

# The Rules and Themes of Deleveraging

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## The RIC's rules

The RIC believes the Era of Deleveraging is unfinished, and thus our deleveraging guidelines bear repeating:

- Wide trading ranges for the major asset classes are likely. Note US equities are approaching the top of their trading range.
- Bull markets (and bubbles) in growth, yield and quality are likely. We believe credit markets run the greatest risk of a bubble outcome.
- Good themes—such as the EM consumer and US real estate, and good, steady allocations—such as companies over countries, creditors over debtors, Growth over Value, and the US over Europe, keep working.

## What happens after the summer rally?

Policy and positioning still suggest upside for equities this summer. But while there are many reasons for an equity rally, there are limited reasons for a re-rating. As a result we maintain our existing allocation of 60% stocks, 35% bonds and 5% cash. The RIC would use the late summer as an opportunity to re-balance portfolios towards our Three Wise Themes of yield, growth and quality.

## Macro theme to add exposure to: US Real Estate

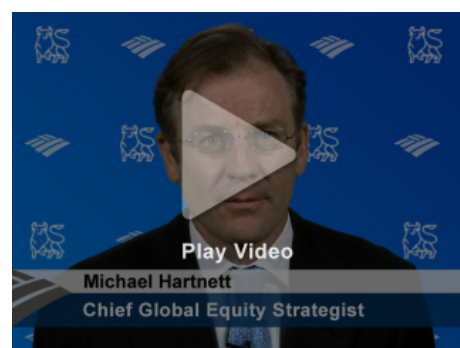
Real estate markets in Phoenix, Miami, Detroit and Denver have outperformed US Treasuries over the last 12 months, and our economists forecast a strong 45% cumulative return for US real estate prices over the next 10 years. We recommend investing in the US housing recovery via non-agency MBS (Strategist Chris Flanagan sees roughly 10% upside from current levels), home renovation retailers, and select US financials and REITs.

## Other themes: distressed Europe & EM domestic demand

We recommend European exposure via best of breed companies, dividend growth stocks, and European corporate bond funds with exposure to core Europe (particularly France). Within EM, we favor assets tied to the EM consumer, and less correlated Frontier Markets.

## Unanticipated risks

Unanticipated risks this year include an “Arab autumn” (which could cause oil prices to soar), a jump in bond market volatility that derails the nascent US housing recovery, policy failure in China, or successful policy stimulus in the US that ignites the Great Rotation.



Click the image above to watch the video.

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Refer to important disclosures on page 27 to 29. Analyst Certification on Page 26. Link to Definitions on page 26.

## July review

Following a bleak second quarter, risk assets rebounded in July thanks to bearish investor sentiment and active policy intervention.

Equities finished a range-bound month on an upswing, with Japan being the only major region to post a loss for the month.

EM outperformed DM as a rebound in commodity prices supported Emerging Market equities.

In US markets, large caps outperformed small caps in both July and the year to date. Across size and style segments, Growth outperformed Value in large cap, but underperformed in small cap. But for the year as a whole, Growth has outperformed Value in both size segments.

Defensive sectors generally outperformed in July, with Telecom (+6.5%), Energy (+4.2%), and Staples (+2.8%) among the best performers. Meanwhile, cyclical sectors such as Materials (-1.2%) and Discretionary (-0.3%) lagged for the month.

Within fixed income, riskier areas of the market such as EM Sovereigns (+3.0%) and US investment grade bonds (+2.8%) outperformed Treasuries as investors flocked to higher yielding assets.

Ongoing uncertainty regarding the European sovereign debt crisis caused the euro to depreciate in July. Meanwhile the yen appreciated 3.0% for the month, swinging back into positive territory for the year to date.

Commodities rebounded in July as increased tensions in the Middle East and oil supply disruptions contributed to a 9.3% jump in Brent crude oil prices.

## Financial markets recap

Table 1: Total return (%)

| Asset class  | 2011  | As of 31 July 2012 |       |       |       |
|--|-------|--------------------|-------|-------|-------|
|  |       | 1 mo               | 3 mo  | 12 mo | YTD   |
| <b>Equity Indices (% , US dollar terms)</b>                                  |       |                    |       |       |       |
| S&P 500  | 2.1   | 1.4                | -0.8  | 9.1   | 11.0  |
| NASDAQ Comp  | -0.8  | 0.2                | -3.2  | 7.9   | 13.5  |
| FTSE 100   | -2.7  | 1.1                | -4.3  | -4.0  | 4.5   |
| TOPIX  | -11.9 | -2.4               | -5.6  | -11.5 | 0.8   |
| Hang Seng  | -17.3 | 1.9                | -4.0  | -7.9  | 10.4  |
| DJ Euro Stoxx 50   | -16.7 | 0.1                | -4.3  | -22.4 | -1.6  |
| MSCI EAFE  | -11.7 | 1.1                | -4.0  | -11.0 | 4.6   |
| MSCI Emerging Markets  | -18.2 | 2.0                | -5.8  | -13.6 | 6.2   |
| <b>Size &amp; Style (% , US dollar terms)</b>                                |       |                    |       |       |       |
| Russell 2000   | -4.2  | -1.4               | -3.3  | 0.2   | 7.0   |
| S&P 500 Citigroup Growth   | 4.7   | 1.8                | -0.2  | 10.4  | 12.0  |
| S&P 500 Citigroup Value  | -0.5  | 0.9                | -1.4  | 7.7   | 9.9   |
| S&P 600 Citigroup Growth   | 3.6   | -1.1               | -2.6  | 3.8   | 7.5   |
| S&P 600 Citigroup Value  | -1.4  | -0.5               | -3.6  | 4.3   | 6.8   |
| <b>S&amp;P 500 Sectors (% , US dollar terms)</b>                             |       |                    |       |       |       |
| Consumer Discretionary   | 6.1   | -0.3               | -4.2  | 11.9  | 12.6  |
| Consumer Staples   | 14.0  | 2.8                | 5.5   | 19.7  | 11.6  |
| Energy   | 4.7   | 4.2                | -1.1  | -5.0  | 1.7   |
| Financials   | -17.1 | 0.2                | -4.4  | 1.1   | 13.9  |
| Health Care  | 12.7  | 1.1                | 3.0   | 15.4  | 12.1  |
| Industrials  | -0.6  | 0.4                | -2.1  | 6.6   | 7.8   |
| Information Technology   | 2.4   | 1.0                | -4.0  | 13.1  | 14.5  |
| Materials  | -9.8  | -1.2               | -4.5  | -5.2  | 5.3   |
| Telecom Services   | 6.3   | 6.5                | 15.4  | 30.6  | 24.1  |
| Utilities  | 19.9  | 2.5                | 7.3   | 19.3  | 7.5   |
| <b>BofA Merrill Lynch Global Research Bond Indices (% , US dollar terms)</b> |       |                    |       |       |       |
| 10-Year Treasury   | 17.1  | 1.7                | 4.5   | 15.6  | 5.2   |
| 2-Year Treasury  | 1.5   | 0.2                | 0.1   | 0.5   | 0.2   |
| TIPS   | 14.1  | 1.9                | 3.2   | 10.0  | 6.2   |
| Municipals*  | 11.2  | 1.6                | 2.5   | 11.0  | 5.8   |
| US Corporate Bonds   | 7.5   | 2.8                | 3.9   | 9.7   | 7.8   |
| US High Yield Bonds  | 4.4   | 1.9                | 2.7   | 7.2   | 9.1   |
| Emerging Market Corporate Bonds  | 3.8   | 2.4                | 2.4   | 6.3   | 9.2   |
| Emerging Market Sovereign Bonds  | 5.8   | 3.0                | 3.4   | 8.5   | 10.0  |
| Preferreds   | 4.1   | 1.7                | 3.6   | 10.8  | 11.1  |
| <b>Foreign Exchange** (% , in local currencies)</b>                          |       |                    |       |       |       |
| US Dollar  | 0.5   | -0.1               | 2.4   | 7.7   | 1.2   |
| British Pound  | 1.6   | 1.3                | 0.8   | 5.9   | 3.8   |
| Euro   | -3.2  | -2.9               | -4.9  | -9.2  | -4.8  |
| Yen  | 5.9   | 3.0                | 5.0   | 4.9   | 0.7   |
| <b>Commodities** (% , US dollar terms)</b>                                   |       |                    |       |       |       |
| CRB Index  | -8.3  | 5.4                | -2.1  | -12.4 | -1.9  |
| Gold   | 10.1  | 1.1                | -3.0  | -0.8  | 3.2   |
| WTI Crude Oil  | 8.2   | 3.6                | -16.0 | -8.0  | -10.9 |
| Brent Crude Oil  | 13.8  | 9.3                | -11.4 | -8.9  | -1.9  |
| <b>Alternative Investments† (% , US dollar terms)</b>                        |       |                    |       |       |       |
| Hedge Fund - CS Tremont <sup>1</sup>   | -2.5  | -0.4               | -1.8  | -2.0  | 2.2   |
| Hedge Fund - HFRI Fund of Funds  | -5.6  | 0.7                | -1.3  | -4.2  | 1.8   |
| Private Equity - Cambridge Assoc. <sup>2</sup>                               | 10.8  | NA                 | 5.4   | 10.8  | 5.4   |
| Private Real Estate - NCREIF TR <sup>3</sup>                                 | 14.3  | NA                 | 2.7   | 12.0  | 5.3   |

Notes: \*Not tax adjusted. \*\*BoE calculated effective FX indices. †Data as of 6/30/12; CS AUM-weighted, HFRI equal-weighted ‡Quarterly data as of 3/31/2012 †Quarterly data as of 6/30/12 †AI data not comparable to other asset classes because of reporting delays, lack of standardized reporting, and survivorship and self selection biases. Crude oil prices are spot in USD.

Source: S&P, MSCI, Bloomberg, FactSet, BofAML Bond Indices (US Treasury Current 10yr, Current 2yr, Inflation-Linked; Muni Master, US Corp Master, US HY Master II Index; EM Corporate Plus Index; EM External Debt Sovereign Index; US Preferred Stock, Fixed Rate).

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## The RIC's Rules

In the last month, the president of the ECB vowed to do “whatever it takes” to ensure the survival of the euro; a major macro hedge fund announced it would return \$2bn to investors; Chinese export growth ground to a halt; trading glitches nearly brought down a major US financial trading company; tensions in Syria and the Middle East mounted; and a famous fixed income investor modestly proclaimed “the death of equities.” Amid this dizzying array of events, the equity, credit and commodity markets rallied, government bond yields rose, and volatility, almost perversely, plunged close to multi-year lows.

As the RIC has noted (see [The Longest Pictures](#)), these baffling short-run movements in asset prices are coinciding with unprecedented central bank financial market intervention, historically low interest rates, and record levels of peacetime debt across the Western world. This is indeed a daunting investment environment. And yet, through the years following the Great Financial Crisis, certain investment rules and themes consistently worked well. Because the RIC believes the Era of Deleveraging is unfinished, these investment guidelines bear repeating:

1. **Wide trading ranges for the major asset classes.** A macro backdrop dominated by debt, deflation and deleveraging is likely to cause low economic growth, low interest rates and low investment returns. Not until there is visible evidence that policy is working to create self-sustaining economic growth will a Great Rotation across asset classes, regions and sectors occur, and spark brand new bull markets in cheap assets. In the meantime, many major asset markets such as global equities are likely to undergo wide trading ranges. Note that US equities are approaching the top of their trading range.
2. **Bull markets (and bubbles) in growth, yield and quality.** The longer the deleveraging cycle takes to complete, the stronger are the bull markets in the scarce assets that provide growth, yield and quality. And eventually, too much liquidity can end up chasing too few assets, causing investment bubbles. The RIC believes credit markets run the greatest risk of such an outcome.
3. **Good themes and good, steady allocations work.** Tactical opportunities to rent “bad assets” will periodically be created by policy stimulus and extreme positioning. But “good themes” – such as US real estate and the EM consumer – and “good allocations” – such as companies over countries, creditors over debtors, Growth over Value, and the US over Europe – will keep winning until the Era of Deleveraging ends.

Table 2: Year to date asset returns

|                            | YTD        |
|----------------------------|------------|
| <b>Global Equities</b>     | <b>10%</b> |
| US                         | 13%        |
| Europe                     | 8%         |
| UK                         | 9%         |
| Japan                      | 2%         |
| Pacific Rim ex-Japan       | 14%        |
| Emerging Markets           | 9%         |
| <b>Global Fixed Income</b> | <b>3%</b>  |
| Government                 | 2%         |
| US Treasuries              | 2%         |
| Quasi-government           | 3%         |
| Investment Grade Corporate | 6%         |
| High Yield Corporate       | 11%        |
| EM Corporate Debt          | 10%        |
| Collateralized Debt        | 3%         |
| <b>Commodities</b>         | <b>3%</b>  |
| Energy                     | -1%        |
| Industrial Metals          | -6%        |
| Precious Metals            | 2%         |
| Agriculture                | 15%        |
| <b>Cash</b>                | <b>0%</b>  |
| US Dollar                  | 1%         |

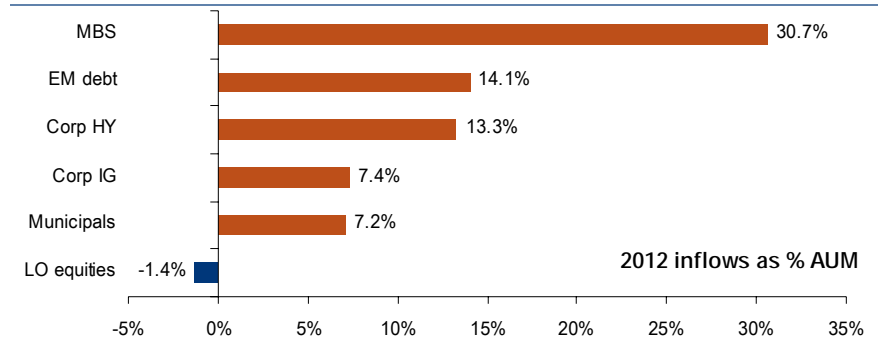
Notes: Total returns in USD as of 8/10/12; Equity returns are MSCI indices; BofA Merrill Lynch Global Bond Indices are: Fixed Income Markets; Government Bond II; US Treasury Master; Large Cap Quasi-Govt; Large Cap Corporate; High Yield; Emerging Markets Corporate Plus; Large Cap Collateralized; Commodity returns are Merrill Lynch Commodity eXtra TR Indices.  
Source: BofA Merrill Lynch Global Equity Strategy; Bloomberg

## The winners, losers & surprises of 2012

Despite many a call for the death of equities, the stock market has outperformed in 2012 (Table 2). Global equities have returned 10% versus 3% in both fixed income and commodities. The winners across asset markets have been US and Pac Rim equities, high yield and EM debt, and agricultural commodities. Meanwhile, the losers have been energy, Japanese equities, and government bonds.

In terms of market surprises, it is interesting to note that the underperformance of global fixed income as an asset class has coincided with an ongoing thirst for bonds (granted, much of that exposure has been directed toward higher yielding areas of the market). Since the beginning of 2008, investors have poured a massive \$572bn in to bonds, and redeemed \$61bn from equity funds. Other areas of surprise have been the difference in investor behavior within the stock and bond markets. Investors have favored the *defensive* areas of the equity market (such as the US and healthcare). In contrast, investors have favored the *riskier* areas of fixed income (such as high yield and Emerging Market bonds – see Chart 1). But the RIC thinks the biggest upside surprise to consensus is the strong rally in assets tied to the turn in the US housing market, such as homebuilder stocks and mortgage-backed securities.

Chart 1: 2012 inflows as a % of AUM



Source: BofA Merrill Lynch Global Equity Strategy, EPFR Global

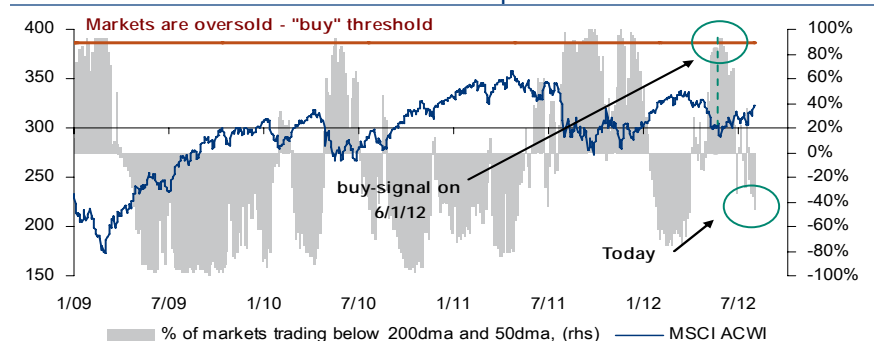
The BofAML Global Breadth Rule flashes a buy signal when a net 89% of global equity markets (40 out of 45) are trading below both their 200dma and 50dma.

Since the rule signaled buy on June 1, global equity prices are up nearly 11%.

## What happens after the summer rally?

During the second quarter of the year, stocks and commodities declined and bonds rallied as Europe threatened to cause a global recession. In fact, equity markets sold off so much that our Global Breadth Rule flashed a buy signal on June 1 (see Chart 2 and margin comment). But since then, risk assets have risen as bearish investor positioning has coincided with global rate cuts (nine in July) and hints of QE in both the US and Europe.

Chart 2: BofAML Global Breadth Rule\* and Global Equities



\* Buy signal is triggered when a net 89% of global equity markets (40 out of 45) are trading below both their 200dma and 50dma.  
Source: BofA Merrill Lynch Global Equity Strategy, Bloomberg

If policymakers remain active and macro data improve, equities can continue to grind higher in the third quarter.

So can the summer rally continue? [Weekly fund flows](#) have shown us that investors have remained on the sidelines for much of the recent equity rally. In addition, we know that institutional long-only [cash balances](#) remain elevated at 4.7% and private client cash holdings are a high 10-15%. So if policymakers remain active and, crucially, macro data improve, equities can continue to grind higher in the third quarter.

Looking beyond the near-term outlook, the RIC's base case remains one of low growth and low rates. Our economists recently cut their growth forecasts for [Europe](#) and [China](#), and continue to expect below 2% growth in the US in 2012 and 2013. They expect the Fed to push out its rate guidance until late 2015, and forecast the 10-year Treasury yield to end the year at just 1.75%. Additionally, ongoing fiscal uncertainty in the US and Europe likely will continue to stymie the "animal spirits" of the corporate sector.

Even though we are not surprised by the summer rally, and we are encouraged by the recent improvement in US real estate – an area of the market that we have often cited as a catalyst for the Great Rotation – the likely absence of sustained, above-trend global growth makes it difficult to make a case for a re-rating of the equity market. Consequently, the RIC maintains asset allocation of 60% stocks, 35% bonds and 5% cash.

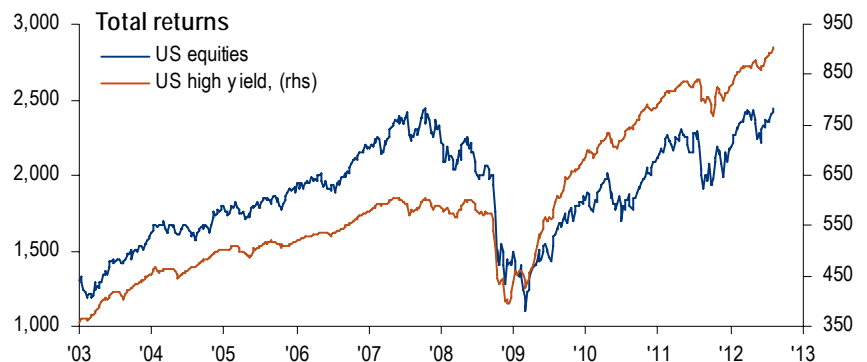
**Table 3: Asset allocation for a moderate investor**

|                          | Strategic  | Tactical   |
|--------------------------|------------|------------|
| <b>Stocks</b>            | <b>60%</b> | <b>60%</b> |
| Lg. Cap Growth           | 38%        | 42%        |
| Lg. Cap Value            | 38%        | 35%        |
| Small Growth             | 4%         | 4%         |
| Small Value              | 4%         | 2%         |
| International: Developed | 13%        | 12%        |
| International: Emerging  | 3%         | 5%         |
| <b>Bonds</b>             | <b>35%</b> | <b>35%</b> |
| Tsys, CDs & GSEs         | 40%        | 32%        |
| Mortgage Backeds         | 25%        | 25%        |
| IG Corp & Preferred      | 25%        | 26%        |
| High yield               | 5%         | 6%         |
| International            | 5%         | 11%        |
| <b>Cash</b>              | <b>5%</b>  | <b>5%</b>  |

Figures here represent tactical asset allocation advice for a Moderate Investor. Please see [page 12](#) of the RIC report for allocations for other investor profiles.

Source: BofA Merrill Lynch Research Investment Committee

**Chart 3: The strong performance of credit argues against being underweight equities**



US high yield and S&P 500 total return indices

Source: BofA Merrill Lynch Global Equity Strategy, Bloomberg

**Table 4: Our deleveraging portfolio - structural longs & shorts**

| Long             | Short     |
|------------------|-----------|
| Creditors        | Debtors   |
| Quality          | Junk      |
| Companies        | Countries |
| Income           | Beta      |
| Growth           | Value     |
| Large            | Small     |
| Credit           | Equity    |
| Gold             | Cash      |
| US               | Europe    |
| EM               | Japan     |
| Global mega-caps | Banks     |

Source: BofA Merrill Lynch Global Equity Strategy

In our view, investors should use the late summer as an opportunity to rebalance their portfolios toward our favorite deleveraging themes (Table 4). This is particularly true in equities, where these assets are much less overbought from a long-term perspective. Technical Research Analyst Mary Ann Bartels recently highlighted that mega-caps – which represent growth, quality, yield and big bases – are now the new leadership in the equity market. She recommends focusing on [mega-caps](#) with big bases that remain under-owned by institutional investors.

## Macro themes to add exposure to

In addition to our "Three Wise Themes" of yield, growth and quality, the RIC believes three other macro themes – US real estate, distressed European assets and EM growth – also will be wise investments in coming quarters.

**Table 5: Year over year home price changes**  
(Core Logic data - June 2012)

|               | Total | Excl Distressed |
|---------------|-------|-----------------|
| United States | 2.5   | 3.2             |
| Phoenix       | 16.9  | 11.7            |
| Miami         | 9.6   | 8.1             |
| Detroit       | 9.1   | 5.0             |
| Denver        | 7.2   | 6.3             |
| Tampa         | 5.3   | 4.4             |
| Portland      | 4.5   | 3.8             |
| San Francisco | 4.3   | 4.8             |
| Seattle       | 4.0   | 5.0             |
| Washington dc | 3.3   | 3.1             |
| Boston        | 3.0   | 3.8             |
| Minneapolis   | 3.0   | 3.4             |
| Dallas        | 2.7   | 6.1             |
| Las Vegas     | 2.0   | 3.7             |
| New York      | 2.0   | 1.8             |
| Los Angeles   | 0.8   | 3.5             |
| San Diego     | 0.5   | 2.6             |
| Philadelphia  | 0.4   | 1.4             |
| Charlotte     | -0.2  | 0.7             |
| Chicago       | -3.1  | 1.5             |
| Cleveland     | -3.1  | 0.2             |
| Atlanta       | -3.2  | 2.0             |

Source: BofA Merrill Lynch Global Equity Strategy, Core Logic

## US Real Estate

US real estate prices troughed earlier this year, and are now up 2.5% in year-over-year terms. Even including distressed properties, home prices are up across most major metropolitan areas (Table 5). Real estate in Phoenix, Miami, Detroit and Denver has outperformed US Treasuries in the last 12 months. Our economists forecast a strong 45% cumulative return for US real estate prices over the next 10 years.

Many assets such as homebuilder stocks and mortgage-backed securities have already started to rally from the housing recovery, and we expect this trend to continue (Chart 4). Despite the impressive YTD gains in non-agency MBS (ABX up roughly 18%), MBS/ABS Strategist Chris Flanagan believes the asset class could offer roughly 10% upside from current levels (see the latest Structured Product Weekly for more details).

**Chart 4: 2007 H2-vintage ABS returns**



Source: BofA Merrill Lynch Global Equity Strategy, Bloomberg

If MBS/ABS values continue to surge higher, banks may soon be able to “write-up” some of their mortgage related assets. This strengthening in bank balance sheets would likely encourage more lending, and thereby lead to a virtuous cycle in US real estate. Selective exposure to some US banks is therefore warranted.

In addition to MBS and select US financials, we also recommend [home renovation retailers](#) as a way to invest in the US housing recovery. And note that Analyst Jeffrey Spector still sees value in select REITs (see the latest [US REIT Weekly](#) for a list of his top picks).

## Select distressed European assets

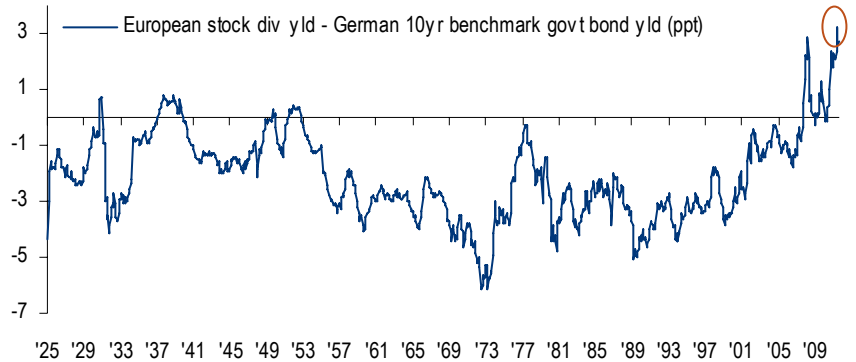
Many European assets are trading at distressed valuations relative to history, due in part to the depreciation of the euro. For example the dividend yield of European equities recently exceeded the 10-year German bund yield by the widest margin in nearly 90 years (Chart 5). Despite the ongoing uncertainty caused by the European sovereign debt crisis, some European asset markets have performed surprisingly well. Over the last 12 months, Irish equities (23%), UK equities (14%) Irish government bonds (12%) and Portuguese government bonds (7%) have all been among the top performing global assets.

In our view, some of the best ways to own European exposure are through high quality best of breed companies, dividend growth stocks, and European corporate bond funds with exposure to core Europe (i.e. German, UK, French and Swiss credit). Our multi-asset strategist John Bilton argues that French corporate bonds

For European dividend growth ideas, see Multi-Asset Strategist John Bilton’s “Finding ‘smart yield’ in Europe” report (published July 17<sup>th</sup>).

look particularly attractive as France remains AAA, the average yield on French IG credit is 270bp and the universe is dominated by well-known, well-capitalized multinationals. John cautions that it is still too soon to consider peripheral credit. True, yield levels are optically attractive but there remains a real risk of sovereign downgrades hanging over countries like Spain and Italy.

Chart 5: EU equities were recently the cheapest relative to German bunds in nearly 90 years

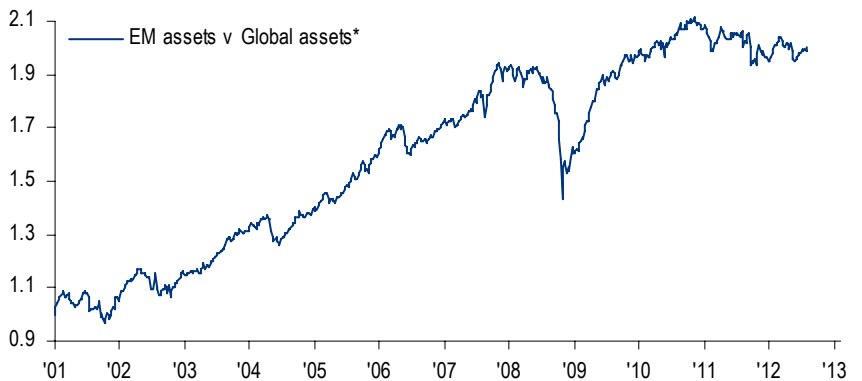


Note: EU dividend yield data is MSCI Europe data starting in 1969, GFD prior to that  
Source: BofA Merrill Lynch Global Equity Strategy, Global Financial Data, Bloomberg, DataStream

### EM domestic demand growth

Just as investors have called for the death of equities after a tumultuous few years, similarly the death of EM has gained traction. But in our view, the death of EM has been greatly exaggerated: while EM equities have been roughly flat over the last 12 months, EM bonds have produced excellent returns (10.5% sovereign, 8.0% corporate). We believe the compelling growth story in EM remains in place and we remain overweight EM equities and bonds. For a moderate investor, the RIC recommends a 5% tactical allocation to EM equities (relative to a 3% benchmark). And within [bonds](#), for a moderate investor in the 25% tax bracket Fixed Income Strategist Marty Mauro recommends a 3% allocation to EM USD bonds, and a 5% allocation to EM local currency bonds.

Chart 6: EM assets versus Global assets

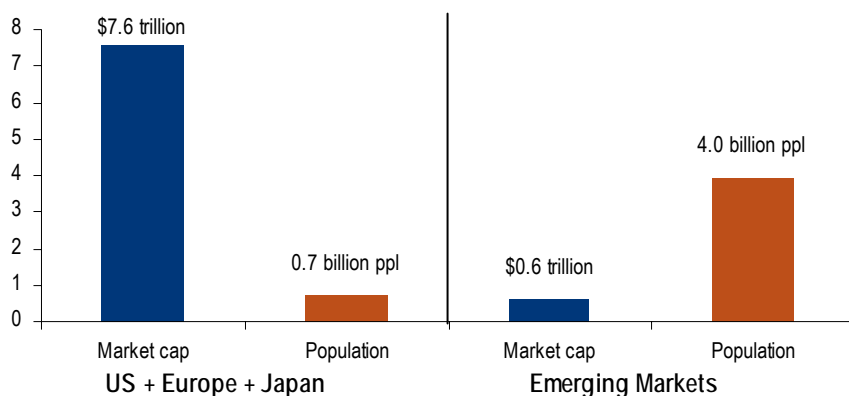


\* Global and EM assets = equal-weighted index of equities and bonds  
Source: BofA Merrill Lynch Global Equity Strategy, DataStream, Bloomberg

### EM Consumer

The combined population of the US, Europe and Japan is 700 million people – a relatively rich, but aging population. Meanwhile, there are more than 4 billion people living in Emerging Markets, which account for more than 80% of the global population – with low, but growing incomes. And yet, the market cap of the consumer sectors in EM is still significantly smaller than it is in DM (Chart 7). In our opinion some of the best ways to access this high growth market are through DM consumer companies with high EM exposure, EM healthcare, and Russian domestic demand plays.

Chart 7: Per capita consumer market cap in DM is 67x that of EM



Consumer market cap represents the combined market caps of the Discretionary, Staples and Healthcare sectors  
Source: BofA Merrill Lynch Global Equity Strategy, DataStream Haver

### Frontier markets

We suggest investors look to less correlated Frontier markets for further beta exposure outside of core EM markets. In his guide to the frontier markets in EMEA (published July 17<sup>th</sup>), EEMEA Equity Strategist Mike Harris outlines the key market drivers for key Frontier Markets. These are structurally under-owned and currently cheap relative to their history. Specifically, Harris favors Saudi Arabia, Nigeria and Qatar.

### Unanticipated risks

With so many bearish eyes focused on Europe, the US fiscal cliff, and Chinese economic growth as potential negative risks for the macro and market outlook, the RIC would like to highlight a couple of unanticipated risks.

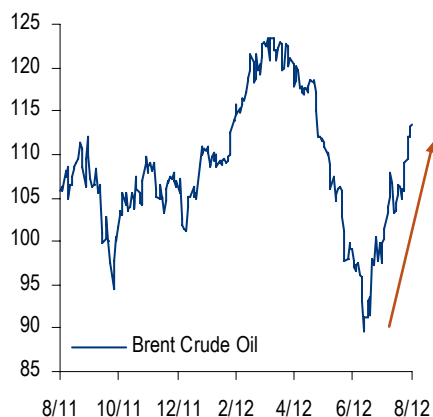
#### An “Arab autumn”

The Arab Spring was a factor earlier this year in the run-up in oil prices, which in turn hurt the pace of economic growth. Oil prices have risen sharply in recent weeks (Chart 8). Part of this undoubtedly reflects anticipation of QE policies. But the rise also coincides with a deteriorating situation in Syria. Should geopolitics in the Middle East induce a further rise in oil and gasoline prices in the US, the fragility of the economic recovery will once again be revealed. According to Commodity Strategist Francisco Blanch, a potential disruption of Iranian exports or a shutdown of the Strait of Hormuz could raise oil prices by as much as \$100/bbl. Gold remains a good hedge against such an outcome.

#### Other Risks: Bond, China and normality

A big jump in bond market volatility would be bad news for the nascent real estate recovery in the US. Growth in China is slowing, and while the consensus view

Chart 8: Oil prices have jumped quickly



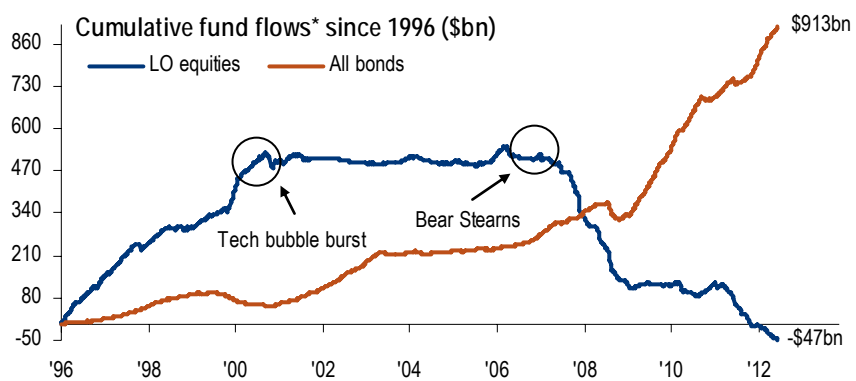
Source: BofA Merrill Lynch Global Equity Strategy, Bloomberg



remains that a hard landing is unlikely thanks to the perceived policy flexibility of the authorities, the risk remains that real estate and banking woes are so great that policy easing would not work in China. Such an outcome would be negative for most commodity markets.

But the biggest risk of all relative to current market positioning would be if economic growth turns out to be much better than we and many others expect. In the latest Fund Manager Survey of 200-300 mostly long-only investors, the percentage of respondents expecting “above-trend” growth in the next 12 months was just 5%. The consensus is firmly that policy easing is unlikely to accelerate that pace of economic activity. Should this prove to be wrong, then recent trends in fund flows will likely be reversed (Chart 9).

Chart 9: Investors are betting that policymakers are impotent



\* data 1996-2002 from Lipper FMI; 2002-onwards from EPFR Global  
Source: BofA Merrill Lynch Global Equity Strategy, EPFR Global, Lipper FMI

# Asset markets: base case, ideas, risks

Table 6: RIC base case for global asset markets

| Region/sector   | Convictions   | Ideas & risks   |
|---|---|---|
| <b>Global Economics:</b><br>Ethan Harris<br>Alberto Ades            | <ul style="list-style-type: none"> <li>Europe remains mired in a prolonged recession, contracting -0.7% annually in both 2012 and 2013. Risks remain skewed to the downside.</li> <li>The ECB will cut rates and buy bonds this year, but its interventions are likely to remain modest and reactive.</li> <li>The US faces a fiscal drag of as much as 4.6% of GDP at the end of 2012. We believe growth will slow before year-end as the fiscal cliff creates macro and micro uncertainty – fears of recession coupled with uncertainty around tax policy.</li> <li>The Fed pushes out its rate guidance until late 2015 and announces QE3 in September.</li> </ul>   | <ul style="list-style-type: none"> <li>Risks: US fiscal tightening; Chinese hard landing; Europe fails to ratify fiscal integration; Greece leaves EU.</li> </ul>   |
| <b>Global Equities:</b><br>Michael Hartnett                         | <ul style="list-style-type: none"> <li>MSCI All-Country World Index target remains 330.</li> <li>Positives: bearish investors, low bond returns, healthy corporate balance sheet, US real estate, easy money policies.</li> <li>Negatives: US &amp; EU fiscal policy, bank deleveraging, slowing China.</li> <li>OW US vs. Europe, EM vs. Japan, creditors vs. debtors, large vs. small, and the “Three Wise Themes” of yield, growth and quality.</li> </ul>   | <ul style="list-style-type: none"> <li>Q3 trading upside for oversold BRICs &amp; Europe.</li> <li>Risks to the upside: US real estate fuels strong rally in banks.</li> <li>Risks to the downside: either an “Arab autumn” spike in oil prices or US fiscal cliff causes recession.</li> </ul>   |
| <b>Global Rates:</b><br>Priya Misra<br>Ralf Preusser<br>John Wraith | <ul style="list-style-type: none"> <li>US: A weaker US and global economy, the systemic implications of the Eurozone crisis, and a shrinking pool of safe haven assets are likely to keep a bid for Treasury yields. Near term positioning and mortgage pipeline risks may cause a modest back-up in term premium, but we expect 10y rates to stay below 1.75%. Increasing perception of ineffective monetary policy is likely to result in lower TIPS breakevens and a flatter 10s-30s curve.</li> <li>Europe: Bunds are likely to remain in a relatively tight trading range in August due to market uncertainty about the hoped-for ECB intervention. The periphery is likely to cheapen as expectations of imminent ECB intervention wane. Risks are binary into September.</li> <li>UK: Expect outright yields in Gilts to stay close to current levels, with further downside progress increasingly difficult, but safe haven demand preventing a material sell off.</li> </ul> | <ul style="list-style-type: none"> <li>US: Eurobonds or other forms of debt mutualization would create a significant competitor to Treasuries. Postponement of the fiscal cliff.</li> <li>Europe: Given the high uncertainty we expect carry-and-roll down positions on the EUR swaps curve to benefit from the still relatively steep curves without being heavily exposed to the question of ECB intervention.</li> <li>UK: The UK’s weak economic outlook risks putting mounting pressure on the fiscal policy stance and the AAA credit rating. This could undermine Gilts, and we recommend underweight positions against Treasuries.</li> </ul> |
| <b>Global Commodities:</b><br>Francisco Blanch                      | <ul style="list-style-type: none"> <li>Despite global deflationary trends, oil markets have recently rebounded given an extremely tight physical market in the North Sea and the blockade in Iran. As a result, super-backwardation in Brent crude oil markets may persist.</li> <li>Base case, we expect a substantial policy response to ongoing economic woes in Europe and beyond including QE3 in the US, aggressive policy action in Europe, and both fiscal and monetary responses in EMs.</li> <li>Still, as long as the danger of a Euro area debt deflation collapse and currency break up persists, the risk of \$60/bbl Brent crude oil prices will likely remain for years.</li> <li>We maintain a 12-month target for gold of \$2,000/oz, as the approaching US fiscal cliff could be a trigger bringing new buyers into the market.</li> </ul>   | <ul style="list-style-type: none"> <li>Risks: Deeper-than-expected Euro area recession; Increased Middle East tensions; Faster-than-expected US fiscal tightening; A China hard-landing scenario.</li> </ul>  |
| <b>Global Credit:</b><br>Hans Mikkelsen<br>Oleg Melentyev           | <ul style="list-style-type: none"> <li>We remain bullish on US corporate credit because the impact of declining systemic uncertainties trumps diminishing growth: 1) excess demand - negative real yields and low expected growth are just right for corporates as investors reach for yield but are not ready for a rotation into equities; 2) moderately increasing interest rates bring higher demand for corporate bonds; 3) stable home prices and extremely well capitalized banks mean that financials should transition to low beta sectors.</li> <li>Our year-end spread targets of 175bp in HG and 550bp in HY imply significant tightening. But we expect that increasing interest rates will partially offset the effect of tighter spreads. 2012 total return targets are 6.5% for HG and 12% for HY.</li> </ul>   | <ul style="list-style-type: none"> <li>Risks: The situation in Europe negatively impacts consumer and business confidence and causes a US recession; hard landing in China; US fiscal cliff.</li> </ul>   |
| <b>Global FX:</b><br>David Woo<br>Alberto Ades                      | <ul style="list-style-type: none"> <li>We expect the euro to drop over the rest of the year, with a target of 1.15 for end-2012. We are skeptical that Europe will be able to substantially solve the many sovereign debt crises.</li> <li>CNY appreciation should take a breather, with a short-term target of 6.40 for the end of the year. However, we still feel that we are a long way from sustainability at around 5.60.</li> <li>USD should broadly strengthen over the rest of 2012, given European concerns, the risks that QE3 from the Fed may not occur, and worries about a hard landing in China.</li> </ul>   | <ul style="list-style-type: none"> <li>A surprise resolution to the European crisis provides further upside risk to our view, while a country exit would cause the euro to fall further.</li> </ul>   |

Source: BofA Merrill Lynch Research Investment Committee

## Global equity market convictions: ideas & risks

Table 7: Global equity weightings by region

| Region/sector      | Analyst(s)         | Recommendation* | Convictions  | Ideas & risks   |
|--------------------|--------------------|-----------------|--|---|
| US:                | Savita Subramanian | Overweight      | <ul style="list-style-type: none"> <li>2012 year-end S&amp;P 500 target is 1450, which is 14x our 2012E EPS of \$102.</li> <li>OW Staples and Tech; UW Materials and Financials.</li> <li>Macro market continues into 2012 with: 1) the European crisis, 2) US policy, 3) risks of material slowdown in China/Emerging Markets, and 4) financial regulatory reform.</li> </ul>               | <ul style="list-style-type: none"> <li>Expect a structurally higher equity risk premium over next several years given increased macro risk, but expect healthy 2012 EPS growth.</li> <li>Favor yield, quality and growth over beta.</li> <li>Europe, government and consumer exposure are key risks.</li> <li>Focus on sectors/industries with more stock picking opportunity.</li> </ul>   |
| UK:                | Gary Baker         | Neutral         | <ul style="list-style-type: none"> <li>Macro data have disappointed, with manufacturing PMI reaching its lowest level since May 2009. This will likely gain more attention as the focus returns after the Olympic Games.</li> <li>Earnings revisions trends are weakening but remain above the European market average.</li> </ul>   | <ul style="list-style-type: none"> <li>Hopes of a more dynamic policy response from Chinese authorities have lifted sentiment in the large Basic Resources sector, which has outperformed recently, offsetting the negative news flow in Banks.</li> <li>OW policy sensitive sectors: Banks, Basic Resources, Energy (and Telecoms). UW Consumer Staples. FTSE trading on 9.6x 12M forward PER.</li> </ul>                                |
| Europe ex-UK:      | Gary Baker         | Underweight     | <ul style="list-style-type: none"> <li>Economic momentum is <b>weakening further</b> in Germany and France.</li> <li>Our economists have marked down their 2013 Euro area GDP growth estimates to -0.7% (from 0.0%). Earnings revisions are also losing momentum with Materials, Energy and Industrials most hit.</li> </ul>   | <ul style="list-style-type: none"> <li>A 15% rally since early June has pushed the Stoxx to the top end of its trading range and at 10.7x 2012 P/E we see limited room for further upside in the absence of more policy actions or earnings growth.</li> <li>Stoxx is trading on 9.8x 12M forward PER. Consensus 2012E EPS 0% growth in line with our top-down estimate. 258 Y/E target for Stoxx 600 implies modest downside.</li> </ul> |
| Asia-Pac ex-Japan: | Nigel Tupper       | Neutral         | <ul style="list-style-type: none"> <li>Macro data are deteriorating, but tactical indicators have recently turned positive.</li> <li>The probability of a trough is increasing as central banks continue to ease monetary policy across the region.</li> <li>Valuation disparity between defensives and cyclicals remains at extremes.</li> </ul>  | <ul style="list-style-type: none"> <li>The risk is being too defensive at the trough of the cycle.</li> <li>We recommend balancing defensiveness with early cycle sectors.</li> <li>Our preferred styles include Stable Growth, Dividend, Quality and Momentum.</li> <li>Also OW inexpensive early cycle sectors that are showing signs of recovery.</li> </ul>   |
| Emerging Markets:  | Michael Hartnett   | Overweight      | <ul style="list-style-type: none"> <li>High growth, infant credit cycles and abundant global liquidity remain secular positives for EM, but China's growth is set to moderate over the next five years.</li> <li>Our regional strategists favor Hong Kong, Korea, India, Malaysia, Australia, Russia, South Africa, Turkey and selective Frontier Markets (Saudi, Qatar, Nigeria)</li> </ul> | <ul style="list-style-type: none"> <li>Continue to favor Best of Breed and high yielding Emerging Market stocks.</li> <li>While inflation is not a near term risk, watch for signs of rising inflation and margin compression across EMs.</li> <li>Risks: major banking and debt crisis in Europe that triggers a recession in the US and a hard landing in China.</li> </ul>   |

Note: We have suspended our publication of Japan equity strategy recommendations and will resume them upon initiation of our new strategist's views. \*Recommendations are relative to regional weightings in the MSCI All Country World Index.  
Source: BofA Merrill Lynch Research Investment Committee

## Asset allocation for individual investors

- These tables represent our asset allocation recommendations by investor profile (Conservative – Aggressive).
- Strategic models are long-term, 20-30 year benchmarks developed by Merrill Lynch Global Wealth Management.
- Tactical models have a 12-18 month horizon, and are provided by the Research Investment Committee (RIC).

### Tier 0 (highest liquidity):

Highest liquidity needs with none of the portfolio invested in less liquid alternative asset categories.

### Tier 1 (higher liquidity):

Up to 10% of the portfolio may be unavailable for 3-5 years.

### Tier 2 (moderate liquidity):

Up to 20% of the portfolio may be unavailable for 3-5 years.

### Tier 3 (lower liquidity)

Up to 30% of the portfolio may be unavailable for 3-5 years.

## Asset allocation for US clients

Table 8: Strategic and tactical allocations without alternative assets (Tier 0 liquidity)

|                           | Conservative |       | Moderately conservative |       | Moderate |       | Moderately aggressive |       | Aggressive |       |
|---------------------------|--------------|-------|-------------------------|-------|----------|-------|-----------------------|-------|------------|-------|
|                           | Strat.       | Tact. | Strat.                  | Tact. | Strat.   | Tact. | Strat.                | Tact. | Strat.     | Tact. |
| <b>Traditional Assets</b> |              |       |                         |       |          |       |                       |       |            |       |
| Stocks                    | 20%          | 20%   | 40%                     | 40%   | 60%      | 60%   | 70%                   | 70%   | 80%        | 85%   |
| Bonds                     | 55%          | 55%   | 50%                     | 50%   | 35%      | 35%   | 25%                   | 25%   | 15%        | 15%   |
| Cash                      | 25%          | 25%   | 10%                     | 10%   | 5%       | 5%    | 5%                    | 5%    | 5%         | 0%    |
| <b>Alternative Assets</b> |              |       |                         |       |          |       |                       |       |            |       |
|                           | 0%           | 0%    | 0%                      | 0%    | 0%       | 0%    | 0%                    | 0%    | 0%         | 0%    |

Table 9: Strategic allocations with alternative assets (Tier 1 liquidity)

|                           | Conservative |       | Moderately conservative |       | Moderate |       | Moderately aggressive |       | Aggressive |       |
|---------------------------|--------------|-------|-------------------------|-------|----------|-------|-----------------------|-------|------------|-------|
|                           | Strat.       | Tact. | Strat.                  | Tact. | Strat.   | Tact. | Strat.                | Tact. | Strat.     | Tact. |
| <b>Traditional Assets</b> |              |       |                         |       |          |       |                       |       |            |       |
| Stocks                    |              | 20%   |                         | 40%   |          | 55%   |                       | 65%   |            | 70%   |
| Bonds                     |              | 50%   |                         | 45%   |          | 30%   |                       | 20%   |            | 10%   |
| Cash                      |              | 25%   |                         | 10%   |          | 5%    |                       | 5%    |            | 5%    |
| <b>Alternative Assets</b> |              |       |                         |       |          |       |                       |       |            |       |
| Real Assets*              |              | 1%    |                         | 1%    |          | 2%    |                       | 2%    |            | 6%    |
| Hedge Funds               |              | 4%    |                         | 4%    |          | 8%    |                       | 8%    |            | 9%    |
| Private Equity            |              | 0%    |                         | 0%    |          | 0%    |                       | 0%    |            | 0%    |

\*Real Assets\* defined to include commodities, TIPS and Real estate, including REITs. Figures may not sum to 100 because of rounding.

Table 10: Strategic allocations with alternative assets (Tier 2 liquidity)

|                           | Conservative |       | Moderately conservative |       | Moderate |       | Moderately aggressive |       | Aggressive |       |
|---------------------------|--------------|-------|-------------------------|-------|----------|-------|-----------------------|-------|------------|-------|
|                           | Strat.       | Tact. | Strat.                  | Tact. | Strat.   | Tact. | Strat.                | Tact. | Strat.     | Tact. |
| <b>Traditional Assets</b> |              |       |                         |       |          |       |                       |       |            |       |
| Stocks                    |              | 15%   |                         | 35%   |          | 50%   |                       | 55%   |            | 55%   |
| Bonds                     |              | 50%   |                         | 45%   |          | 25%   |                       | 20%   |            | 10%   |
| Cash                      |              | 25%   |                         | 10%   |          | 5%    |                       | 5%    |            | 5%    |
| <b>Alternative Assets</b> |              |       |                         |       |          |       |                       |       |            |       |
| Real Assets*              |              | 3%    |                         | 3%    |          | 7%    |                       | 7%    |            | 10%   |
| Hedge Funds               |              | 6%    |                         | 6%    |          | 8%    |                       | 8%    |            | 8%    |
| Private Equity            |              | 1%    |                         | 1%    |          | 5%    |                       | 5%    |            | 12%   |

\*Real Assets\* defined to include commodities, TIPS and Real estate, including REITs. Figures may not sum to 100 because of rounding.

Table 11: Strategic allocations with alternative assets (Tier 3 liquidity)

|                           | Conservative |       | Moderately conservative |       | Moderate |       | Moderately aggressive |       | Aggressive |       |
|---------------------------|--------------|-------|-------------------------|-------|----------|-------|-----------------------|-------|------------|-------|
|                           | Strat.       | Tact. | Strat.                  | Tact. | Strat.   | Tact. | Strat.                | Tact. | Strat.     | Tact. |
| <b>Traditional Assets</b> |              |       |                         |       |          |       |                       |       |            |       |
| Stocks                    |              | 15%   |                         | 35%   |          | 40%   |                       | 50%   |            | 40%   |
| Bonds                     |              | 45%   |                         | 40%   |          | 25%   |                       | 15%   |            | 10%   |
| Cash                      |              | 25%   |                         | 10%   |          | 5%    |                       | 5%    |            | 5%    |
| <b>Alternative Assets</b> |              |       |                         |       |          |       |                       |       |            |       |
| Real Assets*              |              | 3%    |                         | 3%    |          | 9%    |                       | 9%    |            | 11%   |
| Hedge Funds               |              | 10%   |                         | 10%   |          | 14%   |                       | 14%   |            | 14%   |
| Private Equity            |              | 2%    |                         | 2%    |          | 7%    |                       | 7%    |            | 20%   |

\*Real Assets\* defined to include commodities, TIPS and Real estate, including REITs. Figures may not sum to 100 because of rounding.

Notes: The Strategic Profile Asset Allocation Models with Alternative Assets were developed by Merrill Lynch Global Wealth Management for private clients. The Strategic allocations are identified by Merrill Lynch Global Wealth Management in collaboration with the Global Research Investment Strategy group and are designed to serve as guidelines for a 20-30 year investment horizon. The models allocate assets among specified asset classes and, within each class, reflect broad investment diversification. The models offer benchmarks for traditional asset class allocation (stocks, bonds and cash), as well as models for allocations among traditional and alternative asset classes reflecting portfolios targeting varying liquidity levels. The models are designed to provide allocation benchmarks based on risk/return profiles. We define liquidity as the percentage of assets, by invested value, within a portfolio that can be reasonably expected to be liquidated within a given time duration under typical market conditions. Additional information regarding the liquidity tiers is available in the full disclosure section of the report. Given the less-liquid nature of alternative assets, BofA Merrill Lynch does not make Tactical allocation recommendations for portfolios that include these asset classes.

## A closer look at asset allocation for US clients: size, style and international

The tables below present in-depth size and style recommendations for US clients using the stocks, bonds and cash weights from the most liquid (Tier 0) liquidity profile on the previous page.

Table 12: Strategic and tactical allocations without alternatives

|                     | Conservative |          | Moderately conservative |          | Moderate  |          | Moderately aggressive |          | Aggressive |          |
|---------------------|--------------|----------|-------------------------|----------|-----------|----------|-----------------------|----------|------------|----------|
|                     | Strategic    | Tactical | Strategic               | Tactical | Strategic | Tactical | Strategic             | Tactical | Strategic  | Tactical |
| <b>Stocks</b>       | 20%          | 20%      | 40%                     | 40%      | 60%       | 60%      | 70%                   | 70%      | 80%        | 85%      |
| Lg. Cap Growth      | 8%           | 9%       | 16%                     | 18%      | 23%       | 25%      | 25%                   | 27%      | 27%        | 32%      |
| Lg. Cap Value       | 12%          | 10%      | 16%                     | 15%      | 23%       | 21%      | 25%                   | 22%      | 21%        | 20%      |
| Small Growth        | 0%           | 0%       | 2%                      | 2%       | 2%        | 2%       | 3%                    | 3%       | 6%         | 6%       |
| Small Value         | 0%           | 0%       | 2%                      | 1%       | 2%        | 1%       | 3%                    | 2%       | 6%         | 3%       |
| Intl: Developed     | 0%           | 1%       | 3%                      | 3%       | 8%        | 7%       | 11%                   | 11%      | 16%        | 16%      |
| Intl: Emerging      | 0%           | 0%       | 1%                      | 1%       | 2%        | 4%       | 3%                    | 5%       | 4%         | 8%       |
| <b>Bonds</b>        | 55%          | 55%      | 50%                     | 50%      | 35%       | 35%      | 25%                   | 25%      | 15%        | 15%      |
| Tsys, CDs & GSEs    | 35%          | 43%      | 27%                     | 16%      | 13%       | 11%      | 6%                    | 8%       | 2%         | 5%       |
| Mortgage Backeds    | 14%          | 1%       | 13%                     | 12%      | 9%        | 9%       | 6%                    | 6%       | 4%         | 3%       |
| IG Corp & Preferred | 6%           | 11%      | 10%                     | 13%      | 9%        | 9%       | 9%                    | 6%       | 5%         | 4%       |
| High Yield          | 0%           | 0%       | 0%                      | 3%       | 2%        | 2%       | 1%                    | 2%       | 2%         | 1%       |
| International       | 0%           | 0%       | 0%                      | 6%       | 2%        | 4%       | 3%                    | 3%       | 2%         | 2%       |
| <b>Cash</b>         | 25%          | 25%      | 10%                     | 10%      | 5%        | 5%       | 5%                    | 5%       | 5%         | 0%       |

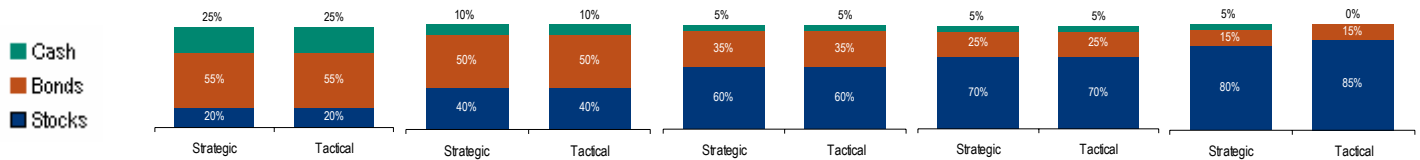


Table 13: Stocks – by size and style

|                          | Conservative |          | Moderately conservative |          | Moderate  |          | Moderately aggressive |          | Aggressive |          |
|--------------------------|--------------|----------|-------------------------|----------|-----------|----------|-----------------------|----------|------------|----------|
|                          | Strategic    | Tactical | Strategic               | Tactical | Strategic | Tactical | Strategic             | Tactical | Strategic  | Tactical |
| Large cap growth         | 40%          | 42%      | 40%                     | 44%      | 38%       | 42%      | 35%                   | 39%      | 33%        | 37%      |
| Large cap value          | 60%          | 53%      | 40%                     | 38%      | 38%       | 35%      | 35%                   | 32%      | 26%        | 24%      |
| Small growth             | 0%           | 0%       | 4%                      | 4%       | 4%        | 4%       | 4%                    | 4%       | 8%         | 8%       |
| Small value              | 0%           | 0%       | 4%                      | 2%       | 4%        | 2%       | 4%                    | 2%       | 8%         | 4%       |
| International: Developed | 0%           | 5%       | 10%                     | 9%       | 13%       | 12%      | 18%                   | 16%      | 20%        | 19%      |
| International: Emerging  | 0%           | 0%       | 2%                      | 3%       | 3%        | 5%       | 4%                    | 7%       | 5%         | 8%       |

Source: BofA Merrill Lynch Global Research

Table 14: Bonds -- by sector

|                     | Conservative |          | Moderately conservative |          | Moderate  |          | Moderately aggressive |          | Aggressive |          |
|---------------------|--------------|----------|-------------------------|----------|-----------|----------|-----------------------|----------|------------|----------|
|                     | Strategic    | Tactical | Strategic               | Tactical | Strategic | Tactical | Strategic             | Tactical | Strategic  | Tactical |
| Tsys, CDs & GSEs    | 65%          | 78%      | 55%                     | 32%      | 40%       | 32%      | 25%                   | 32%      | 15%        | 29%      |
| Mortgage Backeds    | 25%          | 2%       | 25%                     | 25%      | 25%       | 25%      | 25%                   | 25%      | 25%        | 21%      |
| IG Corp & Preferred | 10%          | 20%      | 20%                     | 26%      | 25%       | 26%      | 35%                   | 26%      | 40%        | 27%      |
| High yield          | 0%           | 0%       | 0%                      | 6%       | 5%        | 6%       | 5%                    | 6%       | 10%        | 8%       |
| International       | 0%           | 0%       | 0%                      | 11%      | 5%        | 11%      | 10%                   | 11%      | 10%        | 15%      |

Source: BofA Merrill Lynch Global Research

Notes: Further information regarding liquidity assumptions is available in the disclosure section; Figures may not sum to 100 because of rounding. The Investor Profile Asset Allocation Model was developed by Merrill Lynch Global Wealth Management for private clients. The Strategic allocations are identified by Merrill Lynch Global Wealth Management in collaboration with the Global Research Investment Strategy Group and are designed to serve as guidelines for a 20-30-year investment horizon. The Tactical allocations are provided by the Global Research Investment Strategy Group and reflect the group's outlook over the next 12-18 months.

See [here](#) for additional disclosures for US allocation models.

## Asset allocation for global clients

The Asset Allocation for Global Clients is designed to reduce “home country bias” and introduce a currency perspective. Tactical recommendations are based on qualitative views from our BofAML Global Research strategists, translated into recommendations with a quantitative optimization model. Strategic allocations are based on market cap weights for the MSCI All-Country World and BofAML Global Fixed Income Markets Indices (12/31/2010). Both allocations are for individual investors.\*\*

### Tier 0 (highest liquidity):

Highest liquidity needs with none of the portfolio invested in less liquid alternative asset categories.

Table 15: Strategic and tactical allocations without alternatives (Tier 0 liquidity)

|                       | Conservative    |       | Moderately conservative |       | Moderate |       | Moderately Aggressive |       | Aggressive |       |
|-----------------------|-----------------|-------|-------------------------|-------|----------|-------|-----------------------|-------|------------|-------|
|                       | Strat.          | Tact. | Strat.                  | Tact. | Strat.   | Tact. | Strat.                | Tact. | Strat.     | Tact. |
|                       | Global Equities | 20%   | 20%                     | 40%   | 40%      | 60%   | 60%                   | 70%   | 70%        | 80%   |
| North America         | 8%              | 9%    | 19%                     | 20%   | 28%      | 29%   | 32%                   | 33%   | 37%        | 38%   |
| Europe (ex UK)        | 4%              | 3%    | 7%                      | 6%    | 11%      | 10%   | 13%                   | 12%   | 15%        | 14%   |
| UK                    | 2%              | 2%    | 4%                      | 4%    | 5%       | 5%    | 6%                    | 6%    | 7%         | 7%    |
| Japan                 | 2%              | 2%    | 3%                      | 3%    | 5%       | 5%    | 6%                    | 6%    | 7%         | 7%    |
| Pac Rim (ex Japan)    | 1%              | 1%    | 2%                      | 2%    | 3%       | 3%    | 4%                    | 4%    | 4%         | 4%    |
| Emerging Markets      | 3%              | 3%    | 5%                      | 5%    | 8%       | 8%    | 9%                    | 9%    | 10%        | 10%   |
| Global Fixed Income   | 55%             | 58%   | 50%                     | 53%   | 38%      | 39%   | 28%                   | 29%   | 18%        | 19%   |
| Govt Bonds            | 34%             | 35%   | 30%                     | 29%   | 24%      | 18%   | 18%                   | 12%   | 10%        | 6%    |
| Inv. Grade Credit     | 8%              | 9%    | 8%                      | 10%   | 6%       | 11%   | 4%                    | 8%    | 3%         | 6%    |
| High Yield Credit     | 2%              | 3%    | 2%                      | 4%    | 1%       | 2%    | 1%                    | 2%    | 1%         | 2%    |
| Collateralized Debt   | 11%             | 11%   | 10%                     | 10%   | 7%       | 8%    | 5%                    | 7%    | 4%         | 5%    |
| Cash (USD)            | 25%             | 22%   | 10%                     | 7%    | 2%       | 1%    | 2%                    | 1%    | 2%         | 1%    |
| Global Real Assets*   | 0%              | 0%    | 0%                      | 0%    | 0%       | 0%    | 0%                    | 0%    | 0%         | 0%    |
| Global Hedge Funds    | 0%              | 0%    | 0%                      | 0%    | 0%       | 0%    | 0%                    | 0%    | 0%         | 0%    |
| Global Private Equity | 0%              | 0%    | 0%                      | 0%    | 0%       | 0%    | 0%                    | 0%    | 0%         | 0%    |

\*Real Assets include commodities, TIPS, Real estate, incl. REITS; Figures may not sum to 100 because of rounding; collateralized debt includes MBS

### Tier 1 (higher liquidity):

Up to 10% of the portfolio may be unavailable for 3-5 years.

Note: The RIC does not provide tactical allocations to Alternative Investments due to their less liquid nature. Recommended allocations in these categories reflect strategic allocations.

Table 16: Strategic and tactical allocations with alternatives (Tier 1 liquidity)

|                        | Conservative    |       | Moderately conservative |       | Moderate |       | Moderately aggressive |       | Aggressive |       |
|------------------------|-----------------|-------|-------------------------|-------|----------|-------|-----------------------|-------|------------|-------|
|                        | Strat.          | Tact. | Strat.                  | Tact. | Strat.   | Tact. | Strat.                | Tact. | Strat.     | Tact. |
|                        | Global Equities | 18%   | 18%                     | 38%   | 38%      | 56%   | 56%                   | 66%   | 66%        | 73%   |
| North America          | 8%              | 9%    | 18%                     | 19%   | 26%      | 27%   | 30%                   | 31%   | 34%        | 35%   |
| Europe (ex UK)         | 3%              | 2%    | 7%                      | 6%    | 10%      | 9%    | 12%                   | 11%   | 14%        | 13%   |
| UK                     | 2%              | 2%    | 3%                      | 3%    | 5%       | 5%    | 6%                    | 6%    | 6%         | 6%    |
| Japan                  | 2%              | 2%    | 3%                      | 3%    | 5%       | 5%    | 6%                    | 6%    | 6%         | 6%    |
| Pac Rim (ex Japan)     | 1%              | 1%    | 2%                      | 2%    | 3%       | 3%    | 3%                    | 3%    | 4%         | 4%    |
| Emerging Markets       | 2%              | 2%    | 5%                      | 5%    | 7%       | 7%    | 9%                    | 9%    | 9%         | 9%    |
| Global Fixed Income    | 52%             | 55%   | 50%                     | 53%   | 32%      | 33%   | 22%                   | 23%   | 10%        | 11%   |
| Govt Bonds             | 32%             | 33%   | 30%                     | 29%   | 20%      | 14%   | 14%                   | 8%    | 6%         | 5%    |
| Inv. Grade Credit      | 8%              | 9%    | 8%                      | 10%   | 5%       | 10%   | 3%                    | 7%    | 2%         | 3%    |
| High Yield Credit      | 2%              | 3%    | 2%                      | 4%    | 1%       | 2%    | 1%                    | 2%    | 0%         | 2%    |
| Collateralized Debt    | 10%             | 10%   | 10%                     | 10%   | 6%       | 7%    | 4%                    | 6%    | 2%         | 1%    |
| Cash (USD)             | 25%             | 22%   | 7%                      | 4%    | 2%       | 1%    | 2%                    | 1%    | 2%         | 1%    |
| Global Real Assets^*   | 1%              | 1%    | 1%                      | 1%    | 2%       | 2%    | 6%                    | 6%    | 12%        | 12%   |
| Global Hedge Funds^    | 4%              | 4%    | 4%                      | 4%    | 8%       | 8%    | 4%                    | 4%    | 3%         | 3%    |
| Global Private Equity^ | 0%              | 0%    | 0%                      | 0%    | 0%       | 0%    | 0%                    | 0%    | 0%         | 0%    |

\*The RIC does not make tactical allocations to these categories due to their long term, less liquid nature. Strategic benchmark weights are reflected in both columns

^Real Assets include commodities, TIPS, Real estate, incl. REITS; Figures may not sum to 100 because of rounding; collateralized debt includes MBS

Notes: The Strategic Profile Asset Allocation Models with Alternative Assets were developed by Merrill Lynch Global Wealth Management for private clients. The Strategic allocations are identified by Merrill Lynch Global Wealth Management in collaboration with the Global Research Investment Strategy group and are designed to serve as guidelines for a 20-30 year investment horizon. The models allocate assets among specified asset classes and, within each class, reflect broad investment diversification. The models offer benchmarks for traditional asset class allocation (stocks, bonds and cash), as well as models for allocations among traditional and alternative asset classes reflecting portfolios targeting varying liquidity levels. The models are designed to provide allocation benchmarks based on risk/return profiles. We define liquidity as the percentage of assets, by invested value, within a portfolio that can be reasonably expected to be liquidated within a given time duration under typical market conditions. Additional information regarding the liquidity tiers is available in the full disclosure section of the report. Given the less-liquid nature of alternative assets, BofA Merrill Lynch does not make Tactical allocation recommendations for portfolios that include these asset classes.

\*\*BofAML Global Research also publishes a tactical Global Asset Allocation for institutional investors, distinct from the RIC's tactical Asset Allocation for Global Clients, published herein. The institutional tactical Global Asset Allocation, published quarterly, is based on the same views and methodology, but is designed for institutional investors with a 3-6 month time horizon.

## Asset allocation for global clients (continued)

Table 17: Strategic and tactical allocations with alternatives (Tier 2 liquidity)

Tier 2 (moderate liquidity):  
Up to 20% of the portfolio may be unavailable for 3-5 years.

Note: The RIC does not provide tactical allocations to Alternative Investments due to their less liquid nature. Recommended allocations in these categories reflect strategic allocations.

|                                    | Conservative    |       | Moderately conservative |       | Moderate |       | Moderately aggressive |       | Aggressive |       |
|------------------------------------|-----------------|-------|-------------------------|-------|----------|-------|-----------------------|-------|------------|-------|
|                                    | Strat.          | Tact. | Strat.                  | Tact. | Strat.   | Tact. | Strat.                | Tact. | Strat.     | Tact. |
|                                    | Global Equities | 14%   | 14%                     | 35%   | 35%      | 45%   | 45%                   | 51%   | 51%        | 53%   |
| North America                      | 6%              | 7%    | 16%                     | 17%   | 21%      | 22%   | 24%                   | 25%   | 24%        | 25%   |
| Europe (ex UK)                     | 3%              | 2%    | 6%                      | 5%    | 8%       | 7%    | 9%                    | 8%    | 10%        | 9%    |
| UK                                 | 1%              | 1%    | 3%                      | 3%    | 4%       | 4%    | 4%                    | 4%    | 5%         | 5%    |
| Japan                              | 1%              | 1%    | 3%                      | 3%    | 4%       | 4%    | 4%                    | 4%    | 4%         | 4%    |
| Pac Rim (ex Japan)                 | 1%              | 1%    | 2%                      | 2%    | 2%       | 2%    | 3%                    | 3%    | 3%         | 3%    |
| Emerging Markets                   | 2%              | 2%    | 5%                      | 5%    | 6%       | 6%    | 7%                    | 7%    | 7%         | 7%    |
| Global Fixed Income                | 51%             | 54%   | 48%                     | 51%   | 33%      | 34%   | 27%                   | 28%   | 15%        | 16%   |
| Govt Bonds                         | 31%             | 32%   | 30%                     | 29%   | 21%      | 15%   | 17%                   | 11%   | 9%         | 8%    |
| Inv. Grade Credit                  | 8%              | 9%    | 7%                      | 9%    | 5%       | 10%   | 4%                    | 8%    | 2%         | 4%    |
| High Yield Credit                  | 2%              | 3%    | 2%                      | 4%    | 1%       | 2%    | 1%                    | 2%    | 1%         | 2%    |
| Collateralized Debt                | 10%             | 10%   | 9%                      | 9%    | 6%       | 7%    | 5%                    | 7%    | 3%         | 2%    |
| Cash (USD)                         | 25%             | 22%   | 7%                      | 4%    | 2%       | 1%    | 2%                    | 1%    | 2%         | 1%    |
| Global Real Assets <sup>^*</sup>   | 2%              | 2%    | 2%                      | 2%    | 4%       | 4%    | 4%                    | 4%    | 8%         | 8%    |
| Global Hedge Funds <sup>^</sup>    | 6%              | 6%    | 6%                      | 6%    | 9%       | 9%    | 4%                    | 4%    | 6%         | 6%    |
| Global Private Equity <sup>^</sup> | 2%              | 2%    | 2%                      | 2%    | 7%       | 7%    | 12%                   | 12%   | 16%        | 16%   |

<sup>^</sup>The RIC does not make tactical allocations to these categories due to their long term, less liquid nature. Strategic benchmark weights are reflected in both columns.

<sup>\*</sup>Real Assets include commodities, TIPS, Real estate, incl. REITS; Figures may not sum to 100 because of rounding; collateralized debt includes MBS

Table 18: Strategic and tactical allocations with alternatives (Tier 3 liquidity)

Tier 3 (lower liquidity):  
Up to 30% of the portfolio may be unavailable for 3-5 years.

Note: The RIC does not provide tactical allocations to Alternative Investments due to their less liquid nature. Recommended allocations in these categories reflect strategic allocations.

|                                    | Conservative    |       | Moderately conservative |       | Moderate |       | Moderately aggressive |       | Aggressive |       |
|------------------------------------|-----------------|-------|-------------------------|-------|----------|-------|-----------------------|-------|------------|-------|
|                                    | Strat.          | Tact. | Strat.                  | Tact. | Strat.   | Tact. | Strat.                | Tact. | Strat.     | Tact. |
|                                    | Global Equities | 12%   | 12%                     | 32%   | 32%      | 41%   | 41%                   | 47%   | 47%        | 46%   |
| North America                      | 5%              | 6%    | 14%                     | 15%   | 19%      | 20%   | 22%                   | 23%   | 21%        | 22%   |
| Europe (ex UK)                     | 2%              | 1%    | 6%                      | 5%    | 8%       | 7%    | 9%                    | 8%    | 9%         | 8%    |
| UK                                 | 1%              | 1%    | 3%                      | 3%    | 4%       | 4%    | 4%                    | 4%    | 4%         | 4%    |
| Japan                              | 1%              | 1%    | 3%                      | 3%    | 3%       | 3%    | 4%                    | 4%    | 4%         | 4%    |
| Pac Rim (ex Japan)                 | 1%              | 1%    | 2%                      | 2%    | 2%       | 2%    | 2%                    | 2%    | 2%         | 2%    |
| Emerging Markets                   | 2%              | 2%    | 4%                      | 4%    | 5%       | 5%    | 6%                    | 6%    | 6%         | 6%    |
| Global Fixed Income                | 48%             | 51%   | 48%                     | 51%   | 27%      | 28%   | 21%                   | 22%   | 7%         | 8%    |
| Govt Bonds                         | 30%             | 31%   | 30%                     | 29%   | 17%      | 11%   | 13%                   | 10%   | 5%         | 4%    |
| Inv. Grade Credit                  | 7%              | 8%    | 7%                      | 9%    | 4%       | 8%    | 3%                    | 6%    | 1%         | 2%    |
| High Yield Credit                  | 2%              | 3%    | 2%                      | 4%    | 1%       | 2%    | 1%                    | 2%    | 0%         | 1%    |
| Collateralized Debt                | 9%              | 9%    | 9%                      | 9%    | 5%       | 7%    | 4%                    | 4%    | 1%         | 1%    |
| Cash (USD)                         | 25%             | 22%   | 5%                      | 2%    | 2%       | 1%    | 2%                    | 1%    | 2%         | 1%    |
| Global Real Assets <sup>^*</sup>   | 3%              | 3%    | 3%                      | 3%    | 6%       | 6%    | 7%                    | 7%    | 15%        | 15%   |
| Global Hedge Funds <sup>^</sup>    | 9%              | 9%    | 9%                      | 9%    | 16%      | 16%   | 11%                   | 11%   | 14%        | 14%   |
| Global Private Equity <sup>^</sup> | 3%              | 3%    | 3%                      | 3%    | 8%       | 8%    | 12%                   | 12%   | 16%        | 16%   |

<sup>^</sup>The RIC does not make tactical allocations to these categories due to their long term, less liquid nature. Strategic benchmark weights are reflected in both columns.

<sup>\*</sup>Real Assets include commodities, TIPS, Real estate, incl. REITS; Figures may not sum to 100 because of rounding; collateralized debt includes MBS

Notes: Further information regarding liquidity assumptions is available in the disclosure section. The Investor Profile Asset Allocation Model was developed by Merrill Lynch Global Wealth Management for private clients. The Strategic allocations are identified by Merrill Lynch Global Wealth Management in collaboration with the Global Research Investment Strategy Group and are designed to serve as guidelines for a 20-30 year investment horizon. The Tactical allocations are provided by the Global Research Investment Strategy Group and reflect their outlook over the next 12-18 months. Numbers highlighted in bold signify changes.

## Fixed-income allocation models for US clients

We favor munis, corporate bonds over Treasuries, TIPS, and intermediate-term maturities. We see a greater risk that global central banks err on the side of inflation, rather than deflation, and see that as an upward risk to long-term yields. It would take only a bit more than a 15 basis point increase in yield for the 30-year Treasury to show a negative return over the next 12 months. Investors have considerably more leeway for yields to rise in both the investment grade and high yield corporate bond markets.

In the municipal market, we emphasize diversification among local governments, state general obligation bonds, and essential service revenue bonds. Some degree of caution is warranted in choosing local government obligations in areas with weak housing markets, but that kind of risk can generally be handled through diversification. Meeting pension obligations will be a thornier challenge for municipalities in coming years, but we don't see that as a reason to avoid the market. We are more concerned about price risk for long-term maturities in the municipal market. With yields at historic lows, it would not take much of a rise in yields for long-term munis to show a negative return. We favor intermediate-term maturities over long-term maturities.

Table 19: Combined municipal and taxable recommended sector allocations by Investor Profile

| Sector                                | Conservative        |           |           | Moderate** |            |            | Aggressive |            |            |
|---------------------------------------|---------------------|-----------|-----------|------------|------------|------------|------------|------------|------------|
|                                       | Federal tax bracket |           |           |            |            |            |            |            |            |
|                                       | <25%*               | 28%       | 35%       | <25%*      | 28%        | 35%        | <25%*      | 28%        | 35%        |
| Munis                                 | 0%                  | 45%       | 50%       | 0%         | 58%        | 63%        | 0%         | 75%        | 80%        |
| Treasuries & CDs                      | 40%                 | 22%       | 20%       | 25%        | 10%        | 9%         | 23%        | 5%         | 4%         |
| TIPS                                  | 3%                  | 2%        | 2%        | 4%         | 2%         | 2%         | 4%         | 1%         | 1%         |
| Agencies (GSEs)                       | 35%                 | 19%       | 17%       | 3%         | 1%         | 1%         | 2%         | 1%         | 0%         |
| Mortgages                             | 2%                  | 1%        | 1%        | 25%        | 11%        | 9%         | 21%        | 5%         | 4%         |
| Corporates                            | 20%                 | 11%       | 10%       | 24%        | 10%        | 9%         | 24%        | 6%         | 5%         |
| Preferreds                            | 0%                  | 0%        | 0%        | 2%         | 1%         | 1%         | 3%         | 1%         | 1%         |
| High Yield*                           | 0%                  | 0%        | 0%        | 6%         | 3%         | 2%         | 8%         | 2%         | 2%         |
| International: Developed Markets      | 0%                  | 0%        | 0%        | 3%         | 1%         | 1%         | 3%         | 1%         | 1%         |
| International: Emerging Markets USD   | 0%                  | 0%        | 0%        | 3%         | 1%         | 1%         | 5%         | 1%         | 1%         |
| International: Emerging Markets Local | <u>0%</u>           | <u>0%</u> | <u>0%</u> | <u>5%</u>  | <u>2%</u>  | <u>2%</u>  | <u>7%</u>  | <u>2%</u>  | <u>1%</u>  |
| TOTALS                                | 100%                | 100%      | 100%      | 100%       | 100%       | 100%       | 100%       | 100%       | 100%       |
| <b>TAXABLE-Maturity</b>               |                     |           |           |            |            |            |            |            |            |
| 1-4.99 years                          | 100%                | 100%      | 100%      | 52%        | 52%        | 52%        | 53%        | 53%        | 53%        |
| 5-14.99 years                         | 0%                  | 0%        | 0%        | 41%        | 41%        | 41%        | 38%        | 38%        | 38%        |
| 15+ years                             | <u>0%</u>           | <u>0%</u> | <u>0%</u> | 7%         | 7%         | 7%         | 9%         | 9%         | 9%         |
| TOTALS                                | 100%                | 100%      | 100%      | 100%       | 100%       | 58%        | 100%       | 100%       | 100%       |
| <b>TAX EXEMPT-Maturity</b>            |                     |           |           |            |            |            |            |            |            |
| 1-4.99 years                          | 100%                | 100%      | 100%      | 10%        | 10%        | 10%        | 5%         | 5%         | 5%         |
| 5-9.99 years                          |                     |           |           | 30%        | 30%        | 30%        | 25%        | 25%        | 25%        |
| 10-14.99 years                        |                     |           |           | 30%        | 30%        | 30%        | 35%        | 35%        | 35%        |
| 15+ years                             |                     |           |           | <u>30%</u> | <u>30%</u> | <u>30%</u> | <u>35%</u> | <u>35%</u> | <u>35%</u> |
| TOTALS                                | 100%                | 100%      | 100%      | 100%       | 100%       | 100%       | 100%       | 100%       | 100%       |

\* Including tax-deferred accounts like IRAs and 401(k)s. \*\* The Moderate Category applies to the "Moderately Conservative", "Moderate", and "Moderately Aggressive" Profiles.

Changes from last month are highlighted in bold.

Source: BofA Merrill Lynch Global Research



## US Equity sector allocation models

Table 20: Portfolio Strategy team's US equity sector weightings by investor profile

|                        | Weight in<br>S&P 500 | Conservative | Moderately<br>conservative | Moderate | Moderately<br>aggressive | Aggressive |
|------------------------|----------------------|--------------|----------------------------|----------|--------------------------|------------|
| Consumer Discretionary | 10.8%                | 10.0%        | 6.0%                       | 11.0%    | 12.0%                    | 13.0%      |
| Consumer Staples       | 11.4%                | 22.0%        | 15.0%                      | 12.0%    | 8.0%                     | 4.0%       |
| Energy                 | 11.2%                | 12.0%        | 12.0%                      | 10.0%    | 12.0%                    | 13.0%      |
| Financials             | 14.2%                | 12.0%        | 14.0%                      | 13.0%    | 7.0%                     | 7.0%       |
| Health Care            | 11.9%                | 12.0%        | 9.0%                       | 11.0%    | 17.0%                    | 18.0%      |
| Industrials            | 10.2%                | 14.0%        | 12.0%                      | 16.0%    | 18.0%                    | 14.0%      |
| Info Technology        | 19.7%                | 6.0%         | 8.0%                       | 16.0%    | 23.0%                    | 25.0%      |
| Materials              | 3.3%                 | 0.0%         | 2.0%                       | 2.0%     | 3.0%                     | 3.0%       |
| Telecom Services       | 3.4%                 | 3.0%         | 10.0%                      | 3.0%     | 0.0%                     | 3.0%       |
| Utilities              | 3.8%                 | 9.0%         | 12.0%                      | 6.0%     | 0.0%                     | 0.0%       |
|                        | 100.0%               | 100.0%       | 100.0%                     | 100.0%   | 100.0%                   | 100.0%     |

Source: BofA Merrill Lynch Research Portfolios, S&P; S&P 500 Sector Weights are as of 31 July 2012; weights may not add up to 100% due to rounding.

Table 21: US Equity Strategy team's sector weightings in rank order of preference

| Sector                        | S&P 500<br>Weight | BofAML Weight<br>(+ / = / -) | Comments   | Favored Industries/Sub-<br>industries                          |
|-------------------------------|-------------------|------------------------------|--|--|
| Consumer Staples              | 11.4%             | ++                           | Best performing sector historically when profits decelerate<br>Contrarian: under owned by fund managers – Health Care is favored defensive play<br>Quality, dividend yield and dividend growth<br>Risks: inflation, upside surprise to profits growth  | Food & Staples Retailing, Tobacco                              |
| Information Technology        | 19.7%             | +                            | Ranks highest in our quant model on valuation, momentum and estimate revisions<br>Sector has strong secular growth segments, and its cyclical segments are already in a downturn and discounting the worst<br>Cash rich – yield, buyback, capex play<br>Risks: consensus long, global recession, highest European exposure, gov't cuts for Comm. Equipment | IT Services, Software  |
| Consumer Discretionary        | 10.8%             | =                            | Media a beneficiary of ad spend (2012 elections and Olympics)<br>Stock pickers industries: Restaurants and Retail<br>Hedge against a global slowdown, as sector is domestically focused<br>Risks: Higher oil prices, consumer deleveraging, employment, housing  | Media, Restaurants   |
| Health Care                   | 11.9%             | =                            | Performs well historically when profits decelerate<br>Large-cap Pharmaceuticals – cheap, strong yield and unloved<br>Risk: most government spending exposure of any sector   | Pharmaceuticals for yield,<br>Health Care Equipment & Services |
| Industrials                   | 10.2%             | =                            | B2B spending exposure<br>Ranks well in our quant model on valuation, price momentum, and estimate revisions<br>International exposure – Europe more of a concern than EM<br>Defense names at risk from government spending cuts  | Air Freight & Logistics, Electrical<br>Equipment, Road & Rail  |
| Energy                        | 11.2%             | =                            | Sector earnings currently reflect oil price of \$86/bbl WTI – well below our forecast<br>But oil price volatility since 2008 suggests higher risk premium is warranted<br>Risks: global slowdown / recession   | Energy Equipment & Services                                    |
| Telecommunication<br>Services | 3.4%              | =                            | Eclipses Utilities as sector with the highest dividend yield<br>Good sector for stock pickers – low intra-stock correlations<br>Crisis hedge – three periods of best performance were Lehman crisis, Greek crisis and US debt downgrade.<br>Risks: poor quant model rank, protracted downward revision cycle   | Diversified Telecom  |
| Utilities                     | 3.8%              | =                            | Expensive, no growth<br>Deregulated Utilities pricing could benefit from EPA regulation if Democratic leadership<br>Hedge against global macroeconomic uncertainty and weak equity market returns – yield play, purely domestic, and least correlated with the equity market   | Regulated Utilities  |
| Financials                    | 14.2%             | --                           | High risk due to regulatory reform, litigation, further declines in home prices, stress in the European financial system, and slow US growth<br>Old leadership rarely becomes new leadership<br>2012 dividend growth likely to eclipse earnings growth<br>Secular growth theme: electronic payment systems   | Insurance  |
| Materials                     | 3.3%              | --                           | Ranks poorly in Quant model (weak estimate trends and price momentum)<br>All risk, no reward: highest beta among non-Financial cyclical sectors but lowest long term growth prospects  | Chemicals  |

\*Weights in S&P 500 as of 7/31/12 \*Note: Financials growth is also expected to accelerate in 2012 but we believe this is due to large writedowns in 2011 rather than real earnings power.

Source: BofA Merrill Lynch US Equity & US Quant Strategy

## Core portfolio

The Core is a sector-driven US equity portfolio whose target sector weightings and selected industry representation are reflective of our US Equity Strategy team's current recommendations. Individual stocks are chosen based on their potential to deliver above average earnings growth, yet have attractive valuations based on P/E-to-EPS growth rate. Sector weights are benchmarked to the S&P 500.

Table 22: Core Portfolio

| Sectors/Target Weights              | Symbol | Proposed Weight | Price           |            | Yield † | QRQ Rating | EPS Growth | P/E Ratio | Footnote    |
|-------------------------------------|--------|-----------------|-----------------|------------|---------|------------|------------|-----------|-------------|
|                                     |        |                 | Close 8/10/2012 | When added |         |            |            |           |             |
| <i>Consumer Discretionary (11%)</i> |        |                 |                 |            |         |            |            |           |             |
| AutoZone                            | AZO    | 3%              | 359.29          | \$363.12   | 0.00%   | B-1-9      | 18.1       | 15.29     | Bbgijopsv   |
| Yum Brands Inc                      | YUM    | 2%              | 66.83           | \$38.52    | 1.71%   | B-1-7      | 13.0       | 20.44     | Bbijopsvw   |
| Comcast Corp                        | CMCSA  | 2%              | 34.73           | \$32.33    | 1.87%   | B-1-7      | 18.0       | 18.09     | #BObgijopsv |
| The Home Depot                      | HD     | 4%              | 53.06           | \$50.97    | 2.19%   | B-1-7      | 16.0       | 21.48     | BObijopsvw  |
| <i>Consumer Staples (15%)</i>       |        |                 |                 |            |         |            |            |           |             |
| Wal*Mart Stores                     | WMT    | 4%              | 73.68           | \$48.74    | 2.16%   | A-1-7      | 9.0        | 16.48     | BObijopsv   |
| CVS/Caremark                        | CVS    | 4%              | 44.95           | \$38.60    | 1.45%   | B-1-7      | 14.0       | 14.36     | BObijopsvw  |
| AB InBev                            | BUD    | 4%              | 81.09           | \$55.80    | 1.92%   | A-1-7      | 11.3       | 17.48     | BObijopsv   |
| PM                                  | PM     | 3%              | 92.21           | \$74.36    | 3.34%   | B-1-7      | 9.0        | 17.84     | Bbijpvw     |
| <i>Energy (12%)</i>                 |        |                 |                 |            |         |            |            |           |             |
| Halliburton                         | HAL    | 3%              | 35.19           | \$32.29    | 1.02%   | C-1-7      | 16.0       | 10.66     | Bbijopsv    |
| Schlumberger                        | SLB    | 3%              | 75.35           | \$70.11    | 1.46%   | B-1-7      | 16.0       | 17.32     | Bbijopvw    |
| Occidental                          | OXY    | 3%              | 91.40           | \$98.60    | 2.36%   | B-1-7      | -1.9       | 12.45     | BObgijopsvw |
| Chesapeake                          | CHK    | 3%              | 19.68           | \$21.60    | 1.78%   | C-1-7      | 6.8        | 26.59     | Bbgijopsvw  |
| <i>Financials (10%)</i>             |        |                 |                 |            |         |            |            |           |             |
| ACE Limited                         | ACE    | 2%              | 72.74           | \$44.47    | 2.69%   | B-1-7      | 10.0       | 9.33      | Bbijopsvw   |
| Amer Express                        | AXP    | 3%              | 55.85           | \$41.75    | 1.43%   | B-1-7      | 10.0       | 12.55     | BObijopsvw  |
| BlackRock, Inc.                     | BLK    | 3%              | 174.41          | \$159.18   | 3.44%   | B-1-7      | 12.0       | 13.46     | Bbgijopsvw  |
| JP Morgan Chase                     | JPM    | 2%              | 36.97           | \$43.62    | 3.25%   | XRWW       | 8.0        | N/A       | Bbijopsvw   |
| <i>Health Care (11%)</i>            |        |                 |                 |            |         |            |            |           |             |
| Express Scripts                     | ESRX   | 2%              | 61.92           | \$26.28    | 0.00%   | B-1-9      | 20.0       | 26.92     | Bbijopsvw   |
| Agilent                             | A      | 4%              | 40.53           | \$43.08    | 0.99%   | B-1-7      | 11.2       | 12.51     | Bbijopsvw   |
| GlaxoSmithKline                     | GSK    | 3%              | 46.84           | \$45.07    | 4.51%   | A-1-7      | 7.7        | 12.56     | Bbijopsv    |
| Gilead                              | GILD   | 2%              | 56.77           | \$52.02    | 0.00%   | B-1-9      | 10.8       | 15.14     | BObgijopsvw |
| <i>Industrials (10%)</i>            |        |                 |                 |            |         |            |            |           |             |
| Deere & Co                          | DE     | 3%              | 79.37           | \$73.27    | 2.32%   | B-1-7      | 15.0       | 9.48      | BObgijopsvw |
| Fluor Corp                          | FLR    | 3%              | 53.66           | \$58.94    | 1.19%   | B-1-7      | 15.0       | 13.62     | Bbgijopsvw  |
| Honeywell                           | HON    | 2%              | 59.01           | \$37.82    | 2.52%   | XRWW       | 13.0       | N/A       | Bbijopsvw   |
| Boeing                              | BA     | 2%              | 74.21           | \$55.47    | 2.37%   | B-1-7      | 16.0       | 14.84     | BObijopsvw  |
| <i>Information Technology (22%)</i> |        |                 |                 |            |         |            |            |           |             |
| QUALCOMM                            | QCOM   | 3%              | 61.98           | \$43.25    | 1.61%   | C-1-7      | 13.0       | 19.80     | Bbijopsvw   |
| Microsoft Corp                      | MSFT   | 3%              | 30.42           | \$22.65    | 2.63%   | B-1-7      | 12.0       | 11.10     | Bbijopsvw   |
| Visa                                | V      | 4%              | 129.09          | \$119.85   | 0.68%   | B-1-7      | N/A        | 21.23     | Bbijopvw    |
| EMC Corp                            | EMC    | 3%              | 26.99           | \$28.84    | 0.00%   | C-1-9      | N/A        | 15.60     | Bbijopsvw   |
| Apple                               | AAPL   | 3%              | 621.70          | \$259.69   | 1.71%   | C-1-7      | 15.0       | 14.11     | Bbijopsvw   |
| Google                              | GOOG   | 3%              | 642.00          | \$407.98   | 0.00%   | C-1-9      | 16.8       | 15.00     | #Bbijopsvw  |
| Broadcom                            | BRCM   | 3%              | 35.35           | \$38.24    | 1.13%   | C-1-7      | 15.0       | 11.98     | Bbgijopsv   |
| <i>Materials (2%)</i>               |        |                 |                 |            |         |            |            |           |             |
| FMC Corp                            | FMC    | 2%              | 54.61           | \$29.83    | 0.66%   | B-1-7      | 9.8        | 15.69     | Bbgijopsvw  |
| <i>Telecom Services (3%)</i>        |        |                 |                 |            |         |            |            |           |             |
| Vodafone Group                      | VOD    | 3%              | 29.98           | \$28.25    | 4.96%   | B-1-7      | 8.0        | 11.65     | Bbijopsv    |
| <i>Utilities (4%)</i>               |        |                 |                 |            |         |            |            |           |             |
| Edison Int'l                        | EIX    | 4%              | 44.98           | \$40.68    | 2.89%   | B-1-7      | -3.0       | 23.67     | Bbijopsv    |
| <i>Cash (0%)</i>                    |        |                 |                 |            |         |            |            |           |             |
|                                     |        | 0%              |                 |            |         |            |            |           |             |
|                                     |        | 100%            |                 |            | 1.84%   |            |            |           |             |

†: Investors should be aware that foreign governments sometimes withhold a percentage of dividends paid to US shareholders, which may adversely impact an investor who is following the portfolio. This may affect the yield received when compared to the stated yield for the Research Portfolios. Source: Bloomberg, BofA Merrill Lynch Global Research.

One or more analysts responsible for selecting the securities held in the Research Portfolios own such securities: Cardinal Health, Honeywell, and Vodafone.

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## Global stock lists

### US 1 List (methodology)

Table 23: US 1 List (as of 10 August 2012)

| Ticker | Company              | Rating | Date added | Price when added | Price as of 10 Aug | Footnotes   |
|--------|----------------------|--------|------------|------------------|--------------------|-------------|
| APC    | Anadarko Petro       | C-1-7  | 7/3/2012   | 69.05            | 69.68              | BObijopsw   |
| PLCE   | The Children's Place | C-1-9  | 5/14/2012  | 45.16            | 49.68              | Bbijopsw    |
| CNH    | CNH Global           | C-1-9  | 2/6/2012   | 43.38            | 41.18              | Bbijopsv    |
| CMCSA  | Comcast Corp         | B-1-7  | 7/10/2012  | 31.35            | 34.73              | #BOBgijopsv |
| COV    | Covidien             | B-1-7  | 8/16/2011  | 49.90            | 57.17              | Bbijopsw    |
| CSX    | CSX Corporation      | B-1-7  | 4/2/2012   | 22.12            | 22.98              | Bbijopv     |
| DAL    | Delta Air            | C-1-9  | 5/14/2012  | 11.43            | 9.06               | Bbgijopsv   |
| DG     | Dollar General       | C-1-9  | 4/2/2012   | 46.76            | 51.77              | Bbgijpsv    |
| EQIX   | Equinix              | B-1-9  | 1/31/2011  | 88.42            | 182.49             | Bbijopsw    |
| ESRX   | Express Scripts      | B-1-9  | 9/12/2011  | 44.43            | 61.92              | Bbijopsw    |
| F      | Ford Motor           | C-1-7  | 8/9/2011   | 10.91            | 9.35               | BObijopsv   |
| HES    | Hess                 | B-1-7  | 7/3/2012   | 45.30            | 49.68              | BObijopsv   |
| HMSY   | HMS                  | C-1-9  | 11/7/2011  | 28.73            | 35.90              | Bbijopsw    |
| HSP    | Hospira Inc.         | C-1-9  | 1/17/2012  | 32.15            | 34.15              | Bbijopsv    |
| KLAC   | KLA-Tencor           | C-1-7  | 9/26/2011  | 39.69            | 53.12              | Bbijopsv    |
| KFT    | Kraft Foods Inc.     | B-1-7  | 10/31/2011 | 35.18            | 40.92              | Bbgijopsw   |
| MET    | MetLife Inc.         | B-1-7  | 3/5/2012   | 38.67            | 34.97              | Bbijopsw    |
| NEE    | NextEra Energy       | B-1-7  | 4/2/2012   | 61.83            | 69.80              | Bbgijopsw   |
| OZM    | Och-Ziff             | C-1-7  | 8/7/2012   | 8.40             | 8.39               | Bbgijopw    |
| ORCL   | Oracle               | B-1-7  | 7/6/2011   | 33.21            | 31.61              | BObijopsv   |
| QCOM   | QUALCOMM             | C-1-7  | 10/31/2011 | 51.60            | 61.98              | Bbijopsw    |
| REGN   | Regeneron Pharma     | C-1-9  | 3/12/2012  | 110.15           | 136.84             | Bbjop       |
| TGI    | Triumph Group        | C-1-7  | 7/24/2012  | 58.34            | 62.79              | Bbijops     |
| UA     | Under Armour         | C-1-9  | 6/12/2012  | 52.92            | 56.76              | Bbijopsw    |
| WMT    | Wal*Mart Stores      | A-1-7  | 9/12/2011  | 51.82            | 73.68              | BObijopsv   |
| WCRX   | Warner Chilcott      | C-1-9  | 5/7/2012   | 21.71            | 17.56              | Bbijpv      |

Note: We last modified this portfolio on 8 August 2012. Please see the [original report](#) for details, including price objectives and investment rationale. Please see [Footnote Key](#) at the back of this report. One or more members of the US 1 Committee (or a household member) owns stock of one or more companies on the US 1 list. Source: BofA Merrill Lynch Global Research

## Endeavor, the Small Cap US Buy List (methodology)

Table 24: Endeavor stocks (as of 10 August 2012)

| GICS sector            | Company                      | Symbol | BofAML opinion | Price as of 10 Aug (US\$) | Mkt value (US\$ mn) | MLSCR Model scores (100=best; 1=worst) |                     | Date added | Footnotes |
|------------------------|------------------------------|--------|----------------|---------------------------|---------------------|--|---------------------|------------|-----------|
|                        |                              |        |                |                           |                     | Aurora                                 | Enhanced contrarian |            |           |
| Consumer Discretionary | AMERICAN AXLE & MFG HOLDINGS | AXL    | C-1-9          | 10.87                     | 814                 | 64                                     | 94                  | 8/9/2010   | Bbgijopsw |
| Consumer Discretionary | JACK IN THE BOX INC          | JACK   | C-1-9          | 25.56                     | 1,138               | 94                                     | 85                  | 7/9/2012   | Bbijpv    |
| Consumer Discretionary | RED ROBIN GOURMET BURGERS    | RRGB   | C-1-9          | 31.26                     | 452                 | 37                                     | 56                  | 5/14/2012  | Bbw       |
| Consumer Discretionary | SONIC AUTOMOTIVE INC -CL A   | SAH    | C-1-7          | 17.65                     | 938                 | 63                                     | 71                  | 10/10/2011 | Bbgijopsw |
| Consumer Staples       | SUSSER HOLDINGS CORP         | SUSS   | RSTR**         | 38.46                     | 806                 | 99                                     | 85                  | 7/5/2011   | Bbijopsv  |
| Financials             | CORESITE REALTY CORP         | COR    | C-1-7          | 26.92                     | 569                 | 96                                     | 92                  | 5/14/2012  | Bbijpvw   |
| Health Care            | HEALTH MANAGEMENT ASSOC      | HMA    | C-1-9          | 6.81                      | 1,746               | 64                                     | 95                  | 7/14/2009  | Bbijpsw   |
| Health Care            | PHARMERICA CORP              | PMC    | C-1-9          | 12.40                     | 366                 | 80                                     | 96                  | 1/20/2009  | Bbijpvw   |
| Health Care            | WELLCARE HEALTH PLANS INC    | WCG    | C-1-9          | 55.39                     | 2,387               | 100                                    | 99                  | 3/9/2012   | Bbpw      |
| Industrials            | TAL INTERNATIONAL GROUP INC  | TAL    | B-2-7          | 35.17                     | 1,181               | 90                                     | 94                  | 9/19/2011  | Bbgijopsw |
| Industrials            | ALASKA AIR GROUP INC         | ALK    | C-1-9          | 34.18                     | 2,417               | 95                                     | 91                  | 10/10/2011 | Bbijopsv  |
| Industrials            | TRIUMPH GROUP INC            | TGI    | C-1-7          | 62.79                     | 3,135               | 100                                    | 100                 | 10/16/2007 | Bbijops   |
| Information Technology | ANCESTRY.COM INC             | ACOM   | C-1-9          | 32.49                     | 1,384               | 75                                     | 74                  | 10/12/2010 | Bbijopsv  |
| Information Technology | FEI CO                       | FEIC   | C-1-7          | 54.23                     | 2,065               | 92                                     | 86                  | 5/14/2012  | Bbijops   |
| Information Technology | MENTOR GRAPHICS CORP         | MENT   | C-1-9          | 15.71                     | 1,730               | 98                                     | 97                  | 5/14/2012  | Bbijopsv  |
| Information Technology | CADENCE DESIGN SYSTEMS INC   | CDNS   | C-1-9          | 12.56                     | 3,453               | 92                                     | 82                  | 7/5/2011   | Bbijopsv  |
| Materials              | GRAPHIC PACKAGING HOLDING CO | GPK    | C-1-9          | 5.60                      | 2,205               | 64                                     | 90                  | 5/18/2011  | Bbijopsv  |
| Materials              | NORANDA ALUMINUM HOLDING CP  | NOR    | C-1-7          | 6.36                      | 428                 | 15                                     | 81                  | 4/16/2012  | Bbijopsw  |
| Telecomm. Services     | LEAP WIRELESS INTL INC       | LEAP   | C-1-9          | 5.45                      | 433                 | 20                                     | 84                  | 3/9/2012   | Bbijpsw   |

Please see [Footnote Key](#) at the back of this report. Source: BofA Merrill Lynch Small Cap Research

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## US High Quality & Dividend Yield Screen (methodology)

Table 25: High Quality and Dividend Yield Screen (as of August 2012)

| Date      |        |                     |                        |         |             |           |         | Market value | Cost  | Price  |       |         |             |
|-----------|--------|---------------------|------------------------|---------|-------------|-----------|---------|--------------|-------|--------|-------|---------|-------------|
| Added     | Ticker | Name                | Sector                 | ROE (%) | Debt/equity | Yield (%) | Quality | (US\$ mn)    | Price | (US\$) | QRO   | FCF/DIV | Footnotes   |
| 10/1/2010 | ABT    | Abbott Labs         | Health Care            | 20.4    | 0.7         | 2.9       | A       | 104,332      | 52.24 | 66.31  | A-2-7 | 2.1     | BObijopswv  |
| 4/1/2012  | ADP    | ADP                 | Information Technology | 21.7    | 0           | 2.7       | A       | 27,658       | 55.19 | 56.55  | B-1-7 | 2.1     | Bbijopsv    |
| 4/1/2011  | APD    | Air Products        | Materials              | 18.6    | 0.6         | 3         | A       | 17,005       | 90.18 | 80.43  | B-1-7 | 1.2     | Bbijopswv   |
| 11/1/2011 | BAX    | Baxter              | Health Care            | 33.3    | 0.8         | 2.2       | A       | 32,215       | 54.98 | 58.51  | B-1-7 | 2.7     | Bbgijopswv  |
| 7/2/2012  | CHRW   | C.H. Robinson       | Industrials            | 34.6    | 0           | 2.4       | A+      | 8,594        | 58.53 | 52.85  | B-2-7 | 2.1     | Bbjp        |
| 12/1/2010 | CVX    | Chevron             | Energy                 | 21.7    | 0.1         | 3         | A+      | 216,221      | 80.97 | 109.58 | A-2-7 | 1.9     | Bbijopswv   |
| 11/1/2011 | ETN    | Eaton Corp          | Industrials            | 17.7    | 0.6         | 3.3       | A       | 14,804       | 44.82 | 43.84  | B-1-7 | 2.9     | BObijopswv  |
| 12/1/2010 | GD     | General Dynamics    | Industrials            | 17.9    | 0.3         | 2.3       | A+      | 22,877       | 66.09 | 63.44  | B-1-7 | 5       | Bbijopswv   |
| 1/3/2012  | KO     | Coca Cola           | Consumer Staples       | 25.9    | 1           | 2.4       | A+      | 182,281      | 69.97 | 80.8   | A-1-7 | 1.7     | BObgijopswv |
| 8/1/2012  | KMB    | Kimberly-Clark      | Consumer Staples       | 31.9    | 1.1         | 3.3       | A       | 34,079       | 86.91 | 86.91  | A-1-7 | 1.6     | Bbijopswv   |
| 2/2/2009  | MCD    | McDonald's Corp     | Consumer Discretionary | 38.2    | 0.9         | 3         | A       | 90,812       | 58.02 | 89.36  | B-1-7 | 1.5     | Bbgijopswv  |
| 5/3/2010  | MDT    | Medtronic           | Health Care            | 20.6    | 0.6         | 2.5       | A       | 41,020       | 43.69 | 39.42  | A-1-7 | 3.9     | BObgijopswv |
| 8/1/2011  | MSFT   | Microsoft Corp      | Information Technology | 27.5    | 0.2         | 2.6       | A-      | 220,340      | 27.4  | 29.47  | B-1-7 | 2.8     | Bbijopswv   |
| 4/1/2012  | OXY    | Occidental          | Energy                 | 18.8    | 0.2         | 2.3       | A-      | 70,587       | 95.23 | 87.03  | B-1-7 | 2.8     | BObgijopswv |
| 4/1/2012  | PAYX   | PAYX                | Information Technology | 35.3    | 0           | 3.9       | A       | 10,548       | 30.99 | 32.69  | A-2-7 | 1.3     | Bbijopswv   |
| 3/1/2012  | RTN    | Raytheon Co.        | Industrials            | 20.9    | 0.5         | 3.2       | A-      | 18,494       | 50.52 | 55.48  | A-2-7 | 3.4     | Bbgijopswv  |
| 6/1/2012  | TIF    | Tiffany & Co.       | Consumer Discretionary | 18.9    | 0.4         | 2.1       | A-      | 6,961        | 55.39 | 54.93  | B-1-7 | 2.4     | Bbijopswv   |
| 12/1/2010 | UTX    | United Tech         | Industrials            | 23.4    | 0.9         | 2.6       | A+      | 67,841       | 75.27 | 74.44  | B-1-7 | 2.7     | BObgijopswv |
| 2/1/2012  | XOM    | ExxonMobil          | Energy                 | 28.3    | 0.1         | 2.3       | A+      | 406,125      | 83.74 | 86.85  | A-1-7 | 3.1     | Bbijopswv   |
|           |        | Average             |                        | 25      | 0.5         | 2.7       |         | 83,831       |       |        |       |         | 2.5         |
|           |        | S&P 500 benchmarks: |                        | 16.8    | 1.1         | 2.1       |         |              |       |        |       |         |             |

Note: Prices and data as of 7/31/12; ratings as of publication on 8/1/12. Calculations are based on data from the last 12 months. Financials stocks are excluded because they typically have very high Debt/Equity ratios that have nothing to do with their capital structure. We calculated the Return on Equity (ROE) of the S&P 500 after excluding companies with ROEs that were greater than two standard deviations above the mean. Disclaimer: These stocks have been selected according to the specified screening criteria and do not constitute a recommended list. Investors looking for a high quality dividend yield oriented investment can consider this analysis as one part of their decision making process, but should also consider other factors including fundamental opinions, financial risk, investment risk, management strategies and operating and financial outlooks.

Source: BofA Merrill Lynch Global Research, BofA Merrill Lynch US Quantitative Strategy, FactSet, S&P

## International High Quality & Dividend Yield Screen (methodology)

Table 26: Global Non-US High Quality and High Dividend Yield Screen (as of 9 August 2012)

| Ticker symbol | ADR symbol | Company                  | Country        | Sector              | MCAP    | Quality | Dividend yield (%) | BofAML Opinion | Price (US\$) | ADR price (US\$) |
|---------------|------------|--------------------------|----------------|---------------------|---------|---------|--------------------|----------------|--------------|------------------|
| BHPBF         | BBL        | BHP BILLITON PLC         | United Kingdom | Materials           | 61,849  | A-      | 3.8%               | B-2-7          | 31.05        | 62.07            |
| SCBFF         | SCBFF      | STANDARD CHARTERED       | United Kingdom | Banks               | 54,704  | A       | 3.3%               | B-2-7          | 21.31        | 21.45            |
| CMPGF         | CMPGY      | COMPASS GROUP            | United Kingdom | Auto, Dur, Services | 20,336  | A-      | 2.9%               | B-1-7          | 11.00        | 11.00            |
| SGGEF         | SGPY       | SAGE GROUP (THE)         | United Kingdom | Software & Services | 5,878   | A-      | 3.7%               | C-1-7          | 4.67         | 18.70            |
| AZNCF         | AZN        | ASTRAZENECA              | United Kingdom | Health Care         | 59,737  | A+      | 6.1%               | B-2-7          | 46.88        | 46.83            |
| SMAWF         | SI         | SIEMENS                  | Germany        | Industrials         | 77,799  | A-      | 4.3%               | B-2-7          | 91.01        | 90.88            |
| BHPLF         | BHP        | BHP BILLITON LTD         | Australia      | Materials           | 108,348 | A-      | 3.2%               | B-2-7          | 34.71        | 69.51            |
| JCYCF         | JCYGY      | JARDINE CYCLE & CARRIAGE | Singapore      | Retailing           | 13,351  | A       | 3.3%               | C-1-7          | 39.01        | 78.02            |
| DHTMF         | DHTMY      | DAIHATSU MOTOR CO        | Japan          | Auto, Dur, Services | 7,214   | A-      | 3.4%               | B-2-7          | 17.32        | 34.65            |
| XWPPF         | WPPGY      | WPP                      | United Kingdom | Media               | 15,955  | A       | 3.0%               | A-1-7          | 13.41        | 67.13            |
| BHPBF         | BBL        | BHP BILLITON PLC         | United Kingdom | Materials           | 61,849  | A-      | 3.8%               | B-2-7          | 31.05        | 62.07            |
| SCBFF         | SCBFF      | STANDARD CHARTERED       | United Kingdom | Banks               | 54,704  | A       | 3.3%               | B-2-7          | 21.31        | 21.45            |

Note: Dividend yields are gross of taxes.

Source: BofA Merrill Lynch Global Quantitative Strategy, MSCI, IBES, S&P

Note: Please be aware that links on this page are directed to lists that are updated as of the date of this publication. There may have been updates to one or more lists. Financial Advisors should check for the latest available constituents.

## Research portfolios and stock lists

### Stock lists

Regional Focus or 1 Lists are best investment ideas chosen from among our Buy-rated stocks.

[US](#)

[Europe](#)

[Asia-Pacific](#)

#### [Most Attractive Buy \(MAB\)](#)

Designed to identify common stocks that are attractive based on technical analysis, the objective of this list is to capture short to intermediate-term (3-6 month) price appreciation, but positions can be held longer term.

#### [Growth10 / Value10](#)

Consist of 10 stocks each, chosen by the highest five-year EPS growth rate (Growth 10) or lowest trailing 12-month P/E ratio (Value 10) after quantitative screening criteria.

## Stock portfolios

### US Large Cap Equity

Five portfolios offerings are available to match each of the client profiles of Capital Preservation, Income, Income & Growth, Growth and Aggressive Growth. These match the risk profiles of conservative, moderately conservative, moderate, moderately aggressive and aggressive, respectively. A sixth portfolio called the Core Portfolio is designed to reflect weighting decisions of our US equity strategy team. Each of these portfolios employs a combination of top-down sector weightings and bottom-up stock selection focusing on the 10 GICS sectors.

[Holdings](#)

[Primer](#)

### US Mid-Cap Equity

Launched in April 2010, this portfolio invests in stocks between \$2-12 billion that are selected using a combination of fundamental, quantitative and portfolio management tools, and is built on the GICS sector framework.

[Holdings](#)

[Primer](#)

### International Equity

This portfolio consists of ADRs and US-listed shares of non-US companies representing all major regions outside the US: Europe/Middle East/Africa, Asia, Latin America and Canada, and is built on the GICS sector framework.

[Holdings](#)

[Primer](#)

## Global economic, interest rate, FX forecast summaries

Table 27: Global economic forecasts (as of 10 August 2012)

|                                       | GDP growth, % |      |       |       | CPI inflation*, % |      |       |       | ST interest rates**, % |       |       |       | Exchange rate*** |           |      |      |       |
|---------------------------------------|---------------|------|-------|-------|-------------------|------|-------|-------|------------------------|-------|-------|-------|------------------|-----------|------|------|-------|
|                                       | 2010          | 2011 | 2012F | 2013F | 2010              | 2011 | 2012F | 2013F | Current                | 2011  | 2012F | 2013F | CCY pair         | Spot rate | 2010 | 2011 | 2012F |
| <b>Global and Regional Aggregates</b> |               |      |       |       |                   |      |       |       |                        |       |       |       |                  |           |      |      |       |
| Global                                | 5.1           | 3.8  | 3.3   | 3.6   | 3.2               | 4.3  | 3.4   | 3.6   | 3.04                   | 2.98  | 2.69  | 2.78  |                  |           |      |      |       |
| Global ex US                          | 5.7           | 4.3  | 3.8   | 4.2   | 3.6               | 4.6  | 3.8   | 4.1   | 3.85                   | 3.75  | 3.41  | 3.61  |                  |           |      |      |       |
| Developed Markets                     | 2.9           | 1.4  | 1.1   | 0.9   | 1.4               | 2.7  | 1.9   | 1.6   | 0.53                   | 0.58  | 0.37  | 0.38  |                  |           |      |      |       |
| G5                                    | 2.8           | 1.3  | 1.0   | 0.7   | 1.4               | 2.7  | 1.9   | 1.5   | 0.44                   | 0.46  | 0.27  | 0.28  |                  |           |      |      |       |
| Emerging Markets                      | 7.6           | 6.2  | 5.3   | 5.4   | 5.1               | 6.0  | 4.6   | 4.8   | 6.12                   | 5.52  | 4.74  | 4.54  |                  |           |      |      |       |
| Europe, Middle East and Africa (EMEA) | 2.8           | 2.4  | 0.5   | 0.7   | 3.2               | 4.0  | 3.1   | 2.8   | 2.40                   | 2.54  | 2.23  | 2.18  |                  |           |      |      |       |
| European Union                        | 2.0           | 1.6  | -0.4  | -0.2  | 1.9               | 2.9  | 2.4   | 1.7   | 0.99                   | 1.17  | 0.80  | 0.77  |                  |           |      |      |       |
| Emerging EMEA                         | 4.5           | 4.8  | 2.9   | 3.0   | 5.6               | 5.9  | 4.9   | 4.9   | 6.14                   | 5.99  | 5.78  | 5.54  |                  |           |      |      |       |
| PacRim                                | 8.1           | 5.7  | 5.9   | 6.0   | 3.5               | 4.7  | 3.4   | 3.7   | 5.47                   | 3.59  | 3.07  | 3.12  |                  |           |      |      |       |
| PacRim ex Japan                       | 8.9           | 7.0  | 6.5   | 6.8   | 4.4               | 5.6  | 4.0   | 4.3   | 6.81                   | 4.28  | 3.63  | 3.65  |                  |           |      |      |       |
| Emerging Asia                         | 9.2           | 7.3  | 6.8   | 7.0   | 4.6               | 5.8  | 4.1   | 4.4   | 7.20                   | 4.40  | 3.74  | 3.77  |                  |           |      |      |       |
| Americas                              | 3.9           | 2.5  | 2.2   | 1.8   | 2.9               | 4.1  | 3.1   | 2.9   | 1.32                   | 2.85  | 2.33  | 2.12  |                  |           |      |      |       |
| Latin America                         | 6.4           | 4.5  | 3.2   | 2.8   | 6.3               | 6.7  | 6.1   | 6.0   | 4.23                   | 10.10 | 8.23  | 7.34  |                  |           |      |      |       |
| <b>G5</b>                             |               |      |       |       |                   |      |       |       |                        |       |       |       |                  |           |      |      |       |
| US                                    | 3.0           | 1.7  | 1.9   | 1.4   | 1.6               | 3.2  | 2.0   | 1.8   | 0.3                    | 0.1   | 0.1   | 0.0   |                  |           |      |      |       |
| Euro area                             | 1.9           | 1.5  | -0.7  | -0.7  | 1.6               | 2.7  | 2.3   | 1.7   | 0.8                    | 1.0   | 0.5   | 0.5   | EUR-USD          | 1.23      | 1.34 | 1.30 | 1.15  |
| Japan                                 | 4.4           | -0.7 | 2.3   | 1.4   | -1.0              | -0.3 | -0.1  | 0.0   | 0.1                    | 0.1   | 0.1   | 0.1   | USD-JPY          | 78        | 81   | 77   | 78    |
| UK                                    | 1.8           | 0.8  | -0.5  | 1.0   | 3.3               | 4.5  | 2.5   | 1.7   | 0.5                    | 0.5   | 0.5   | 0.5   | EUR-GBP          | 0.78      | 0.86 | 0.83 | 0.75  |
| Canada                                | 3.2           | 2.4  | 1.6   | 2.4   | 1.8               | 2.9  | 2.0   | 1.8   | 1.0                    | 1.0   | 0.3   | 2.0   | USD-CAD          | 0.99      | 1.00 | 1.02 | 1.05  |

Notes: Global and regional aggregates are based on the IMF PPP weights unless stated otherwise. Countries within each region are ordered according to these weights.

\* Annual averages. The HICP measure of inflation is used for Euro area economies. \*\* Central bank target rate, year-end, where available, short-term rates elsewhere.

Note: US short-term rate forecast for 2012 year-end is 0-0.25%. Midpoint used in table above for global and regional aggregation purposes.

Source: BofA Merrill Lynch Global Research

## Additional disclosure: [US allocation models](#)

Merrill Lynch Global Wealth Management provides Strategic asset allocation models, with and without alternative investments, to help provide investors with a range of investment solutions. Asset allocation models that include alternative investments are segmented into three liquidity tiers to provide additional flexibility and transparency when considering investment exposure to alternative investments. Under our classification scheme, alternative investments include Hedge Funds, Private Equity and Real Assets. Real Assets represent tangible non-traditional assets and other assets, which tend to offer inflation protection. For the model portfolio we include real estate (public and private), commodities and other inflation protection investments (eg, TIPS) in Real Assets. Historically, each asset class has had different return characteristics and varying correlations with other asset classes over different time periods. From an overall portfolio standpoint, it is beneficial for an investor to own non-correlated assets, which may help smooth return patterns over a longer time period. Commodities, for example, may perform differently than Equities. While correlation results vary over time and under different market conditions, the underlying theme of portfolio diversification has historically been critical.

Given that alternative investments tend to be less liquid investments, we do not provide Tactical recommendations for allocations to these asset classes. Investors should carefully evaluate with their Financial Advisor how best to implement allocation recommendations to alternative assets.

For asset allocation models including alternative investments, we define liquidity as the percentage of assets, by invested value, within a portfolio that can be reasonably expected to be liquidated within a given duration of time under typical market conditions. The asset allocation models were developed based on the following guidelines. The actual liquidity of a given portfolio may vary considerably depending on assets held in the portfolio and market conditions.

- **Tier 1 (Higher Liquidity):** Up to 10% of the portfolio may be unavailable for 3-5 years.
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- **Tier 3 (Lower Liquidity):** Up to 30% of the portfolio may be unavailable for 3-5 years.

The Strategic allocation models provide long term (20 years or more) benchmarks and are relevant to developing a long term investment strategy. The Tactical asset allocation models, which reflect a 12-18 month horizon, are intended to help investors evaluate shorter term market opportunities and risks for their portfolio. Investors should work with their Financial Advisor to discuss their personal financial situation and goals, and determine which asset allocation strategy is appropriate. With any investment strategy, investors should also consider liquidity needs, taxes, and transactions costs. These factors may be given even more weight in making Tactical decisions within portfolios.

It is important to note that liquidity and other investment characteristics of an investor's portfolio may vary significantly from the models based upon the actual investments selected and market conditions. Investors should communicate with their Financial Advisors to determine the appropriateness and alignment of their chosen asset allocation with their tolerance for risk, need for liquidity, and alignment with their financial goals and other specific circumstances.

## Methodology: [US 1 List](#)

The US 1 List represents a collection of our best investment ideas that are drawn primarily from US fundamental equity research analysts' "Buy" recommendations. To be included in the list, stocks must be listed in the US and must have an average daily trading volume of at least \$5mn in the six months preceding their selection for the list. Once selected, a stock will remain on the list for 12 months unless the US 1 Committee removes the stock in connection with a downgrade or otherwise. At the end of the 12-month period, the Committee may extend a company's inclusion on the list for another 12 months if it continues to meet the US 1 criteria.

The list will generally consist of between 20 and 30 equally weighted stocks, but not fewer than 15 stocks. It will be rebalanced to achieve equal weighting in connection with the addition and deletion of any stock. Sector weighting in the selection process is considered. However, the US 1 list is not required to reflect the weights of the S&P 500 or any other index.

A US 1 Index will be established to track the performance of the list. The Index will be calculated on both a price-return (without the reinvestment of dividends) and a total-return basis and will be available on Bloomberg at (MLUS1PR <Index>) and (MLUS1TR <Index>), respectively.

## **Methodology: Endeavor List**

Endeavor is a concentrated list of approximately 15 to 20 smaller cap stocks that represents the strategic views of BofA Merrill Lynch Small Cap Research. The Endeavor list includes those smaller cap stocks that are most compelling using a multi-disciplinary process. Candidates for the Endeavor buy list carry a favorable view by a BofA Merrill Lynch Fundamental Analyst and are attractively ranked by our Aurora (growth) or Enhanced Contrarian (value) quantitative models.

## **Methodology: US High Quality & Dividend Yield Screen**

We list a screen of preferred securities that meet specified selection criteria and have relatively high yields for their credit rating and industry sector. The US High Quality & Dividend Yield Screen is not a recommended list.

### **Screening criteria**

We combined our two secular themes through the following criteria. In our view, these screening factors were likely to uncover higher-quality companies that offered relatively secure dividend yield. The stocks are selected from the S&P 500.

- S&P Common Stock Rank of A+, A, or A-. The S&P Common Stock Rankings are our main measure of quality. These rankings are based primarily on the growth and stability of earnings and dividends over a 10-year period.
- Return on Equity (ROE) greater than the average S&P 500 ROE.
- Debt/Equity lower than the S&P 500.
- Dividend yield greater than the S&P 500.
- BofA Merrill Lynch Research Investment Opinion indicates Buy or Neutral as well as the likelihood that the dividend will remain the same or be increased (ie, a dividend rating of "7").
- The ratio of the last 12 months' free cash flow to dividends must be greater than 1.0.

## **Methodology: International High Quality & Dividend Yield Screen**

We list a screen of preferred securities that meet specified selection criteria and have relatively high yields for their credit rating and industry sector. The International High Quality & Dividend Yield Screen is not a recommended list.

This monthly screen selects high quality and high dividend yield stocks from the MSCI AC World ex-USA Index covered by BofA Merrill Lynch Global Research. The screen uses the following criteria to uncover higher quality companies that offer relatively secure dividend yield.

- S&P Common Stock Rank (quality rank) of A+, A, or A-. The S&P Common Stock rankings are our main measure of quality. These rankings are based on the stability and growth in earnings and dividends over a seven-year period for non-US companies.
- Return on Equity (ROE) greater than the MSCI Index.
- Debt/Equity lower than the MSCI Index.
- Dividend yield greater than the MSCI Index.
- BofAML Investment Opinion indicates Buy or Neutral, as well as the likelihood that the dividend will remain the same or be increased (ie, a dividend rating of 7).
- The ratio of the past 12 months' free cash flow to dividends is greater than 1.0.



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## Link to Definitions

### Macro

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| Investment rating | Total return expectation (within 12-month period of date of initial rating) | Ratings dispersion guidelines for coverage cluster* |
|-------------------|---|---|
| Buy               | ≥ 10%   | ≤ 70%   |
| Neutral           | ≥ 0%  | ≤ 30%   |
| Underperform      | N/A   | ≥ 20%   |

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