

# VALENS RESEARCH



## The Market Phase Cycle™

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January 2017

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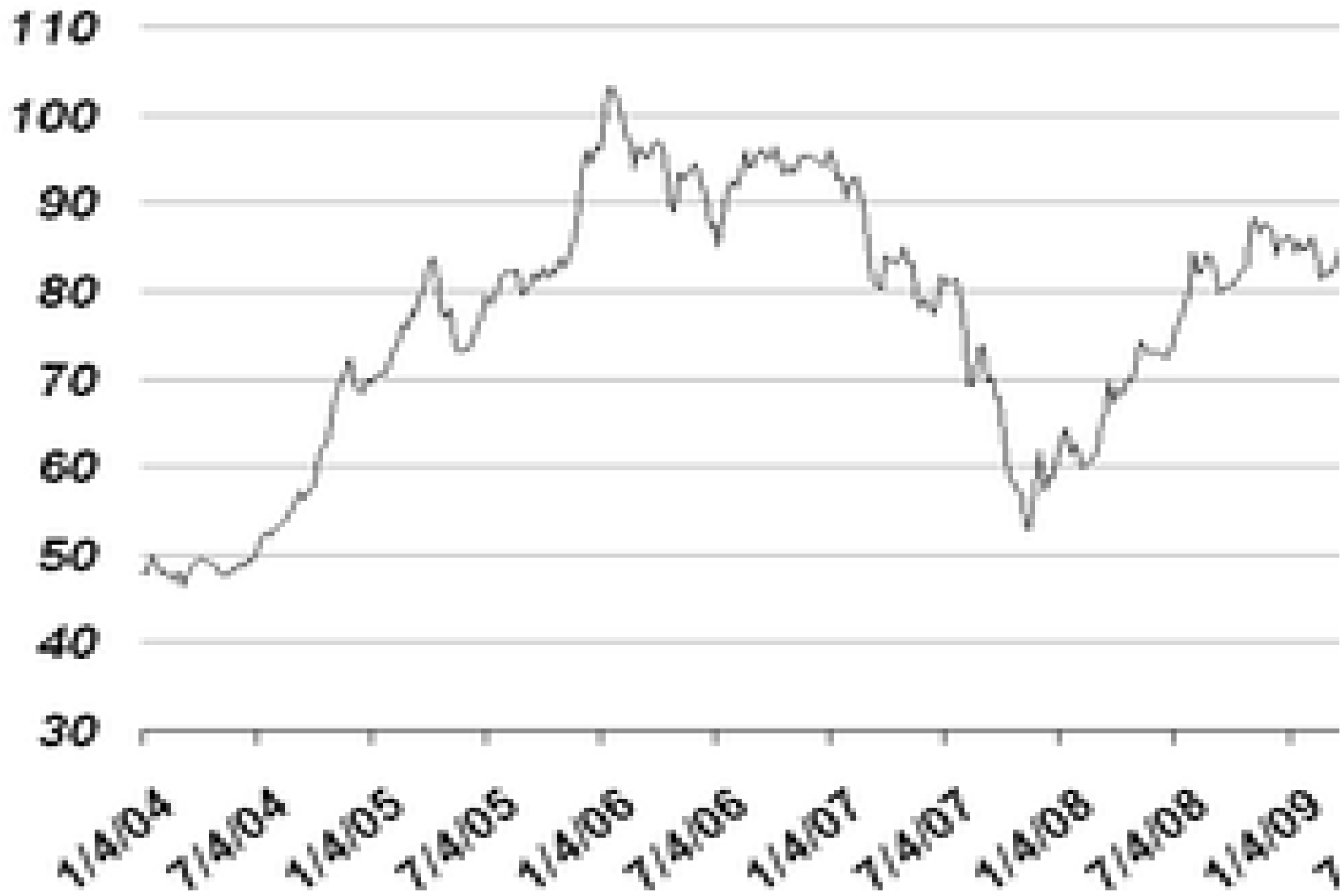
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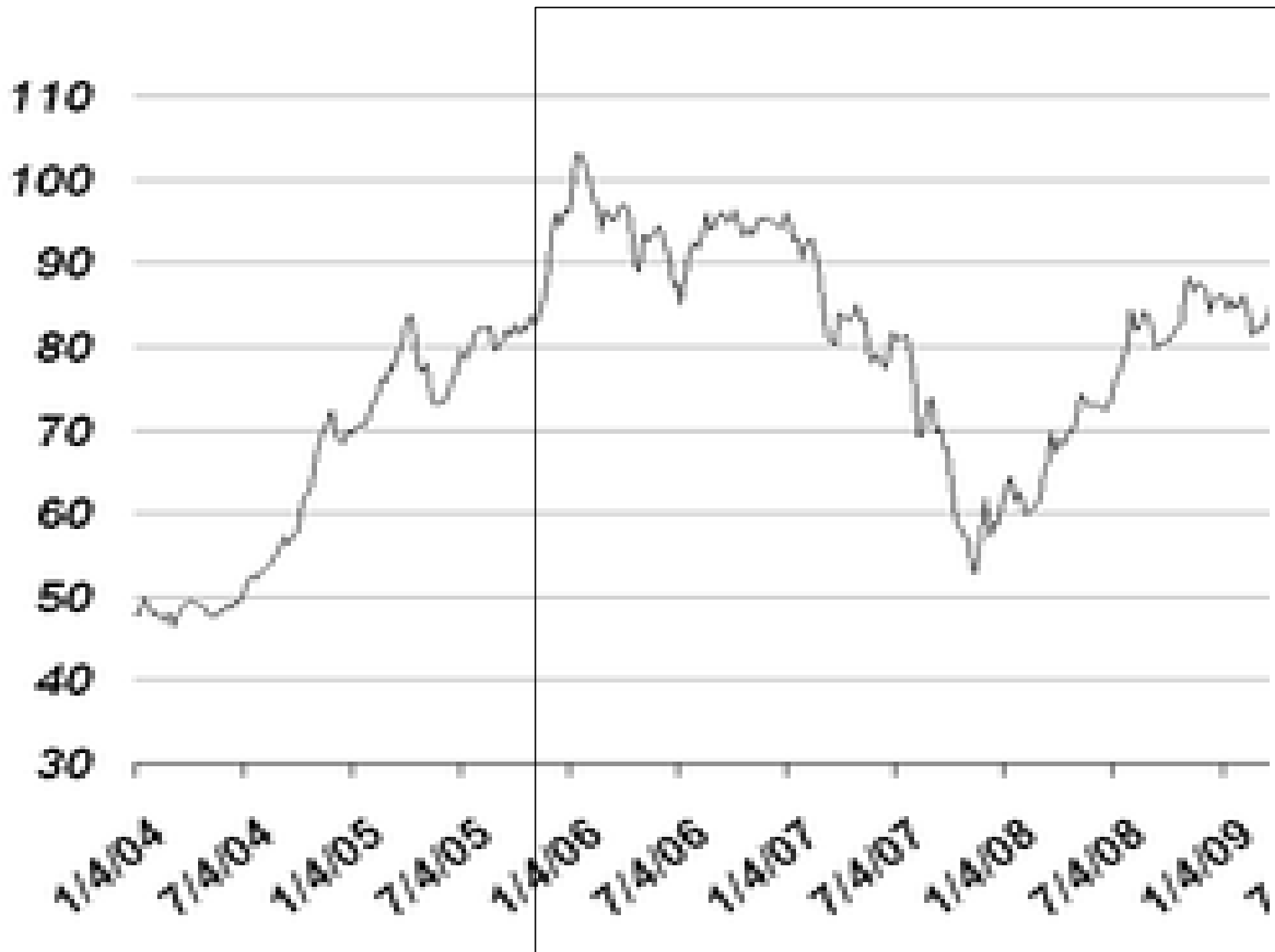
Some years ago...

“There is nothing new in Wall Street.”

“There can't be because speculation is as old as the hills. “

“Whatever happens in the stock market today has happened before and will happen again.”

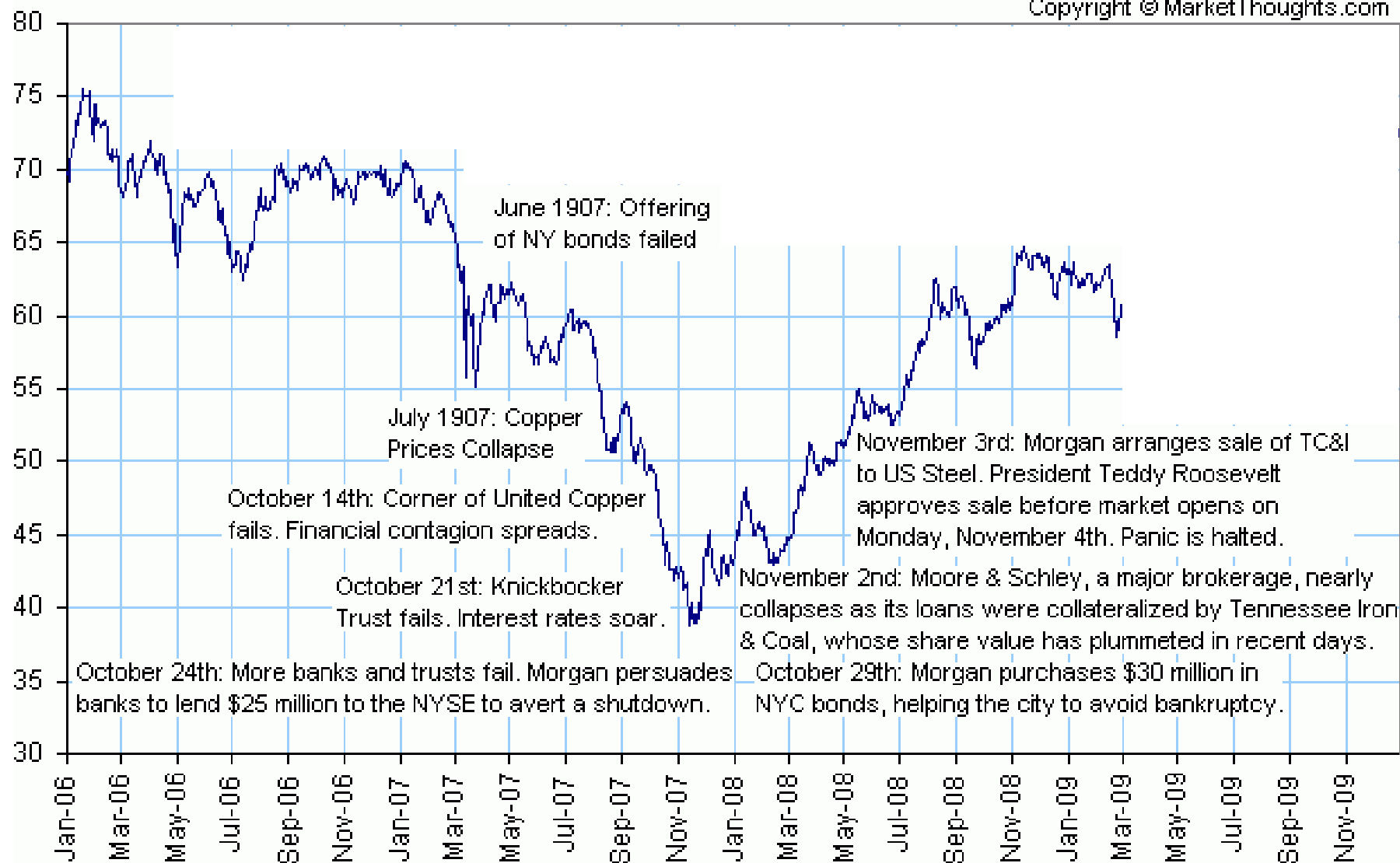


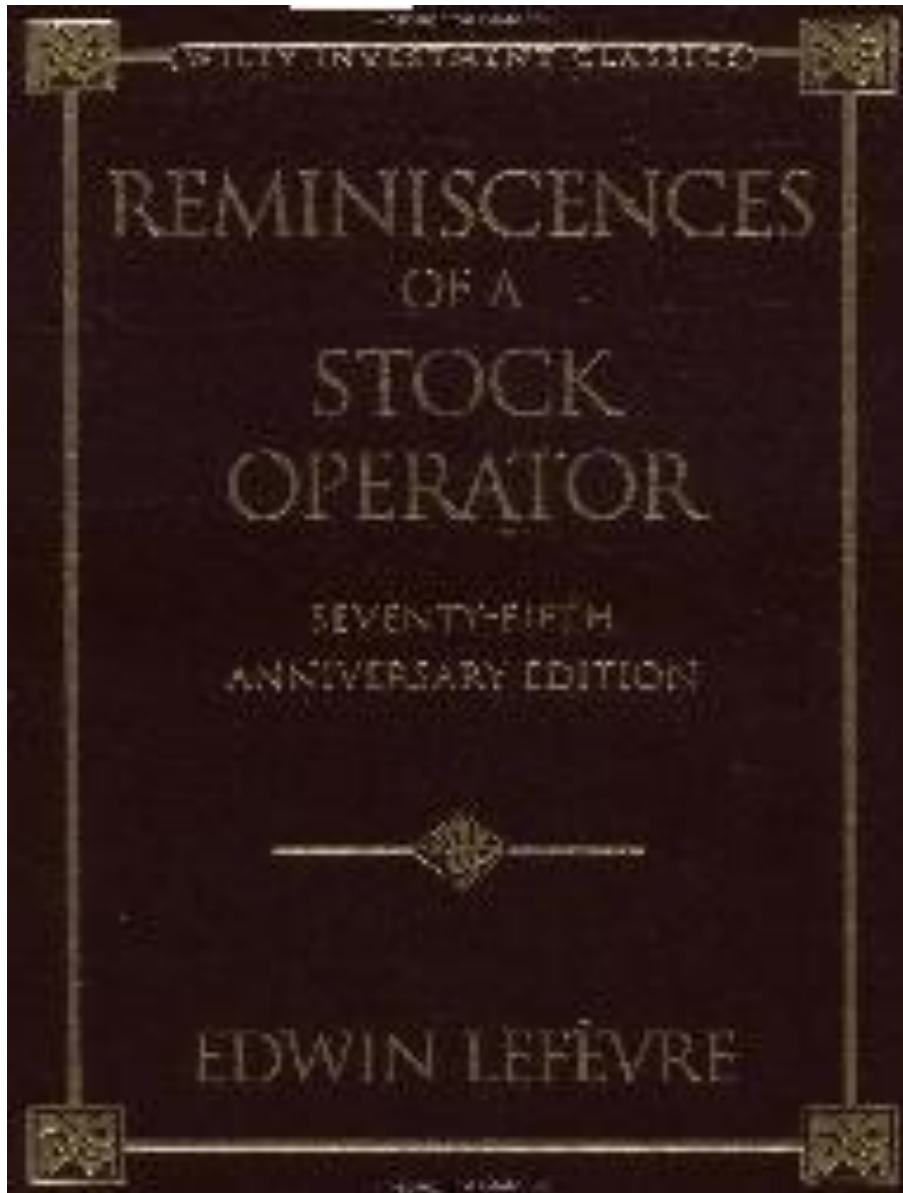




## Daily Chart of the Dow Industrials Pre and Post "The Panic of 1907"

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“There is nothing new in Wall Street.”

“There can't be because speculation is as old as the hills. “

“Whatever happens in the stock market today has happened before and will happen again.”

- Jesse Livermore





# DJIA c. 1929 peak



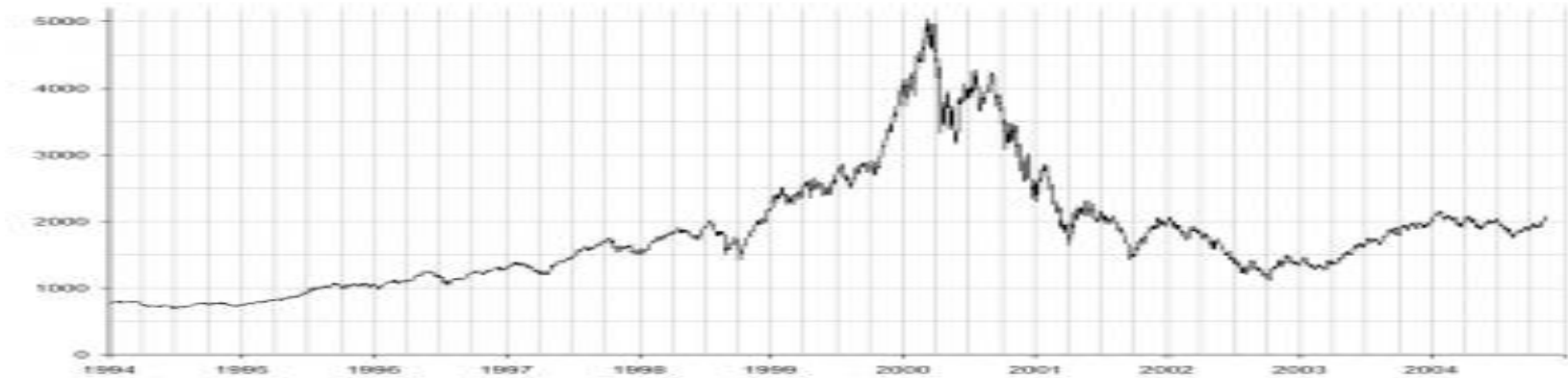


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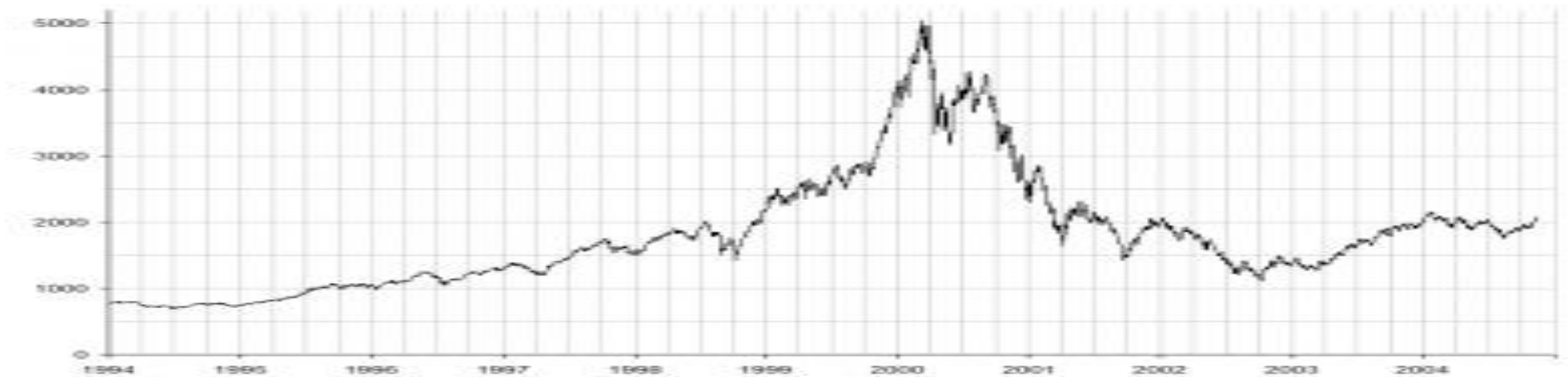
# NASDAQ peaking in 2000



# NASDAQ peaking in 2000



# DJIA (1929) and NASDAQ (2000)



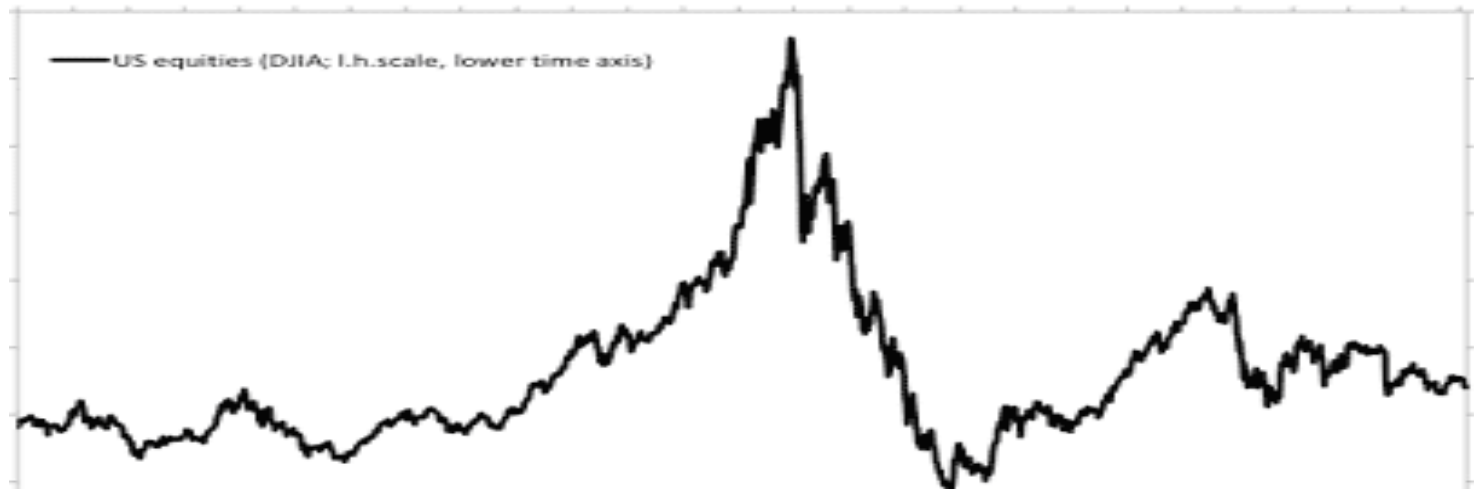


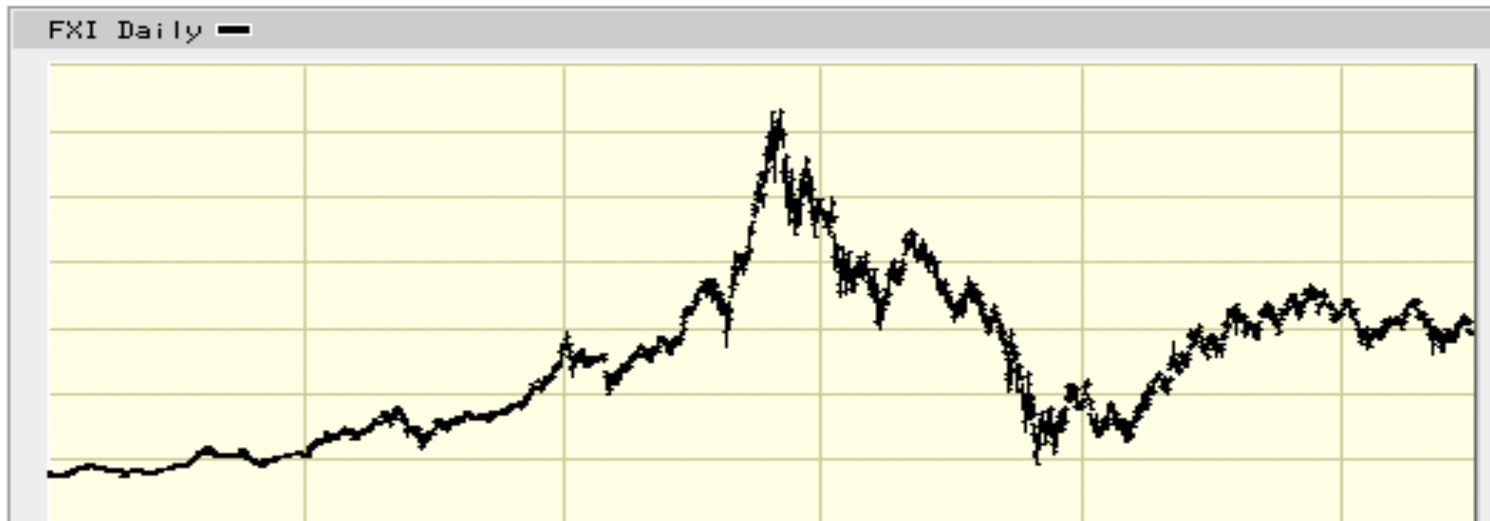
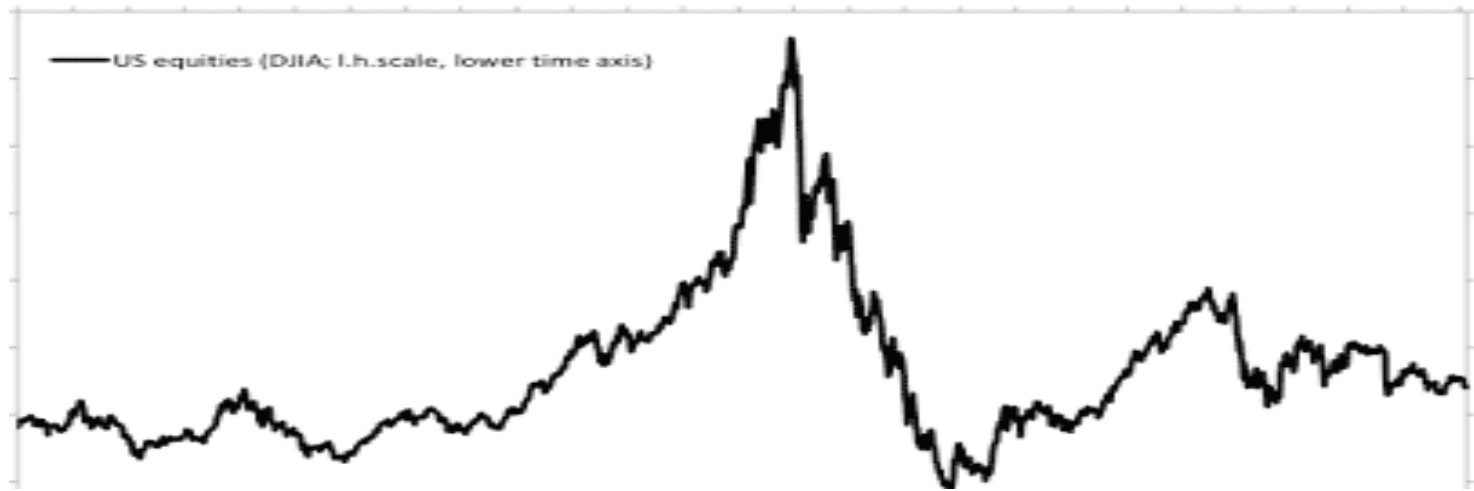


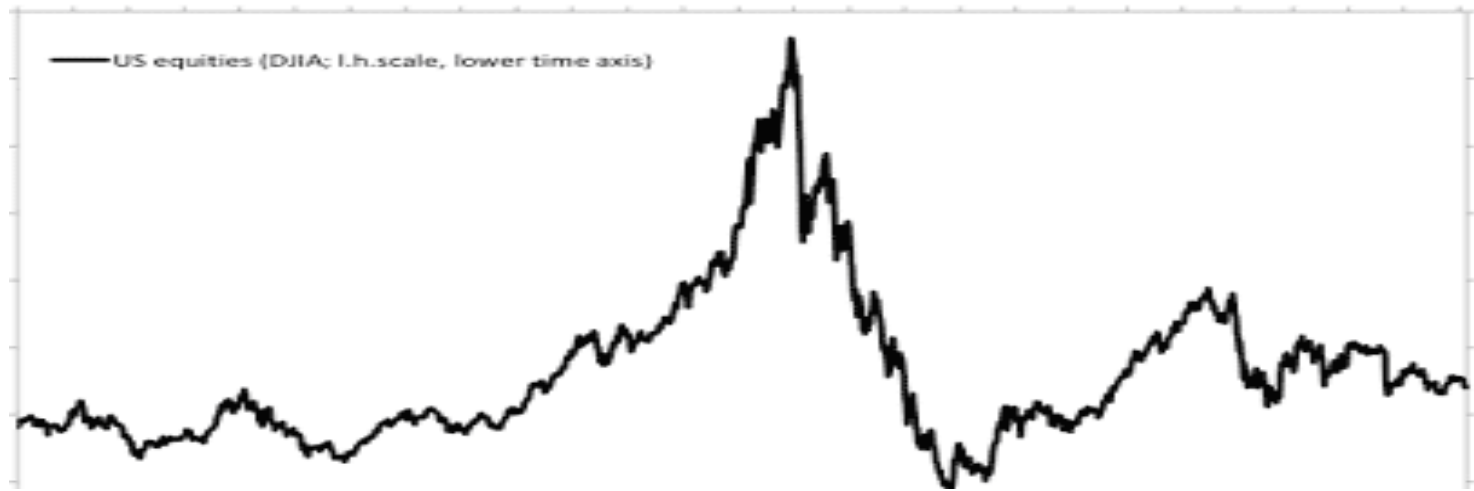
*“The stock market is the story of cycles and of the human behavior that is responsible for overreactions in both directions.”*

*- Seth Klarman*



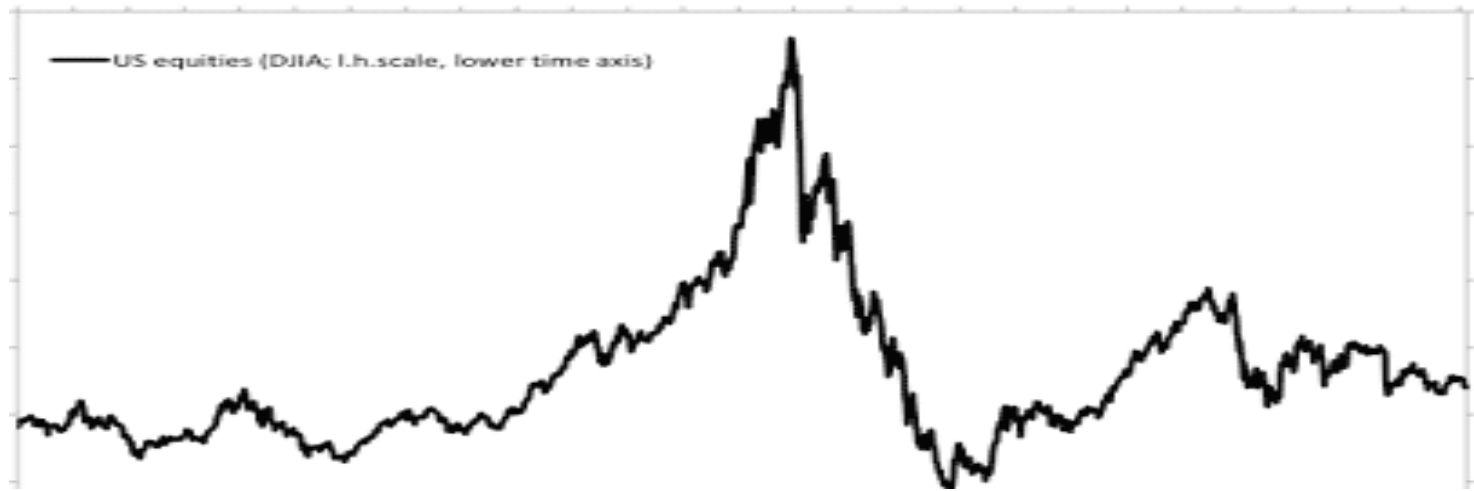






China (2008 Peak)





## John Templeton

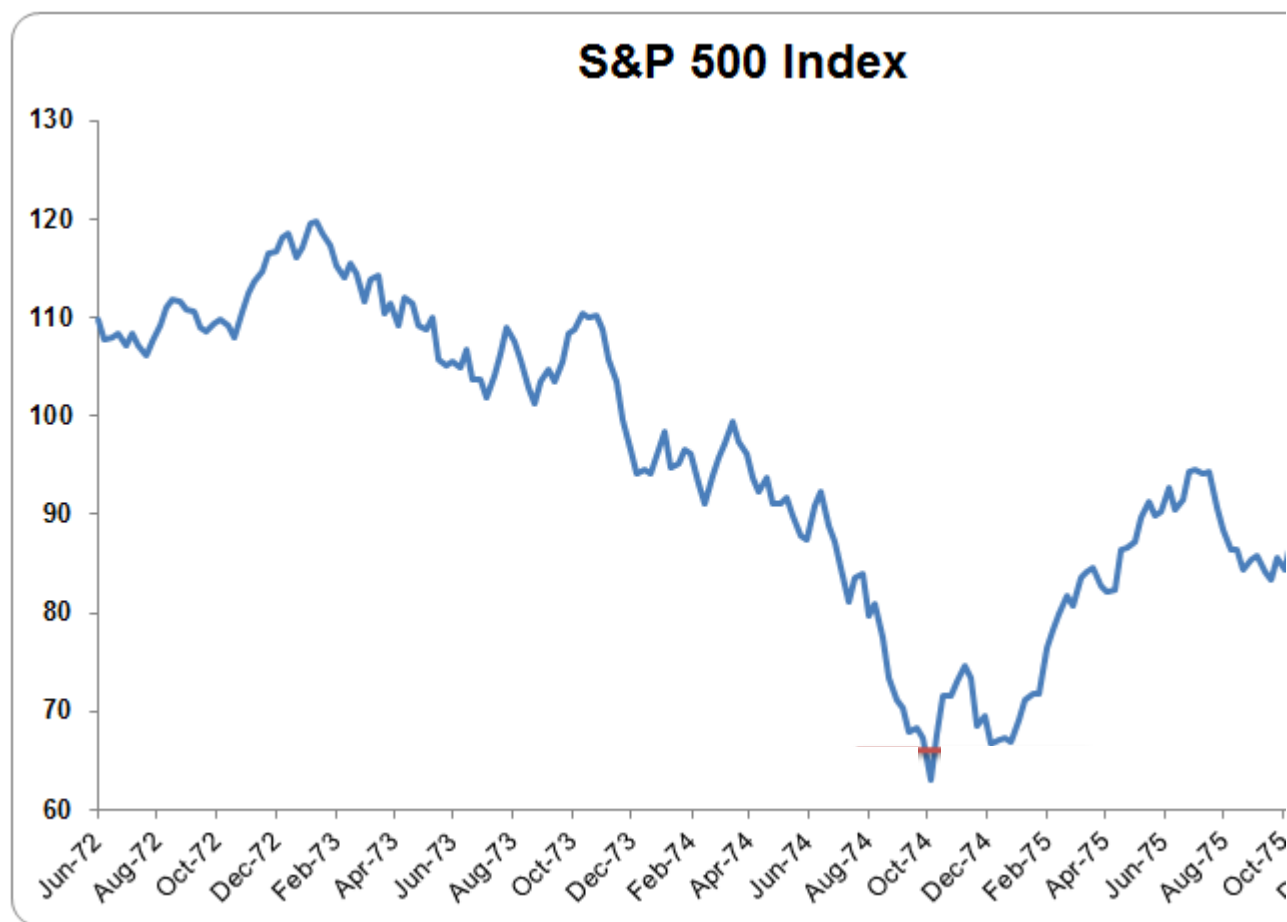
- On Wall Street Starting in 1937
- Some of the world's largest/successful international investment funds.
- “Buy low, sell high:" companies, industries, nations

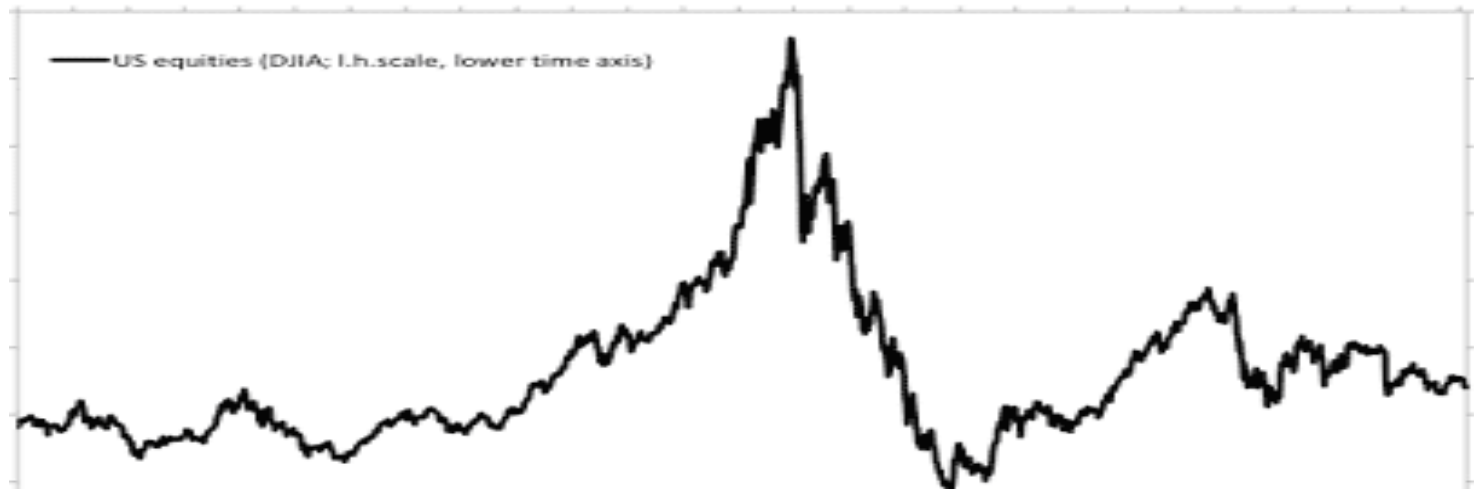
Rock-bottom,  
points of maximum pessimism

John Templeton

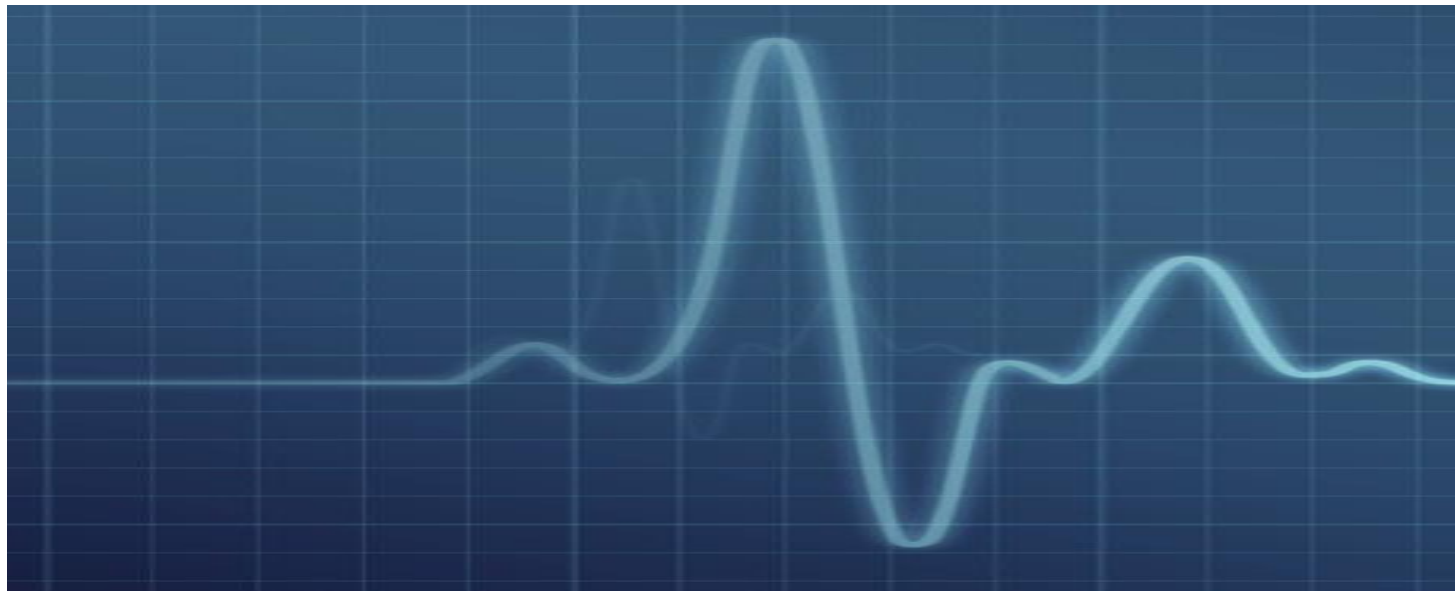
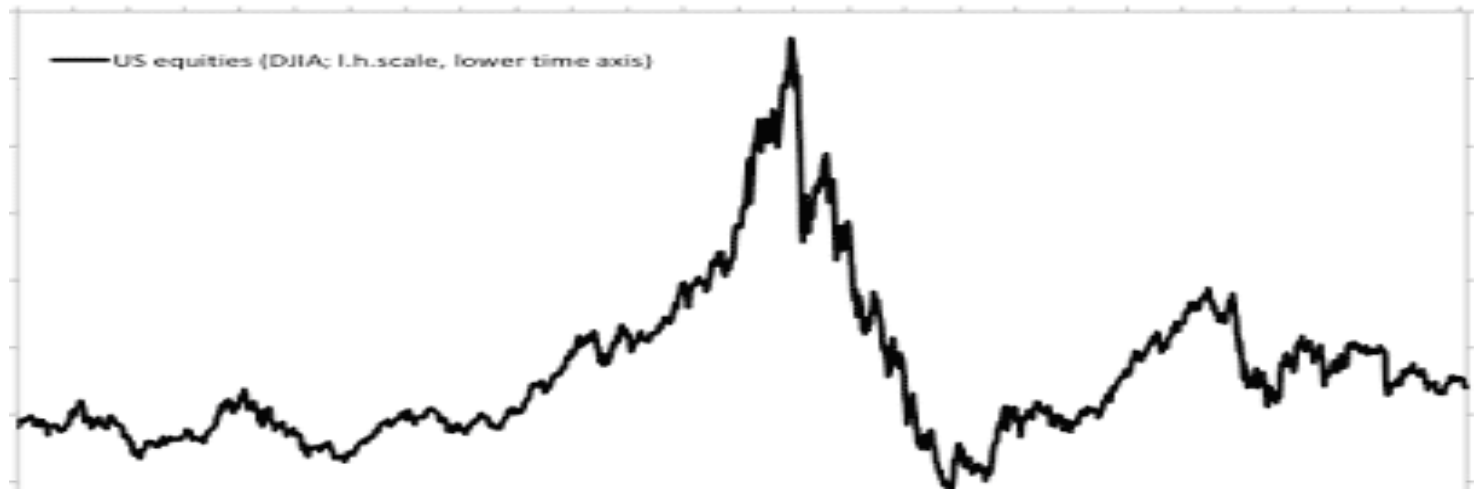
Bull markets are  
born on pessimism,  
grow on skepticism,  
mature on optimism,  
and die on euphoria.

The time of maximum pessimism  
is the best time to buy,  
and the time of maximum optimism  
is the best time to sell

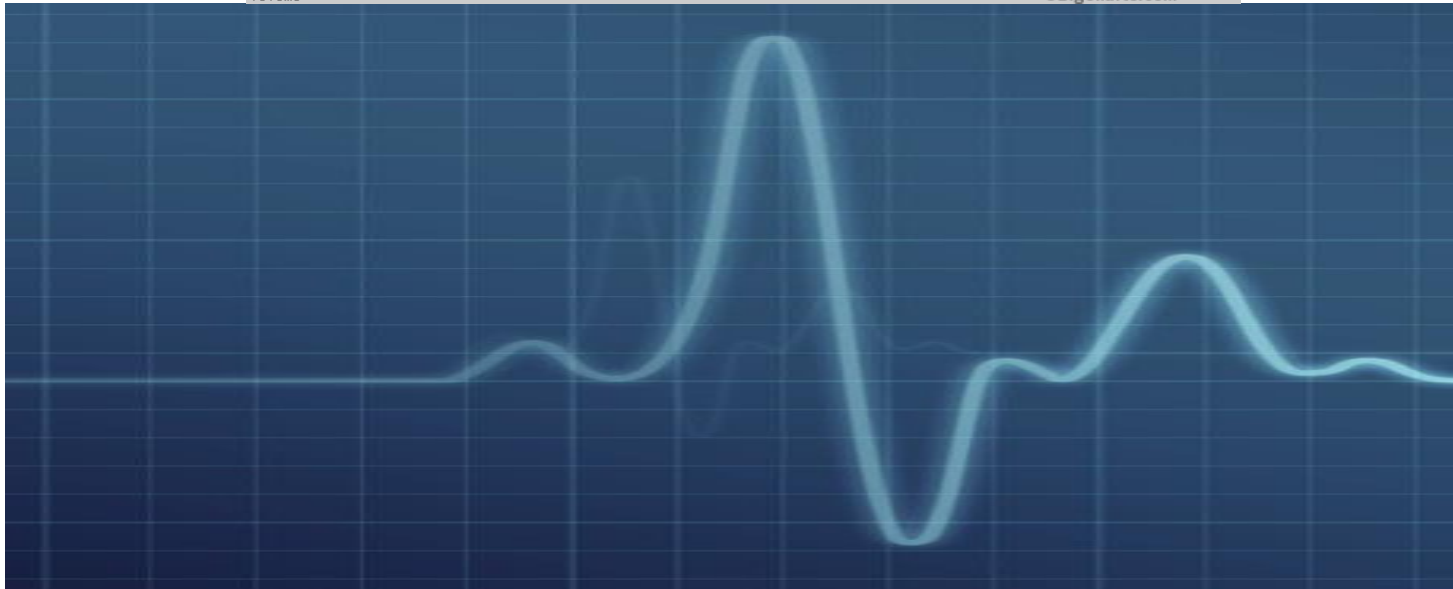




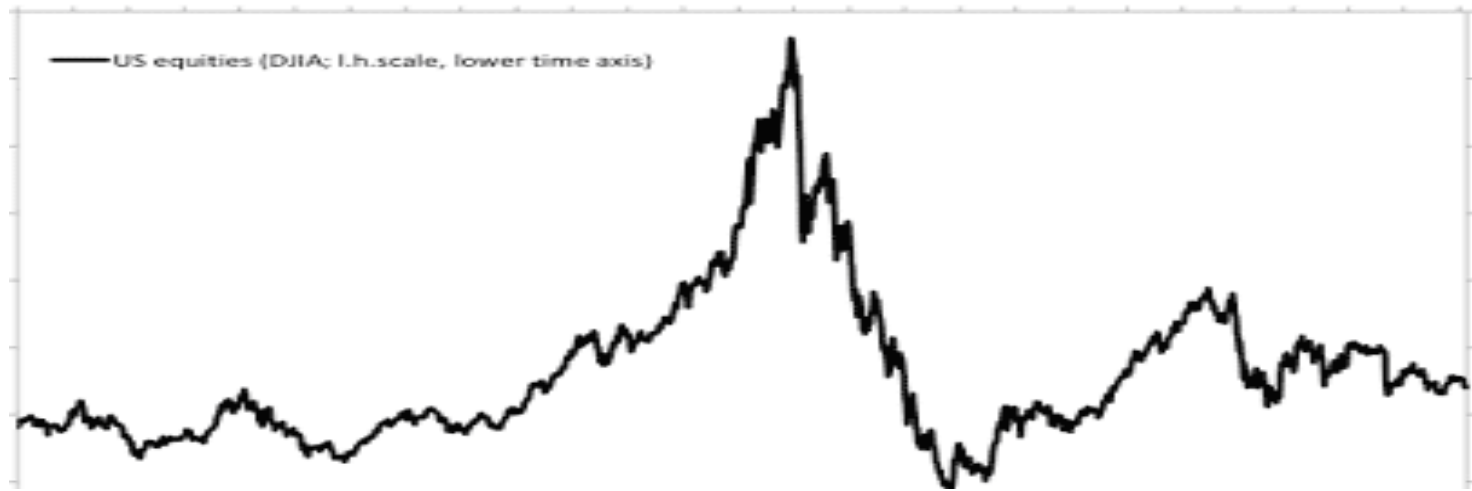




# EWS 2005 to 2010



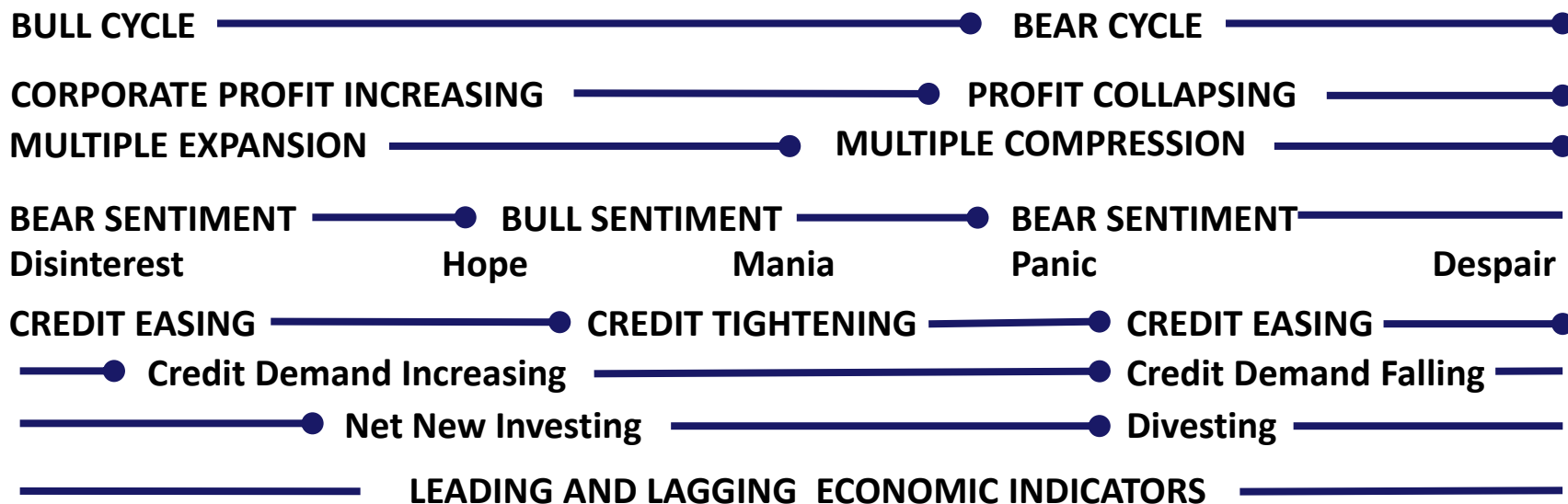
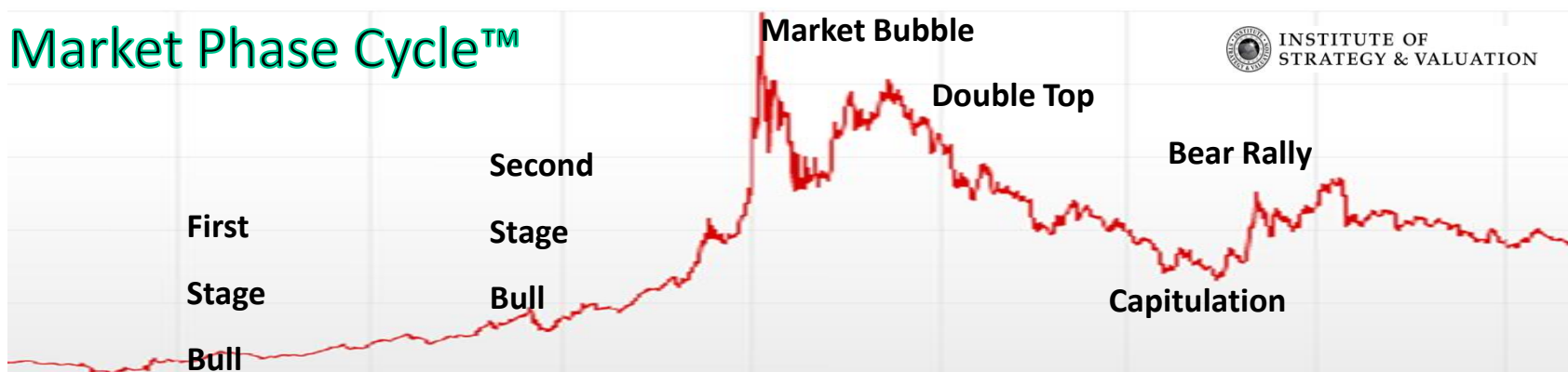
# Behavioral finance... or biological finance?



# Market Phase Cycle™



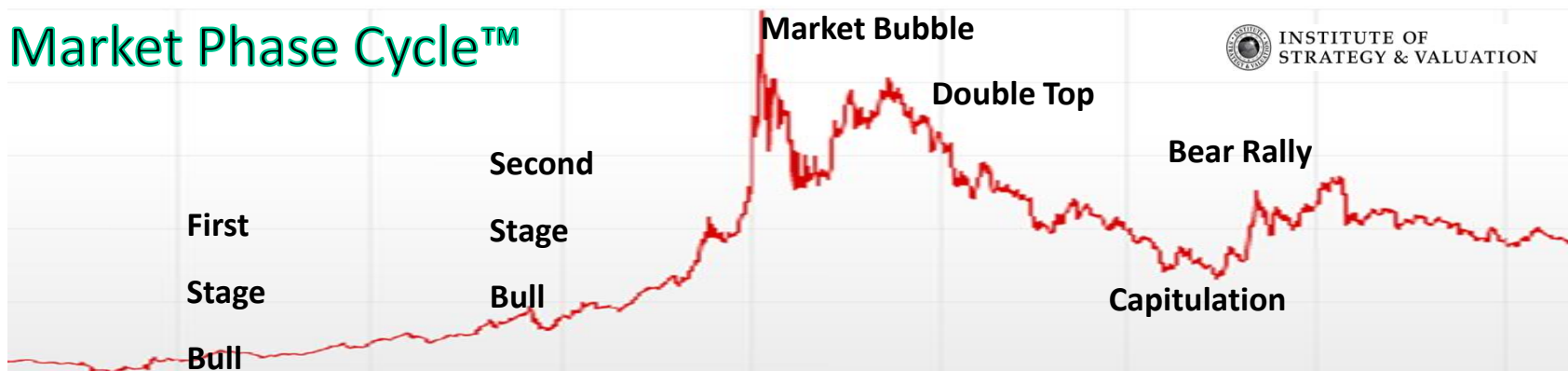
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# Market Phase Cycle™



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BULL CYCLE

BEAR CYCLE

CORPORATE PROFIT INCREASING

PROFIT COLLAPSING

MULTIPLE EXPANSION

MULTIPLE COMPRESSION

BEAR SENTIMENT

BULL SENTIMENT

BEAR SENTIMENT

Disinterest

Hope

Mania

Panic

Despair

CREDIT EASING

CREDIT TIGHTENING

CREDIT EASING

Credit Demand Increasing

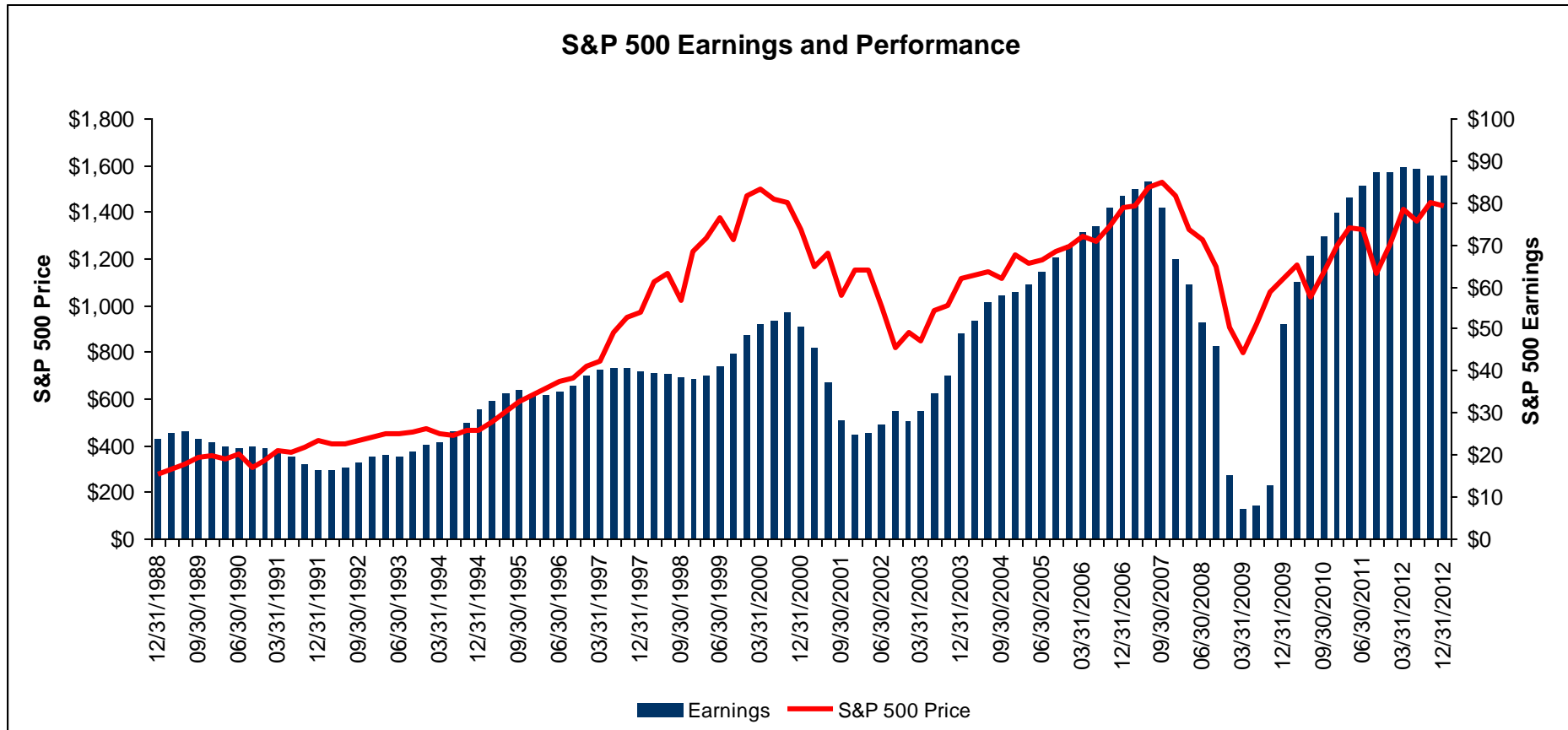
Credit Demand Falling

Net New Investing

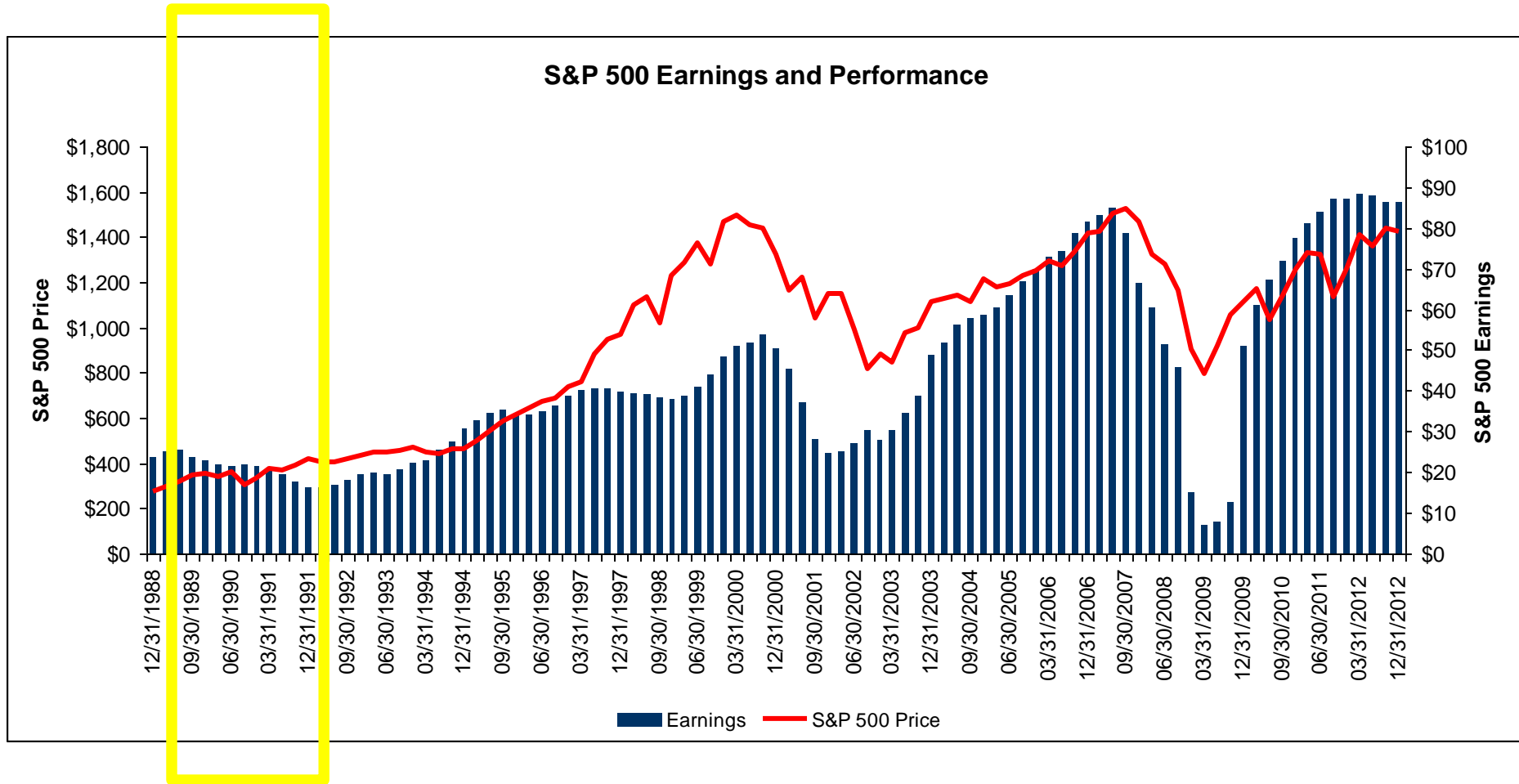
Divesting

LEADING AND LAGGING ECONOMIC INDICATORS

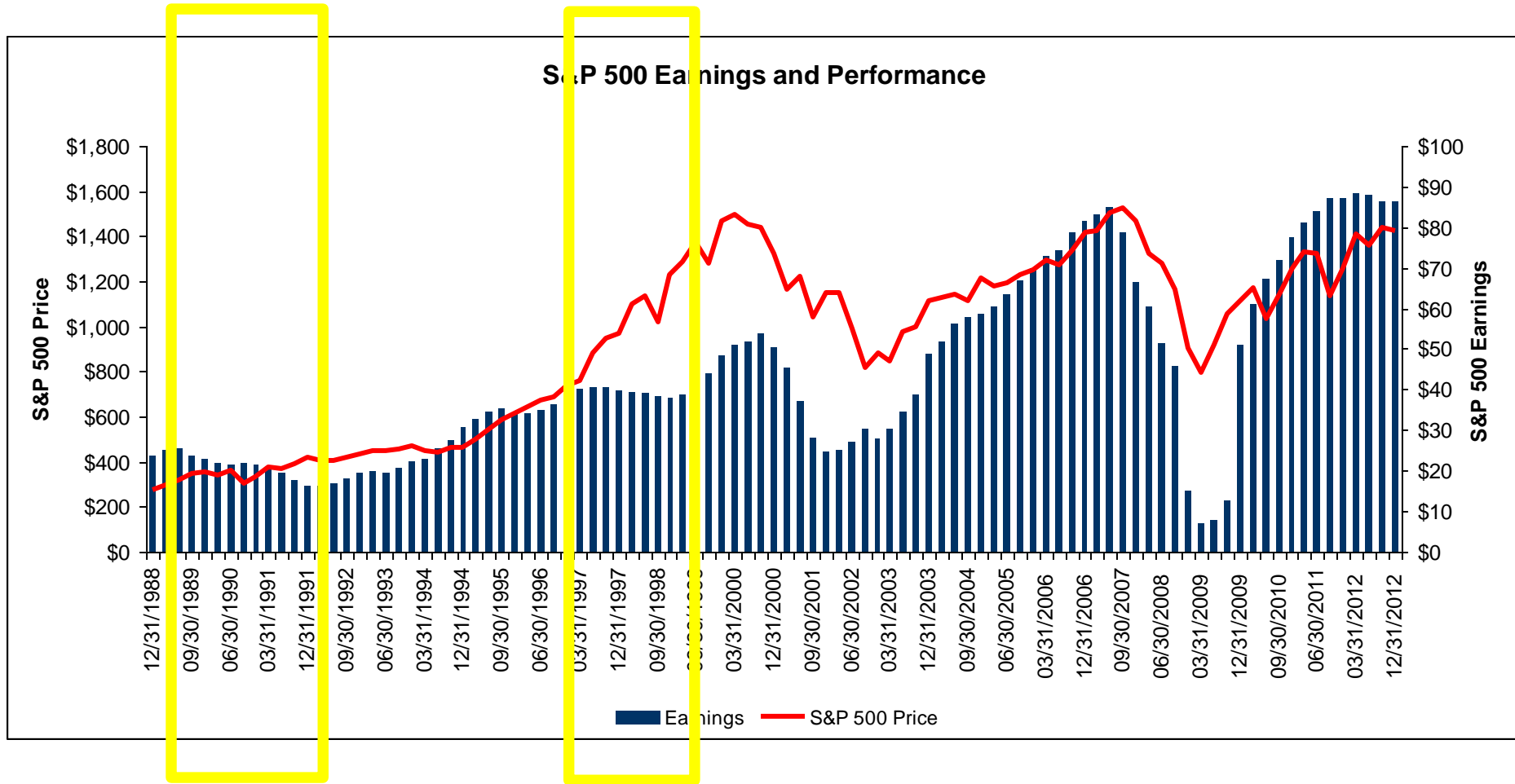
# Earnings is a problematic indicator (leading vs lagging)



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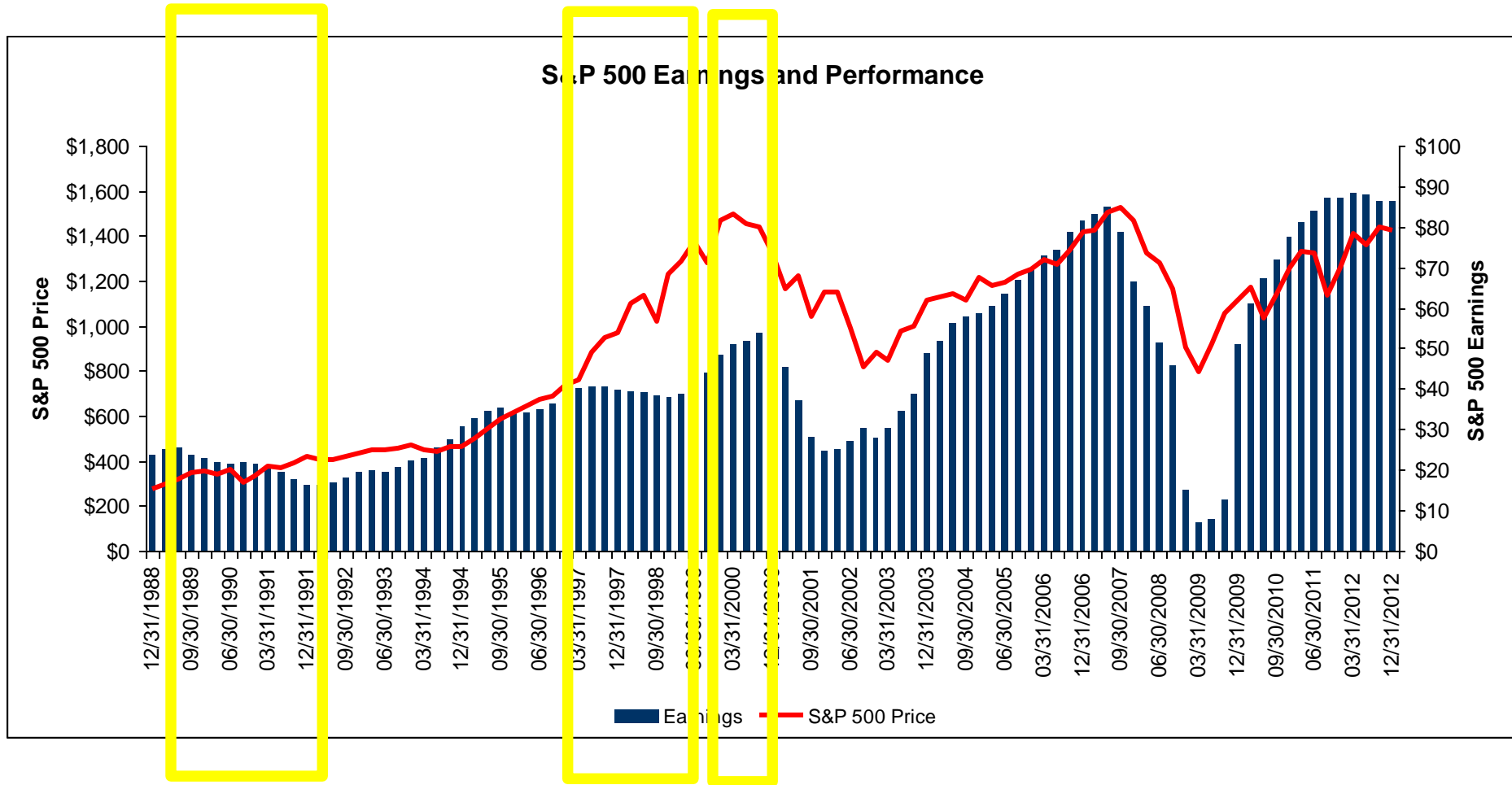


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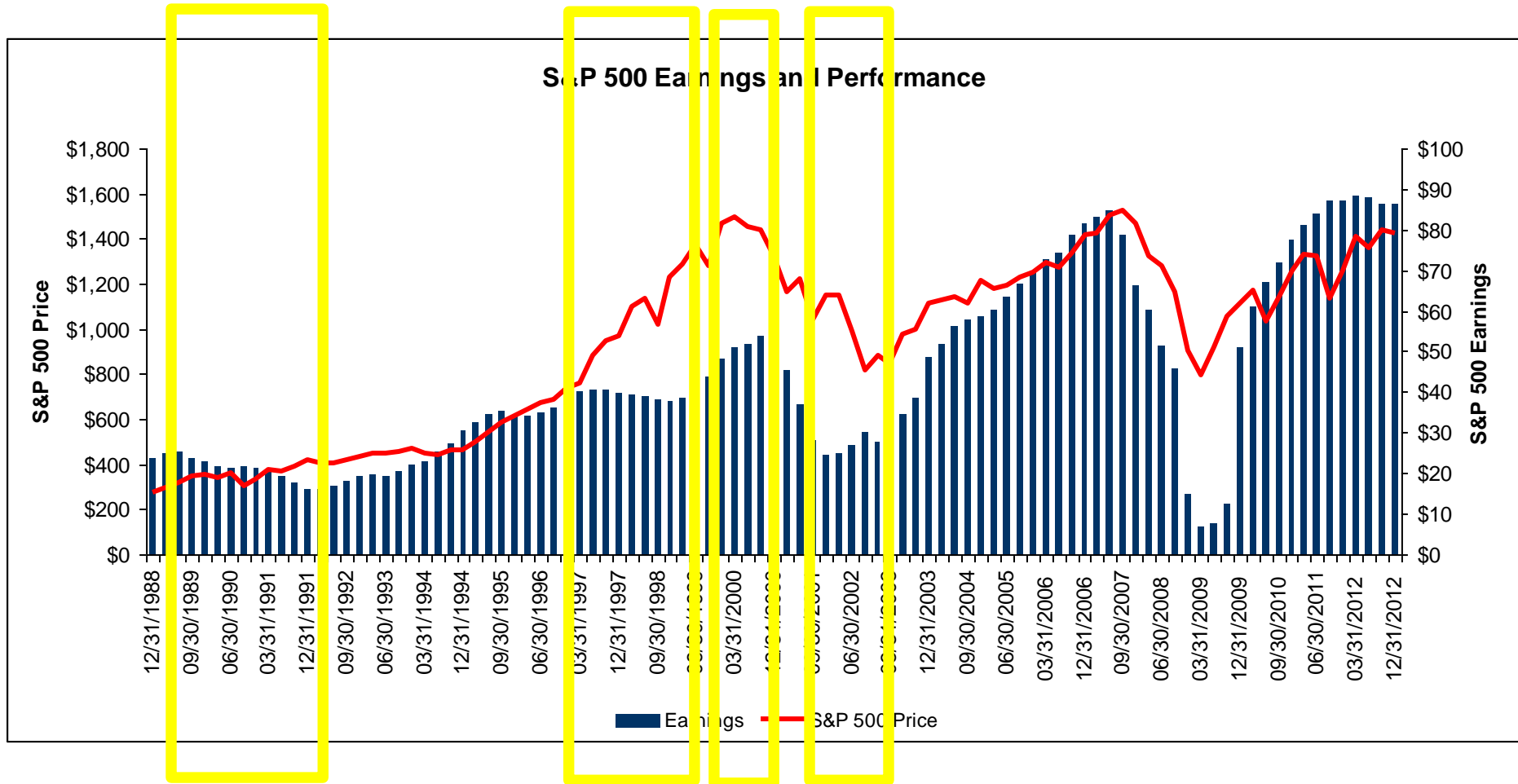




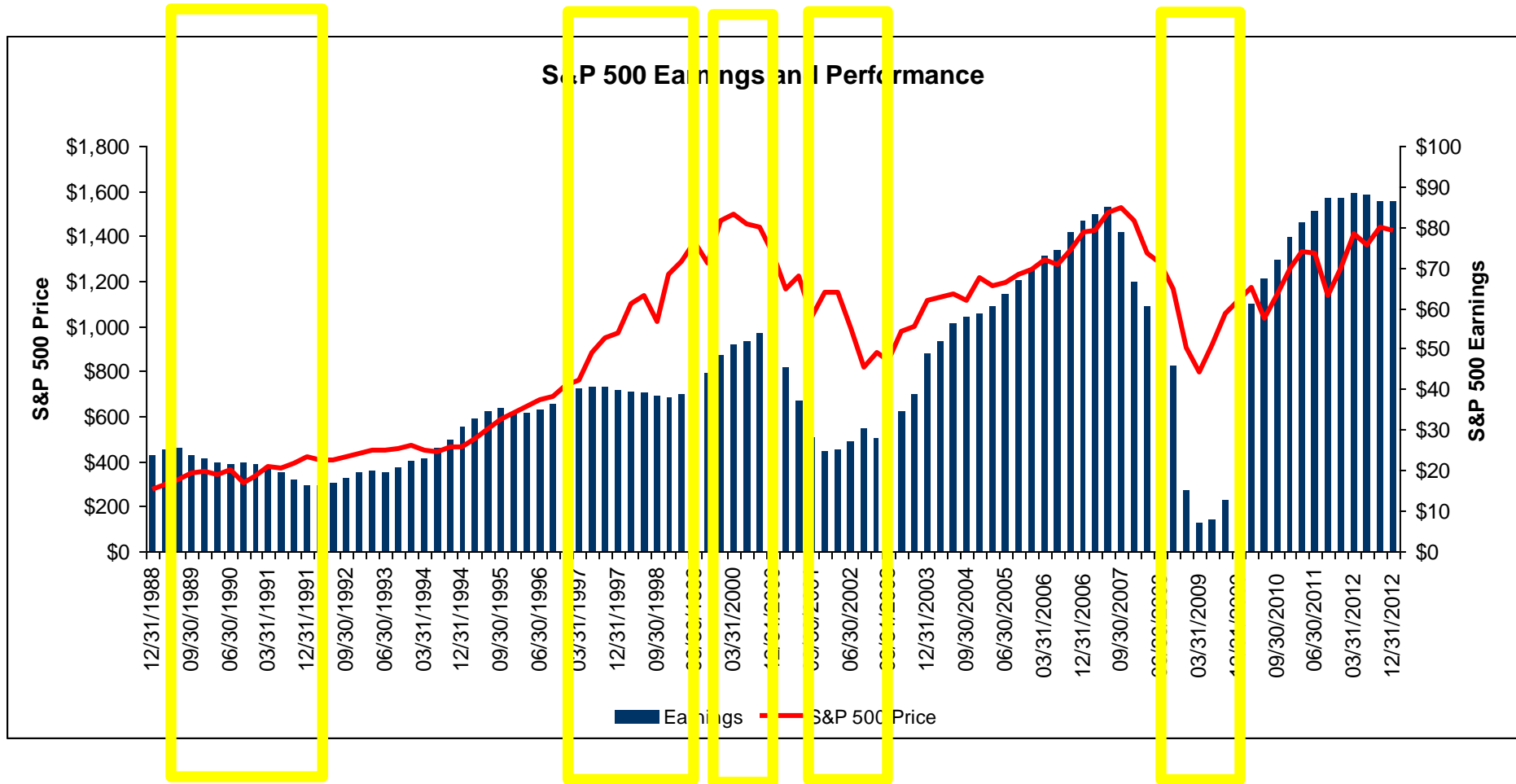
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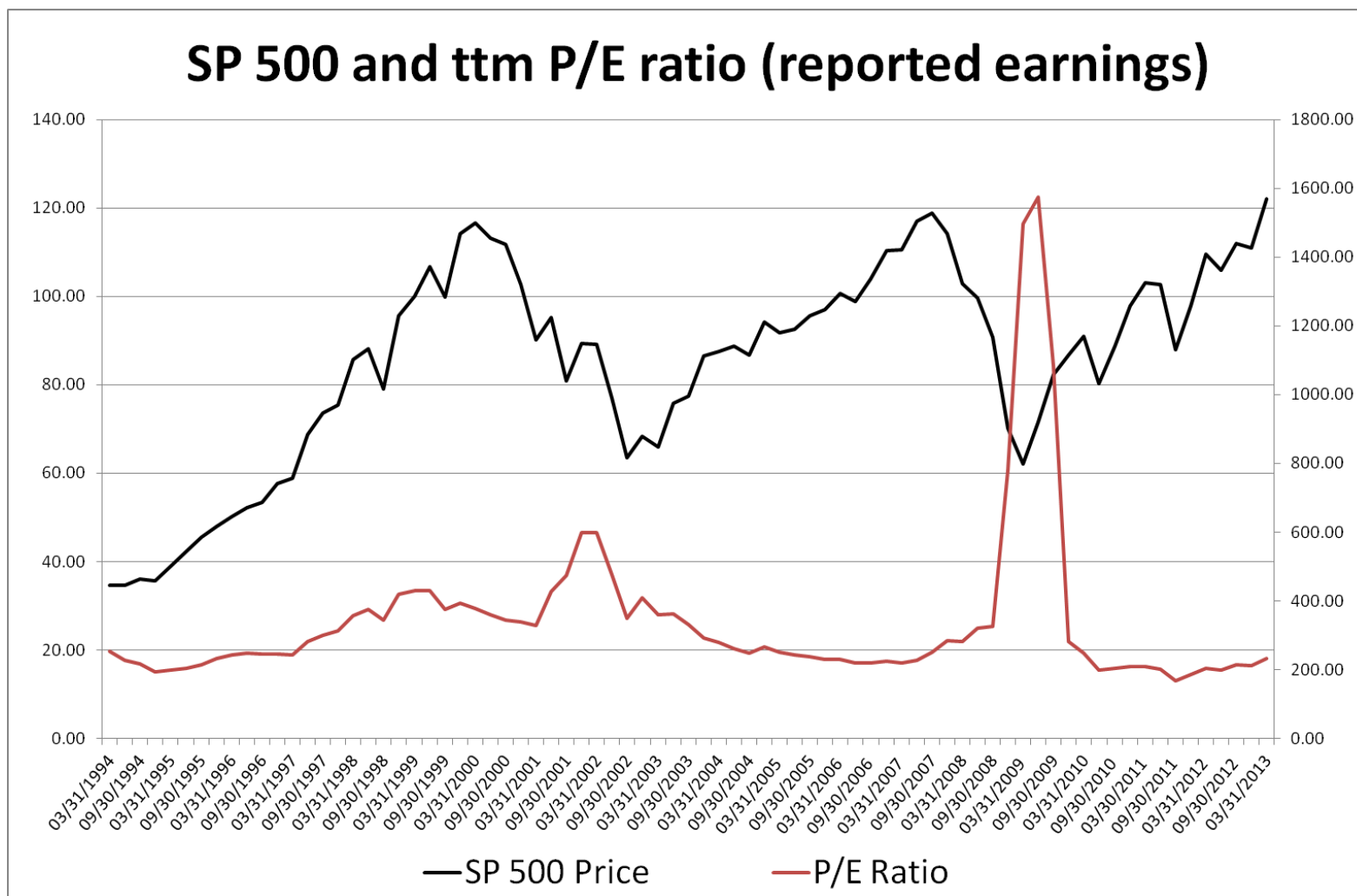


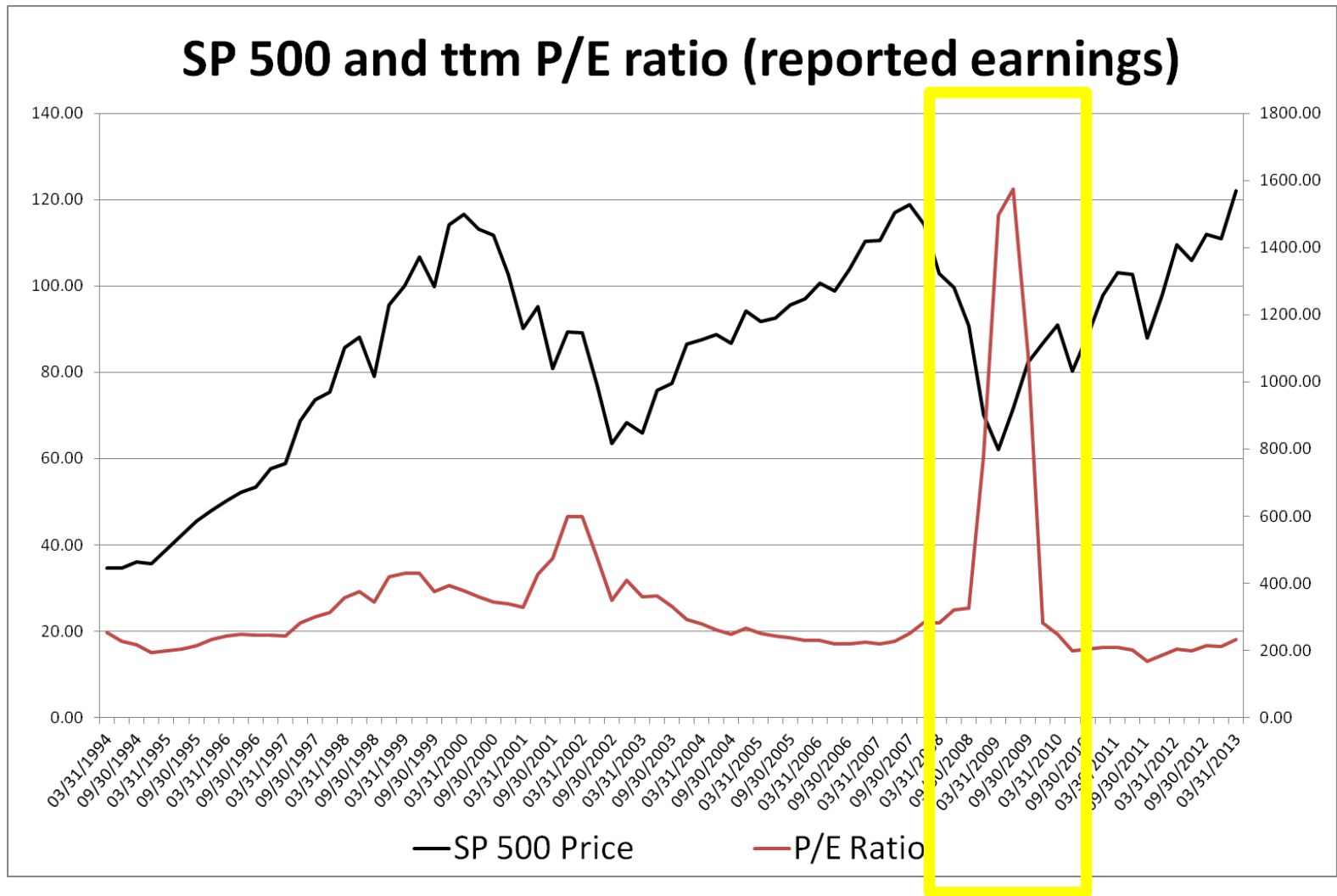
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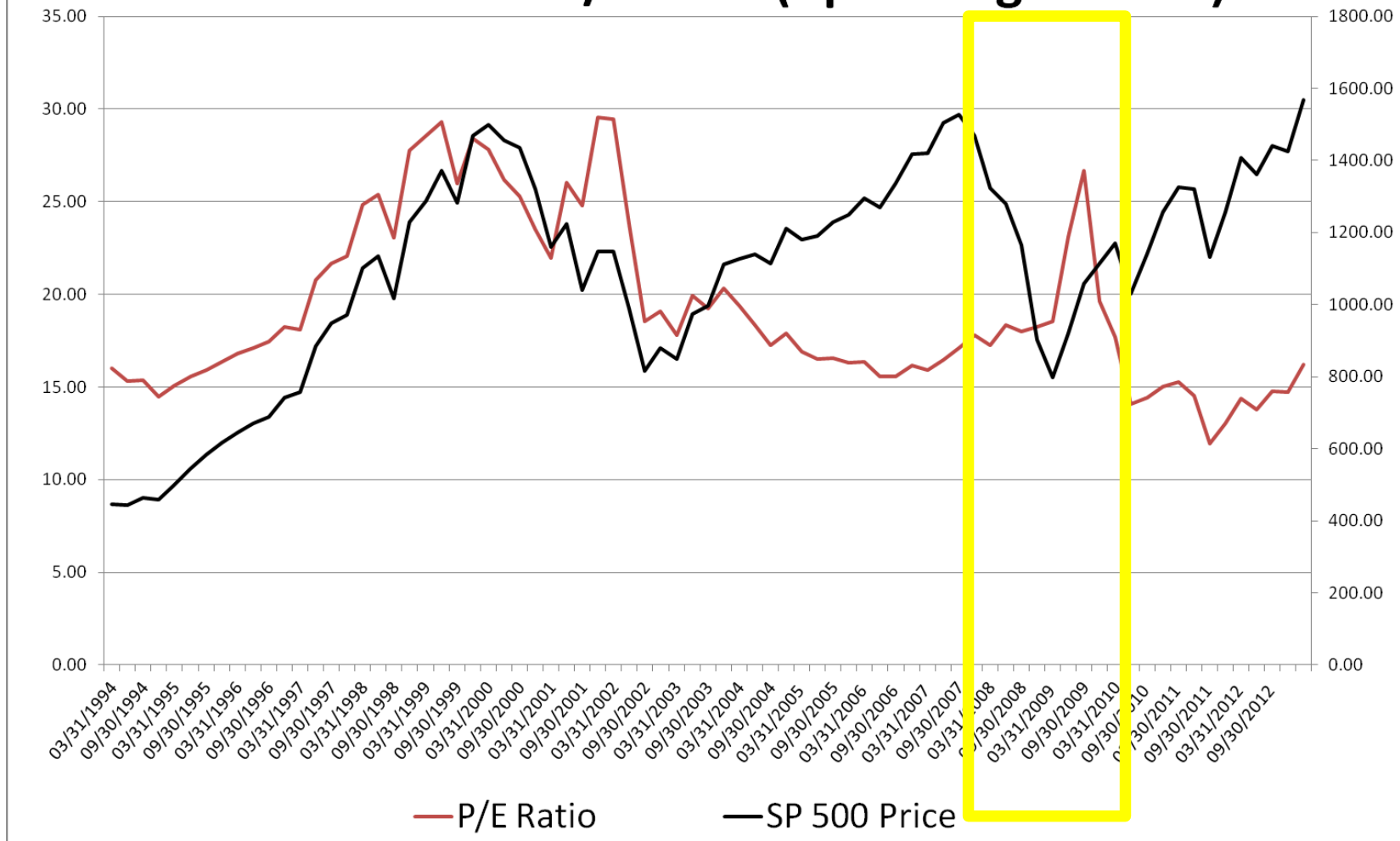
# Earnings is a problematic indicator (leading vs lagging)







## SP 500 and ttm P/E ratio (operating income)



## Translating, scrubbing, cleaning-up, apples-to-apples

- Earnings or CFFO  $\rightarrow$   $E'$  = “Enterprise Earnings”
- Book Assets  $\rightarrow$   $A'$  = “Assets of the Enterprise”

■ ROE, RONA, ROA  $\rightarrow$  ROA'

■ CAPX  $\rightarrow$  Enterprise Asset Growth

■ Price  $\rightarrow$  Enterprise value,  $V'$

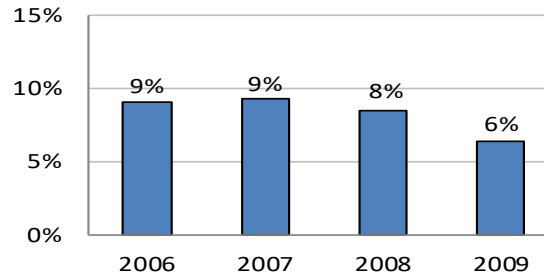
■ Price-to-Book  $\rightarrow$   $V/A'$

■ Price-to-earnings  $\rightarrow$   $V/E'$

## Performance and Valuation Prime™ Analysis

4,683 U.S. companies (non-financial)

ROA'

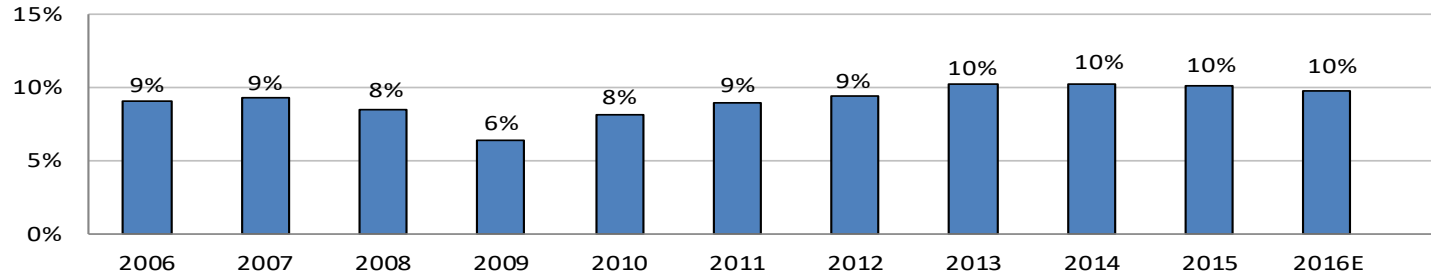




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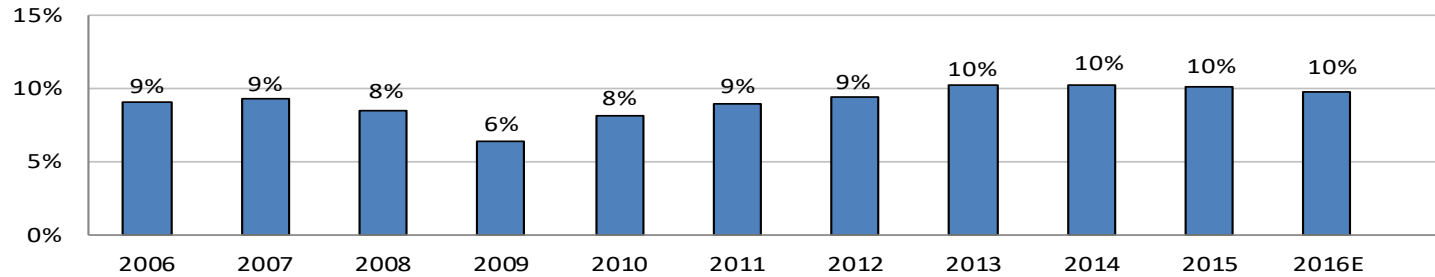
ROA'



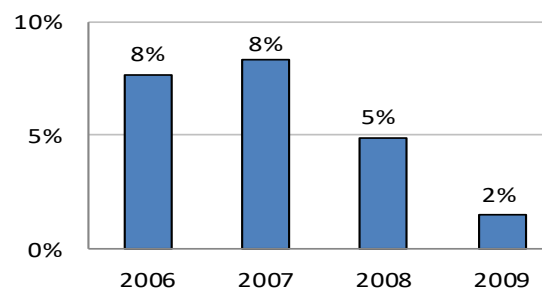
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4,683 U.S. companies (non-financial)

**ROA'**



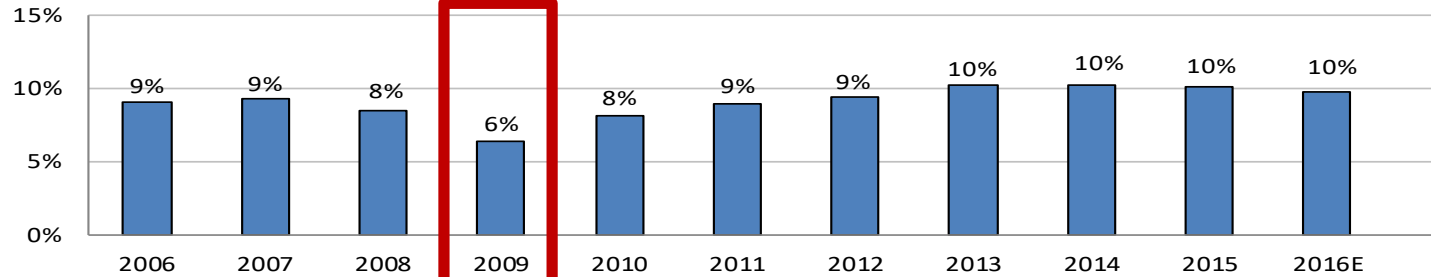
**Asset'  
Growth**



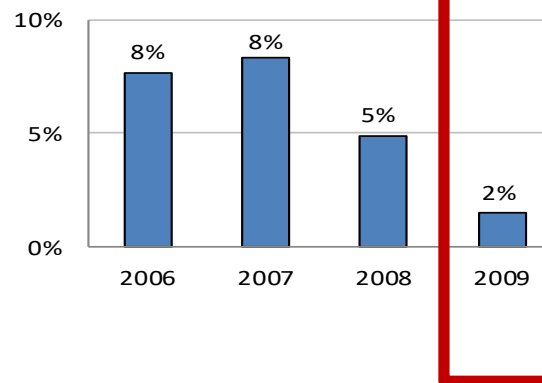
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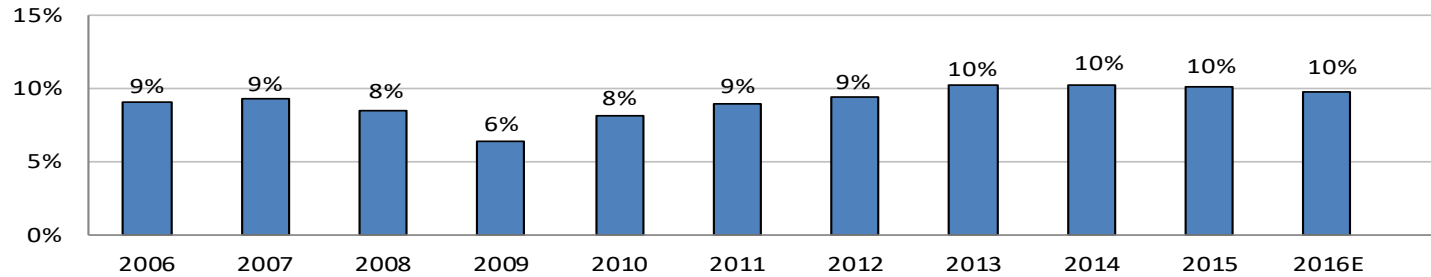
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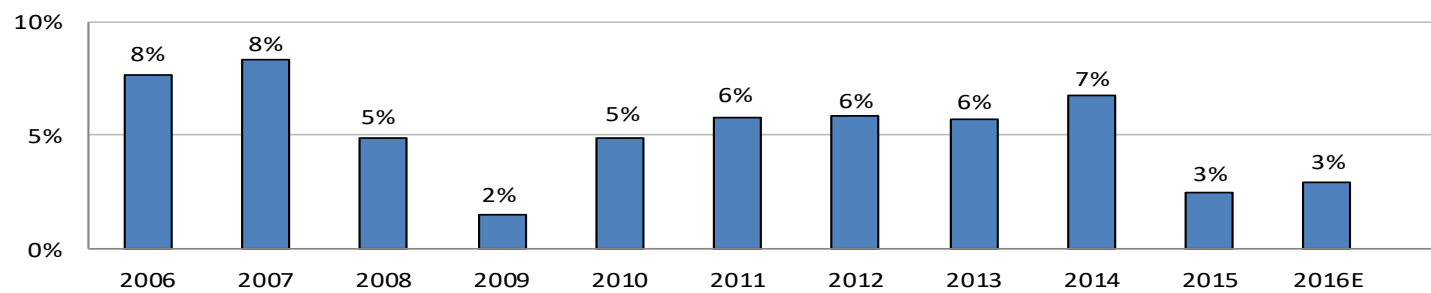
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**Asset'  
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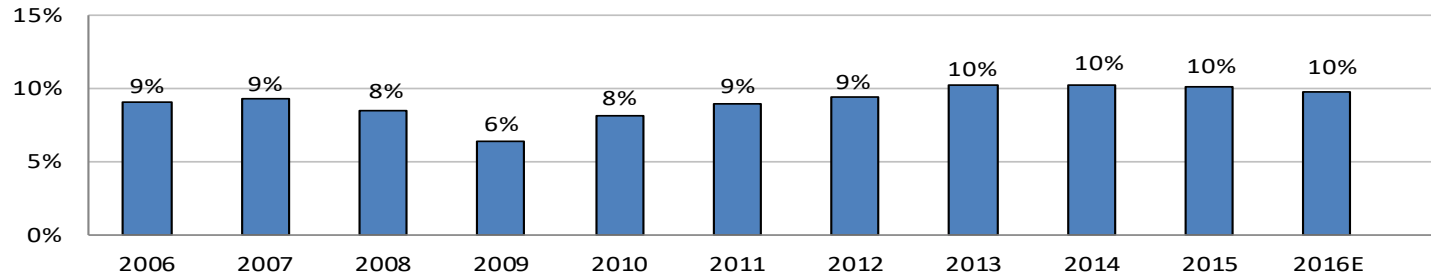
3/31/1960-12/31/2010	
Y/Y % Change of Real GDP	S&P 500 Annualized Gain
> 6.0	-4.6%
0.5-6.0	7.2%
< 0.5	10.5%

*Source: Liz Ann Sonders, Charles Schwab, Market Outlook February 2011*

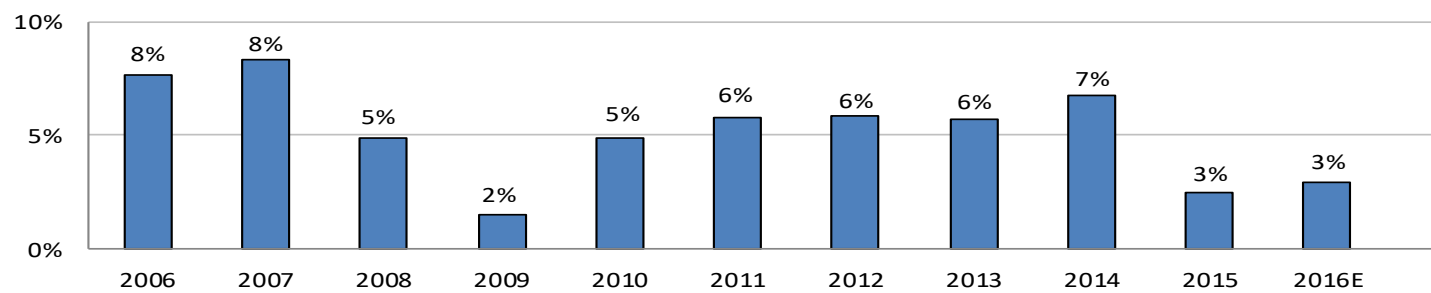
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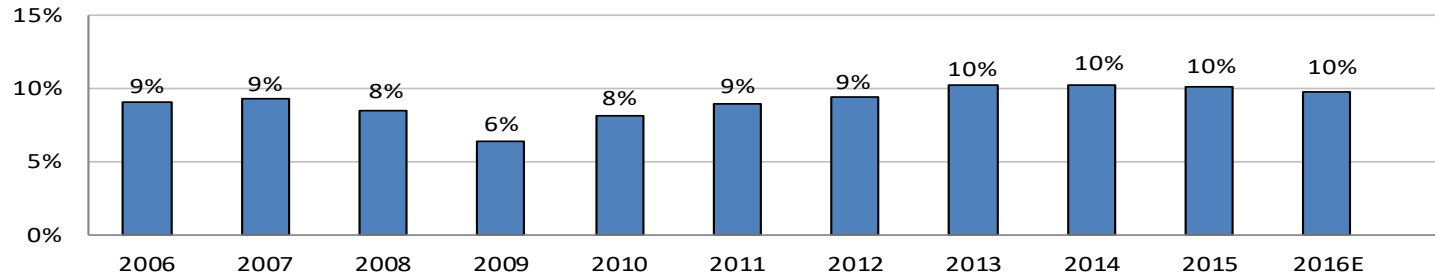
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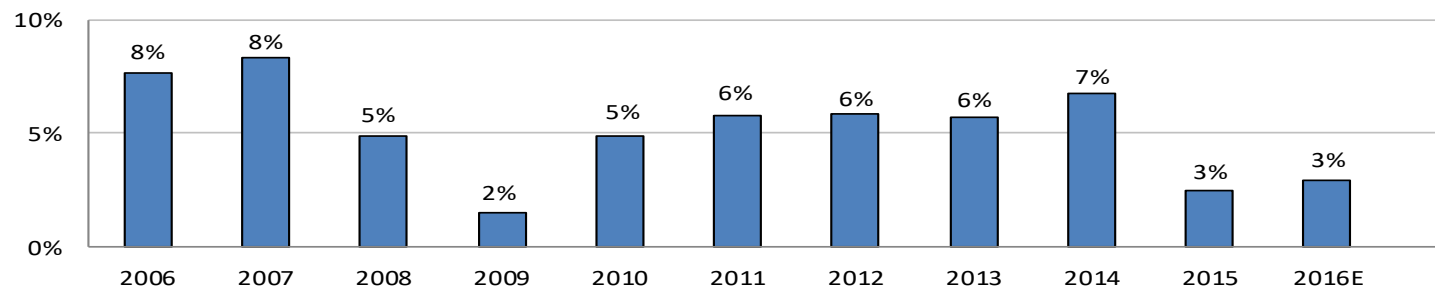
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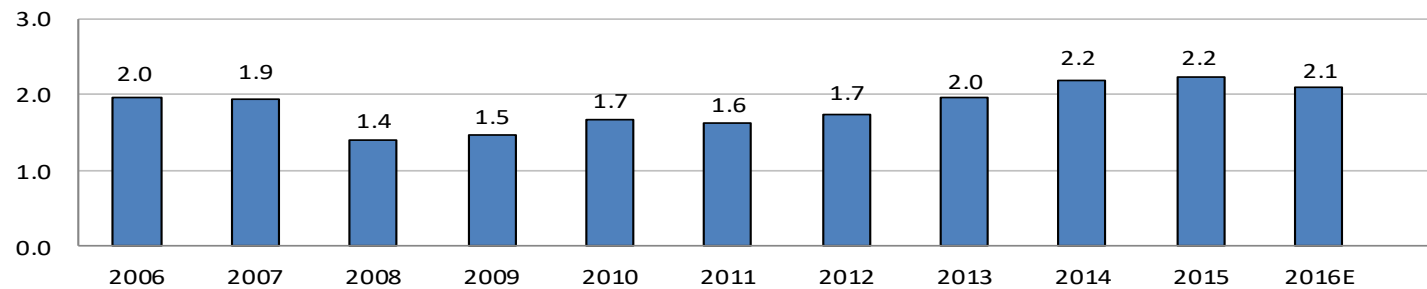
**ROA'**



**Asset'  
Growth**



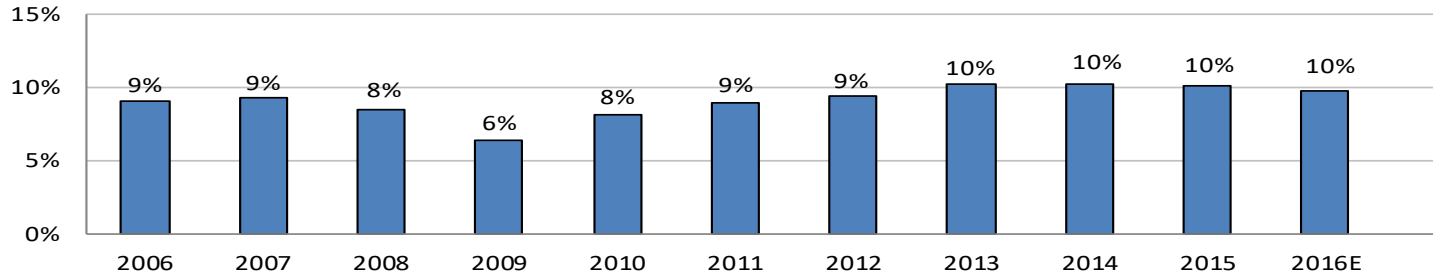
**V/A'**



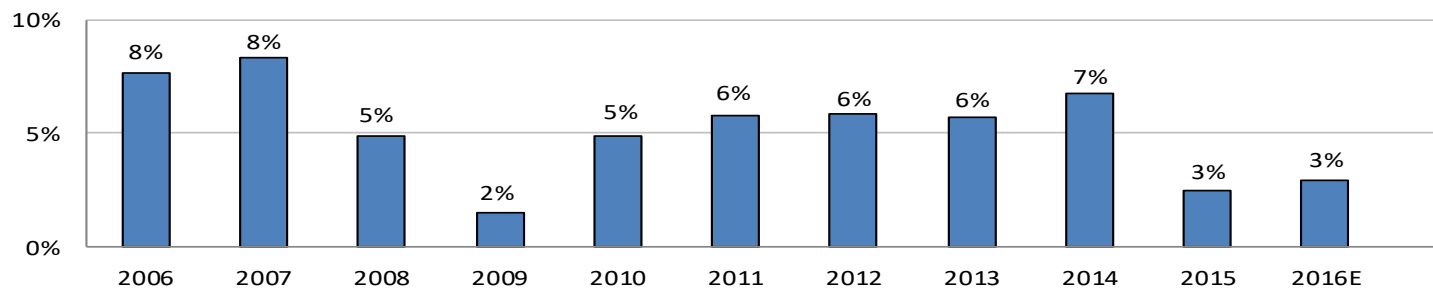
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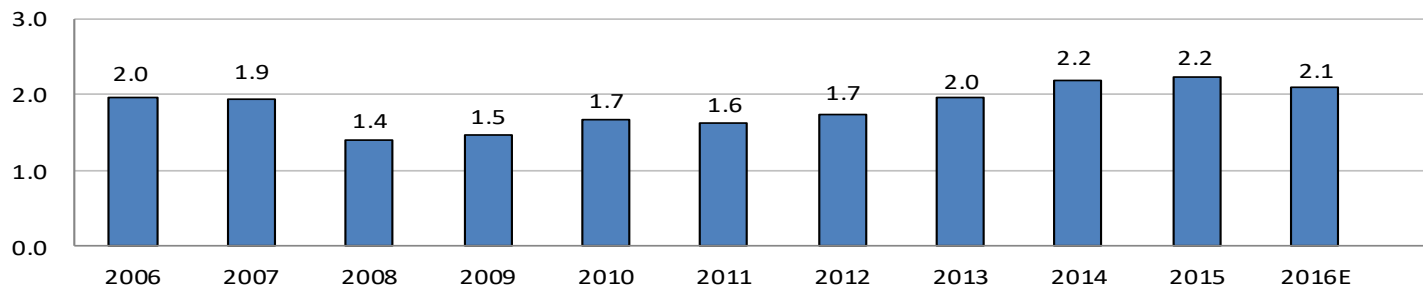
**ROA'**



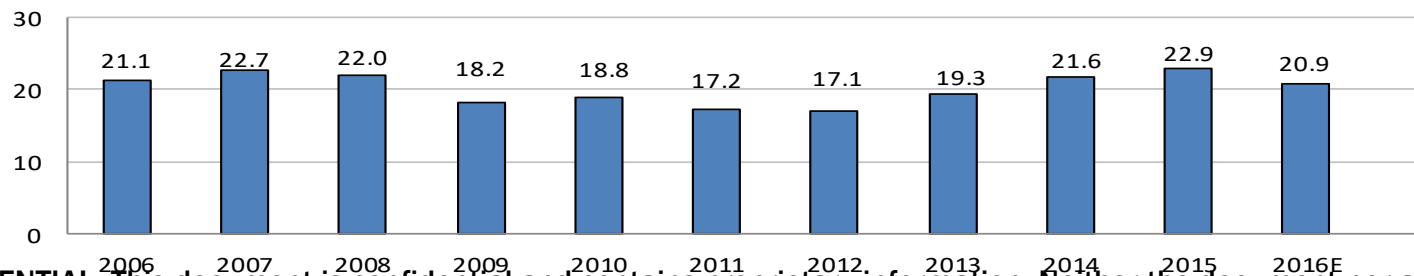
**Asset'  
Growth**



**V/A'**



**V/E'**

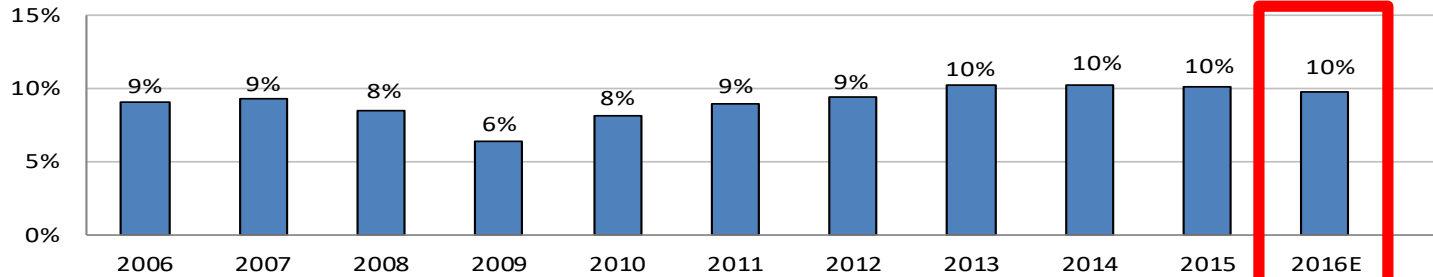




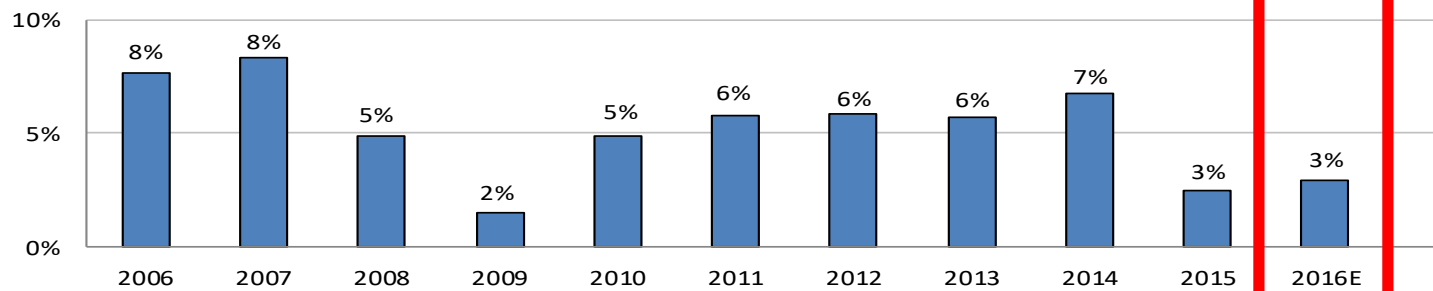
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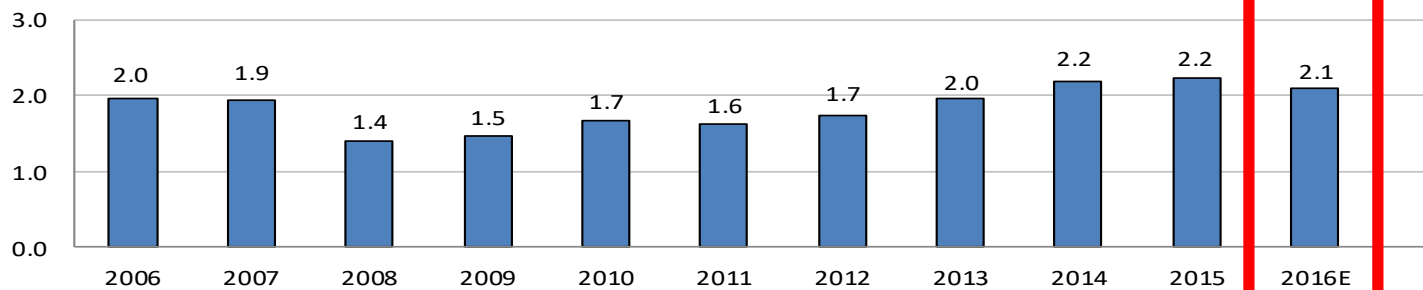
ROA'



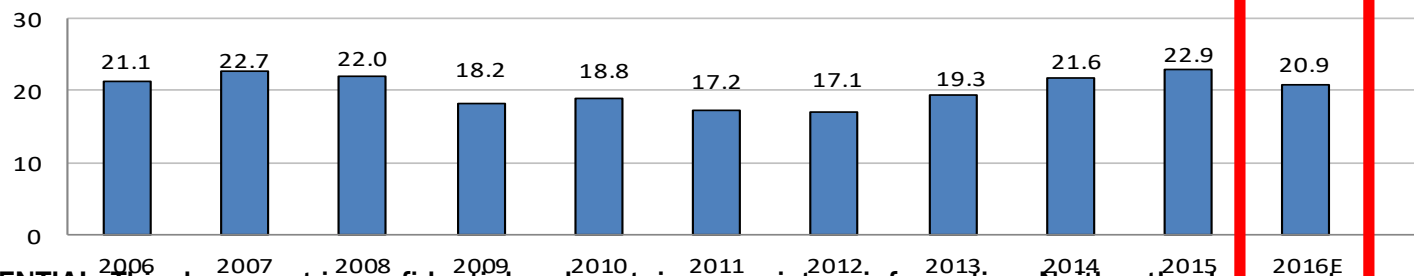
Asset'  
Growth



V/A'



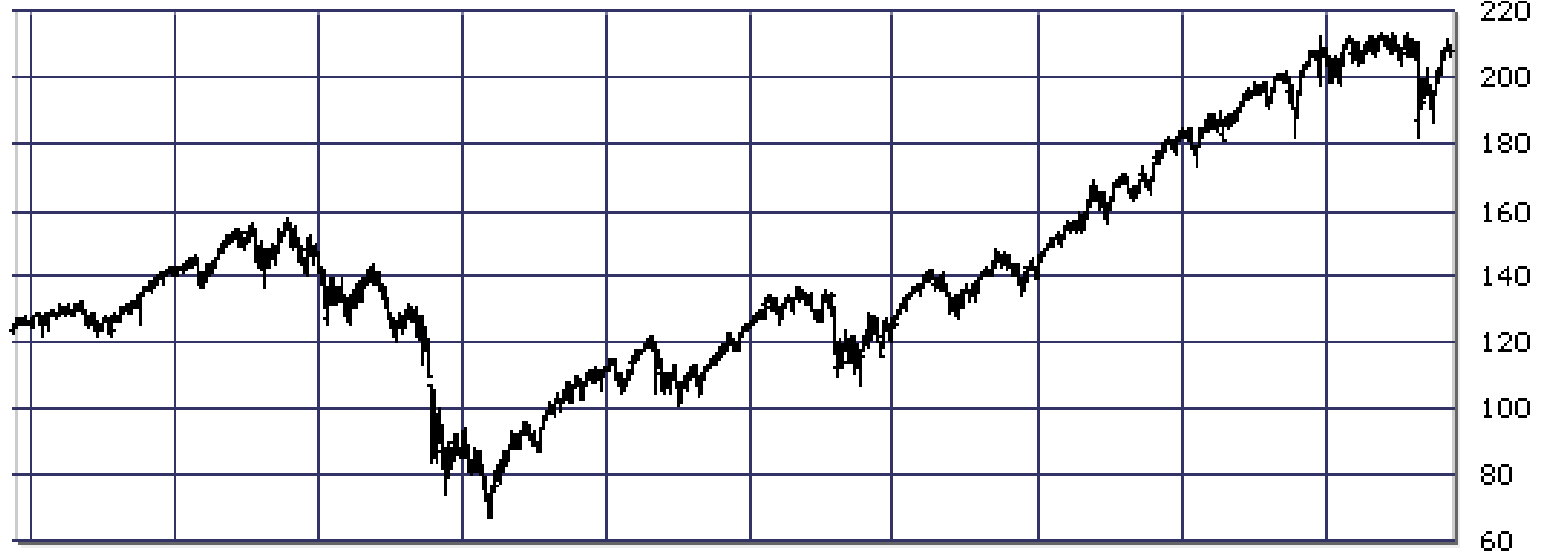
V/E'



# USA

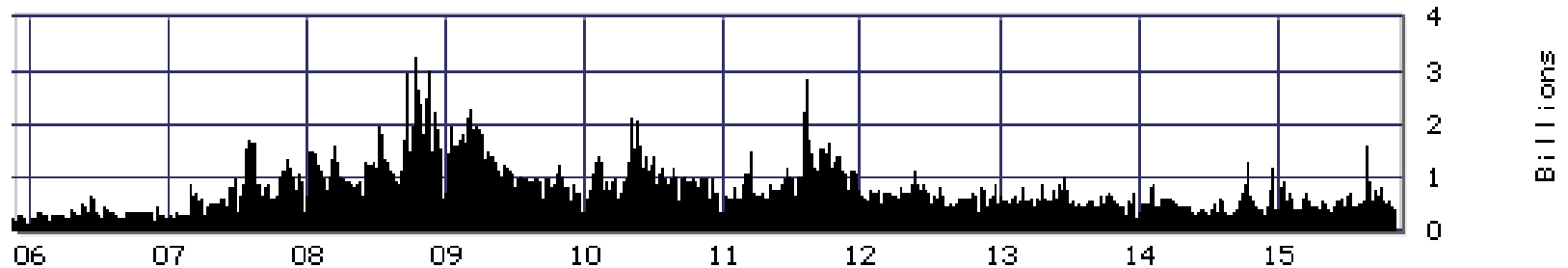
SPY Weekly

11/08/2015



Volume

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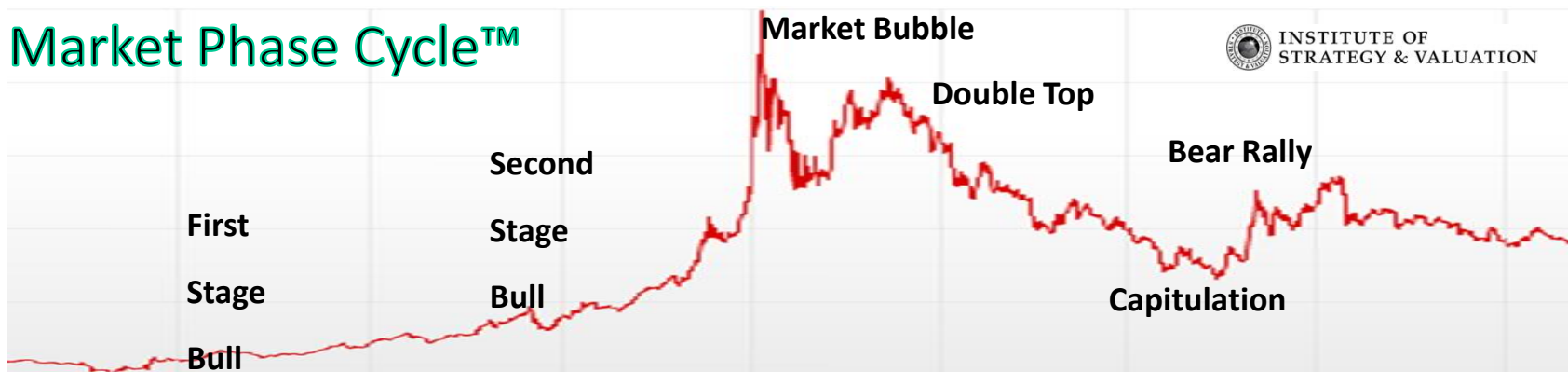


Billions

# Market Phase Cycle™



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BULL CYCLE —●— BEAR CYCLE —●—

CORPORATE PROFIT INCREASING —●— PROFIT COLLAPSING —●—

MULTIPLE EXPANSION —●— MULTIPLE COMPRESSION —●—

BEAR SENTIMENT —●— BULL SENTIMENT —●— BEAR SENTIMENT —●—

Disinterest Hope Mania Panic Despair

CREDIT EASING —●— CREDIT TIGHTENING —●— CREDIT EASING —●—

—●— Credit Demand Increasing —●— Credit Demand Falling —●—

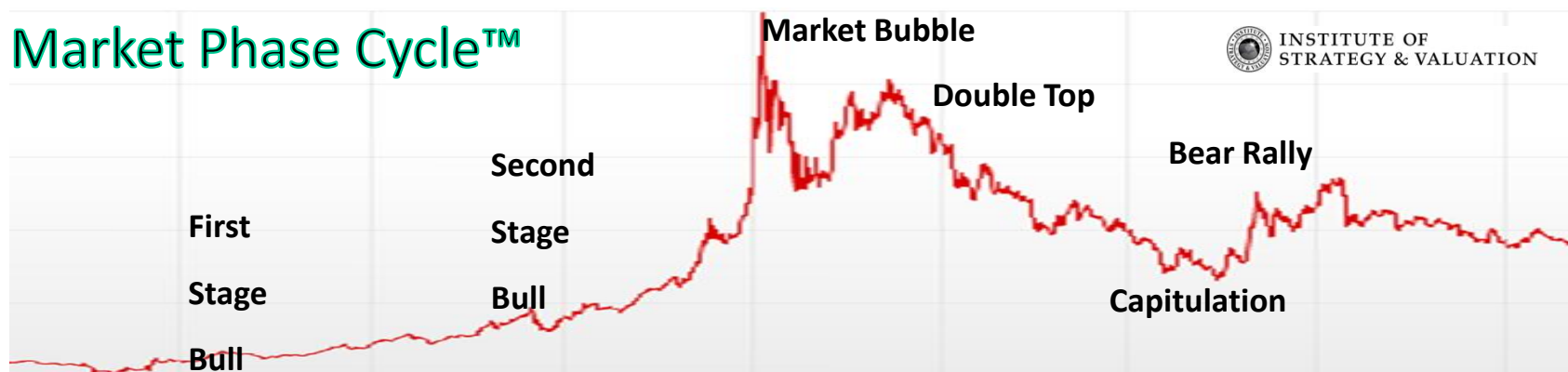
—●— Net New Investing —●— Divesting —●—

—●— LEADING AND LAGGING ECONOMIC INDICATORS —●—

# Market Phase Cycle™



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BULL CYCLE —————● BEAR CYCLE —————●

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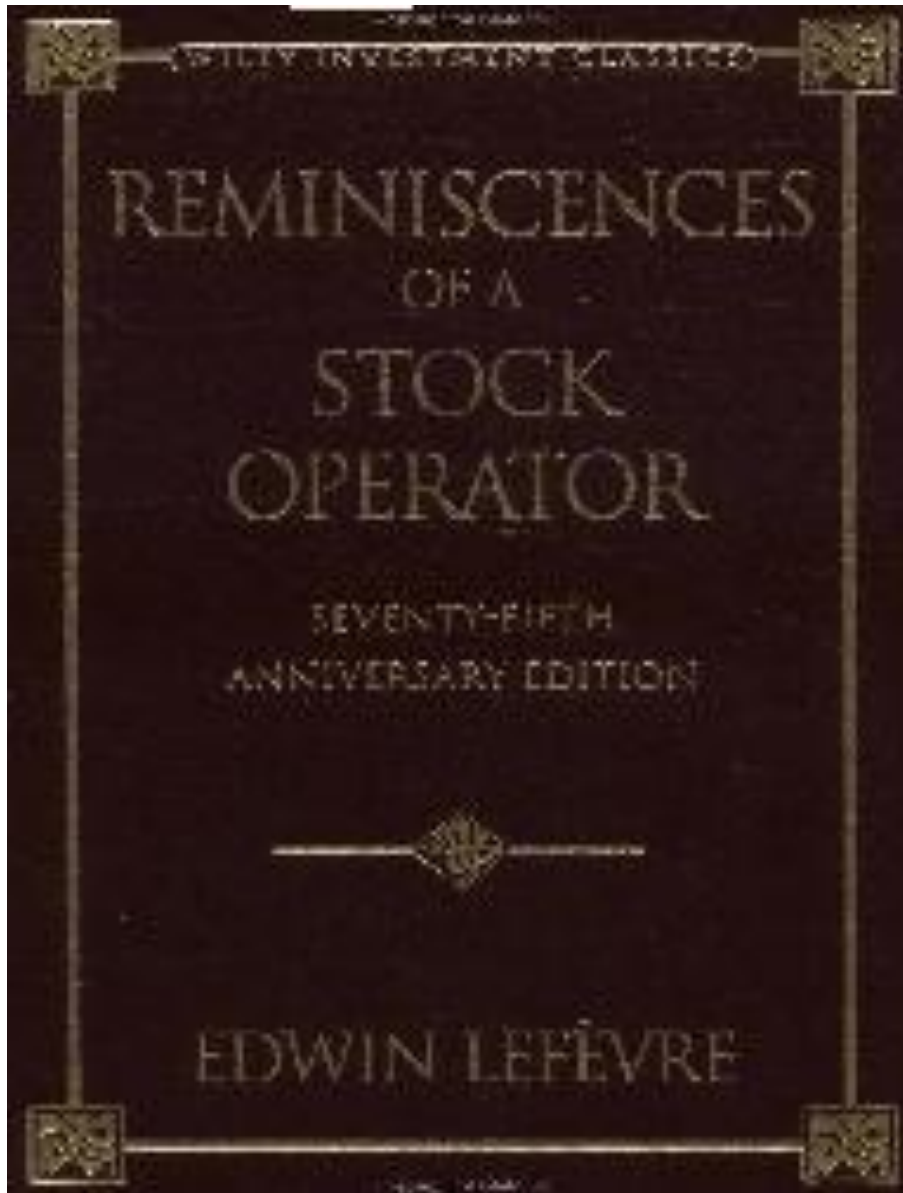
Disinterest Hope Mania Panic Despair

CREDIT EASING —————● CREDIT TIGHTENING —————● CREDIT EASING —————●

————● Credit Demand Increasing —————● Credit Demand Falling —————●

————● Net New Investing —————● Divesting —————●

————— LEADING AND LAGGING ECONOMIC INDICATORS —————



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- Jesse Livermore

Focused on credit

1907 → 1925 → 1929

What major equity market collapse has NOT been a credit crisis?

1907	“The Panic”
1929	The Great Depression
1940s	World War II
1970s	The Credit Crunch of 1970 (100yr high int, NYC)
1982	LatAm – Mexico, Brazil, Argentina
1980s	S&L Crisis
1989	Junk bond collapse
1998	Asia Financial Crisis
2000	“Dotcom” <i>financing bubble</i>
2008	The Great Recession

What major equity market collapse has NOT been a credit crisis?

1907      “The Panic”

1929      The Great Depression

1940s      World War II (later, a full-employment recession)

1970s      The Credit Crunch of 1970 (100yr high int, NYC)

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1998      Asia Financial Crisis

2000      “Dotcom” *financing bubble*

2008      The Great Recession



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# NYSSA: Cross-Capital Investing

Professor Joel Litman

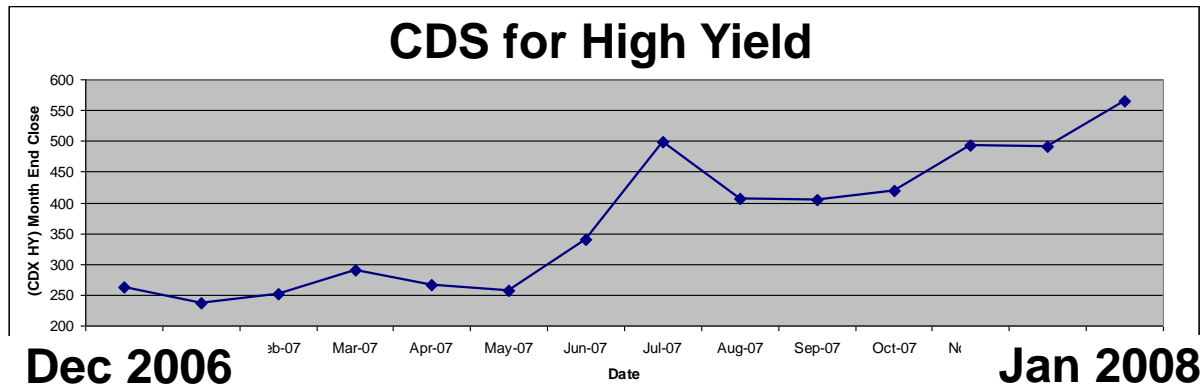
June 18, 2008

Market Commentary

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250bps

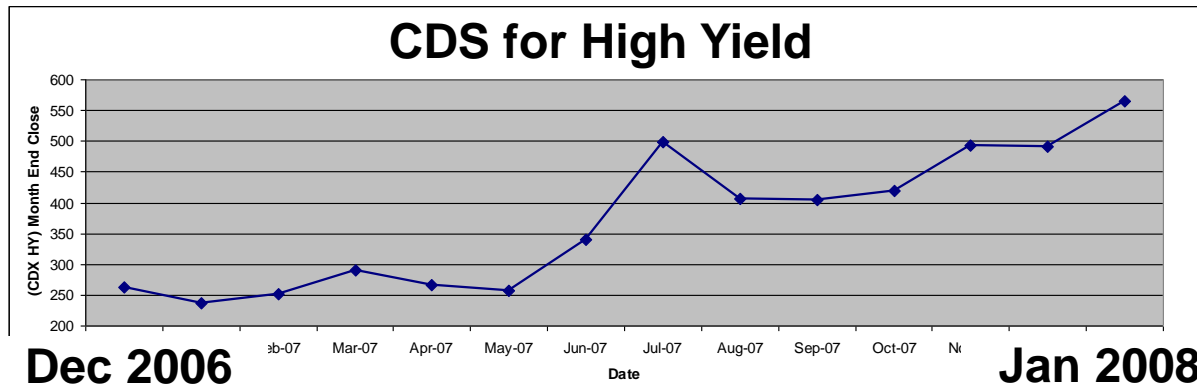


550bps

***June 18, 2008 Presentation***

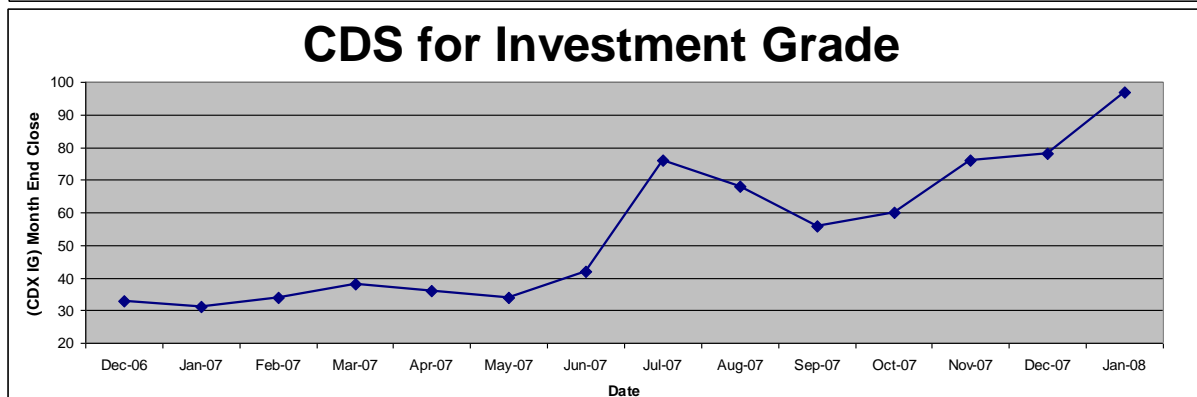
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250bps



550bps

30bps

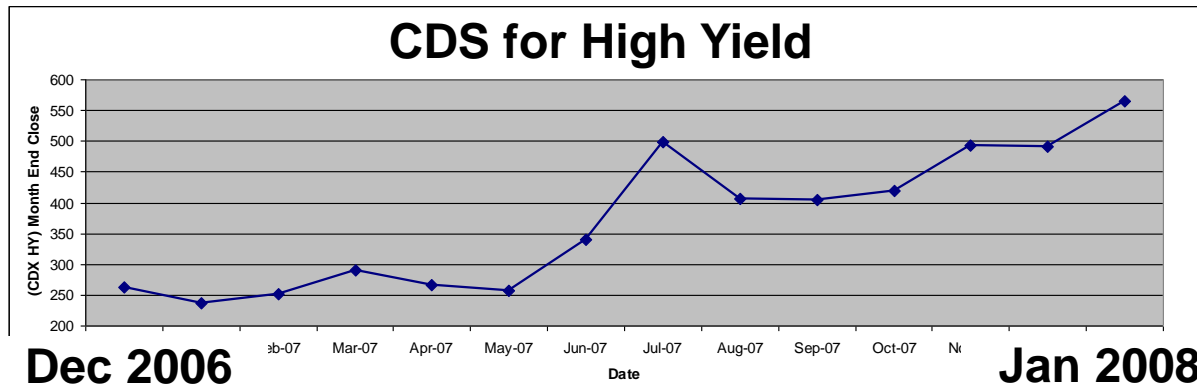


100bps

***June 18, 2008 Presentation***

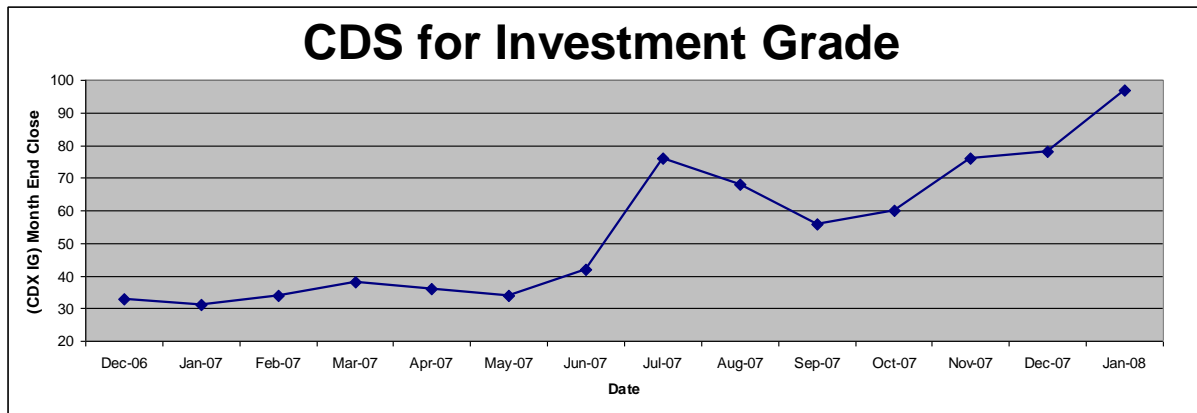
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250bps



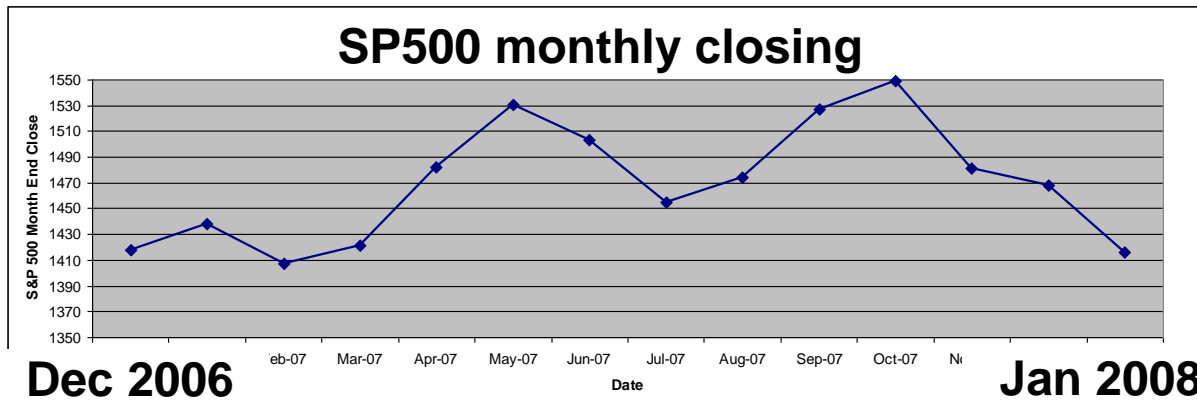
550bps

30bps



100bps

1410



1380

*June 18, 2008 Presentation*

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# CDS Index Movements

Index	Spread	Weekly Change
Markit iTraxx Europe Series 8 Version 1 5Y	109.09	14.09
Markit iTraxx Europe Crossover Series 8 Version 1 5Y	565.25	36.55
Markit iTraxx Europe HiVol Series 8 Version 1 5Y	160.24	16.97
Markit CDX.NA.IG.9-V1 5Y	145.75	16.07
Markit CDX.NA.HY.9-V1 5Y	732.43	17.12
Markit CDX.NA.IG.HVOL.9-V1 5Y	291.72	9.6
Markit CDX.NA.XO.9-V1 5Y	380.83	11.67
Markit CDX.EM.8-V1 5Y	250.32	-3.75
Markit iTraxx Japan Series Number 8 Version 1 5Y	84.14	7.14
Markit iTraxx Asia ex-Japan Series Number 8 Version 1 5Y	259.31	24.28

*Markit data as of 2008 02 18*

***June 18, 2008 Presentation***

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Markit CDX.NA.IG.HVOL.9-V1 5Y	291.72	9.6
Markit CDX.NA.XO.9-V1 5Y	380.83	11.67
Markit CDX.EM.8-V1 5Y	250.32	-3.75
Markit iTraxx Japan Series Number 8 Version 1 5Y	84.14	7.14
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Markit data as of 2008 02 18

**June 18, 2008 Presentation**

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# CDS Index Movements

Index	Spread	Weekly Change
Markit iTraxx Europe Series 8 Version 1 5Y	109.09	14.09
Markit iTraxx Europe Crossover Series 8 Version 1 5Y	565.25	36.55
Markit iTraxx Europe HiVol Series 8 Version 1 5Y	160.24	16.97
Markit CDX.NA.IG.9-V1 5Y	145.75	16.07
Markit CDX.NA.HY.9-V1 5Y	732.43	17.12
Markit CDX.NA.IG.HVOL.9-V1 5Y	291.72	9.6
Markit CDX.NA.XO.9-V1 5Y	380.83	11.67
Markit CDX.EM.8-V1 5Y	250.32	-3.75
Markit iTraxx Japan Series Number 8 Version 1 5Y	84.14	7.14
Markit iTraxx Asia ex-Japan Series Number 8 Version 1 5Y	259.31	24.28

Markit data as of 2008 02 18

**June 18, 2008 Presentation**

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# VALENS RESEARCH



**NYSSA 25<sup>th</sup> Annual High Yield Bond Conference**

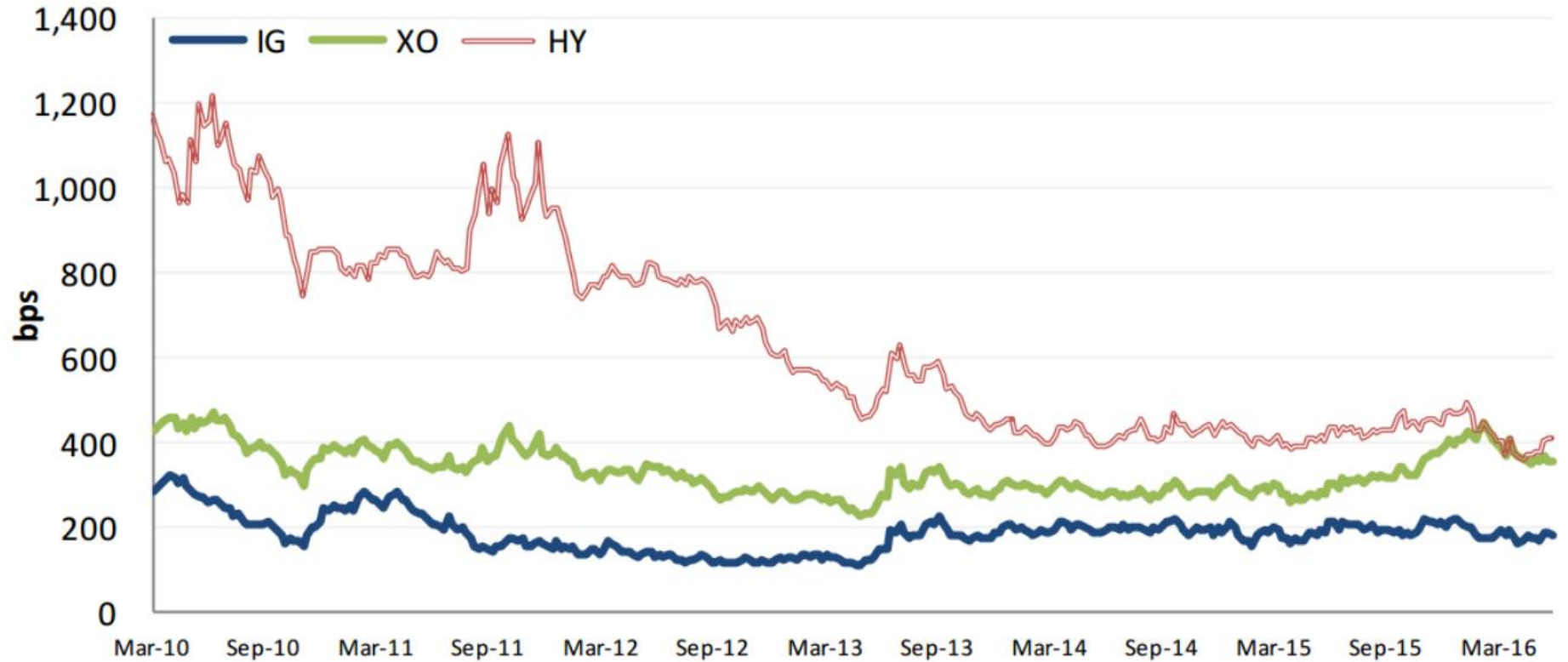
**Fundamental Forensics in Corporate Bond Analysis**

**Professor Joel Litman**

**Valens Securities  
425 5<sup>th</sup> Avenue, New York, New York 10016  
[joel.litman@valens-securities.com](mailto:joel.litman@valens-securities.com)**

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## Valens Custom Aggregate CDS Index with RFR

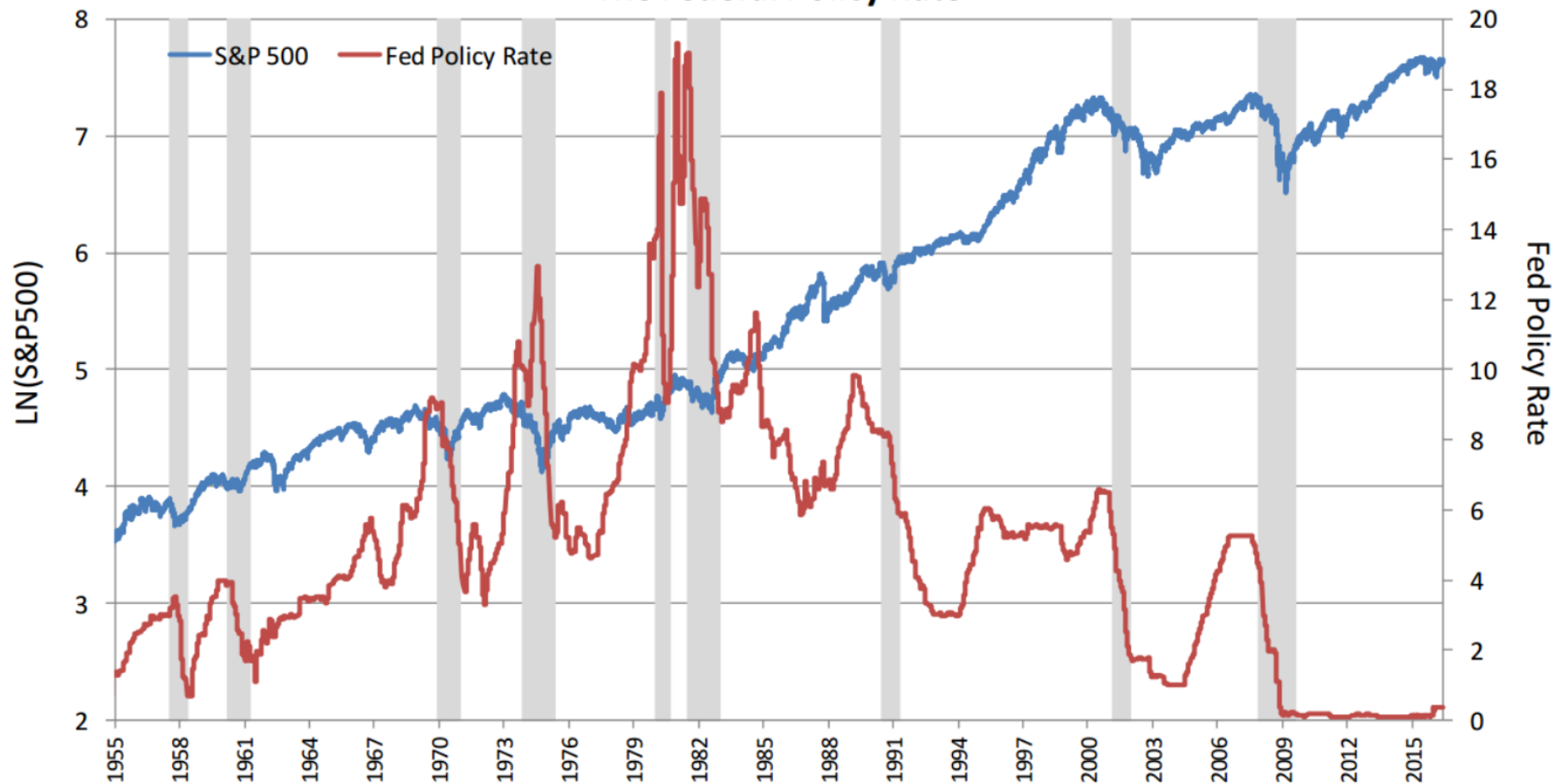


Source: Valens Securities Analysis

Data Coverage: Weekly from Mar-2010 to Jun-2016



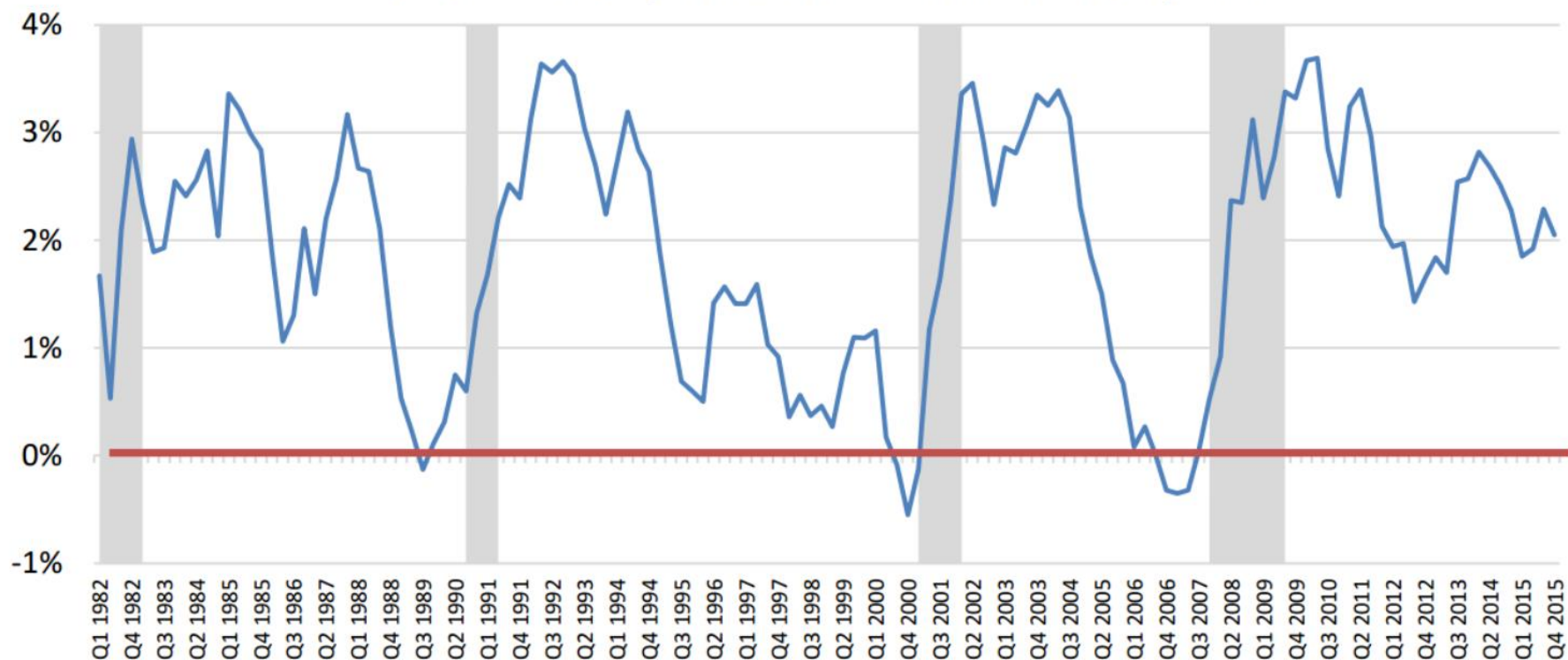
# The Federal Policy Rate



Source: Capital IQ, The Federal Reserve System

Data Coverage: Quarterly from Jul-1954 to Jun-2016

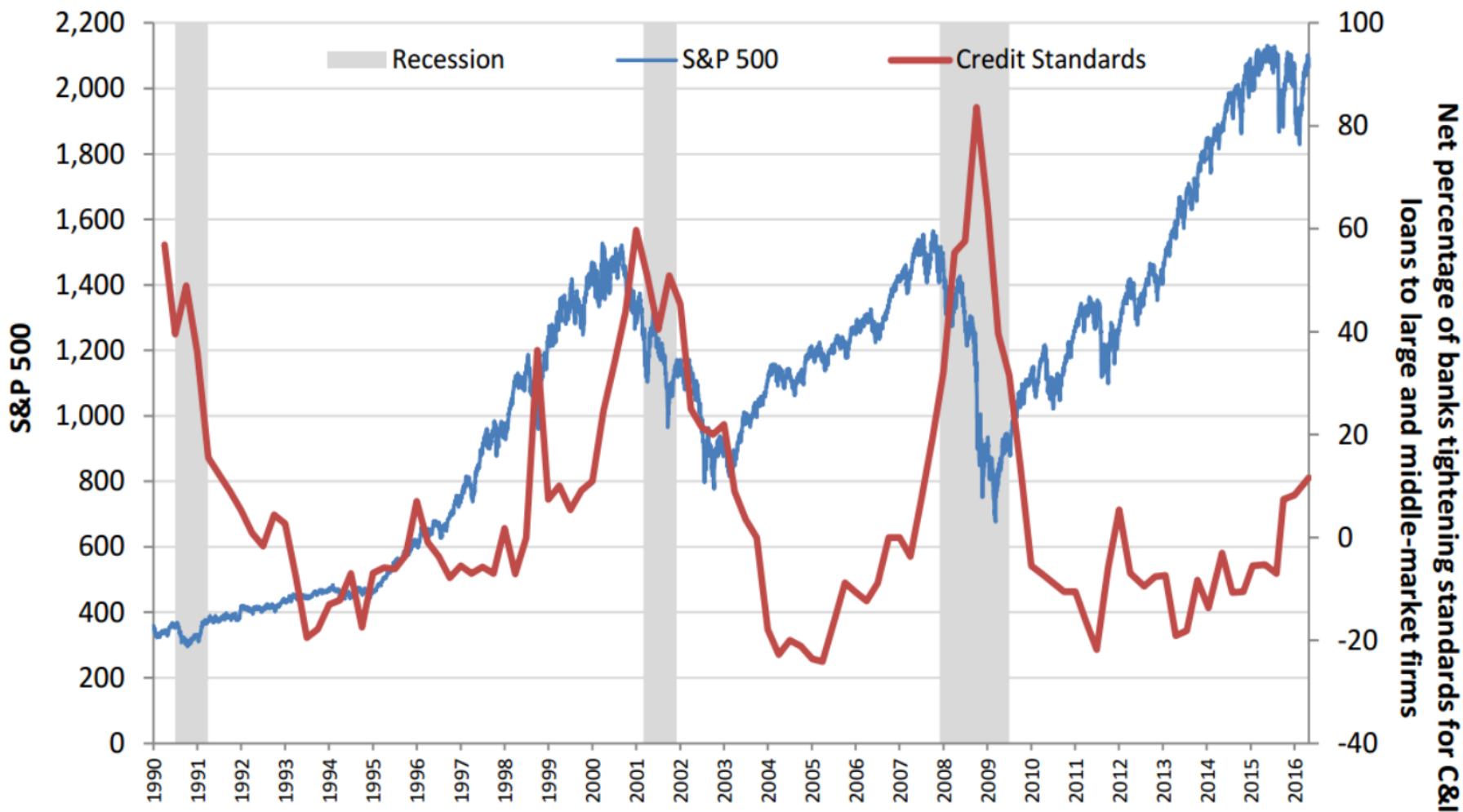
## 10-Year Treasury Yield Less 3-Month Treasury Yield



Source: The Federal Reserve System

Data Coverage: Quarterly from Jan-1982 to Dec-2015

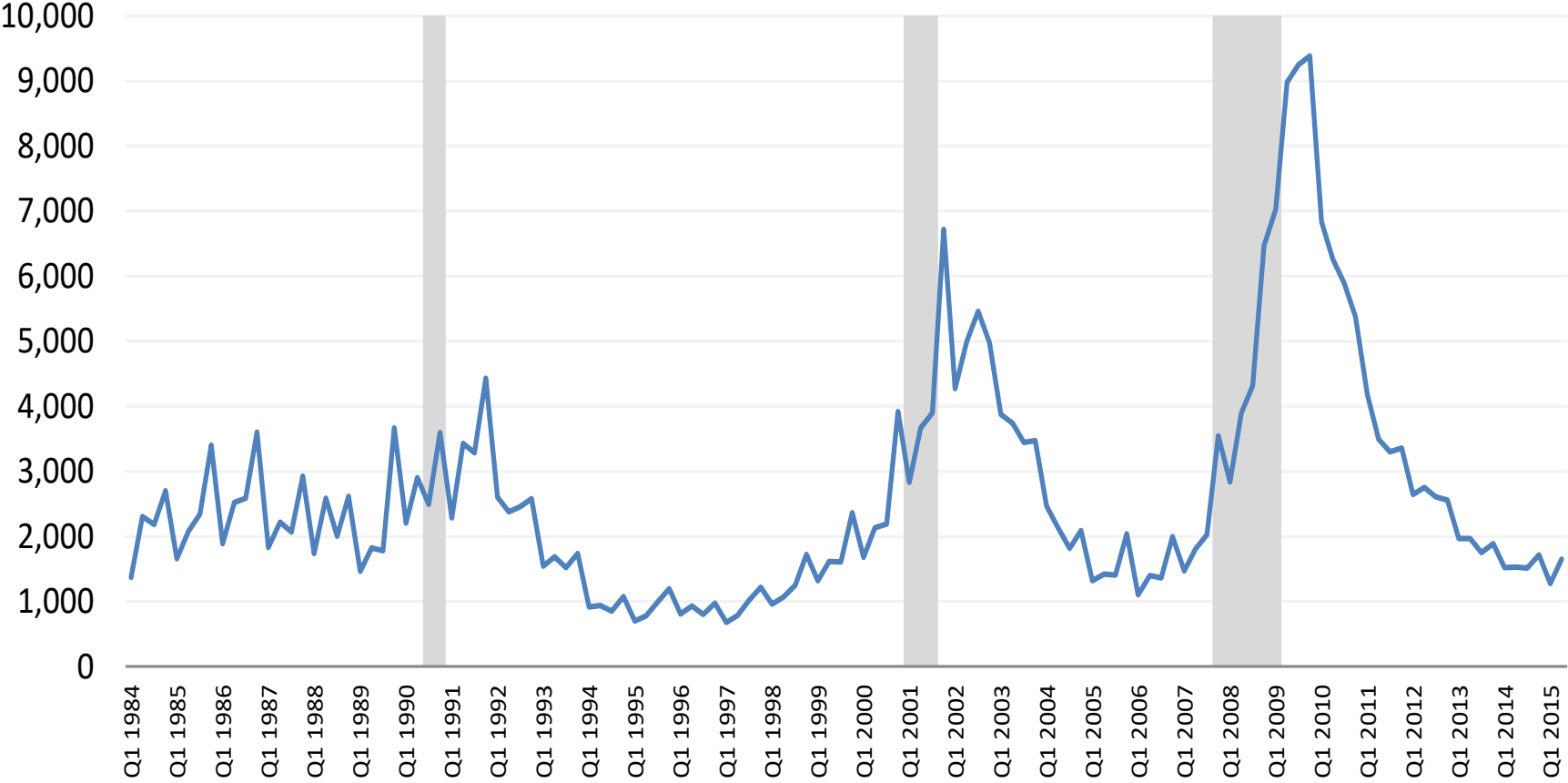
## Credit Standards and the S&P 500 Jan-1990 to Mar-2016



Source: Senior Loan Officer Opinion Survey, U.S. Federal Reserve Board

Data Coverage: Quarterly from Jan-1990 to Mar-2016

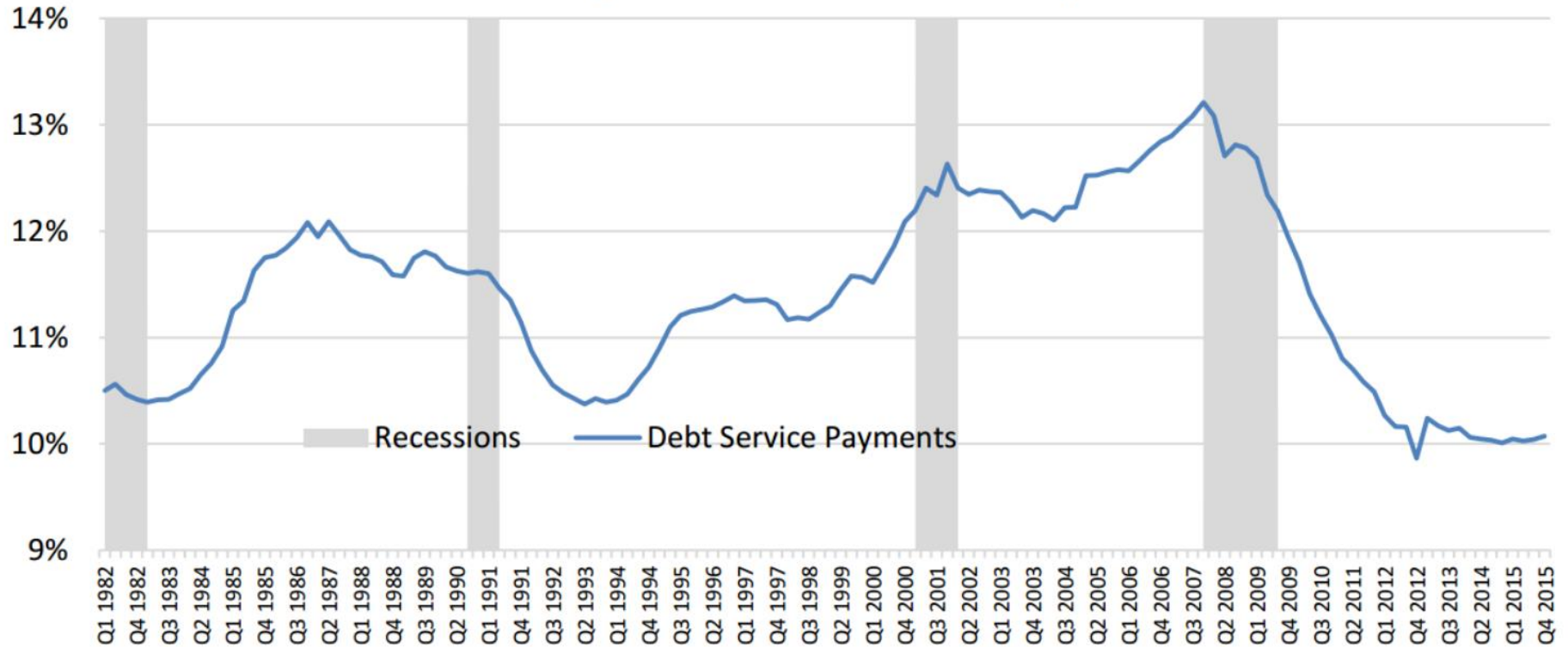
# C&I Loan Charge-Offs and Recessions



Source: Federal Deposit Insurance Corporation, Valens Securities Analysis

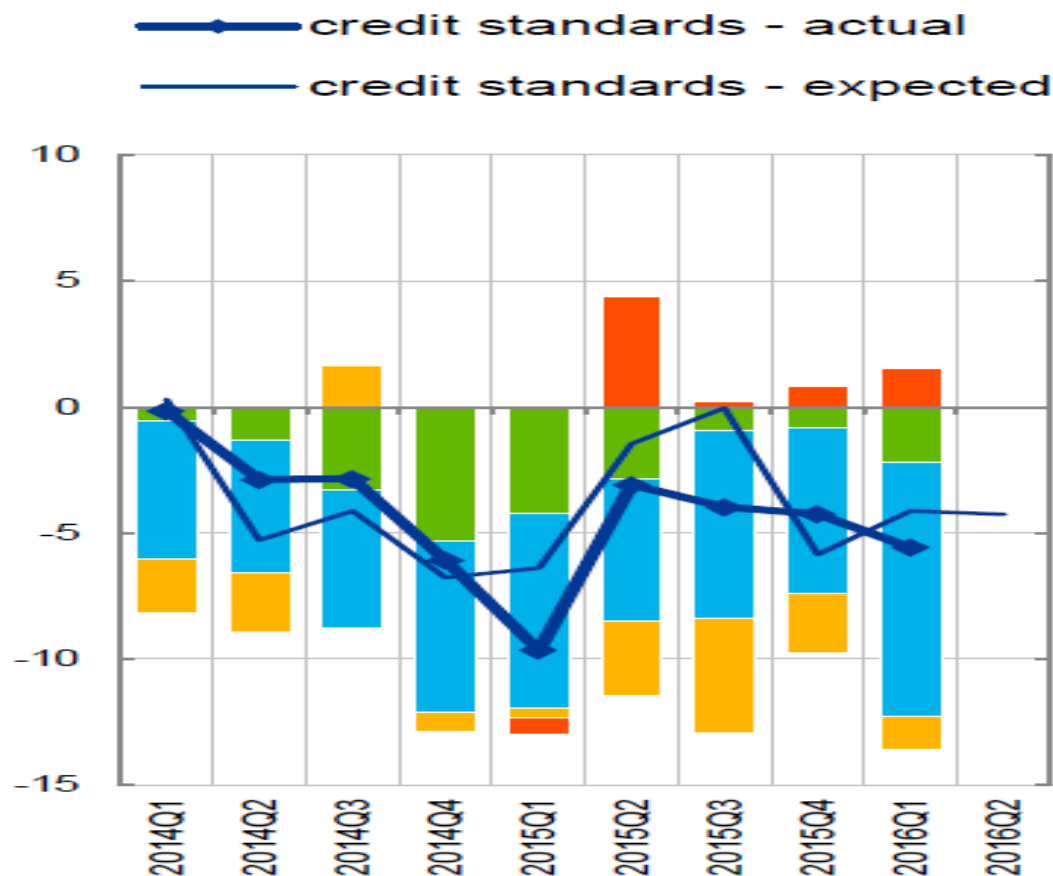
Data Coverage: Quarterly from Q1 1984 to Q2 2015

## Household Debt Service Payments as a Percent of Disposable Personal Income



## ECB Senior Lending Survey

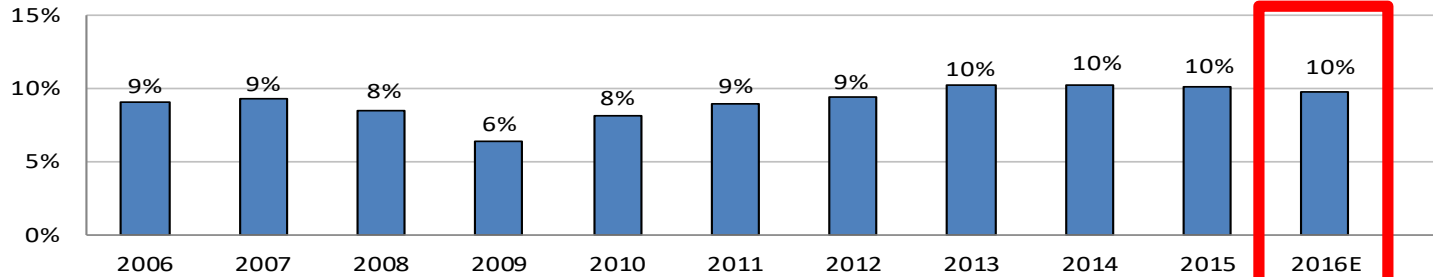
In the first quarter of 2016, banks reported a further net easing in credit standards, thereby continuing to support the recovery of loan growth.



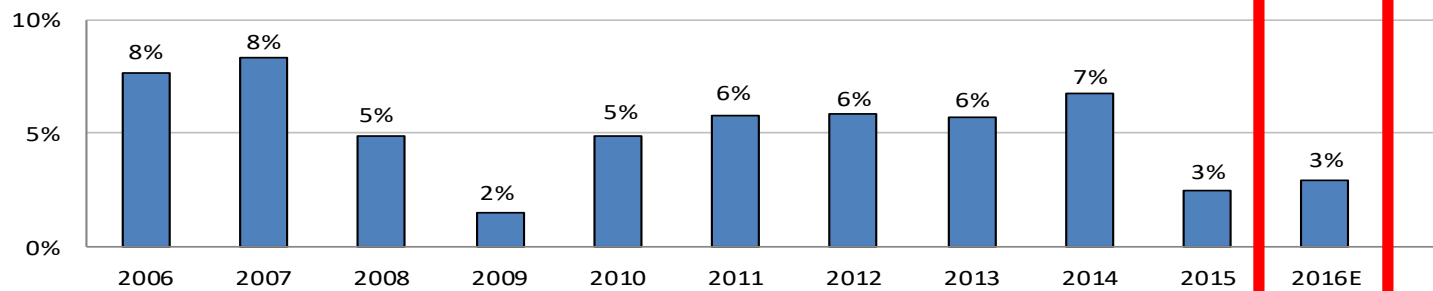
# Performance and Valuation Prime™ Analysis

## 4,683 U.S. companies (non-financial)

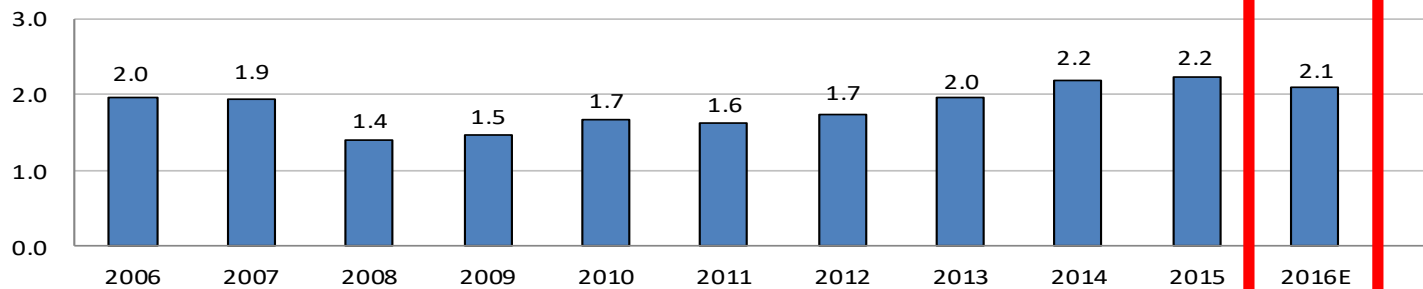
ROA'



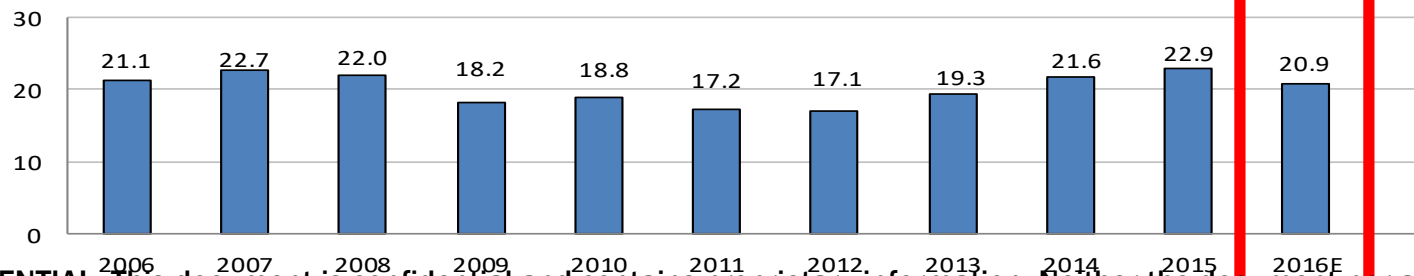
Asset'  
Growth



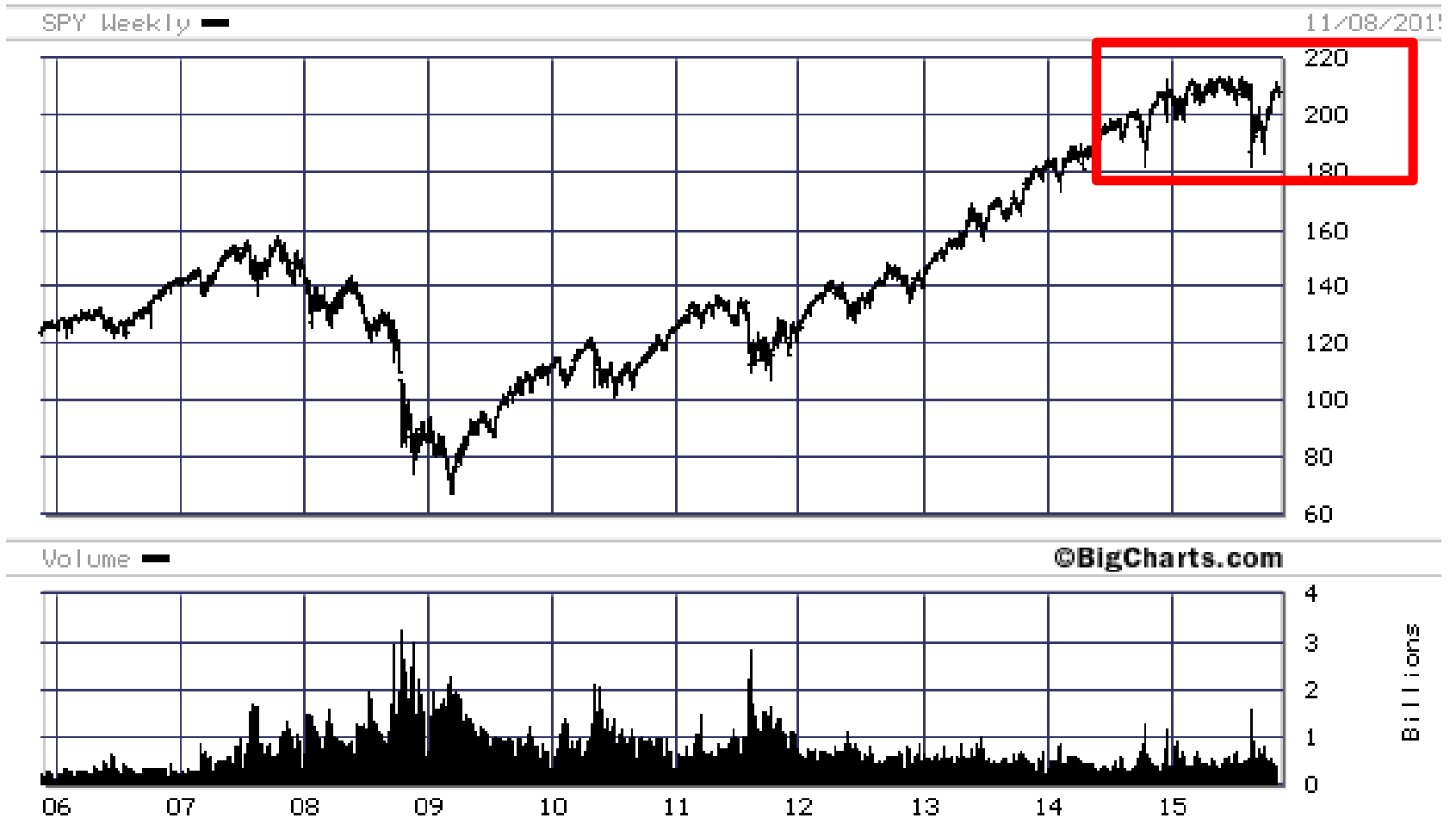
V/A'



V/E'

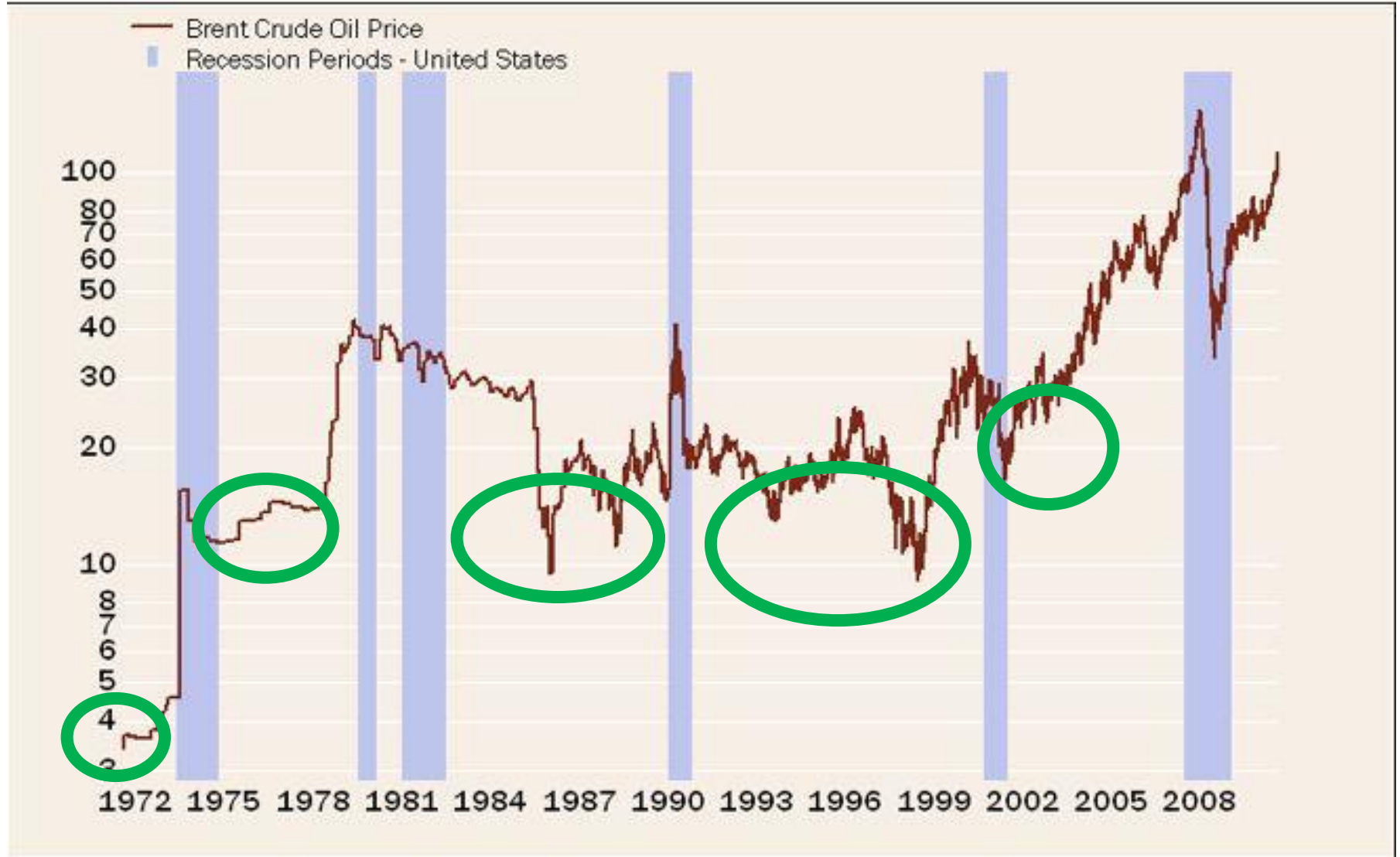


# USA

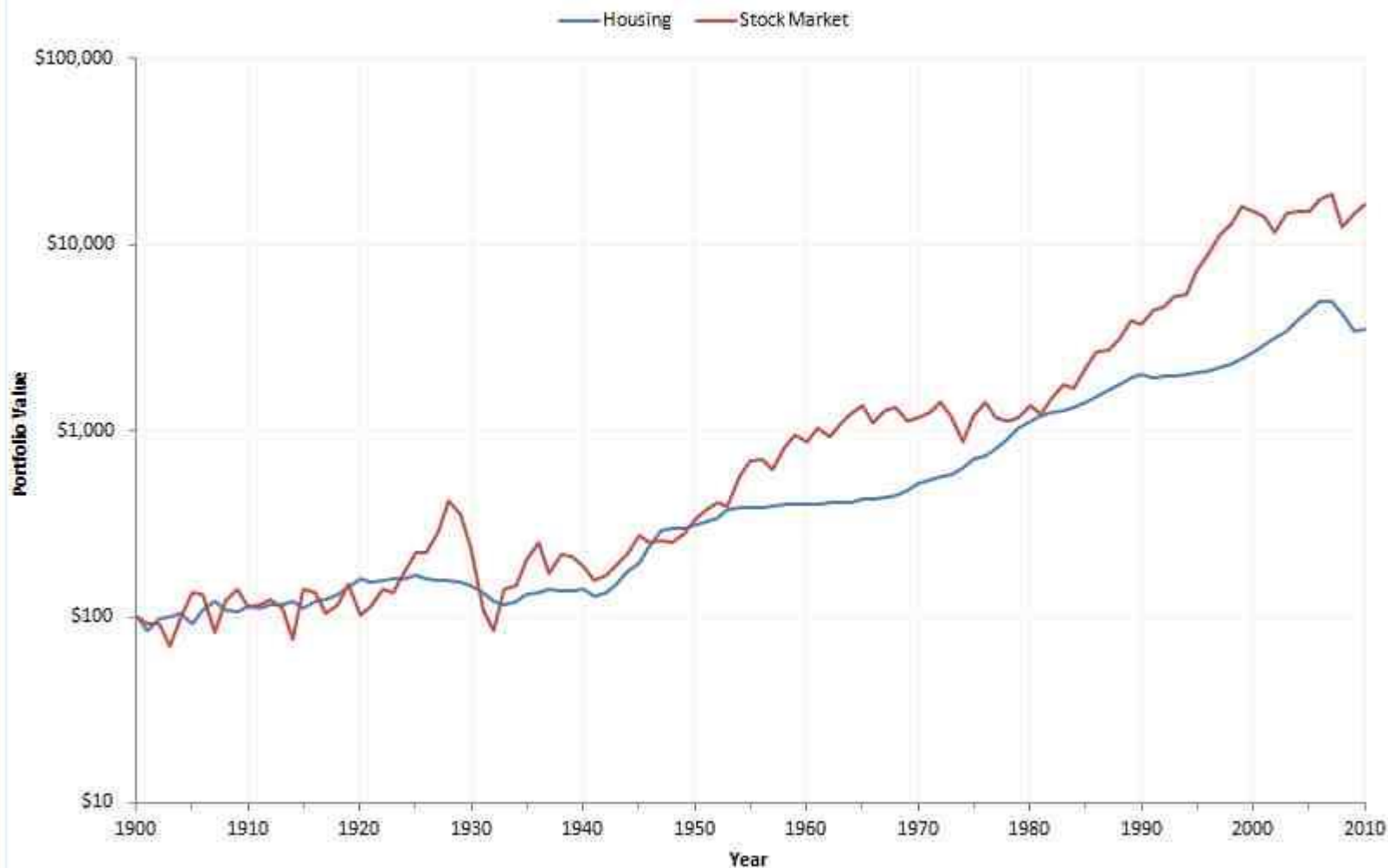




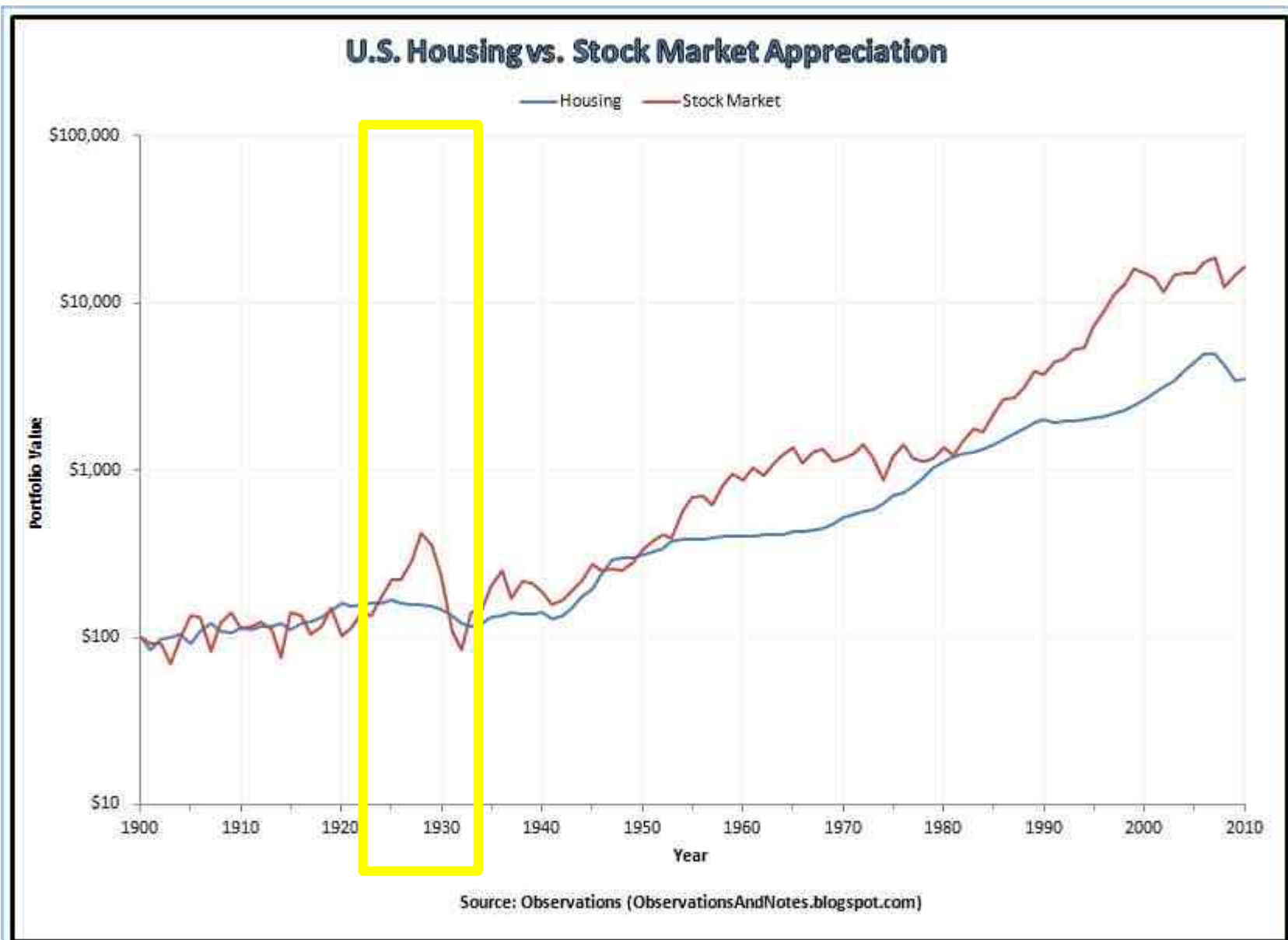




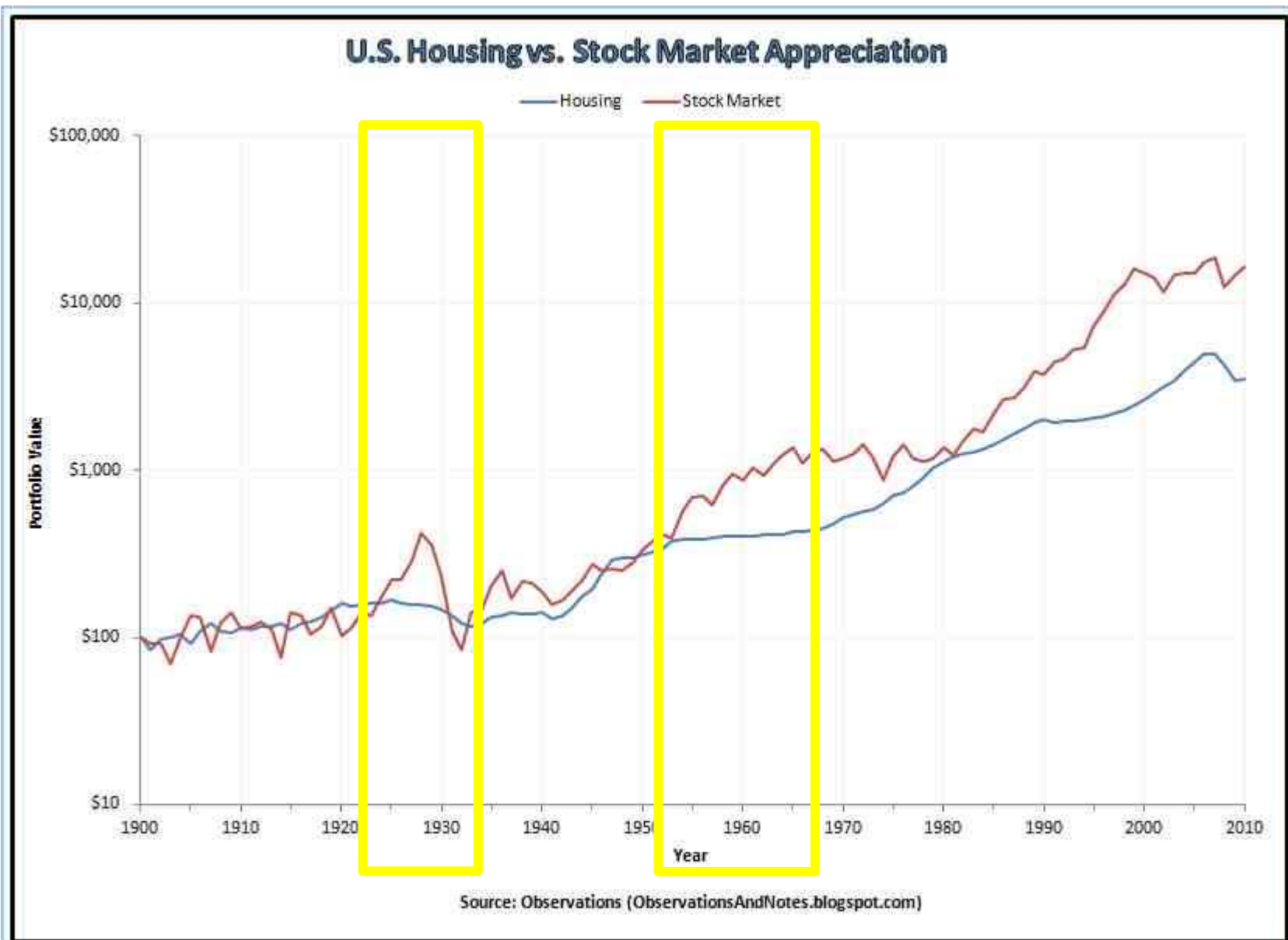
## U.S. Housing vs. Stock Market Appreciation



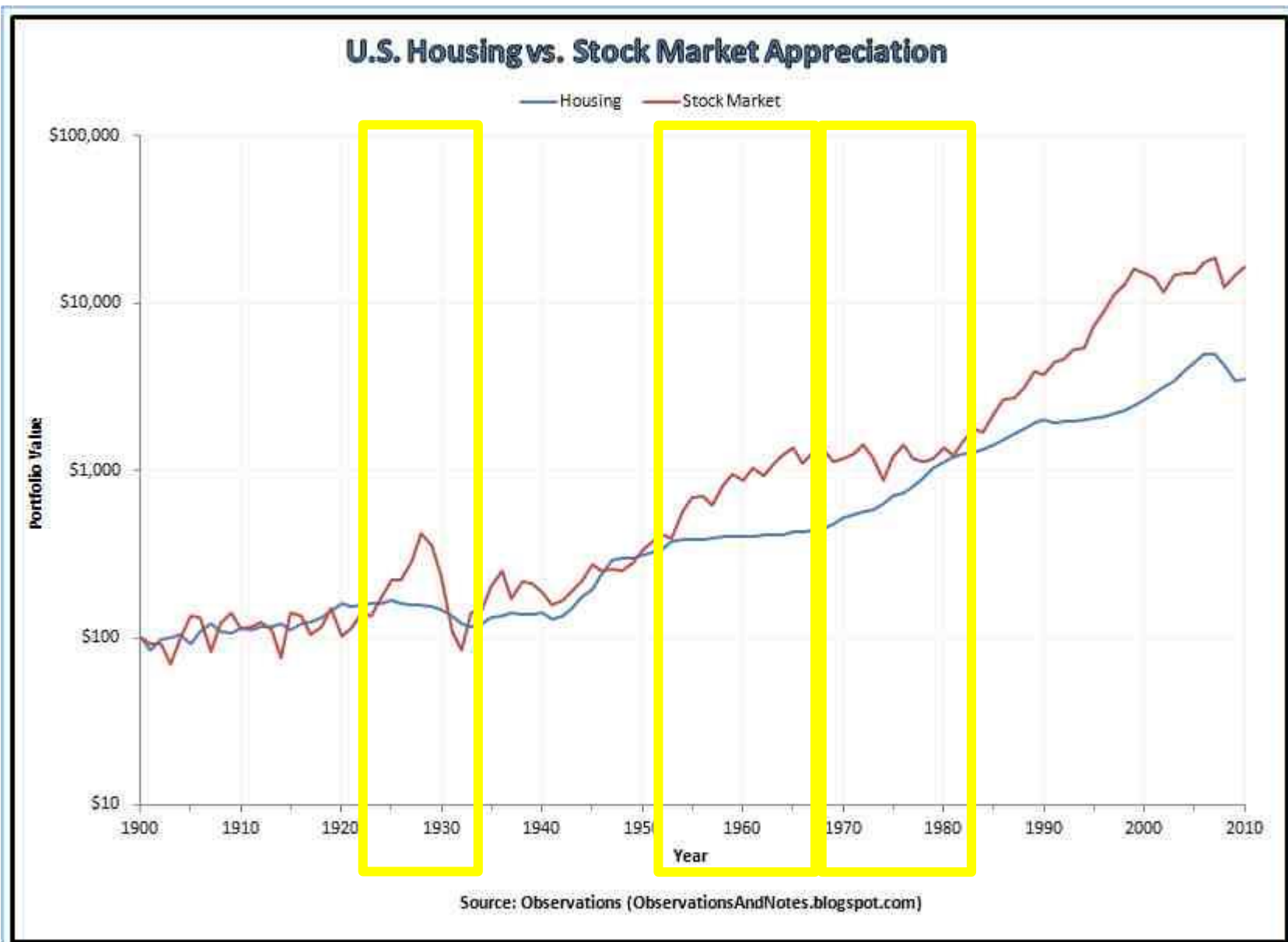
Source: Observations ([ObservationsAndNotes.blogspot.com](http://ObservationsAndNotes.blogspot.com))



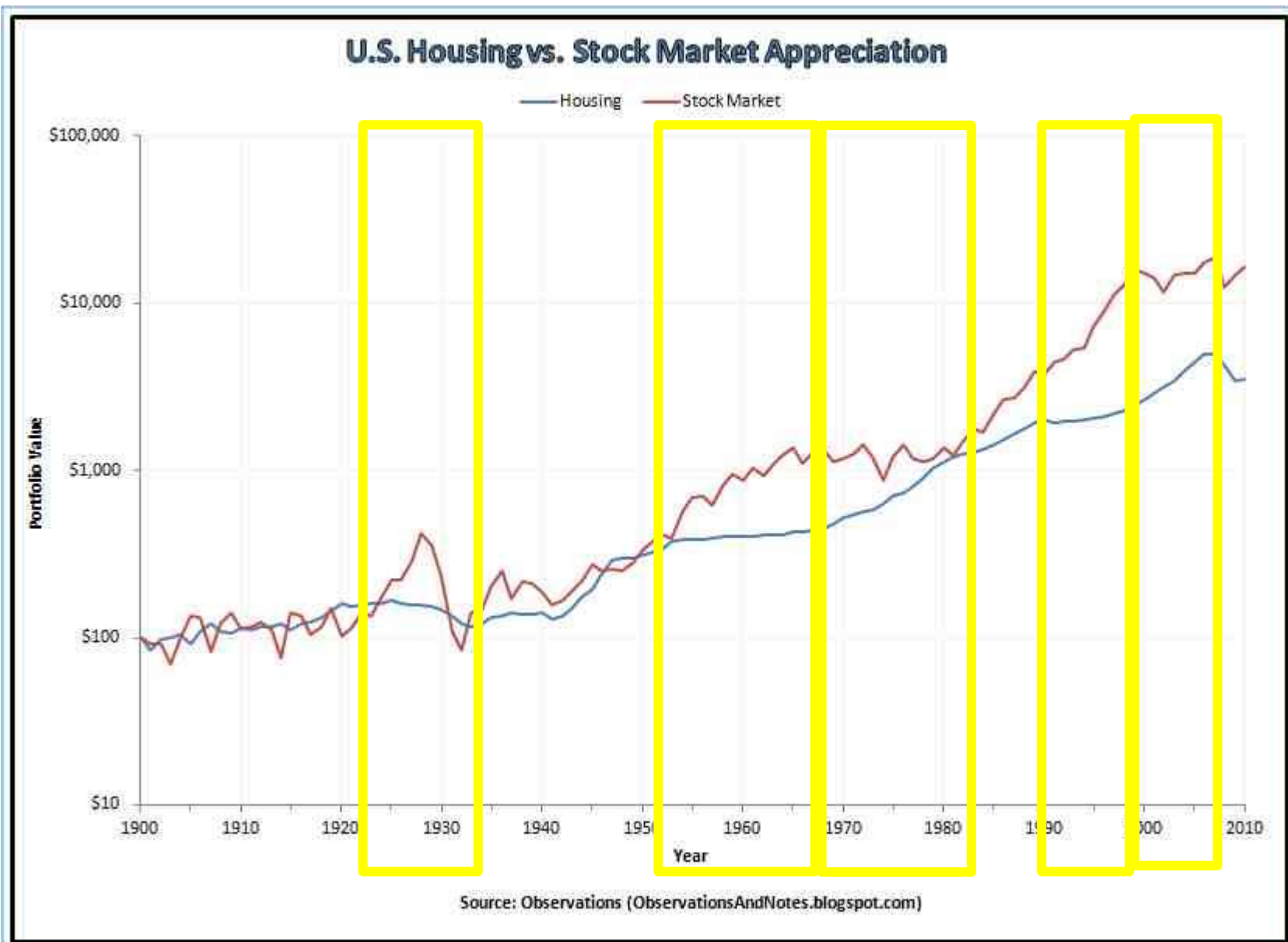
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# VALENS RESEARCH



## APEC 2015: Asia Pacific Economic Cooperation Forum

### The Market Phase Cycle for the USA, China, and Philippines

Professor Joel Litman

November 18, 2015

Valens Securities, Inc. and The Institute of Strategy & Valuation

425 5<sup>th</sup> Avenue, New York, New York 10016 | PSE Centre, 2404-B, Pasig City, Philippines

[joel.litman@valens-securities.com](mailto:joel.litman@valens-securities.com)

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“The four most  
expensive words  
in the English language are  
*‘this time it’s different.’*”  
Sir John Templeton

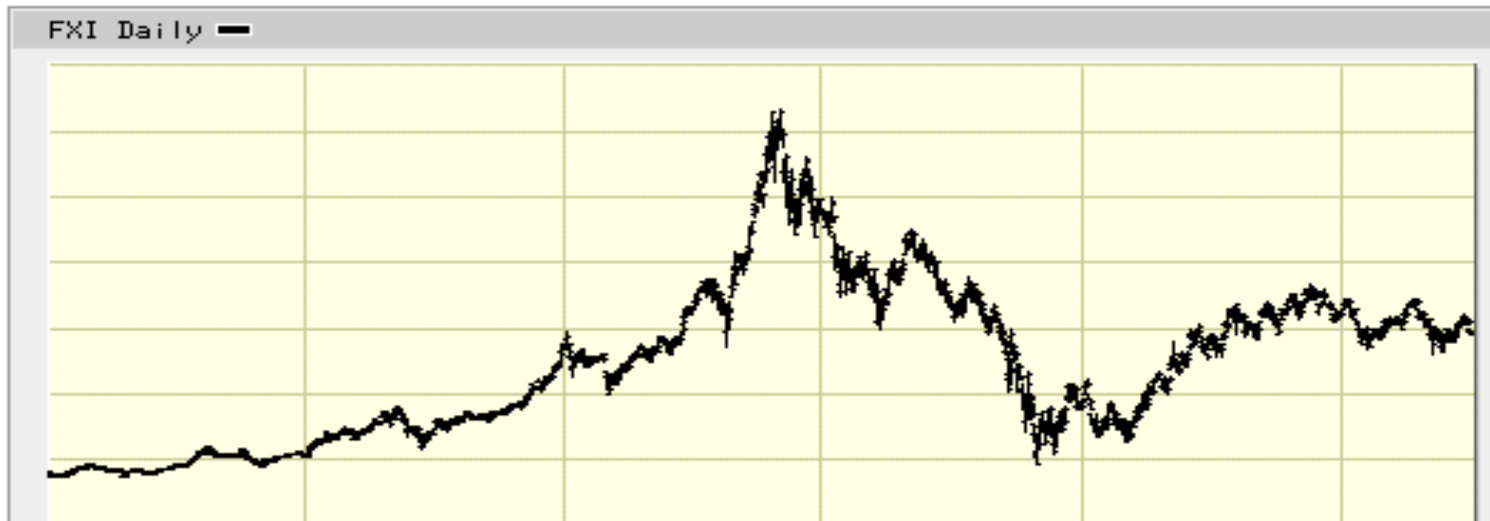
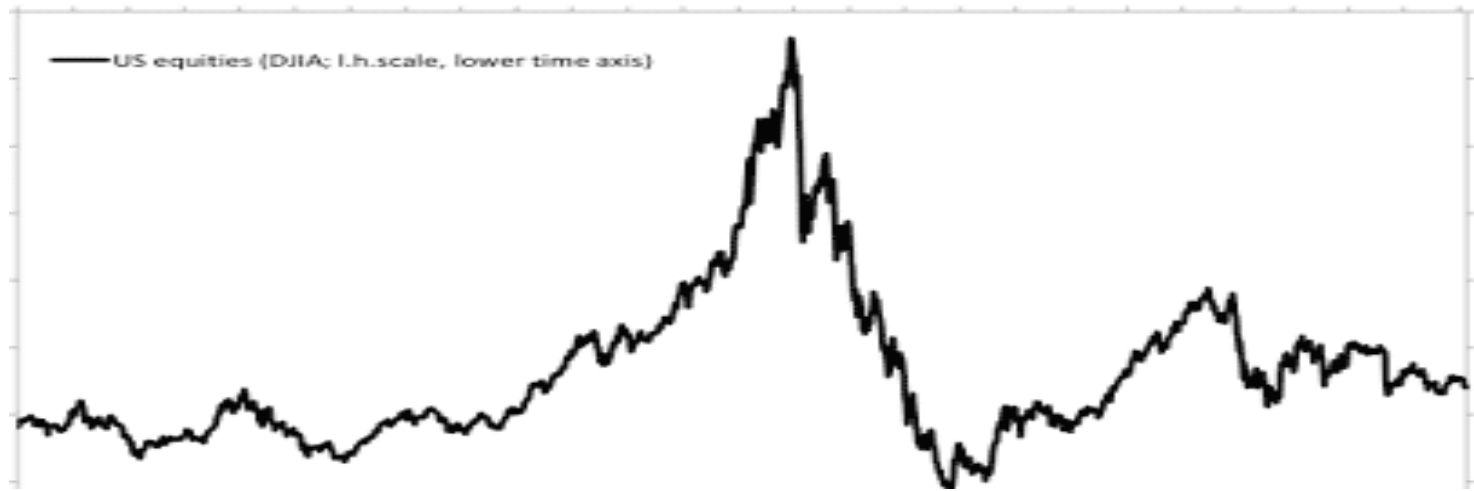
*As quoted in The Four Pillars of Investing:  
Lessons for Building a Winning Portfolio (2002)  
by William Bernstein.*

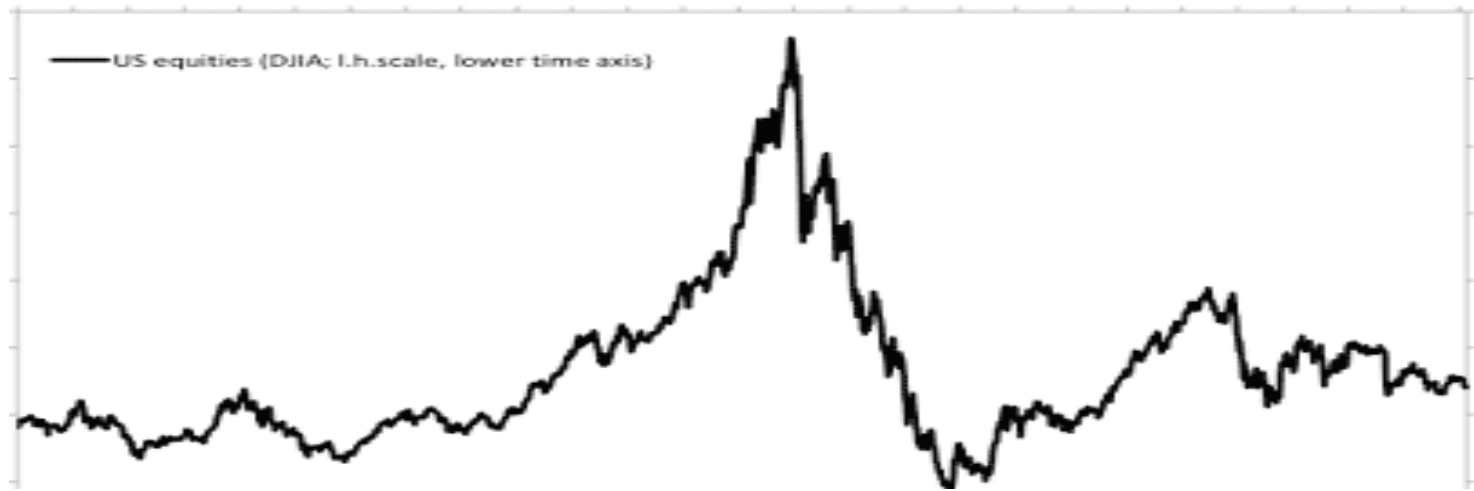
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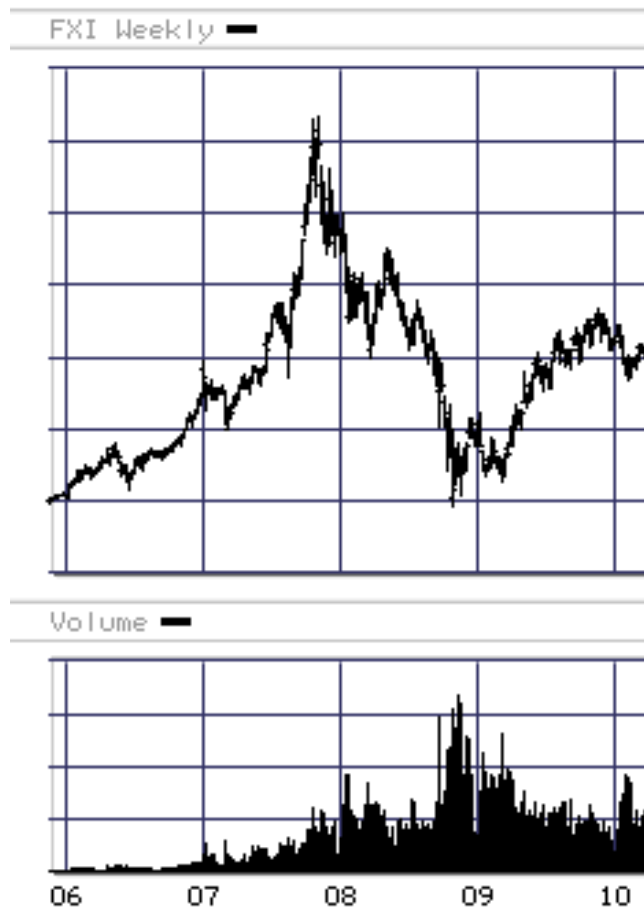
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China in the 2000s

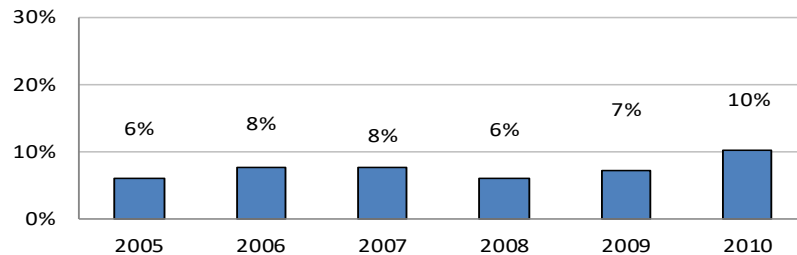
# China



## Performance and Valuation Prime™ Analysis 858 China Companies (non-financial)



ROA'

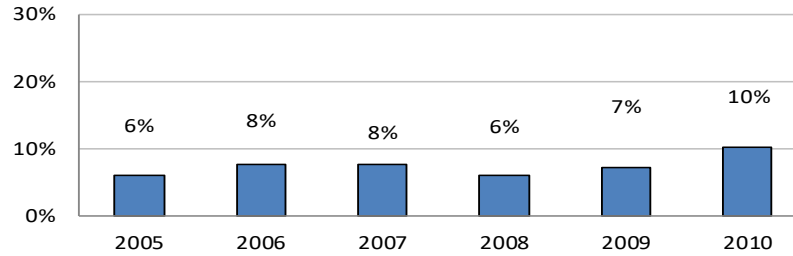


Source: Capital IQ, Valens Securities Analysis

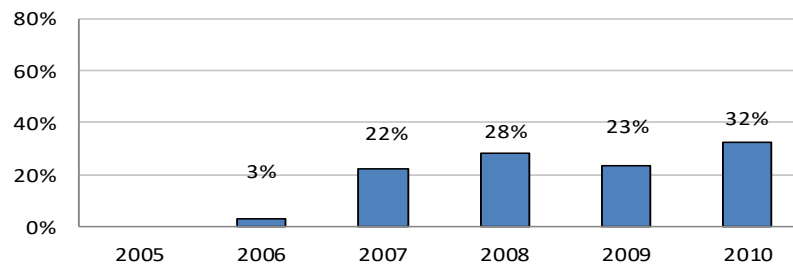
## Performance and Valuation Prime™ Analysis 858 China Companies (non-financial)



ROA'



Asset'  
Growth



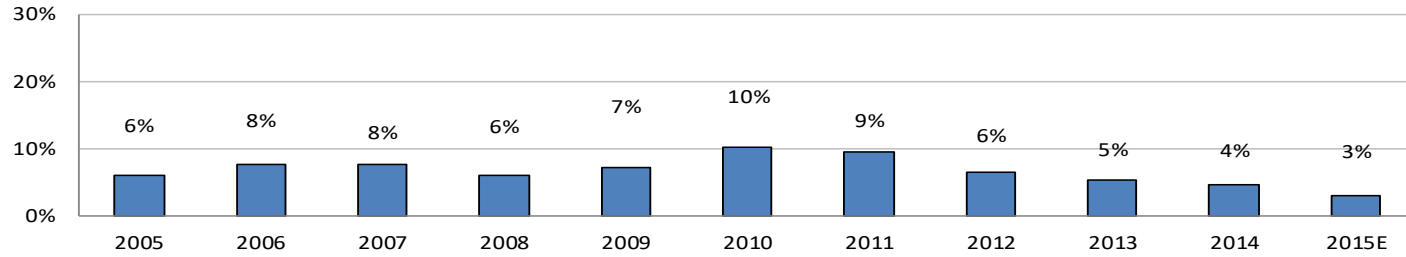
Source: Capital IQ, Valens Securities Analysis



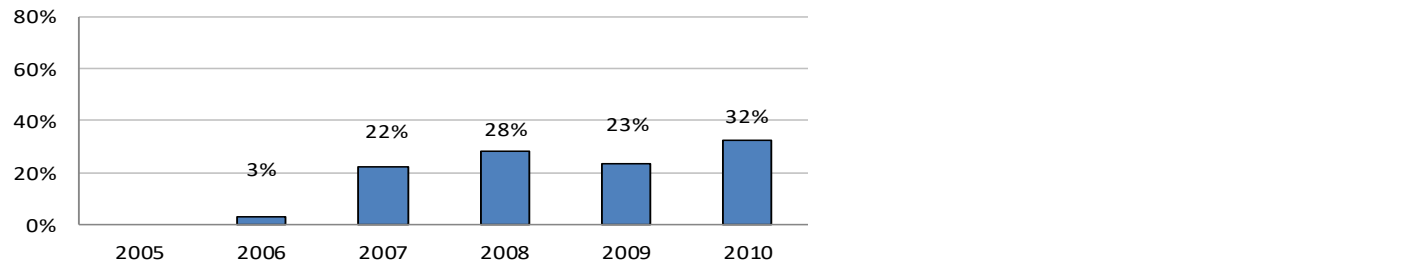
## Performance and Valuation Prime™ Analysis 858 China Companies (non-financial)



ROA'



Asset'  
Growth



Source: Capital IQ, Valens Securities Analysis

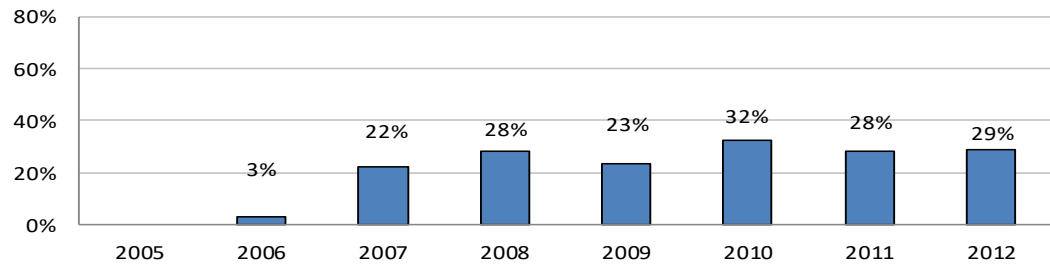
## Performance and Valuation Prime™ Analysis 858 China Companies (non-financial)



ROA'



Asset'  
Growth

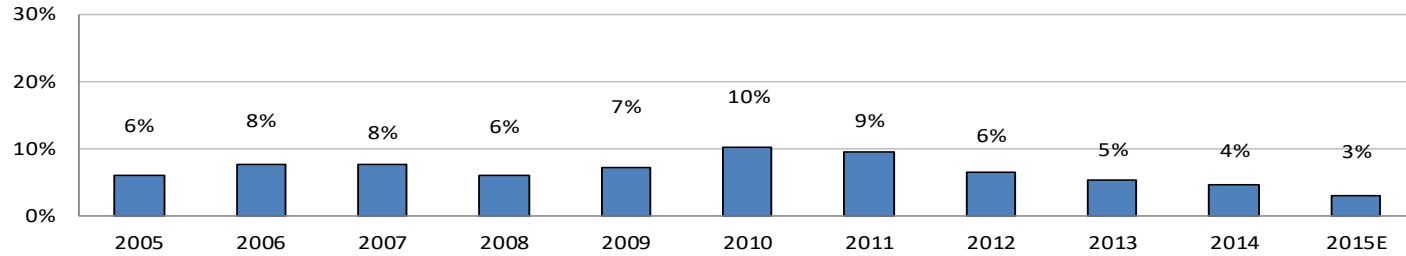


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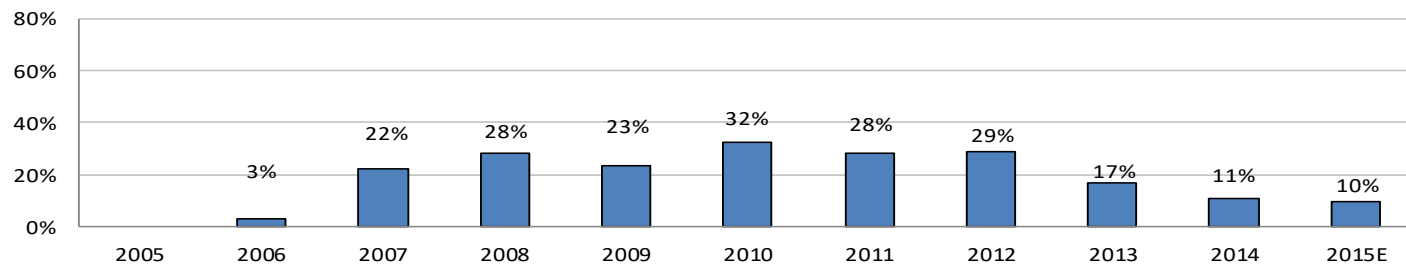
## Performance and Valuation Prime™ Analysis 858 China Companies (non-financial)

VALENS  
SECURITIES

ROA'



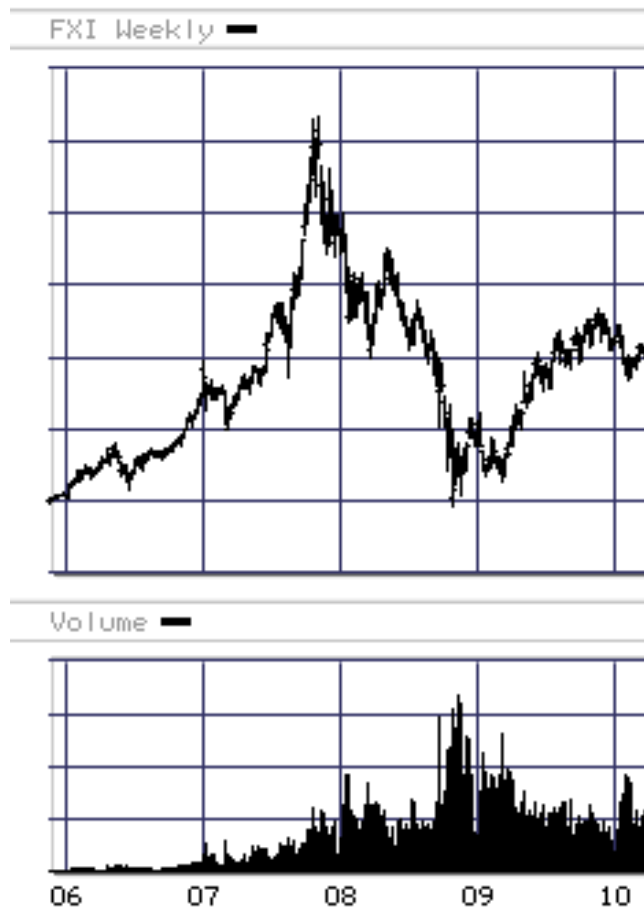
Asset'  
Growth



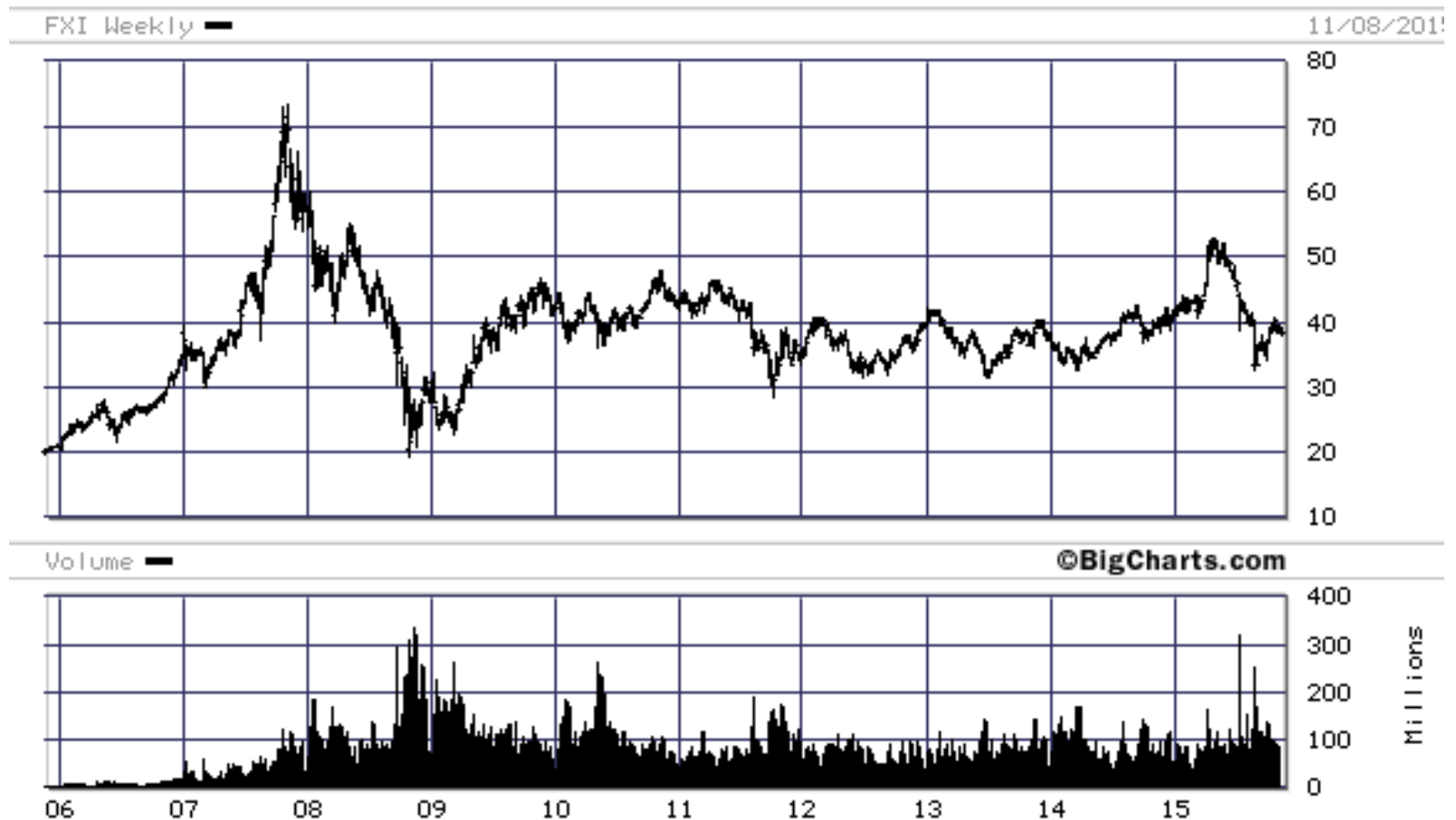
Source: Capital IQ, Valens Securities Analysis

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# China



# China

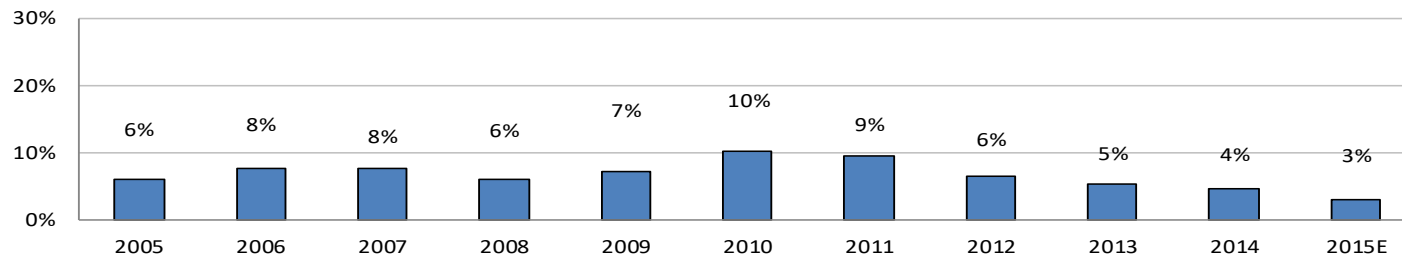


# Performance and Valuation Prime™ Analysis

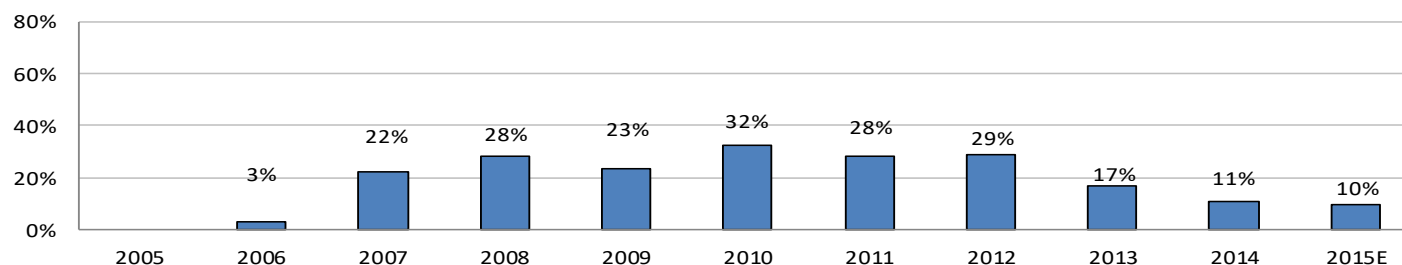
## 858 China Companies (non-financial)



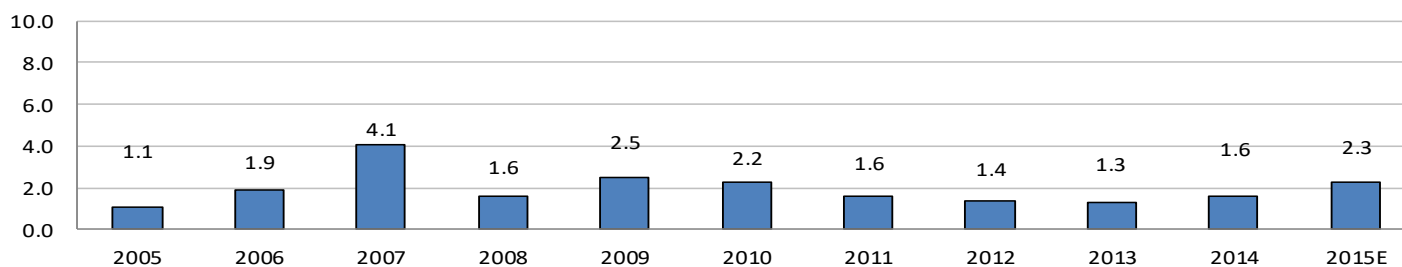
ROA'



Asset'  
Growth



V/A'



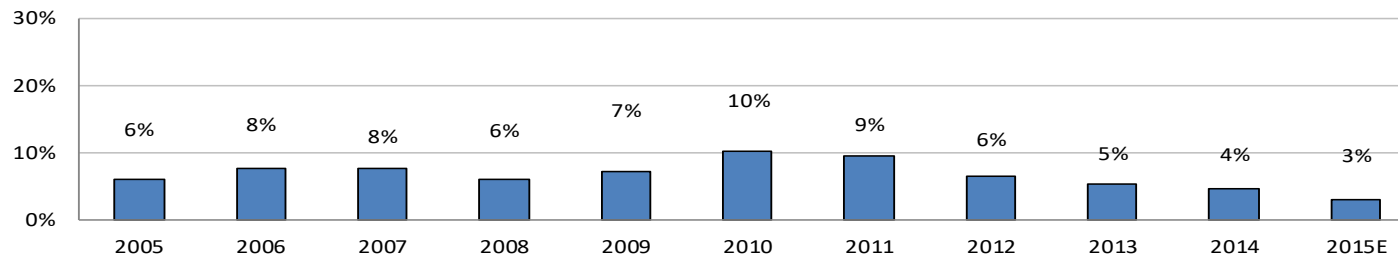
Source: Capital IQ, Valens Securities Analysis

# Performance and Valuation Prime™ Analysis

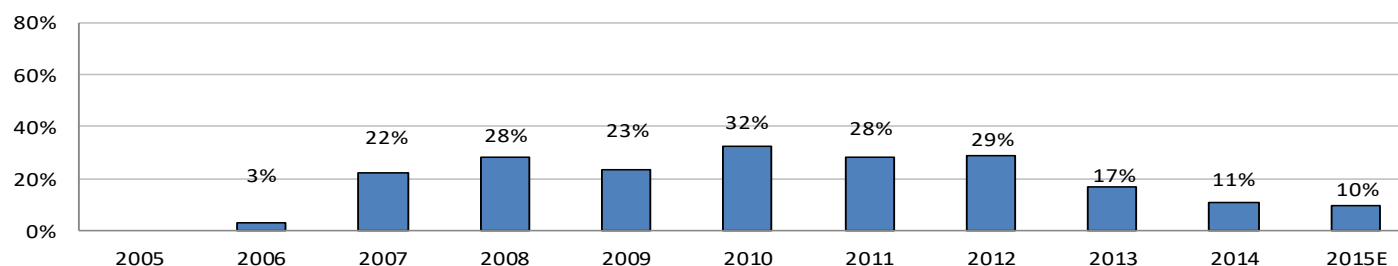
## 858 China Companies (non-financial)

VALENS  
SECURITIES

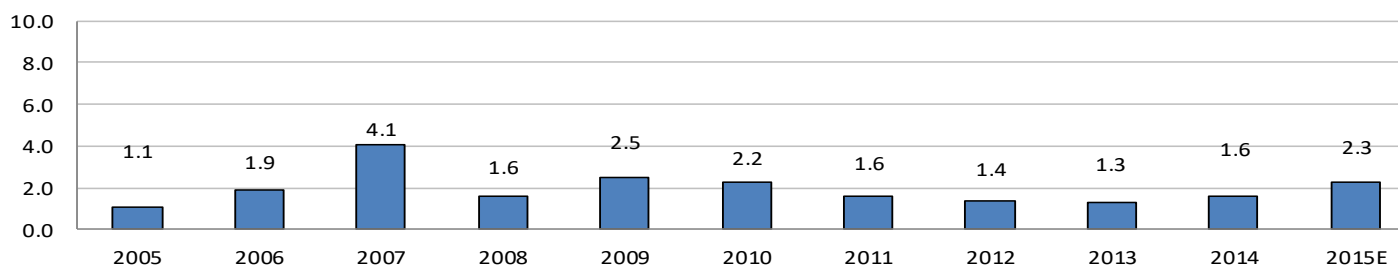
ROA'



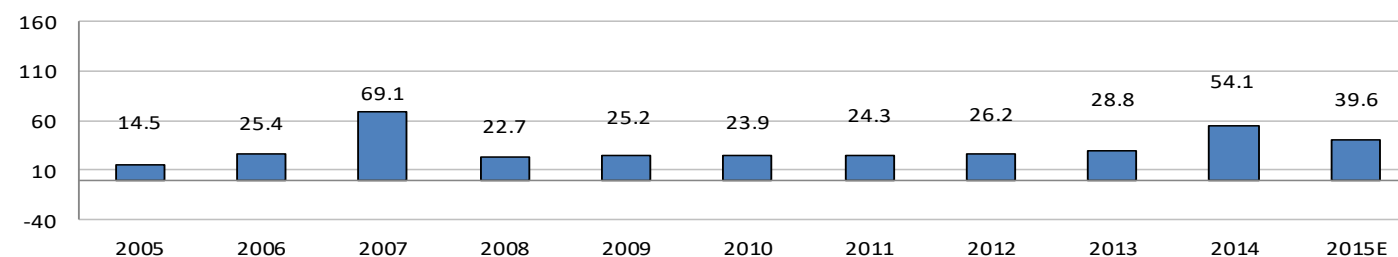
Asset'  
Growth



V/A'



V/E'

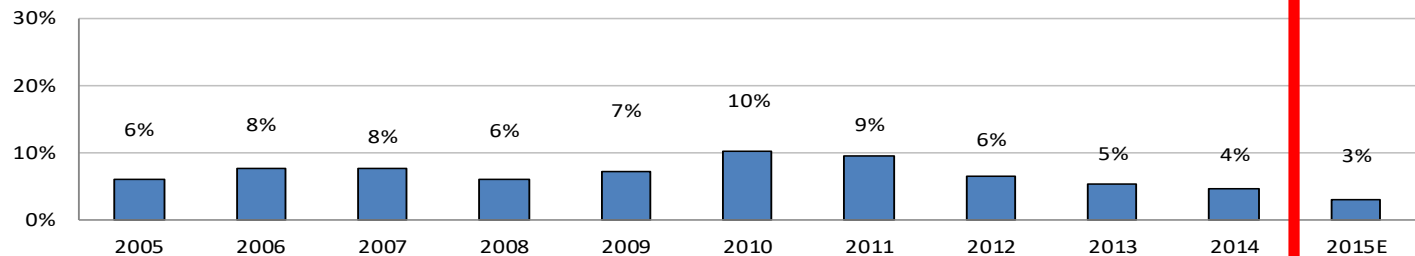


Source: Capital IQ, Valens Securities Analysis

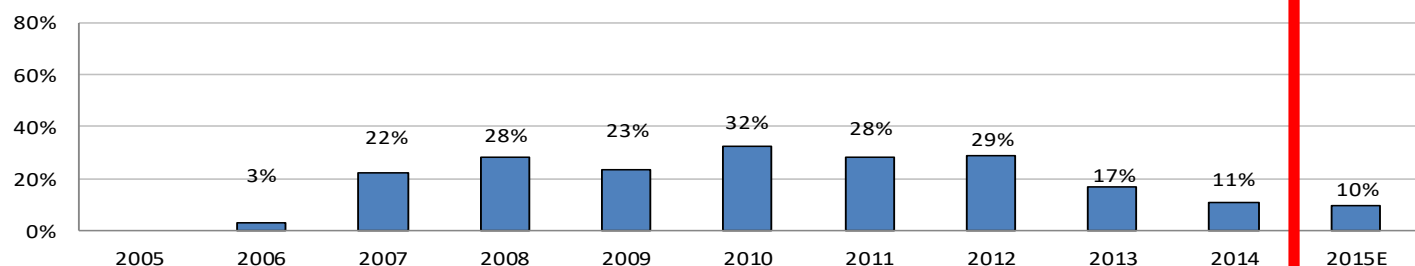
# Performance and Valuation Prime™ Analysis 858 China Companies (non-financial)

VALENS  
SECURITIES

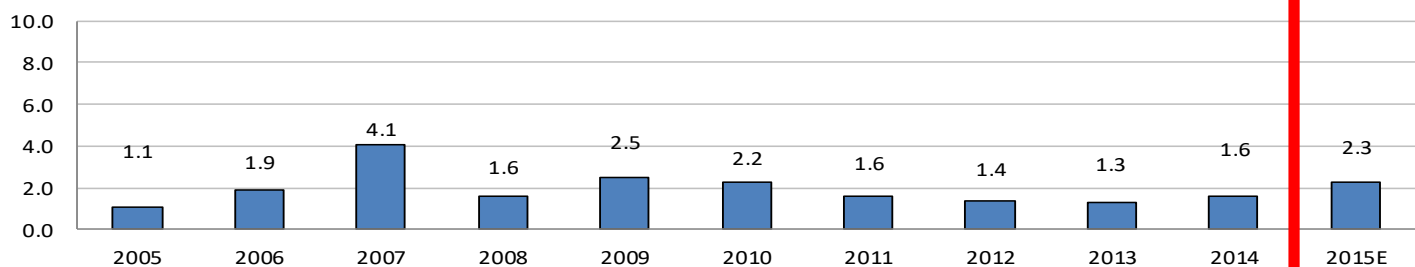
ROA'



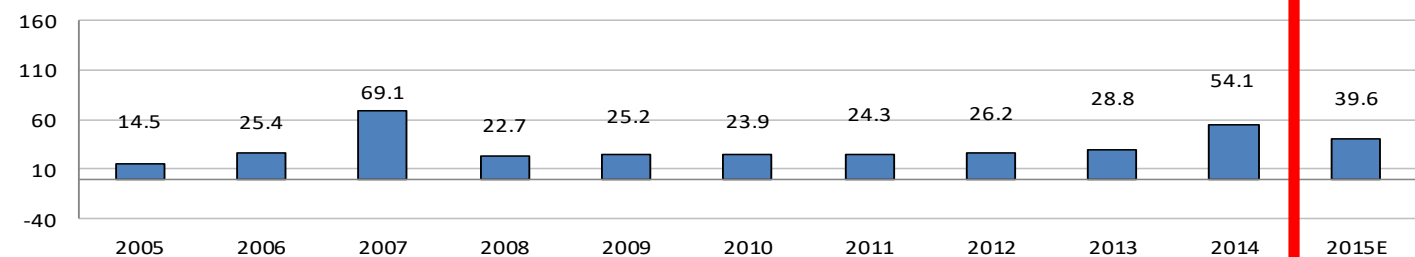
Asset'  
Growth



V/A'



V/E'



Source: Capital IQ, Valens Securities Analysis



# Market Phase Cycle™



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BULL CYCLE —————● BEAR CYCLE —————●

CORPORATE PROFIT INCREASING —————● PROFIT COLLAPSING —————●

MULTIPLE EXPANSION —————● MULTIPLE COMPRESSION —————●

BEAR SENTIMENT —————● BULL SENTIMENT —————● BEAR SENTIMENT —————●

Disinterest Hope Mania Panic Despair

CREDIT EASING —————● CREDIT TIGHTENING —————● CREDIT EASING —————●

————● Credit Demand Increasing —————● Credit Demand Falling —————●

————● Net New Investing —————● Divesting —————●

————— LEADING AND LAGGING ECONOMIC INDICATORS —————

# China



**FXI**

iShares China Large-Cap ETF (ETF)


Delayed quote data

6/24/2016

Last:

**32.48**

Change:

 **-2.10**

Open:

**32.73**

High:

**33.39**

Low:

**32.42**

Volume:

**53,320,661**

Percent Change:

**-6.07%**

Yield:

**2.62%**

P/E Ratio:

**n/a**

52 Week Range:

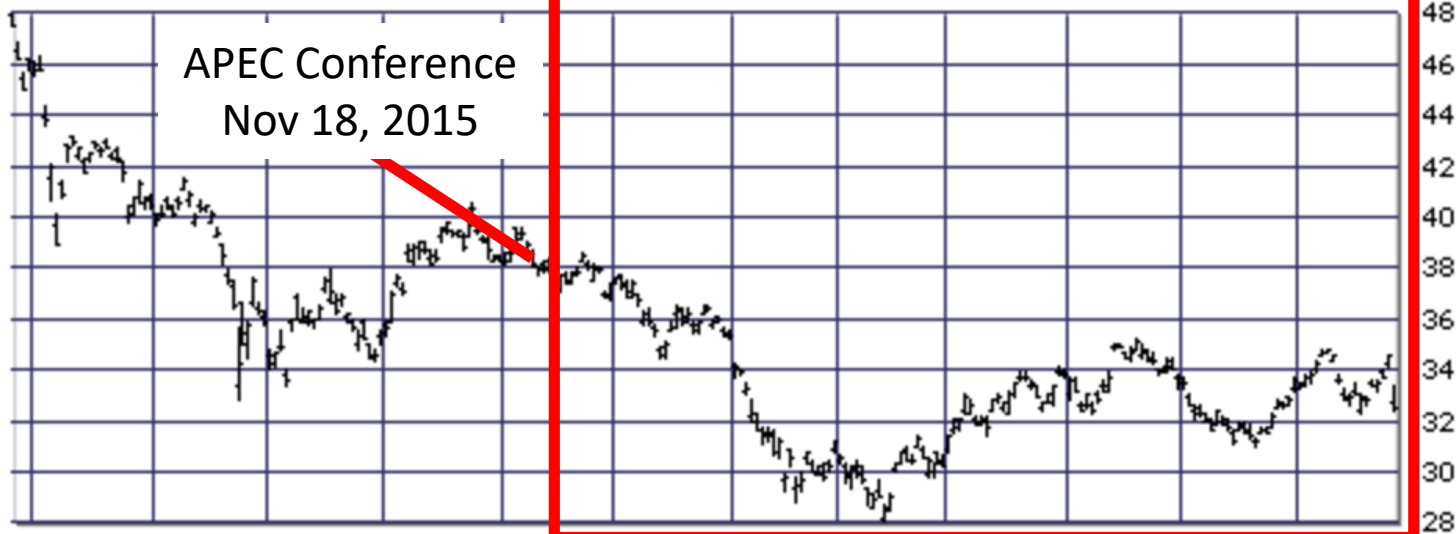
**28.10 to 46.805****After Hours Trading**

6/24/2016 05:41 PM

**Last:****32.48****Change:** **n/a****Volume:****2,909,723**

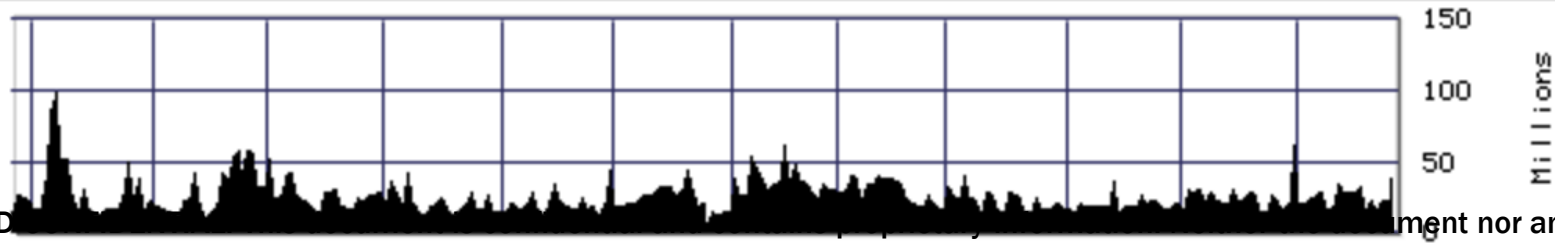
FXI Daily

6/24/2016



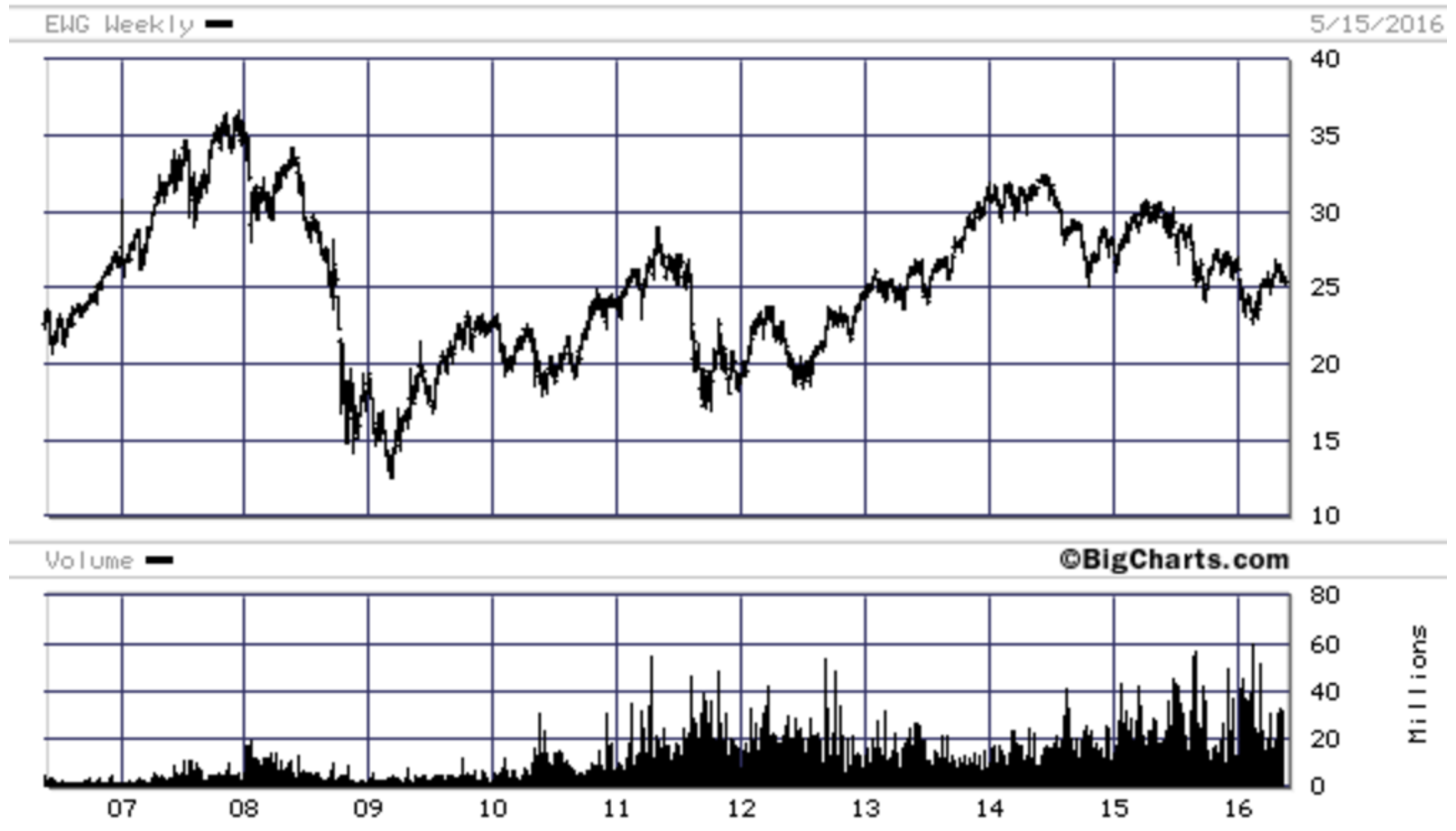
Volume

©BigCharts.com

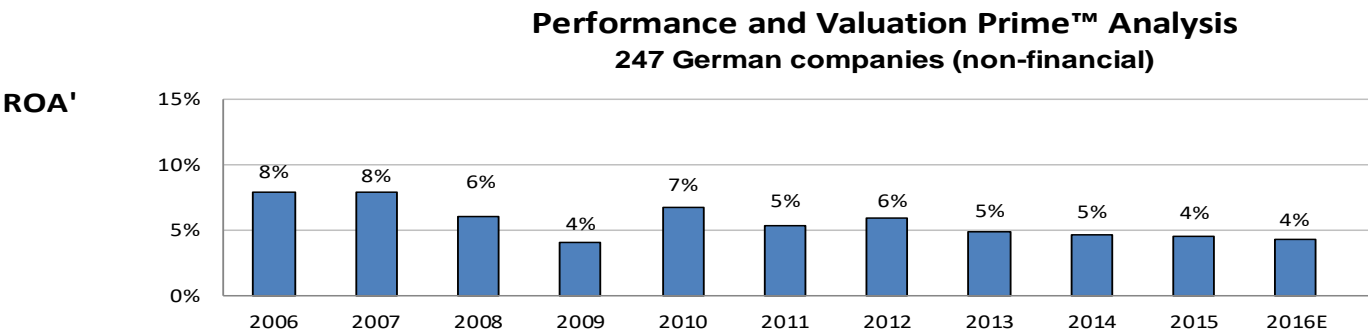


# Germany

# Germany

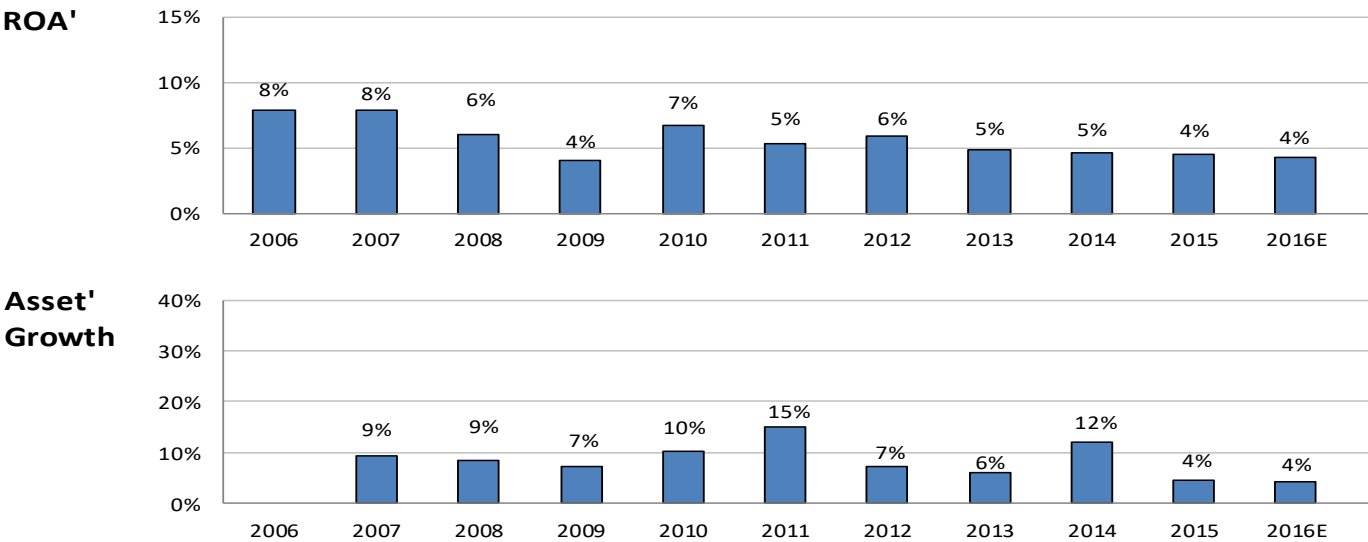


Macro Environment:  
Germany Aggregate Performance and Valuation Prime™



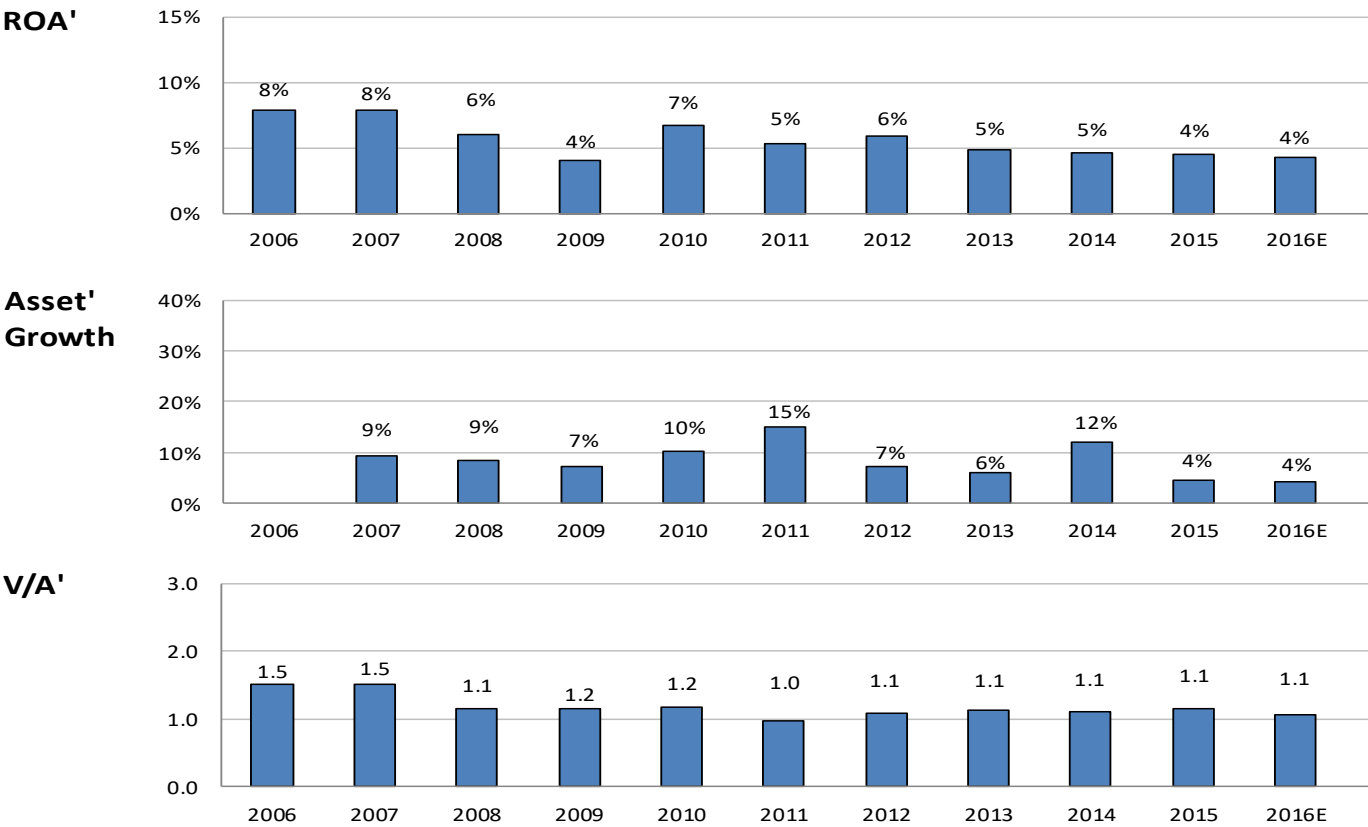
Macro Environment:  
Germany Aggregate Performance and Valuation Prime™

Performance and Valuation Prime™ Analysis  
247 German companies (non-financial)



Macro Environment:  
Germany Aggregate Performance and Valuation Prime™

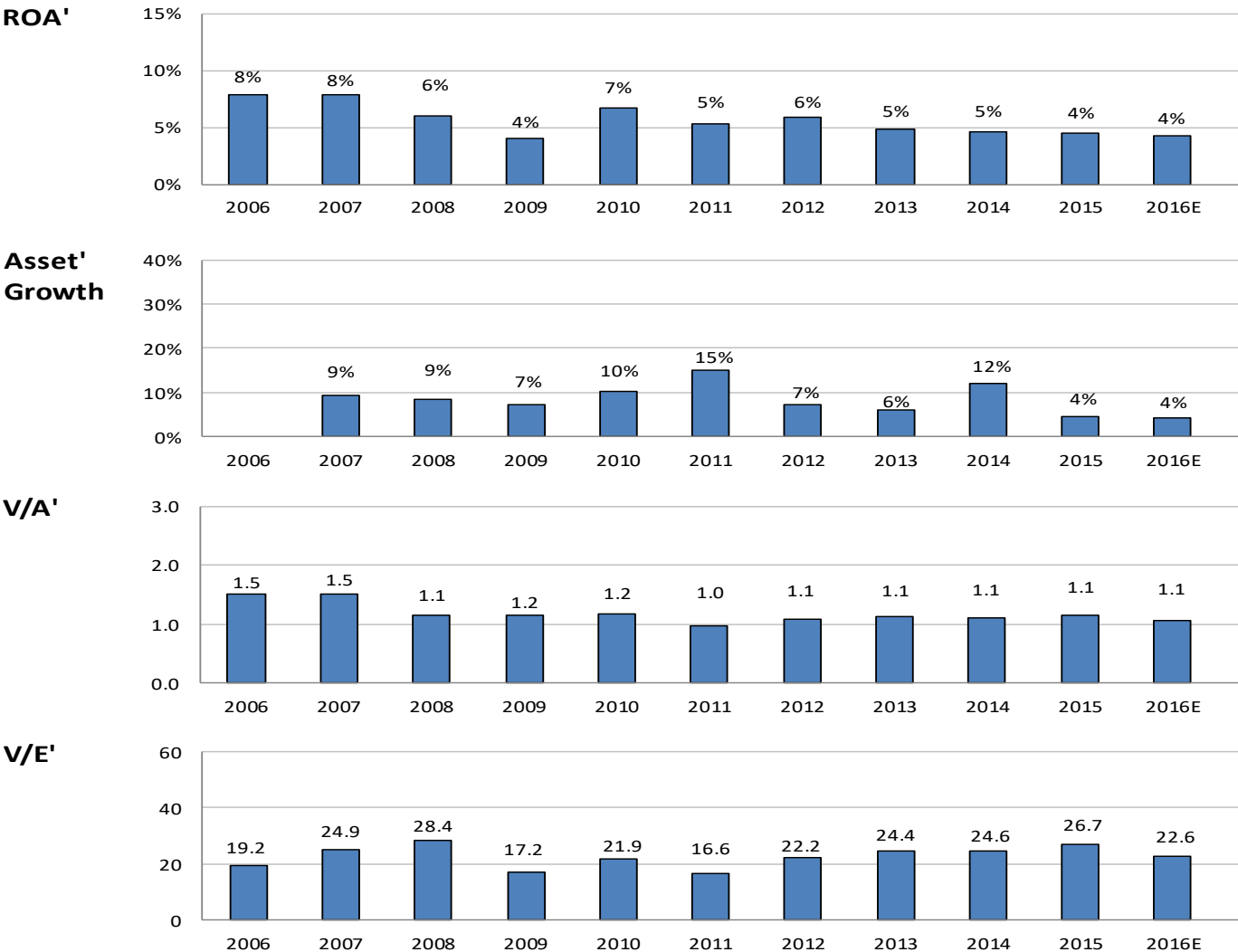
Performance and Valuation Prime™ Analysis  
247 German companies (non-financial)



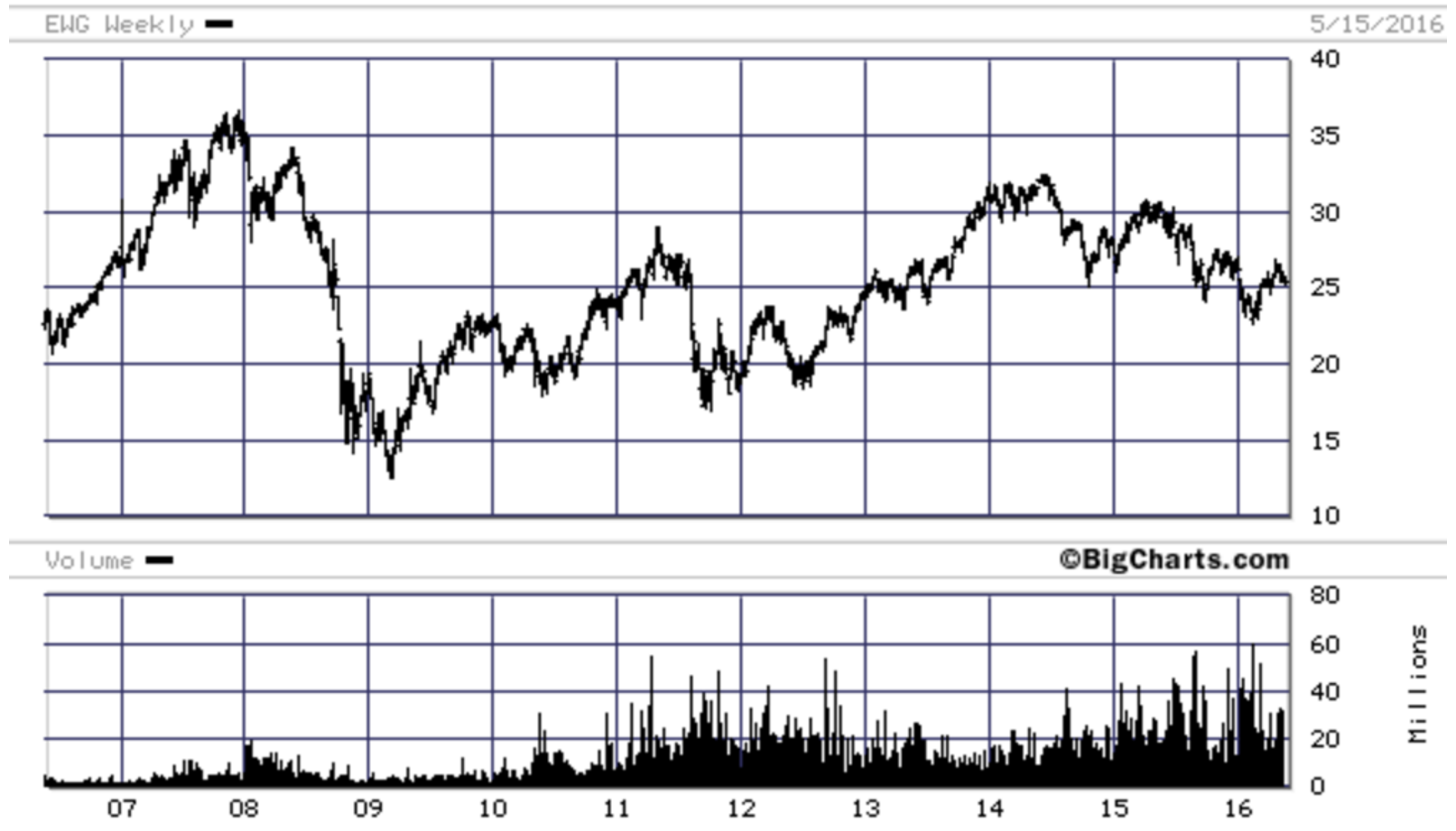


Macro Environment:  
Germany Aggregate Performance and Valuation Prime™

Performance and Valuation Prime™ Analysis  
247 German companies (non-financial)



# Germany



## Market Phase Cycle™



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Investment Styles:

## Market Phase Cycle™



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Investment Styles:

- Value, GARP, Growth

## Market Phase Cycle™



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### Investment Styles:

- Value, GARP, Growth
- Distressed/Deep Value

## Market Phase Cycle™



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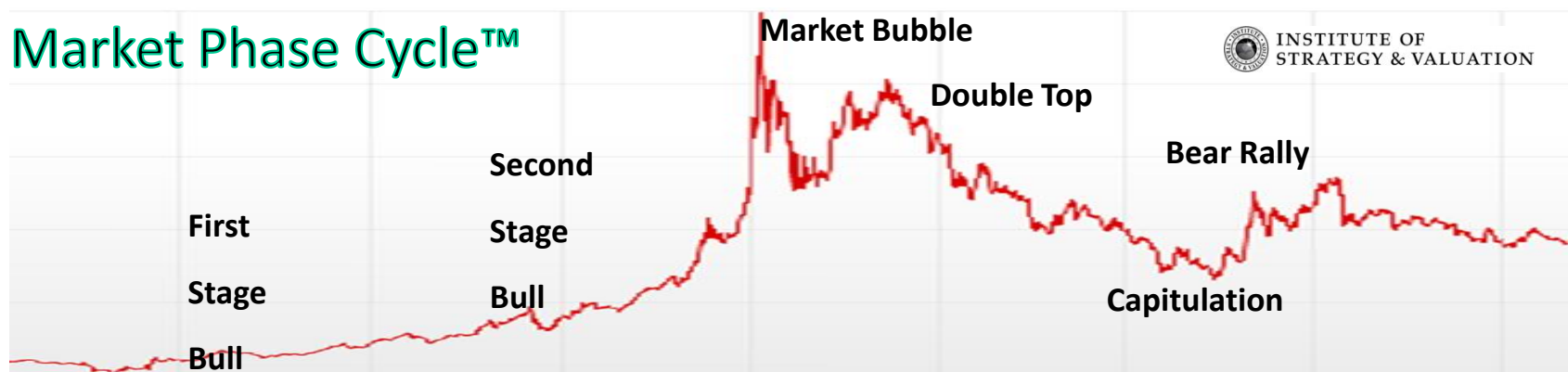
### Investment Styles:

- Value, GARP, Growth
- Distressed/Deep Value
- Venture/Start-Up

# Market Phase Cycle™



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**BULL CYCLE**

**BEAR CYCLE**

# Market Phase Cycle™

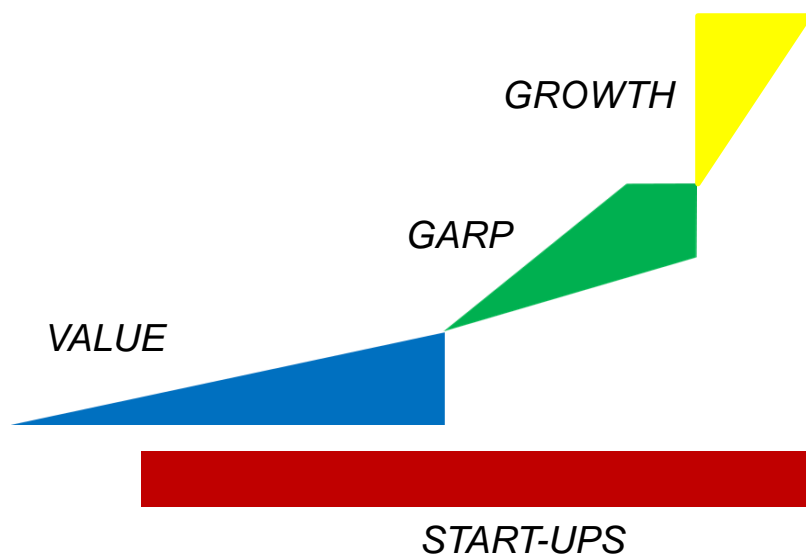


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BULL CYCLE

BEAR CYCLE



*DISTRESSED/  
DEEP VALUE*



# Market Phase Cycle™

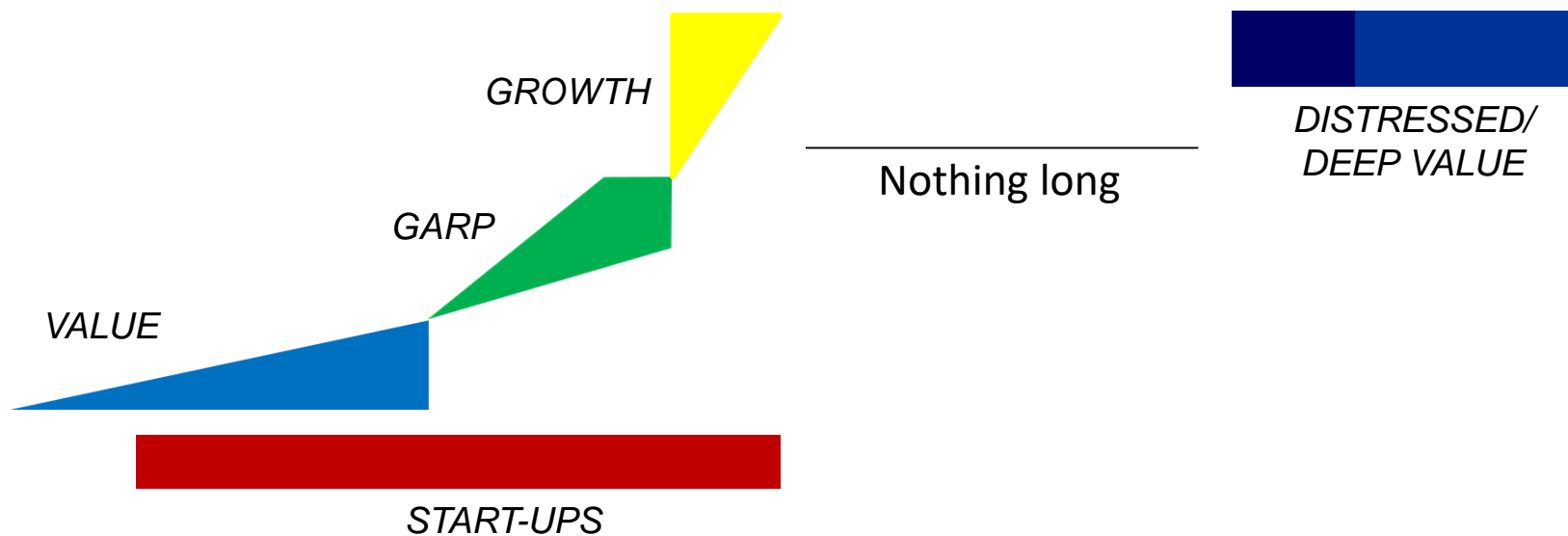


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BULL CYCLE

BEAR CYCLE



# VALENS RESEARCH



## The Market Phase Cycle™

## Global Strategic Valuation

Professor Joel Litman  
June 2016

Valens Securities, Inc. and The Institute of Strategy & Valuation  
425 5<sup>th</sup> Avenue, New York, New York  
[joel.litman@valens-securities.com](mailto:joel.litman@valens-securities.com)

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# EARNINGS CALL FORENSICS



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“It is not what you say that matters  
but the manner in which you say it;  
there lies the secret of the ages.”

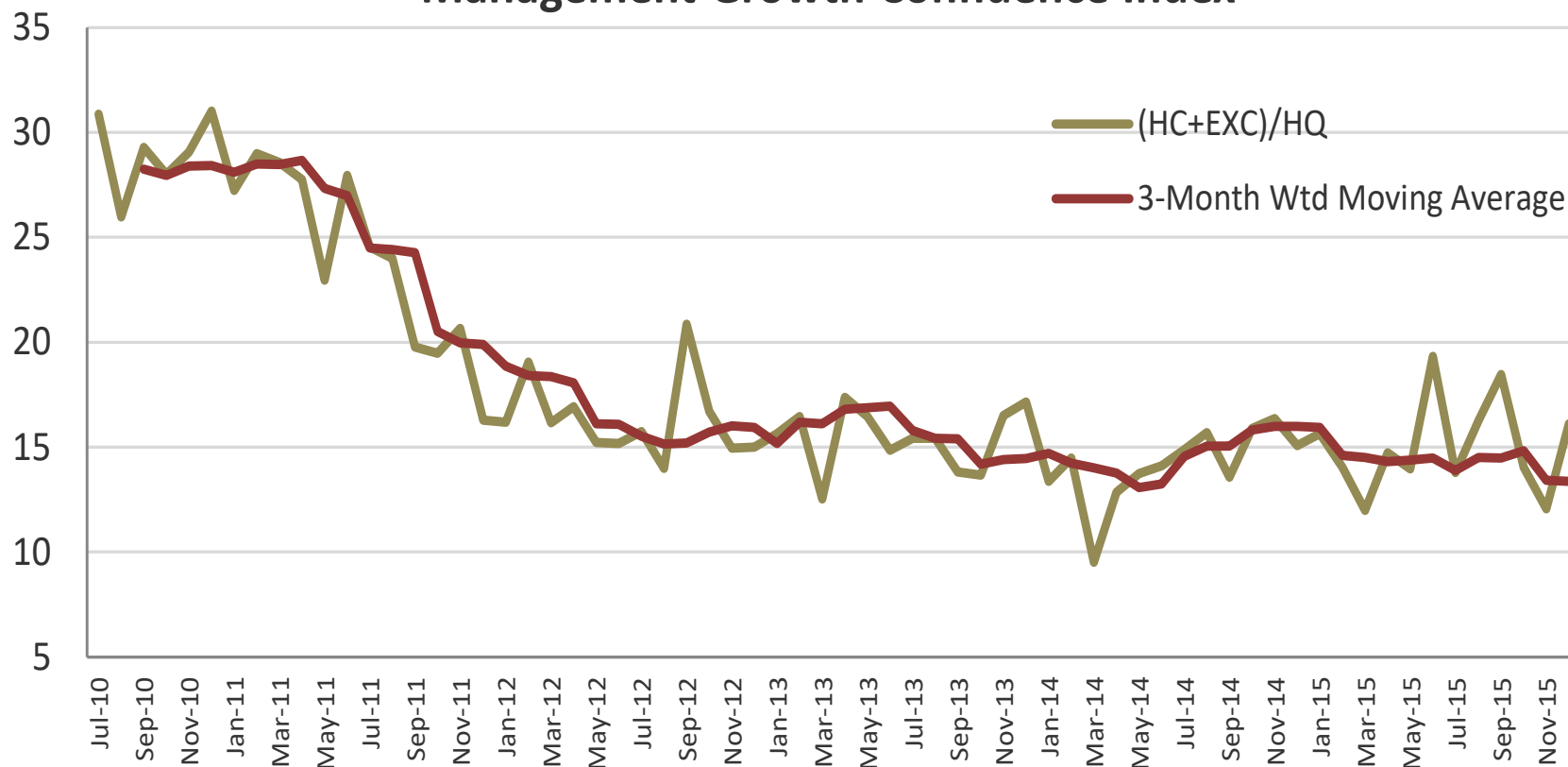
- William Carlos Williams

# Management Growth Confidence Index



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## Management Growth Confidence Index



Source: Valens Securities Analysis

Data Coverage: Monthly from Aug-2007 to Dec-2015

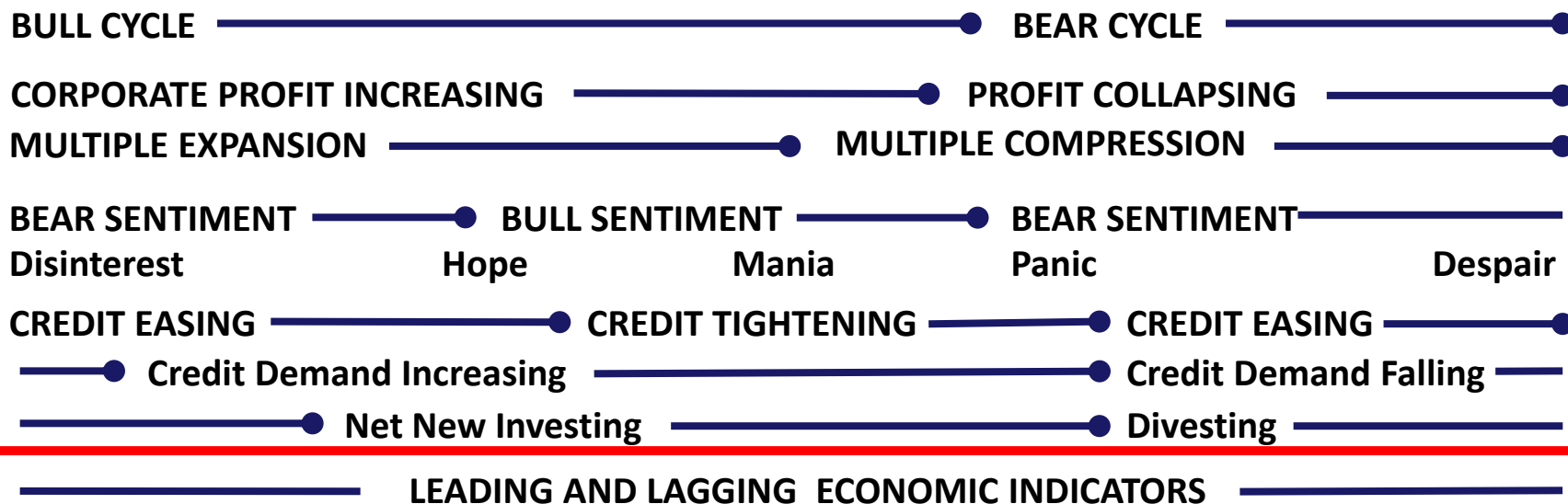
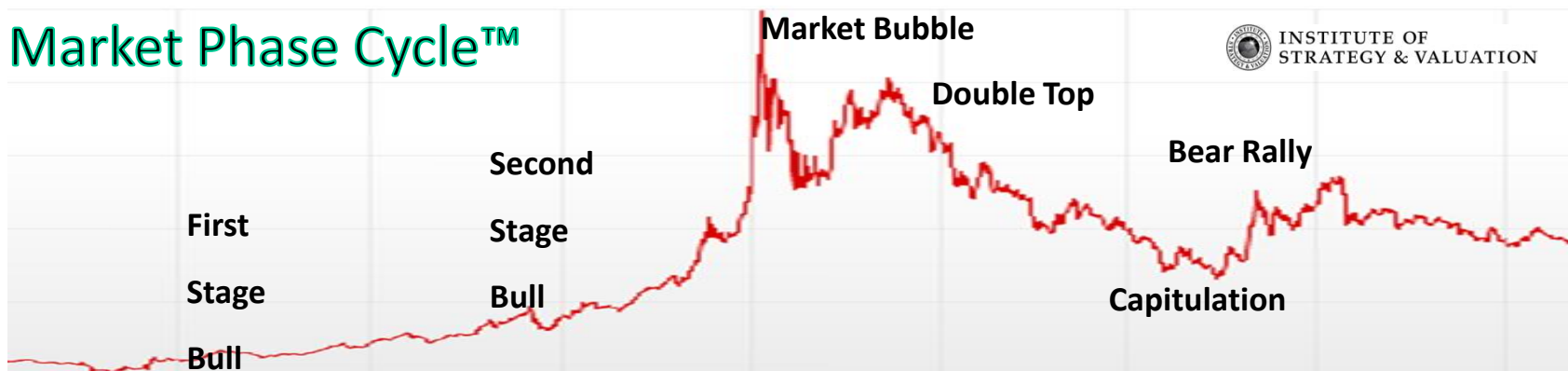


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# Market Phase Cycle™



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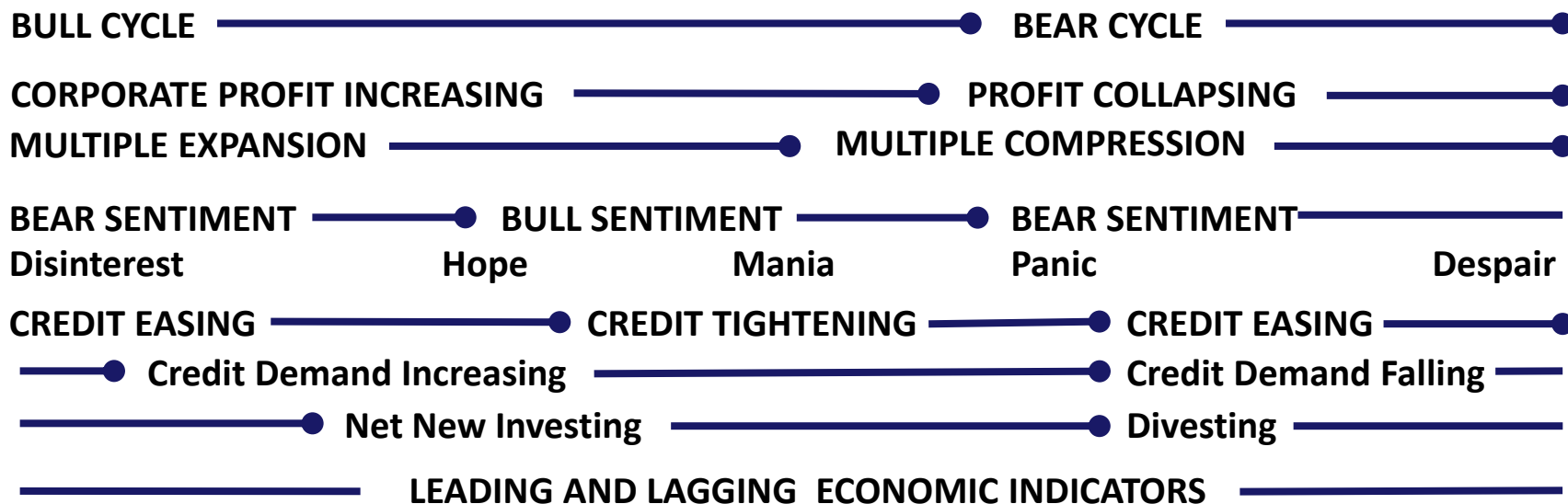




# Market Phase Cycle™



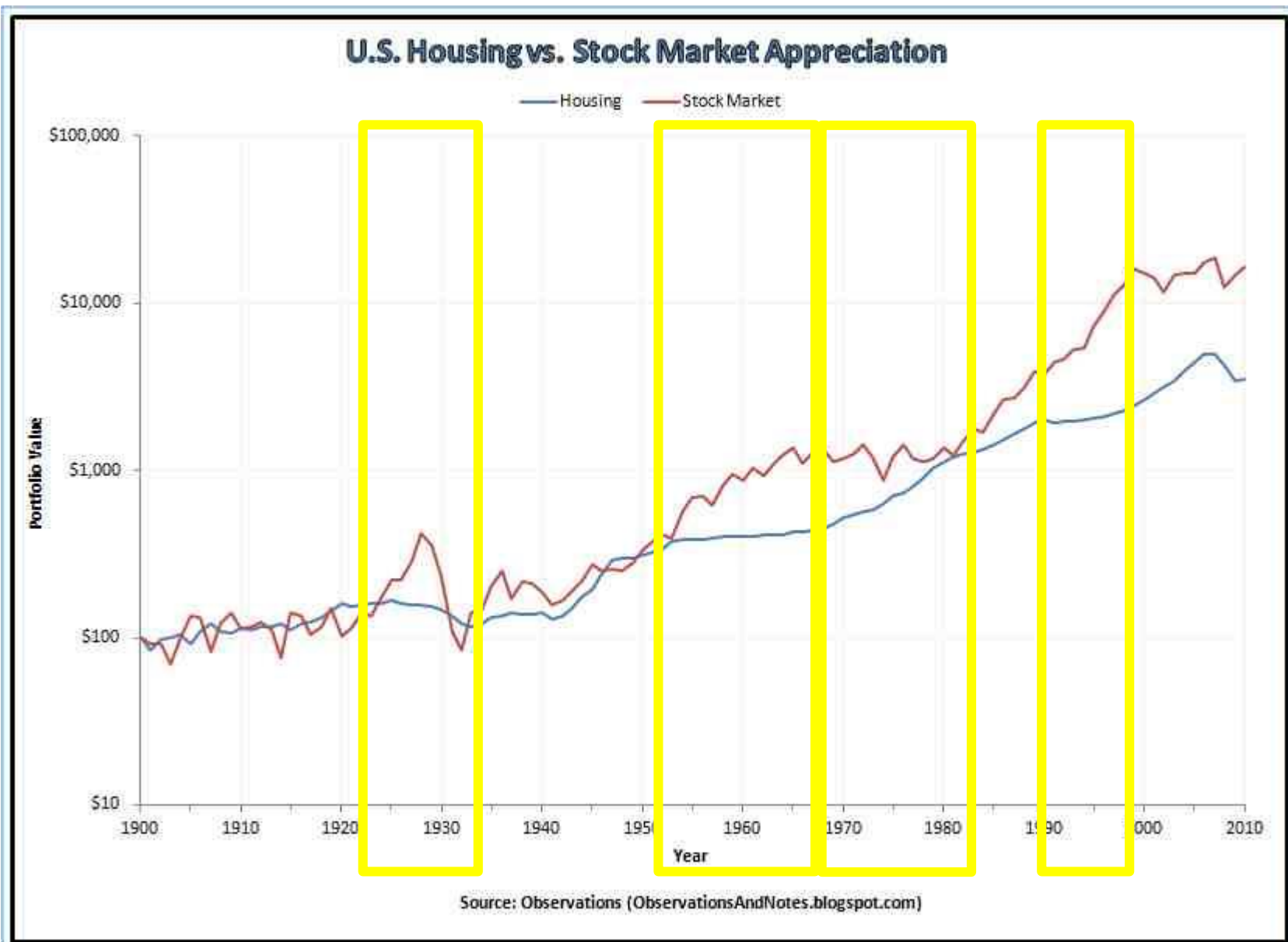
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# Stock Market Cycles



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COMPANY ANALYSIS

INSTITUTE OF STRATEGY & VALUATION

**Amazon.com, Inc.** (NASDAQGS:AMZN)  
CONSUMER DISCRETIONARY - INTERNET RETAIL

STOCK PRICE: 596.38

MKT. CAP: 279,560.3

DATE OF ANALYSIS: 01/22/2016 •

VALENS EQUITIES  
Performance & Valuation  
Prime

PVP Chart (5-Panel)

Sales, Margins & Turns

Quality to Valuation Scatter

Valuation Matrix

Valens Versus As-reported

Valens	As-reported
Valuation	
V/E'	Fwd P/E
63.28	137.04
V/A'	P/B
11.50	22.50
Adjusted EV/EBITDA'	EV/EBITDA
73.8	37.5
Adjusted EV'	EV
159,114.4	146,518.9
Profitability & Expenses	
ROA'	ROA
6.5%	0.2%
EBITDA'	EBITDA
2,156.3	4,365.0
EBITDA' Margins	EBITDA Margins
2.4%	4.9%
Equity Earnings'	Earnings

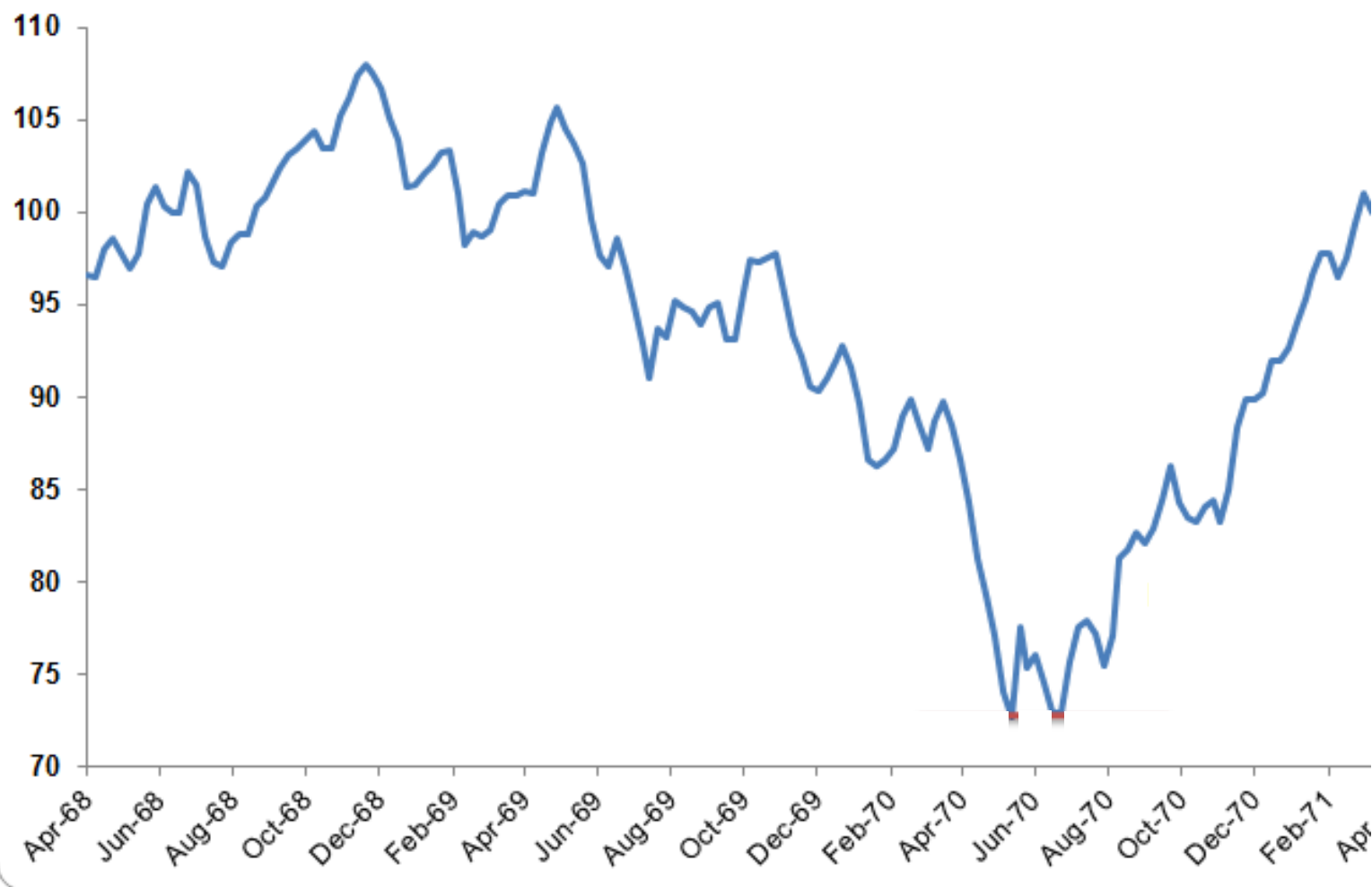
# NAV

- **Book Debt of \$5.2bn vs Adjusted Debt of \$2.9bn**
- **Cap leases of \$188mn vs. Adjusted Cap leases of \$628mn**
- **Depreciation of \$188mn versus Adjusted Depreciation of \$307mn**
- **Cash Flow From Operations of -\$336mn versus Adjusted CFFO of \$461mn**

# GM

- **P/E of 6.1x versus Adjusted V/E' of 16.8x**
- **Cash flow from operations of \$10,058.0mn vs. Adjusted Cash from operations of \$18,513.0mn**
- **Valens IG Credit rating (Moody's et al say junk)**

## S&P 500 Index



Home > Categories > Money, Banking, & Finance > Banking > Senior Loan Officer Survey

## Net Percentage of Domestic Banks Reporting Increased Willingness to Make Consumer Installment Loans (DRIWCIL)

DOWNLOAD

**Observation:**  
Q2 2016: **13.8** (+ more)  
Updated: May 2, 2016

**Units:**  
Percent,  
Not Seasonally Adjusted

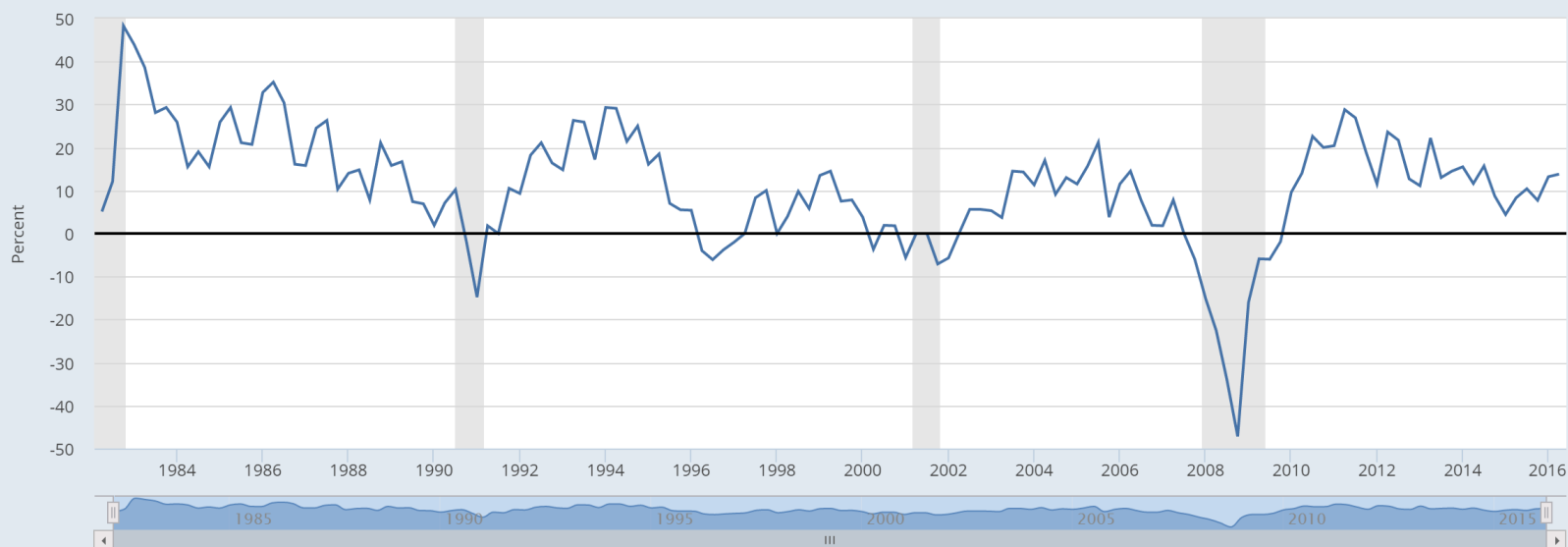
**Frequency:**  
Quarterly,  
End of Period

1Y | 5Y | 10Y | Max

1982-04-01 to 2016-04-01

EDIT GRAPH

### FRED — Net Percentage of Domestic Banks Reporting Increased Willingness to Make Consumer Installment Loans



Shaded areas indicate US recessions

Source: Board of Governors of the Federal Reserve System (US)

fred.stlouisfed.org

### NOTES

**Source:** Board of Governors of the Federal Reserve System (US)

**Release:** Senior Loan Officer Opinion Survey on Bank Lending Practices

For further information, please refer to the Board of Governors of the Federal Reserve System's Senior Loan Officer Opinion Survey on Bank Lending Practices release, online at <http://www.federalreserve.gov/boarddocs/SnLopp/20160502/>

Your eyes do not deceive you. FRED's got a new look and features. [Learn more.](#)

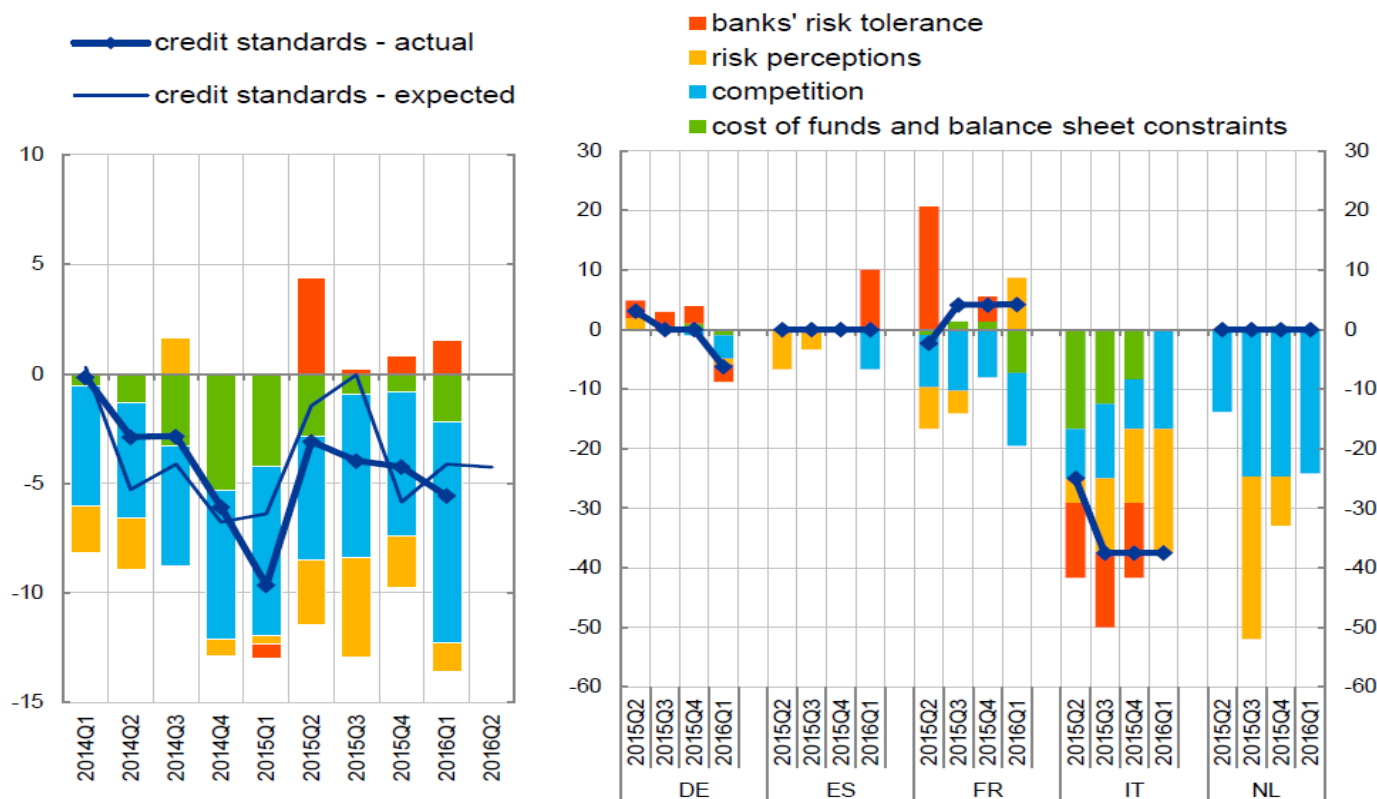
Send feedback

x



## ECB Senior Lending Survey

In the first quarter of 2016, banks reported a further net easing in credit standards, thereby continuing to support the recovery of loan growth.

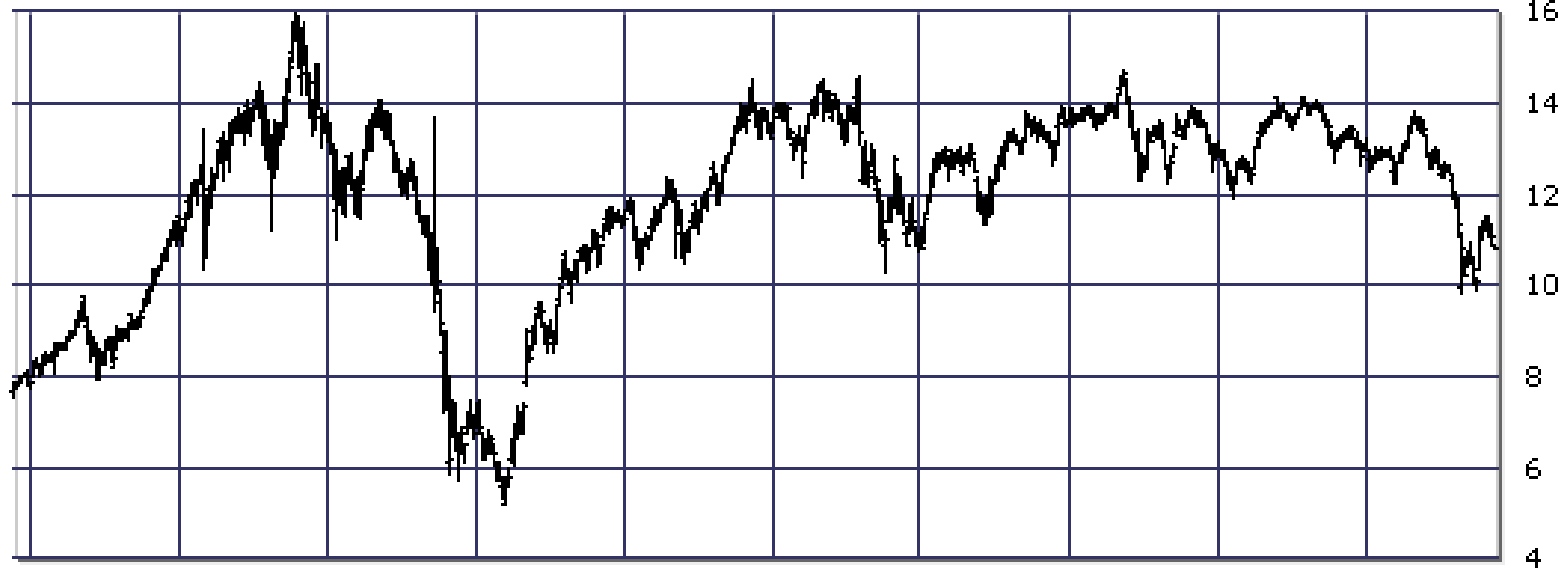


# Singapore

# Singapore

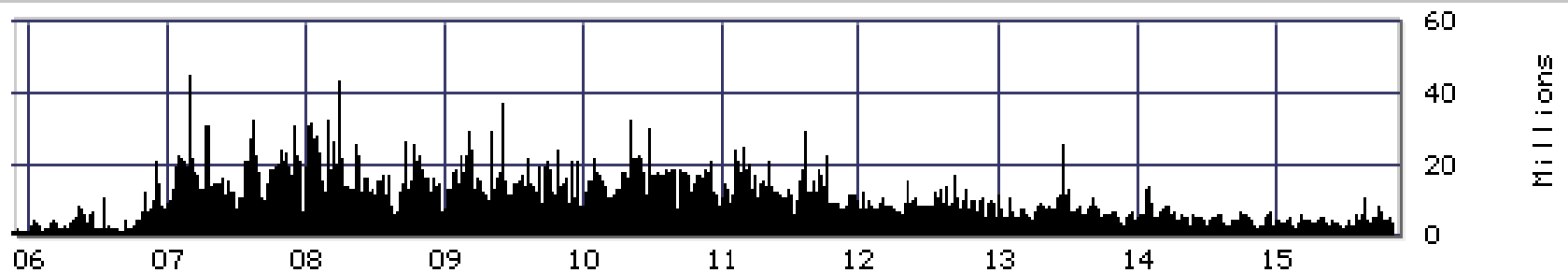
EWS Weekly

11/08/2015



Volume

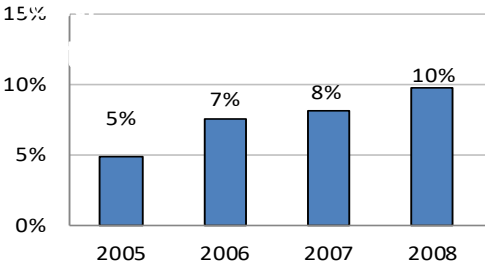
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Millions

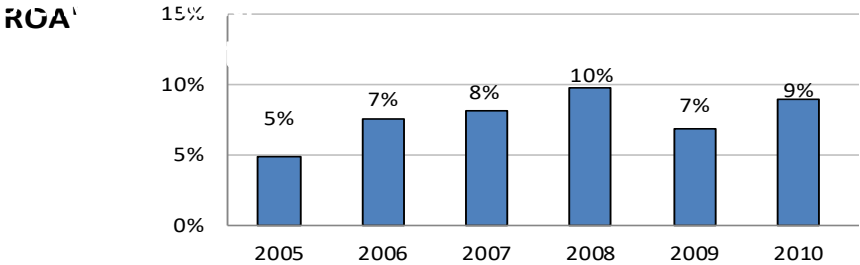
Performance and Valuation Prime™ Analysis  
432 Singapore Companies (non-financial)

ROA<sup>1</sup>



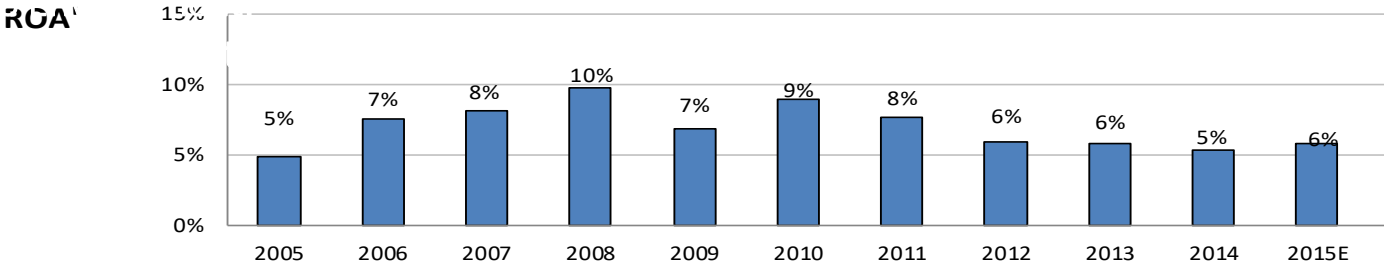
Source: Capital IQ, Valens Securities Analysis

Performance and Valuation Prime™ Analysis  
432 Singapore Companies (non-financial)



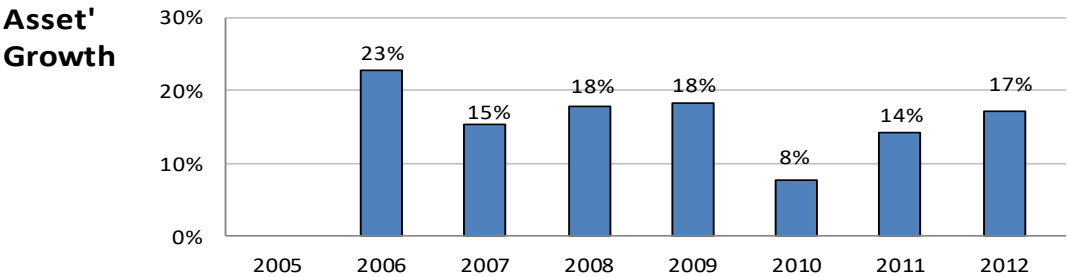
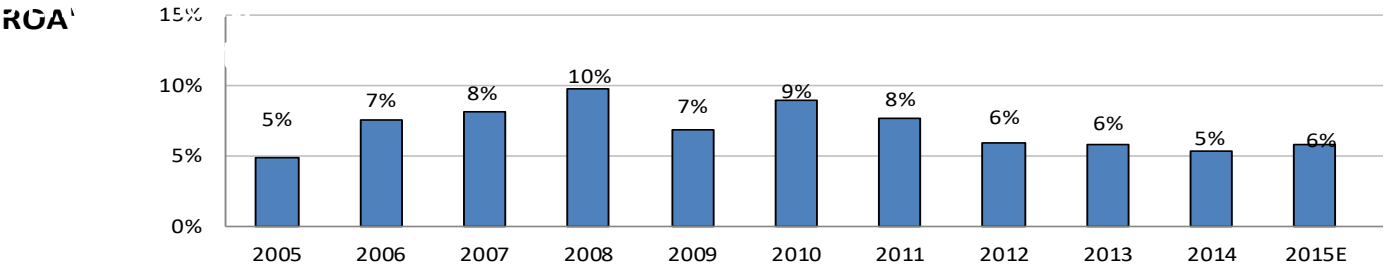
Source: Capital IQ, Valens Securities Analysis

Performance and Valuation Prime™ Analysis  
432 Singapore Companies (non-financial)



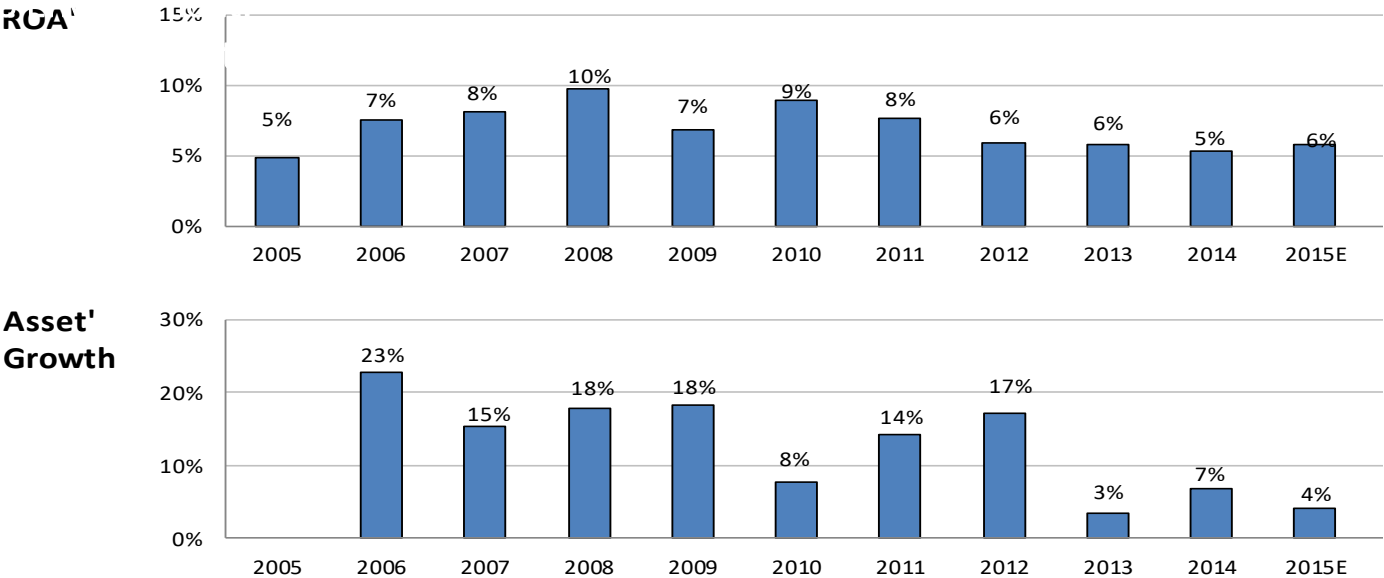
Source: Capital IQ, Valens Securities Analysis

Performance and Valuation Prime™ Analysis  
432 Singapore Companies (non-financial)



Source: Capital IQ, Valens Securities Analysis

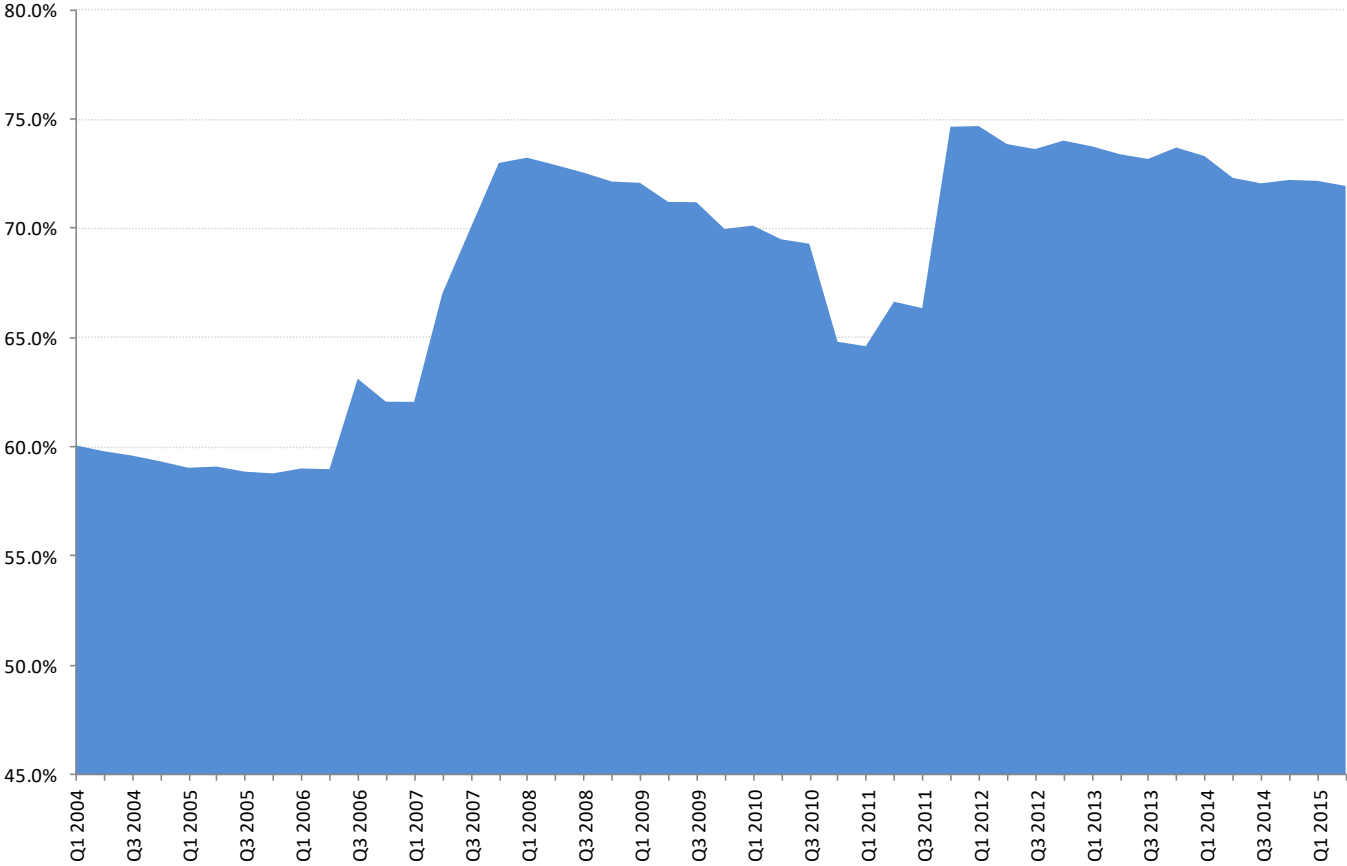
Performance and Valuation Prime™ Analysis  
432 Singapore Companies (non-financial)



Source: Capital IQ, Valens Securities Analysis



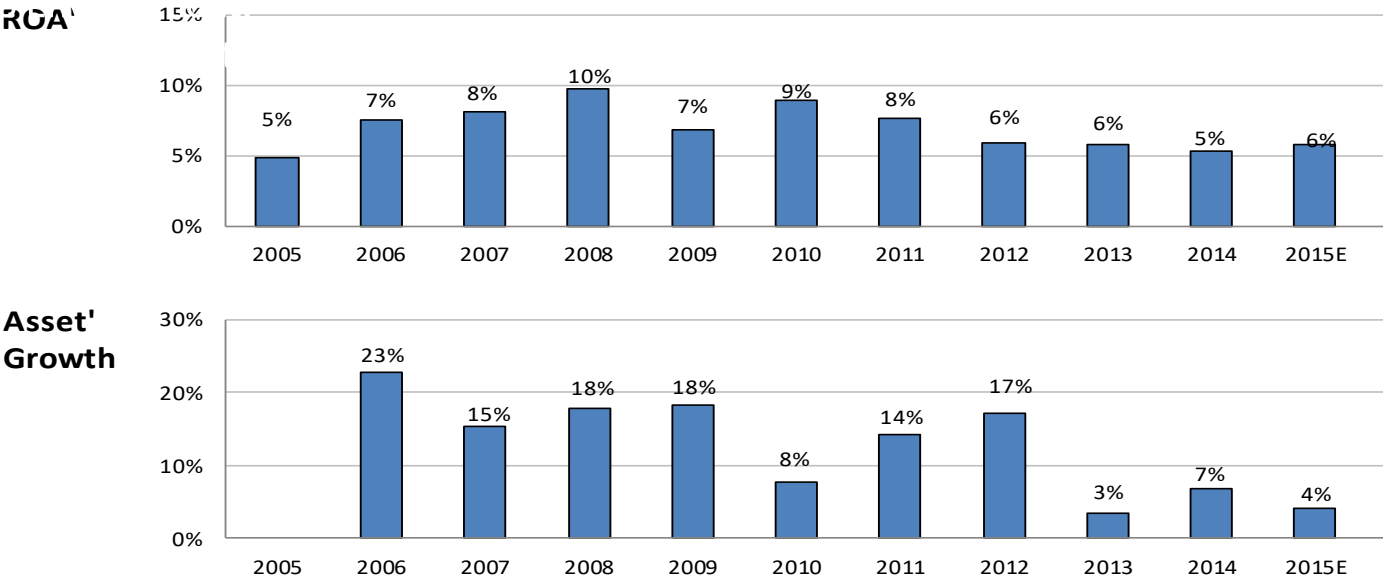
### Gross PP&E-Weighted Aggregate Net PP&E to Gross PP&E



577 listed companies in the Singapore Exchange Ltd, weighted by Gross PP&E, ex-Financials  
Source: Valens Securities Analysis

Data Coverage: Quarterly from Jan-2004 to Jun-2015

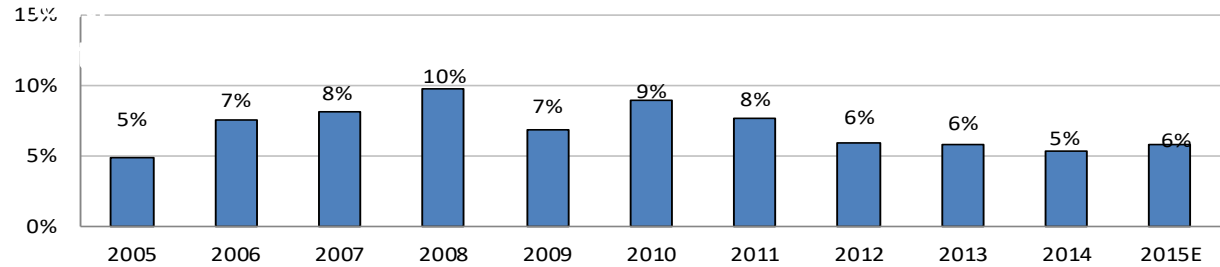
Performance and Valuation Prime™ Analysis  
432 Singapore Companies (non-financial)



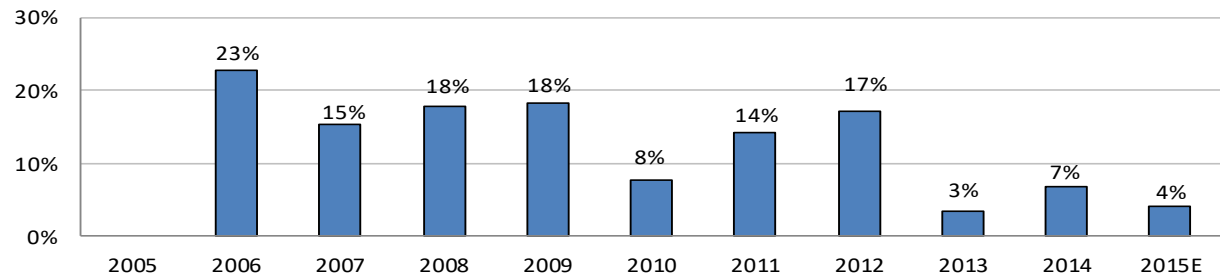
Source: Capital IQ, Valens Securities Analysis

## Performance and Valuation Prime™ Analysis 432 Singapore Companies (non-financial)

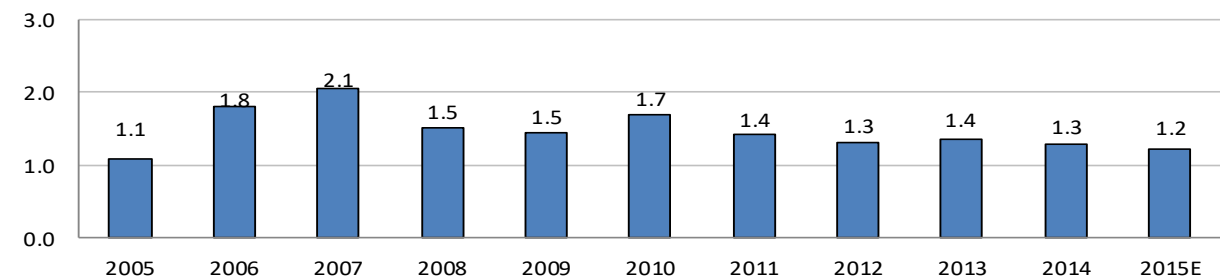
**ROA<sup>1</sup>**



**Asset<sup>1</sup>  
Growth**



**V/A<sup>1</sup>**



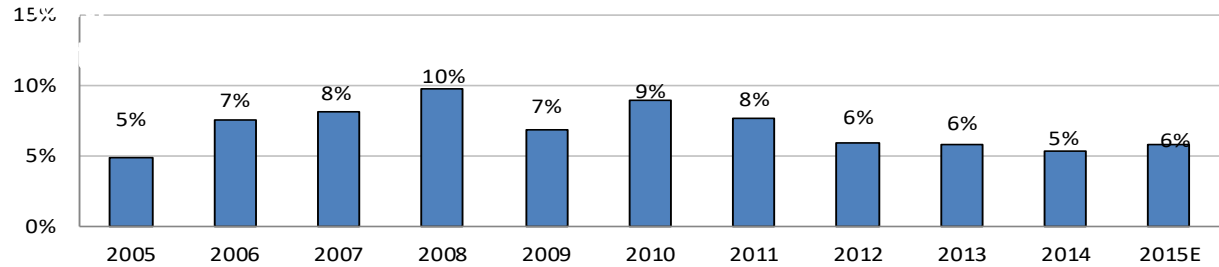
Source: Capital IQ, Valens Securities Analysis

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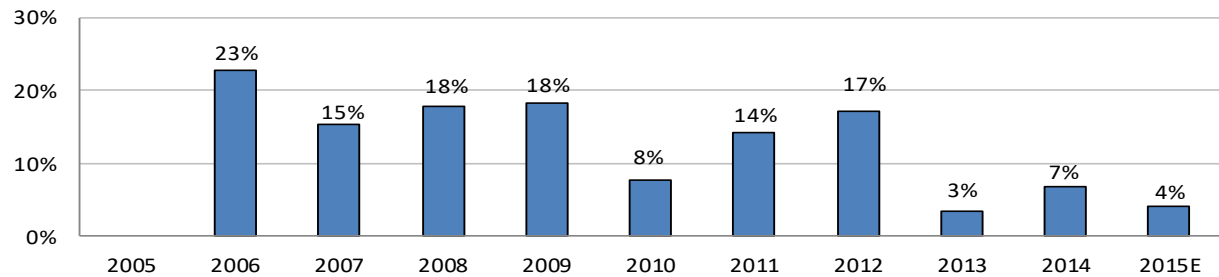
# Performance and Valuation Prime™ Analysis

## 432 Singapore Companies (non-financial)

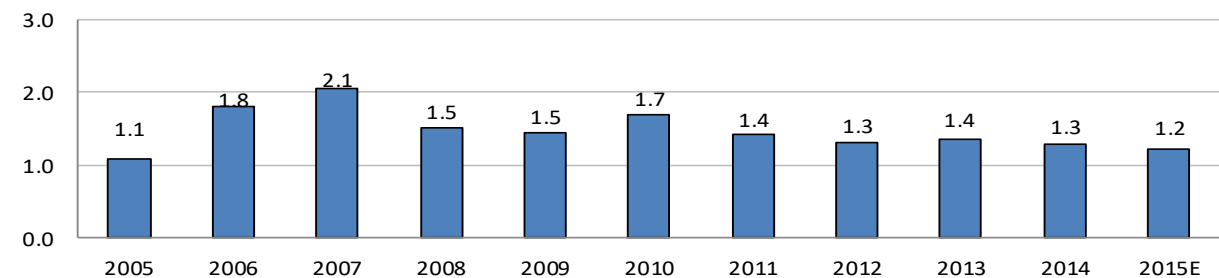
**RGA'**



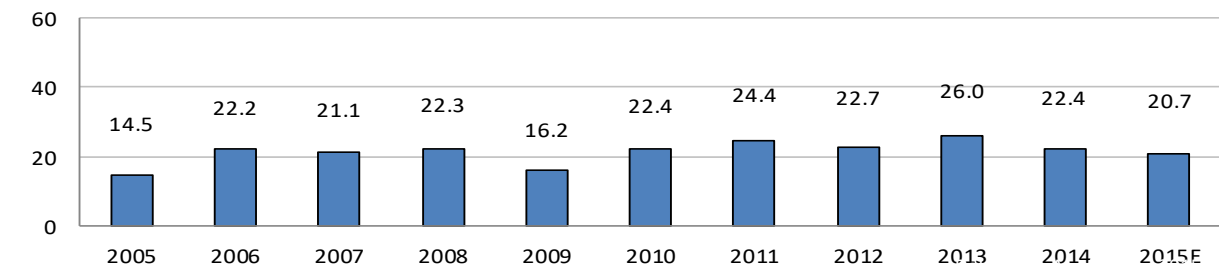
**Asset'  
Growth**



**V/A'**



**V/E'**



Source: Capital IQ, Valens Securities Analysis

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