

## European Strategy

3 November 2008

**Full House Buy Signal – Don't Be Short**



MORGAN STANLEY RESEARCH

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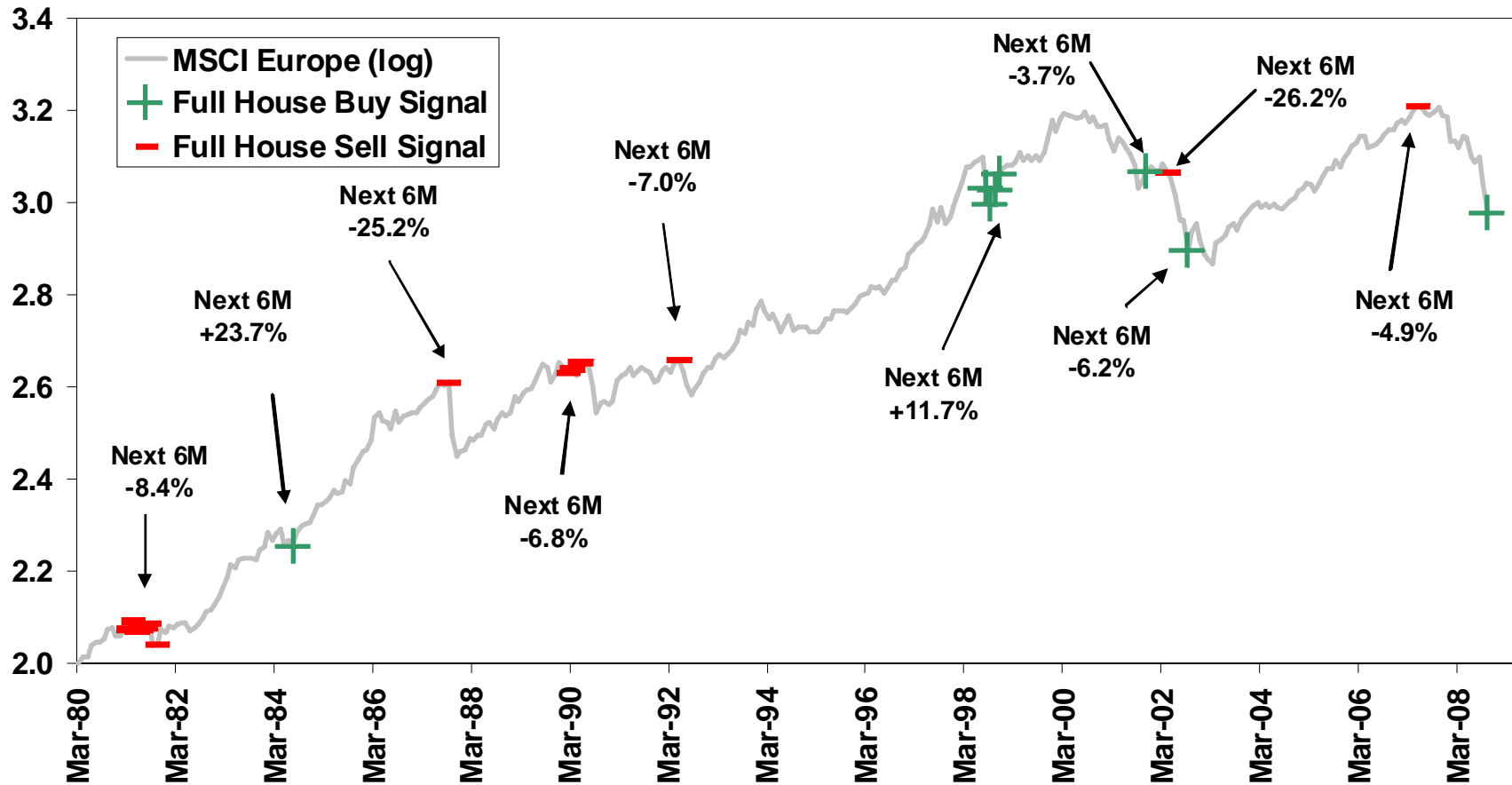
**For analyst certification and other important disclosures, refer to the Disclosures Section.**

## Full House Buy Signal – Don't Be Short

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- **From our full house sell signal in June of 2007, to a full house buy signal now, as of 31 October 2008.** We published our *Full House Sell Signal* on 4 June 2007. We have now come full circle: our market timing indicators are giving us a full house buy signal, i.e. each of the 4 indicators (Valuation, Capitulation, Risk, Fundamentals) tells us to buy. The latest elements that pushed us there have been a capitulation among retail investors, purchasing managers and sell-side analysts, as measured by record mutual fund outflows, ISM new orders below 40 and analysts revisions collapsing. The idea is that when these three groups know about the bad news, equity prices are probably already reflecting it.
- **Obviously, our market timing indicators do not always work ...** Our disciplined quantitative approach to tactical asset allocation is obviously not a 100% guarantee to success. For instance, we did not get a sell signal after July of this year, ahead of the freefall in equities in the last two months. These models tend to work some 80-90% of the time, and in the 10-20% that they don't work the move the other way can be spectacular. We are aware of the limitations of these models, but our approach is to play the odds and never contradict the signal, and use our judgment as to what extent we should follow the signal.
- **... but full house signals have a near-perfect track record.** The full house *sell* signals have a perfect 6 month track record, as equities have always been down the next 6 months, with signals ahead of the 87, 90, 92, 02 and 07 corrections. Full house *buy* signals have been very good at indicating the vicinity of a major turning point, but have sometimes been early, with signals in July 84, August 98, and September 2002. The only wrong full house buy signal was November 2001, but this was flagged as soon as April 2002 by a full house sell signal.
- **Implication: despite the bad fundamental outlook, prudent investors should not be short equities, and long-term investors should average in.** We believe we are in the worst earnings recession of the last 40 years, expecting a 43% earnings recession ending at the end of 2009. Our end of 2009 earnings estimate is 43% below IBES consensus. But we do believe at 8 times trailing earnings, or 14 times our estimate of end of 2009 trough earnings, the bad news is in the price, and we do not wish to be short equities. We see 15% upside to our 12 month target for MSCI Europe, and we are 5% OW equities, neutral cash, 5% underweight bonds. This is consistent with our idea that the severe part of the bear market is over, that there is value, but probably no hurry, as there are many short-term risks related to EM, FX and deleveraging. The more prudent investor may wish to stay in cash and not be overweight equities, but our advice is not to be short or underweight anymore. Our advice is also for long-term investors to keep on averaging in at these and lower levels. See also *Time To Buy A Little Bit More*, 13 October 2008 and *Back to Basics: The Earnings Recession*, 27 October 2008.

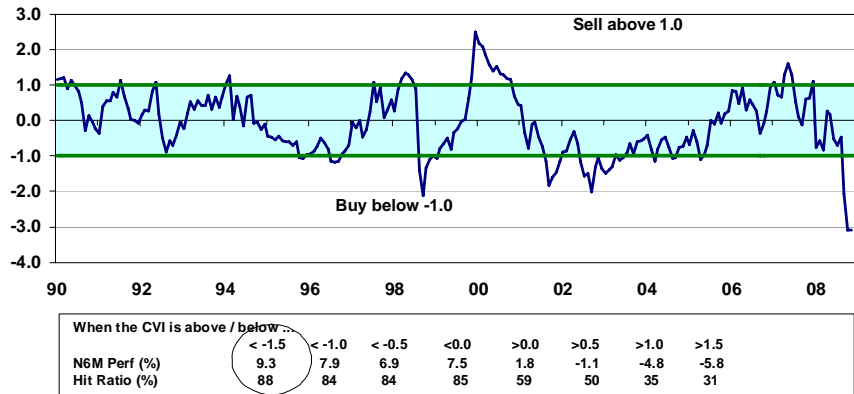
## History of Full House Buy & Sell Signals: Near-Perfect Track Record



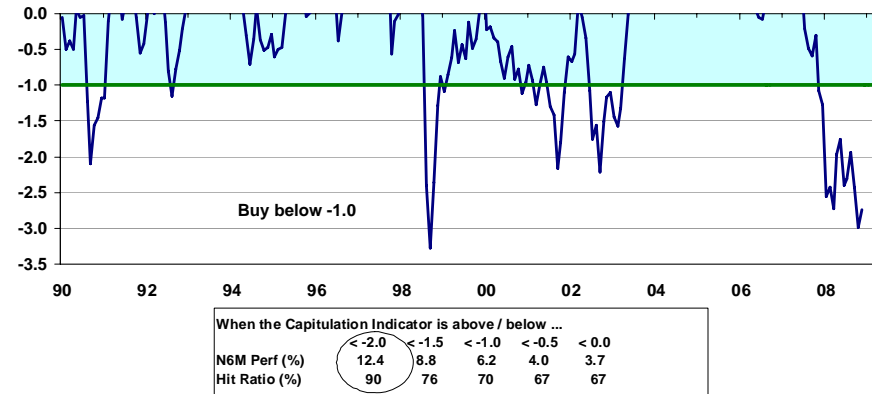
Source: MSCI, Morgan Stanley Research

## All Four Market Timing Indicators Say Buy

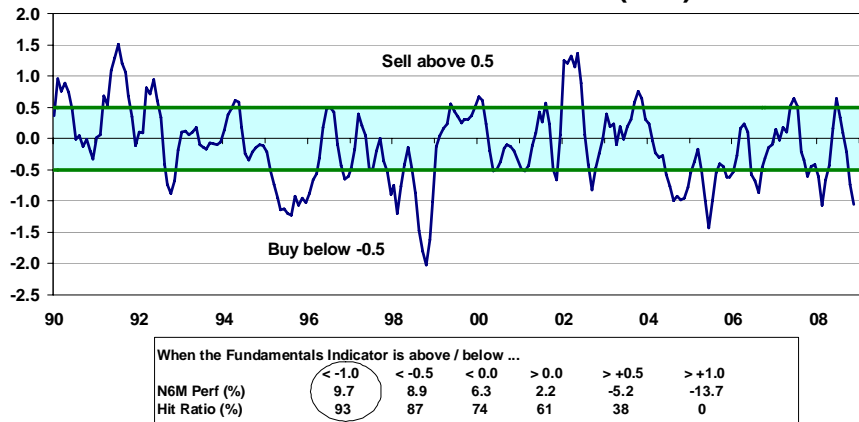
### Composite Valuation Indicator (-3.1)



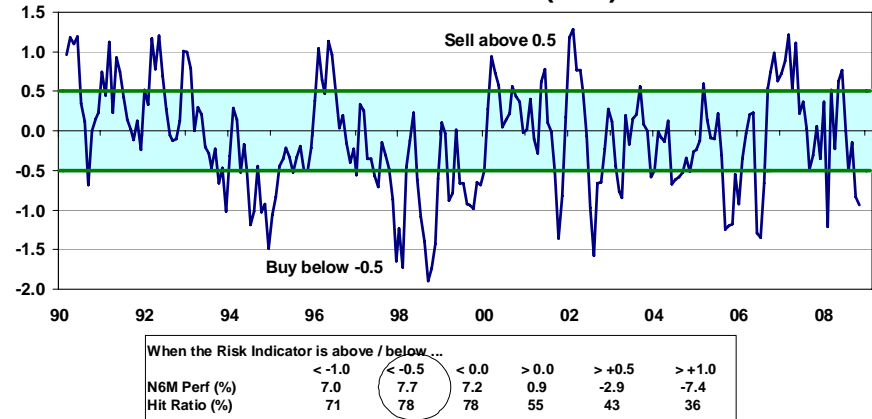
### Capitulation Indicator (-2.7)



### Fundamentals Indicator (-1.0)

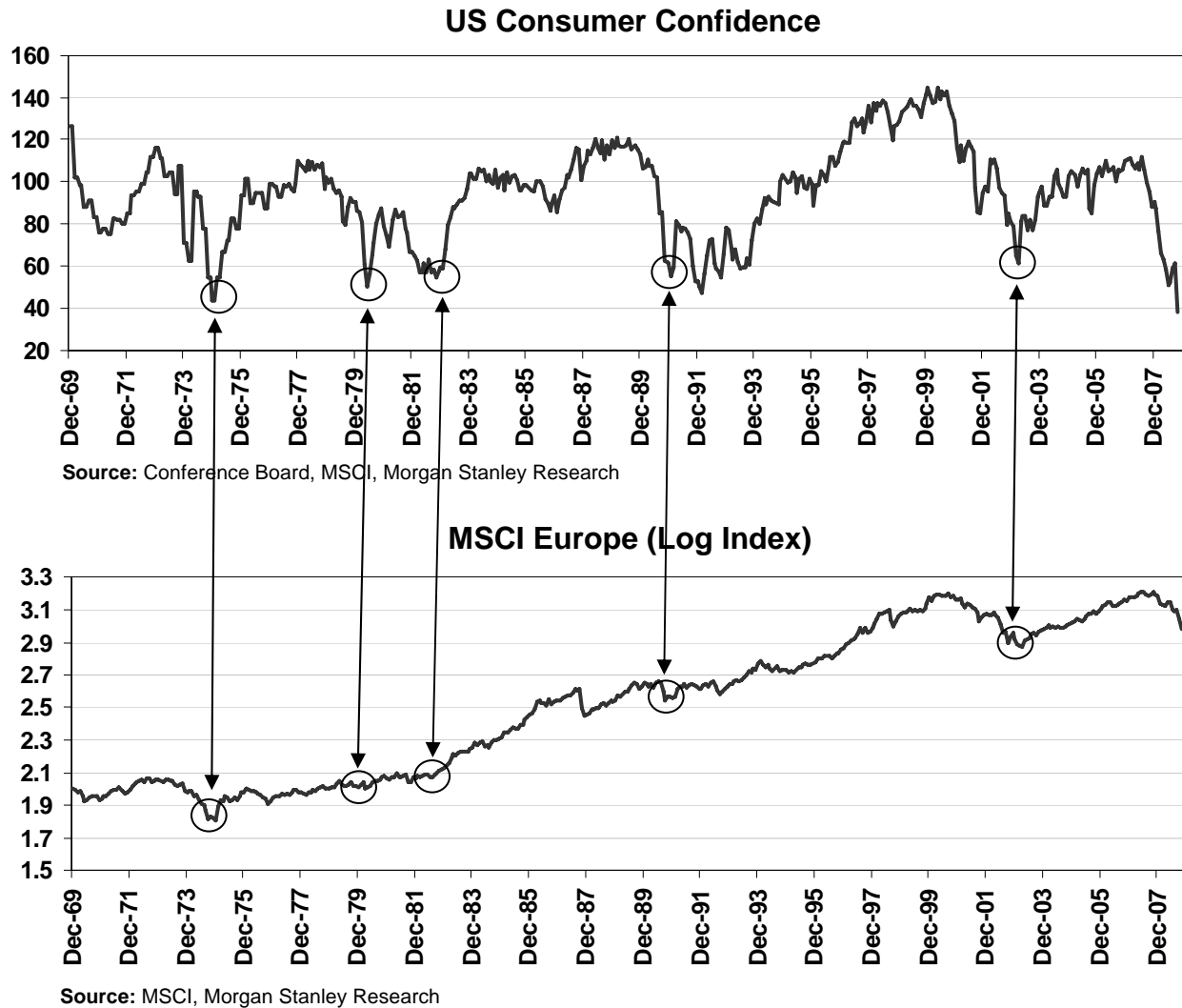


### Risk Indicator (-0.9)



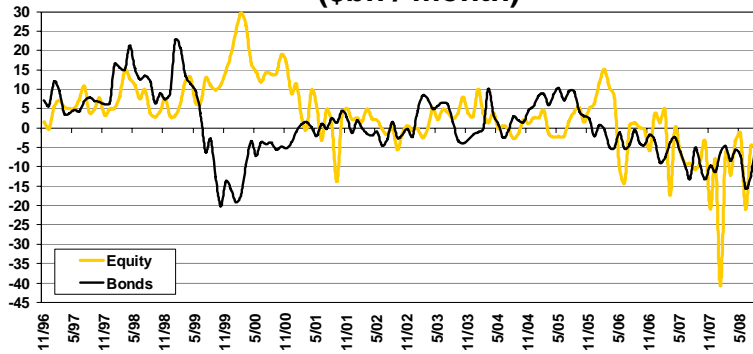
Source: Morgan Stanley Research

## When The Consumer Finds Out, The Market Usually Already Knows



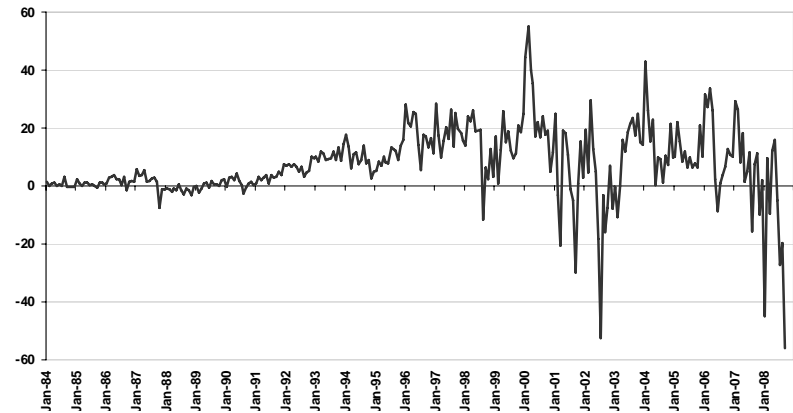
All-Time Lows On A Variety Of Indicators

European Mutual Fund Flows to Equities & Bonds (\$bn / month)



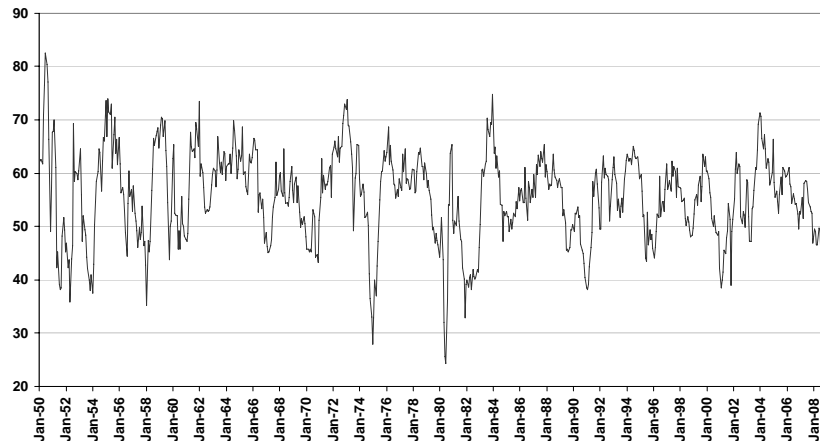
Note: Data are for seven European countries: France, Germany, Italy, Spain, Switzerland, Sweden and the UK. Excludes Switzerland from Jan-03. May-04 includes projection for UK. Jun-06 excludes UK. Source: National mutual fund associations, Wall Street Journal Europe, Morgan Stanley Research

US Equity Mutual Fund Flows (\$bn/ month)



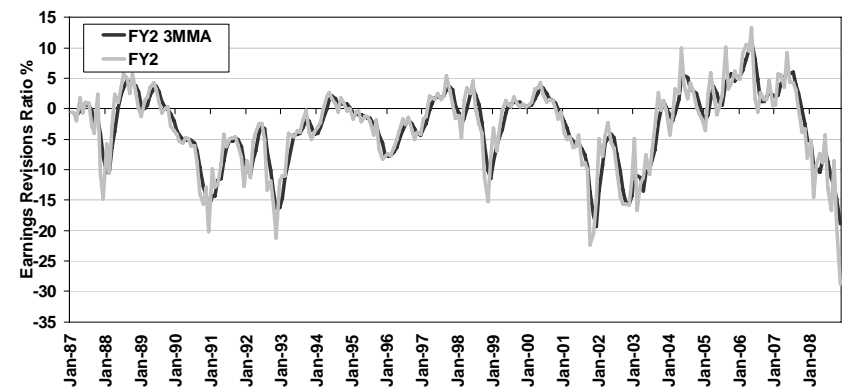
Source: ICI, Morgan Stanley Research

ISM New Orders



Source: ISM, Morgan Stanley Research

MSCI Europe - Earnings Revisions Ratio %

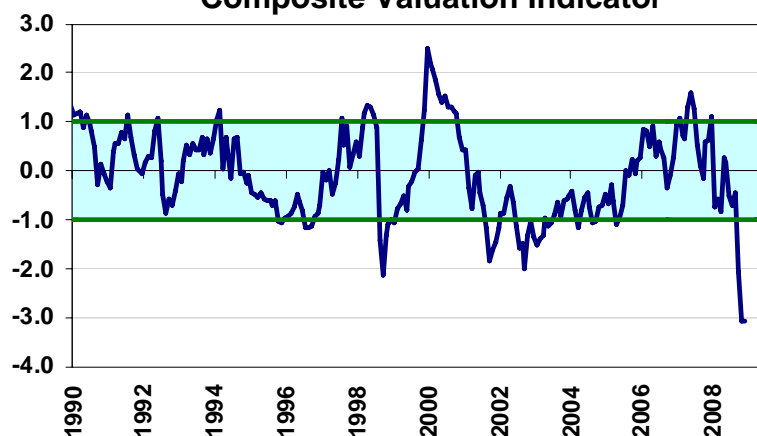


Source: MSCI, IBES, Morgan Stanley Research

## Traditional CVI And Our New Credit-based CCVI Both Say “Buy”

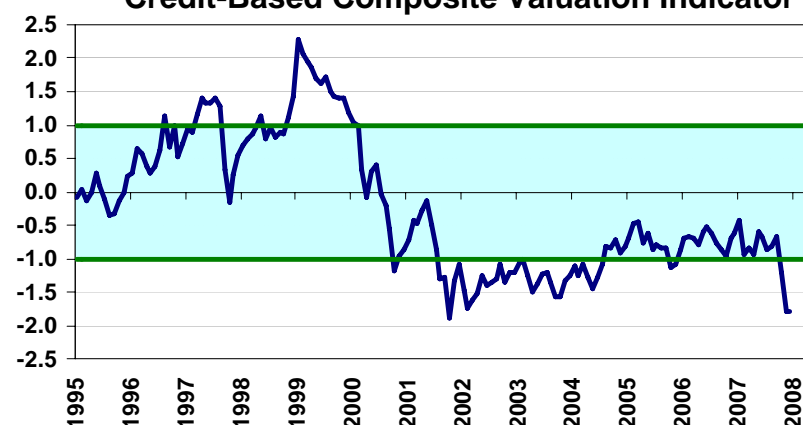
Our traditional CVI compares equity valuations with inflation and government rates. In recognition of today’s driving forces, we have now developed a new credit-based CVI, called CCVI, comparing equity valuations with inflation, LIBOR and BBB rates. Our conclusion is twofold. First, the CVI is a better tool than our CCVI, as our CVI has a longer history and has given many correct sell signals that our CCVI never captured. Second, when the CCVI signals equities are 1.5 standard deviations below fair value, such as now, it has been an exceptional 6-12 month buy signal. Both CVI and CCVI give a buy signal for European equities today.

**Composite Valuation Indicator**



Source: MSCI, Morgan Stanley Research

**Credit-Based Composite Valuation Indicator**



Source: MSCI, Morgan Stanley Research

**CVI Models Backtest - Full History**

	Average Performance Following Indicator Above / Below Given Levels							
	< -1.5	< -1.0	< -0.5	< 0.0	> 0.0	> +0.5	> +1.0	> +1.5
<b>Avg. Perf. %</b>								
+6M	9.3	7.9	6.9	7.5	1.8	-1.1	-4.8	-5.8
+12M	14.2	15.8	15.9	15.9	4.1	0.2	-4.7	-5.9
<b>Hit Ratio %</b>								
+6M	88	84	84	85	59	50	35	31
+12M	82	86	88	86	64	54	37	19
<b>No. of Observations</b>								
	19	58	135	206	166	109	52	16

**Note:** CVI data available from Nov-77 and CCVI from Dec-95  
**Source:** MSCI, Morgan Stanley Research

**CCVI Models Backtest - Full History**

	Average Performance Following Indicator Above / Below Given Levels							
	< -1.5	< -1.0	< -0.5	< 0.0	> 0.0	> +0.5	> +1.0	> +1.5
<b>Avg. Perf. %</b>								
+6M	10.1	6.8	2.7	2.0	5.8	5.6	-2.8	-0.6
+12M	23.1	14.8	6.3	6.6	10.7	7.6	-4.4	-10.1
<b>Hit Ratio %</b>								
+6M	86	84	69	67	64	60	30	38
+12M	100	92	72	70	70	67	43	13
<b>No. of Observations</b>								
	8	40	80	99	56	43	23	8

**Note:** CVI data available from Nov-77 and CCVI from Dec-95  
**Source:** MSCI, Morgan Stanley Research

## European Model Portfolio Changes

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**Today we are buying SES, Admiral and selling Suez Environment, Prudential, and Healthcare across existing holdings.**

In Consumer Discretionary we are buying SES, which is one of our selection of high and secure dividend stocks as per our publication from today *The Hunt For High & Secure Dividend Yields*. It trades on 11x PE and 5.2% DY on our analysts' 2009 numbers. It has committed to increase its annual dividend by a minimum of 10% annually. Growth is driven by the increased number of tv channels, by the switch to high definition requiring 3-4x the digital bandwidth, and by growing data demand. Thus, we are increasing Consumer Discretionary from Neutral to +2 OW. We believe in the 'first in first out' principle. Consumer cyclicals have been underperforming for the longest time and tend to start to outperform very early on in the recession (See *Fear and Loathing in the UK*, 27 June 2008).

Within Financials, we are buying Admiral and selling Prudential. Admiral is another of our selection of high and secure dividend stocks, trading on 7% DY and 11x PE on our analysts' 2009 numbers. Admiral is the lowest cost provider of UK motor insurance, allowing it to undercut competitors and rapidly grow market share from its current 4% up to 7% by 2012. Importantly it has no debt or refinancing needs, and it should benefit from improving rates and profitability in the UK motor market due to less capacity. We expect 20% EPS CAGR to 2012. We are selling Prudential which we see as more risky than Admiral as balance sheets for insurance companies are likely to continue to be perceived to be under pressure while US house prices and economic growth remain under pressure. For instance, we believe US house prices will continue to fall and may trough in early 2010 (see *The Link Between European Equities and US Housing*, 15 September). Thus, we are lowering Financials from Neutral to -0.5 UW by lowering Insurance from +2.5 to +2 OW.

We are lowering our Healthcare OW from +1.5 to Neutral. While we wish to stay OW Defensives/ UW Cyclicals until close to the end of the earnings recession, we have noticed how Pharma - which had been our biggest OW for most of this year - has become the most popular sector in the market, and it has become a bit expensive on relative multiples too. We sell across our existing holdings Bayer, Roche, Novartis, Rhoen Klinikum. Our preferred defensive is Telcos.

Within Industrials, we are selling Suez Environment. Our analyst Emmanuel Turpin recently downgraded Suez Environment from Overweight to Equal-weight. We put the money raised across our other Industrials holdings, Vallourec and EADS. Industrials remains -6 UW. We wish to continue to be underweight global cyclicals, with the global slowdown still gathering pace.

After these changes we have lowered our OW Defensives/ UW Cyclicals quite considerably now in the last few weeks. In three weeks we have moved from +8 OW Defensives versus -8 UW Cyclicals, to +2.5 OW versus -2 UW. Our focus, in general, is on stocks on attractive valuations, with high and sustainable dividends, strong balance sheets and little cyclicity in general.

- Defensives +2.5 OW:** Telcos +4 OW, Neutral Utilities & Healthcare, Staples -1.5 UW,
- Cyclicals -2 UW:** Cons Discretionary +2 OW, Energy +2 OW, Neutral Materials & Tech, Industrials -6 UW
- Financials -0.5 UW:** Insurance +2 OW, Banks -0.5 UW, Div Fin & Real Estate -2 UW

## European Model Portfolio

	Benchmark Weight (%)	Portfolio Over + / Under - Weight	Portfolio Position		Benchmark Weight (%)	Portfolio Over + / Under - Weight	Portfolio Position
<b>OVERWEIGHTS</b>				<b>UNDERWEIGHTS</b>			
<b>Telco (SXKP)</b> Tele2, Telefonica, Vodafone, Deutsche Telekom, France Telecom,	7.2	+4.0	11.2	<b>Materials (Basic Resources SXPP &amp; Chemicals SX4P)</b> Rio Tinto <sup>2</sup> , Akzo Nobel, Lafarge, ENRC	7.2	+0.0	7.2
<b>Cons Discr (Autos SXAP &amp; Media SXMP*)</b> Pearson, DMGT, DSGI, Carnival, SES	8.5	+2.0	10.5	<b>Utilities (SX6P)</b> Suez-GDF, EDF, International Power	7.4	+0.0	7.4
<b>Insurance (SXIP)</b> Sampo, Swiss Re, AXA, Admiral	5.0	+2.0	7.0	<b>Banks (SX7P)</b> Intesa Sanpaolo, Santander, Societe Generale, Barclays, Banco Popolare, BNP <sup>2</sup> , RBS	12.6	-0.5	12.1
<b>Energy (SXEP)</b> BG, Acergy, Total, Tullow Oil, BP	12.2	+2.0	14.2	<b>Cons Staples (SX3P*)</b> Henkel, Nestle, Diageo, Imperial Tobacco, Carrefour	11.8	-1.5	10.3
<b>Healthcare (SXDP)</b> Novartis, Roche, Bayer, Rhoen Klinikum	11.7	+0.0	11.7	<b>Div Fin &amp; Real Estate (SXFP* &amp; SX86P)</b> Credit Suisse, UBS	4.8	-2.0	2.8
<b>Tech (SX8P)</b> ASML, Nokia	2.9	+0.0	2.9	<b>Industrials (SXNP)</b> Vallourec, EADS	8.7	-6.0	2.7
<b>MSCI Sectors</b>							
Telecommunication Services	7.2	+4.0	11.2	Materials	7.2	+0.0	7.2
Consumer Discretionary	8.5	+2.0	10.5	Utilities	7.4	+0.0	7.4
Energy	12.2	+2.0	14.2	Financials	22.4	-0.5	21.9
Health Care	11.7	+0.0	11.7	Consumer Staples	11.8	-1.5	10.3
Information Technology	2.9	+0.0	2.9	Industrials	8.7	-6.0	2.7

\* The mapping between GICS Sectors (such as Healthcare) and DJ Stoxx SuperSectors - Level 3 (such as SXDP) is imperfect at places. In particular, less than two-thirds of market cap of Consumer Discretionary, Consumer Staples and Diversified Financials is covered by the corresponding DJ Stoxx Supersectors.

1. This stock is currently not covered in Europe by a Morgan Stanley industry analyst. 2. Although the shares of this company remain in the model portfolio, Morgan Stanley & Co. International plc policy precludes the exercise of investment management discretion or the rendering of investment advice on the shares at this time by the strategist and/or the Morgan Stanley analyst who follows the shares. 3. The equity position is allocated as the European Equity Model Portfolio. Bonds are allocated equally between France, Germany, the Netherlands and the UK. The bond position is invested in ten-year paper of these countries.

Source: MSCI/Exshare, Morgan Stanley Research

## History of The Performance Post Full House Signals – Buy and Sell

### Full House Sell Signals

Subsequent MSCI Europe Performance Following Full House Sell Signal

	Subsequent Performance %		
	+3M	+6M	+12M
Mar-81	0.0	-8.4	2.1
Sep-87	-29.5	-25.2	-16.8
Feb-90	5.5	-6.8	-3.7
May-92	-16.1	-7.0	2.3
Apr-02	-21.7	-26.2	-29.9
May-07	-5.2	-4.9	-14.8
<b>Average</b>	<b>-11.2</b>	<b>-13.1</b>	<b>-10.1</b>
<b>Hit Ratio</b>	<b>17</b>	<b>0</b>	<b>33</b>

**Note:** A Full House Sell Signal is defined as first month that CVI, Fundamentals and Risk Indicator all provide a sell signal (or Pre-1990, CVI and Fundamentals both provide a sell signal). After the initial months reported in this table, Apr 81, May 81, Jun 81, Jul 81, Aug 81, Oct 81, Mar 90 and May 90 also had all Market Timing Indicators providing sell signal. If these dates are included in the backtest, average next 6M performance was -8.5% with a hit ratio of 21%. Usually the CVI sell signal is when the score is higher than +1, but during the deflation year of 2002 we used a score of higher than -0.5 as a sell signal.

**Source:** MSCI, Morgan Stanley Research

### Full House Buy Signals

Subsequent MSCI Europe Performance Following Full House Buy Signal

	Subsequent Performance %		
	+3M	+6M	+12M
Jul-84	12.2	23.7	31.9
Aug-98	6.3	11.7	16.7
Nov-01	-0.7	-3.7	-23.1
Sep-02	5.6	-6.2	10.6
<b>Average</b>	<b>5.8</b>	<b>6.4</b>	<b>9.0</b>
<b>Hit Ratio</b>	<b>75</b>	<b>50</b>	<b>75</b>

**Note:** A Full House Buy Signal is defined as first month that CVI, Fundamentals, Risk and Capitulation Indicators all provide a buy signal (or Pre-1990, CVI, Capitulation and Fundamentals all provide a buy signal). After the initial months reported in this table, Sep 98, Oct 98 and Nov 98 also had all Market Timing Indicators providing buy signal. If these dates are included in the backtest, average next 6M performance was 10.9% with a hit ratio of 71%.

**Source:** MSCI, Morgan Stanley Research

## **What Are Our Proprietary Market Timing Indicators**

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We publish a number of indicators that relate to market timing or tactical asset allocation. We do not publish which exact constituencies are used, nor the weightings or time periods. We consider this highly proprietary and valuable.

There are 4 models :

### **Composite Valuation Indicator (CVI):**

This is a composite valuation tool of MSCI Europe relative to bonds and inflation.

We use a variety of weighted indices on real and nominal bond yields, dividend yields, short rates, and some equity valuation factors like PE and PBV to construct this index. The model indicates buy and sell signals and are based on z scores for these weighted factors.

We do publish the end product figure once a month. The buy and sell levels are -1 and +1 respectively. The way we use this model is that equities are fairly valued at zero and when CVI reading falls below -1, we would prefer to be buyers of equities, at +1 we would prefer to be a buyer of bonds/cash.

### **Fundamentals, Risk and Capitulation Indicators:**

The calculations for these indicators are broadly similar to the CVI.

Factors included in the indicators are however different from the CVI and include factors like business surveys, ROE, bond yields, credit spreads, fund flows, money supply, and momentum (as proxy for sentiment).

For each series we use multi-year period rolling averages and calculate similar rolling average standard deviations. As with CVI, the latest reading for the series is then expressed as a z-score once a month.

## Looking For Attractively Valued Stocks With Good Financial Health

In recent weeks and months we have written about our preference for value stocks and our preference for companies with strong financial health. On this page we combine our preferred ways of identifying value (Joel Greenblatt-inspired method based on high ROCE & low EV/EBITDA) and good financial health (Piotroski-inspired method). On the left hand side are the most attractively valued companies with a high Piotroski score, on the right hand side the most least attractively valued companies with a low Piotroski score. See also *Piotroski Revisited: A Guide To Corporate Financial Health*, 6 October 2008 and *Valuation Factors Are Working Again*, 20 October 2008.

### MOST PREFERRED

Company	Industry Group	Mkt Cap (\$Mn)	ROCE 2007	EV/EBITDA 2007	Piotroski Score 2007
OUTOTEC	Capital Goods	498	41.8%	0.4	8.0
MAN STAMM	Capital Goods	6,140	27.5%	1.7	7.0
SKANSKA B	Capital Goods	3,248	22.6%	1.1	7.0
ANDRITZ	Capital Goods	1,143	23.8%	2.0	7.0
KONECRANES	Capital Goods	1,033	45.8%	3.4	8.0
SKF B	Capital Goods	3,671	24.3%	2.9	7.0
SCANIA B	Capital Goods	3,123	22.5%	3.3	8.0
PHILIPS ELECTRS (KON.)	Capital Goods	19,901	18.4%	1.5	9.0
ALFA LA VAL	Capital Goods	3,125	38.6%	4.2	8.0
ATKINS WS	Commercial & Professional Services	781	61.8%	1.9	7.0
SWATCH GROUP INH	Consumer Durables & Apparel	4,984	21.3%	2.8	8.0
LADBROKES	Consumer Services	1,499	84.5%	3.6	7.0
TOTAL	Energy	132,105	34.8%	3.1	7.0
BHP BILLITON PLC	Materials	34,547	31.6%	2.5	8.0
BASF	Materials	29,919	22.2%	2.9	7.0
BUZZI UNICEM ORD	Materials	1,843	20.3%	1.5	7.0
NORSK HYDRO	Materials	4,817	17.4%	0.9	8.0
M6-METROPOLE TELEVISION	Media	1,999	32.4%	3.8	7.0
HMV GROUP	Retailing	618	114.1%	3.0	8.0
ASM INTERNATIONAL	Semiconductors & Semiconductor Equipment	546	23.8%	2.2	7.0
NOKIA CORP	Technology Hardware & Equipment	60,459	48.7%	3.3	7.0
TELENOR	Telecommunication Services	8,327	18.8%	1.9	8.0
D/S NORDEN	Transportation	1,231	55.4%	0.9	8.0
PANALPINA	Transportation	1,199	26.6%	3.0	8.0
CENTRICA	Utilities	18,206	35.6%	3.2	7.0


### LEAST PREFERRED

Company	Industry Group	Mkt Cap (\$Mn)	ROCE 2007	EV/EBITDA 2007	Piotroski Score 2007
ABENGOA	Capital Goods	1,279	6.8%	6.6	3.0
Q-CELLS	Capital Goods	2,663	9.8%	6.3	2.0
TAYLOR WIMPEY	Consumer Durables & Apparel	172	0.9%	23.3	2.0
MITCHELLS & BUTLERS	Consumer Services	991	2.3%	12.2	2.0
TUI	Consumer Services	2,832	5.7%	4.6	3.0
SOCO INT'L	Energy	1,486	11.3%	21.7	3.0
SAINSBURY (J)	Food & Staples Retailing	7,623	8.1%	4.9	2.0
PREMIER FOODS	Food Beverage & Tobacco	317	2.2%	9.5	2.0
CADBURY	Food Beverage & Tobacco	12,171	13.0%	8.2	2.0
SSL INTERNATIONAL	Health Care Equipment & Services	1,288	10.9%	25.4	3.0
GIVA UDAN	Materials	4,881	4.4%	13.7	3.0
RIO TINTO PLC	Materials	43,564	10.7%	8.2	3.0
REXAM	Materials	3,760	9.4%	6.7	2.0
KINGFISHER	Retailing	4,192	7.0%	5.2	3.0
DEUTSCHE POST	Transportation	12,685	2.8%	18.2	3.0
BRISA	Transportation	4,626	7.2%	12.4	3.0
FIRSTGROUP	Transportation	3,276	7.3%	7.8	3.0
ARRIVA	Transportation	2,026	9.4%	5.7	3.0
ATLANTIA	Transportation	10,820	13.3%	8.4	3.0
FRAPORT	Transportation	2,917	8.1%	4.8	2.0
SEVERN TRENT	Utilities	4,942	6.6%	9.3	2.0
ACCIONA	Utilities	5,133	7.3%	9.3	2.0
ENEL	Utilities	42,070	8.2%	8.1	3.0
IBERDROLA	Utilities	33,692	8.1%	6.9	2.0
NATIONAL GRID	Utilities	27,751	10.1%	7.6	2.0

**Notes:** Rebalanced based on universe and data as of 30th October 08; liquidity constrained. Basket of most preferred stocks on the left is ranked on ROCE (High is Good) & EV/EBITDA (Low is Good) (sum of the square rank), screened based on universe of stocks with Piotroski score of 7 or above. Basket of least preferred stocks on the right is ranked on ROCE & EV/EBITDA (sum of the square rank), screened based on universe of stocks with Piotroski score of 3 or below. For important disclosures regarding companies that are the subject of this screen, please see the Morgan Stanley Research Disclosure Website at [www.morganstanley.com/researchdisclosures](http://www.morganstanley.com/researchdisclosures).

**Source:** MSCI, Worldscope, Morgan Stanley Research

## Disclosures

	<p><b>Morgan Stanley ModelWare is a proprietary analytic framework that helps clients uncover value, adjusting for distortions and ambiguities created by local accounting regulations.</b> For example, ModelWare EPS adjusts for one-time events, capitalizes operating leases (where their use is significant), and converts inventory from LIFO costing to a FIFO basis. ModelWare also emphasizes the separation of operating performance of a company from its financing for a more complete view of how a company generates earnings.</p>
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**Prices as of 31 October 2008:** Novartis (sfr 58.4) Roche holding genuss (sfr 176.8) Bayer (€43.16) Rhoen-klinikum (€16.77) Sampo a (€15.57) Swiss reinsurance co (sfr 47.76) Axa (€14.85) Prudential (315 p) Tele2 b (skr65.5) Telefonica (€14.42) Vodafone group (119.1 p) Deutsche telekom (€11.58) France telecom (€19.7) Rio tinto plc (2864 p) Akzo nobel (€32.425) Lafarge (france) (€51.315) Eurasian natural RES (309.25 p) Bg group (913 p) Acergy (nkr44.3) Total (€42.815) Tullow oil (524 p) Bp (507.25 p) Gdf-suez (€34.655) Suez environnement (€15) Edf (€46.9) Int'l power (221.5 p) Intesa sanpaolo ord (€2.8425) Banco santander (€8.37) Societe generale (€42.175) Barclays (178.9 p) Banco popolare (€9.69) Bnp paribas (€56) Royal bank of scotland (67.5 p) Pearson (608 p) Daily mail & gen trust a (291 p) Dsg international (32.25 p) arnival plc(p&o princes (1355 p) Henkel vorzug (€22.51) Nestle (sfr 45) Diageo (951 p) Imperial tobacco group (1665 p) Carrefour (€32.92) Asml hldg (€13.6) Nokia corp (€12.18) Credit suisse (sfr 43.42) Ubs namen (sfr 19.35) Vallourec (€87) Eads (€12.94) British american tobacco (1700 p) Admiral group (912.5 p)

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Underweight/Sell	403	18%	89	14%	22%
Total	2,255		650		

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