newsletter points of interest:
- New portfolio as of April 26, 2006
- New stocks
- AIM Alumni updates
- Boston trip review
- Quick economic snapshots
- AIM XXII analysts' future plans


## AIM Website

- Website Address
- http://aim.nd.edu
- E-Mail Address
- aim@nd.edu
- Specific Areas of Interest
- Analysts and Alumni
- Publications
- Portfolio
- News

|  | Applied Investment Management <br> UNIVERSITY OF NOTRE DAME • MENDOZA COLLEGE OF BUSINESS |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | ANALYSTS\&ALUMN | publications |  |  |  | E |
|  |  |  |  |  | AIM News |  |  |
|  |  |  |  |  | ND Club of Golf Outing Monday, M | 90th Anni <br> 15, 2006 |  |
|  |  |  |  |  | Scott Malp keynote gol encouraged Invitation. | will be the AIM alumn attend. Vie |  |


| AIM Portfolio Tracker |  |  |  |
| :---: | :---: | :---: | :---: |
| Ticker | Position | Price | \$ Chg. |
| ADJI | 0 | 11,283.25 | -53.07 |
| ACO | 6400 | 29.48 | -0.52 |
| BUD | 3000 | 42.63 | -0.40 |
| BJS | 4800 | 38.85 | -0.50 |
| CAKE | 3700 | 35.06 | -0.47 |
| CTRN | 3400 | 48.50 | -0.28 |
| DELL | 3300 | 26.62 | 0.15 |
| EW | 3200 | 44.68 | -0.23 |
| ERTS | 2500 | 54.87 | -0.01 |
| HW | 4500 | 33.89 | -0.45 |
| IGT | 3400 | 38.70 | 1.03 |
| ISCA | 2250 | 49.01 | -0.05 |
| MAR | 2000 | 72.34 | -0.59 |
| MCD | 3400 | 33.85 | -0.41 |
| MCO | 3000 | 70.43 | -0.61 |
| MFLX | 3800 | 61.20 | 0.26 |
| MS | 2300 | 64.37 | -0.94 |
| PETM | 5500 | 28.62 | 0.01 |
| SAFM | 3400 | 24.03 | 0.08 |
| SPAR | 7600 | 11.18 | -0.09 |
| SYY | 4100 | 30.44 | -0.32 |
| UNH | 3000 | 49.36 | -0.80 |
| UUN | 4500 | 34.68 | 0.02 |
| WAT | 2800 | 43.55 | -0.44 |
| XOM | 2600 | 63.95 | -0.46 |
| XXIA | 10400 | 10.90 | 0.03 |
| Cash Account |  |  | 0.00 |
| Portfolio <br> As of: | alue: | $\begin{gathered} \$ 3,5 \\ \mathrm{Apr} / 2 \end{gathered}$ | $\begin{aligned} & 6,292.10 \\ & 106,5: 45 \end{aligned}$ |

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AIM Contact Information

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## Thank You

## The Notre Dame Investment Office

AIM Professors:

- Jerry Langley
- Bill McDonald
- Frank Reilly
- Scott Malpass

Also to Rachel Karnafel for her supporting efforts

## Special Thanks

# The AIM Advisory Board <br> Including those who could not make the trip 

Please join us for a reception in the MBA Lounge!

