RAYMOND JAMES

ASSESSING CREDIT

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See Page 49 for Important Disclaimers & Disclosures

FIXED INCOME RESEARCH

ASSESSING CREDIT - AGENDA

- Corporate Intro
- Corporate Default Deep Dive
- Credit Analysis DIY
- Additional Tools
- Appendix Even More Stuff

ASSESSING CREDIT – CORPORATE BOND BASICS

- Debt obligations (IOUs) issued by private and public corporations
- The corporation promises to return your money (the principal amount) on a specified maturity date. Until that time, it also pays you a stated coupon rate, usually semiannually
- Companies use the funds they raise from selling bonds for a variety of purposes, from building facilities to purchasing equipment to expanding their business

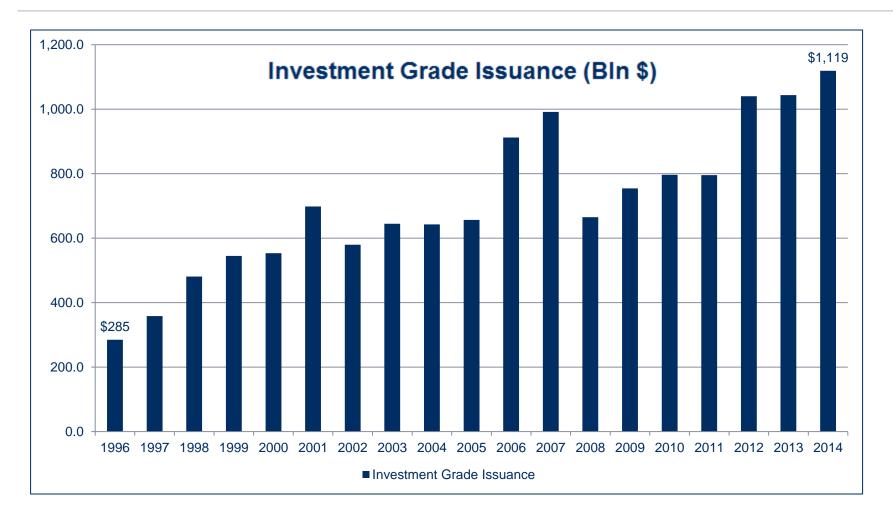
*Source: SIFMA.org

ASSESSING CREDIT – THE CORPORATE MARKET

- The corporate bond market is large and liquid, with daily trading volume estimated at \$12b for Investment Grade and \$5.5b for High Yield *
- Corporate bonds trade in the over-the-counter (OTC) market

^{*} NTMBIV and NTMBHV Bloomberg Screens

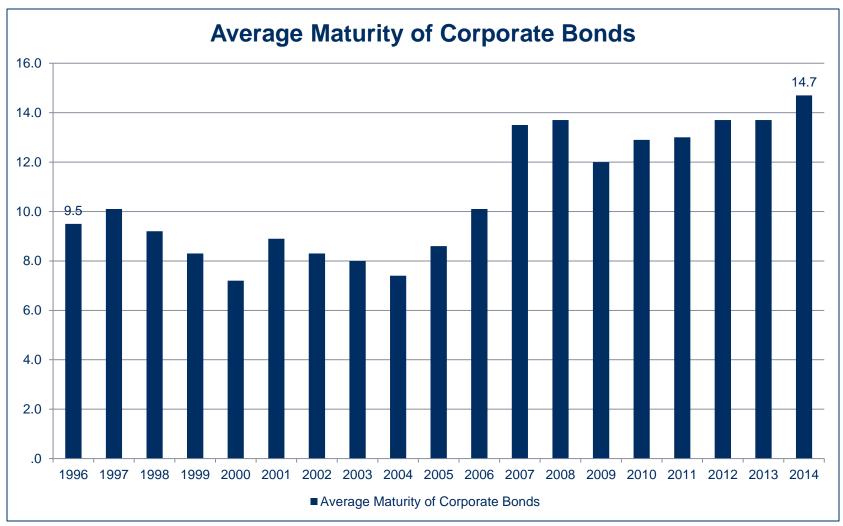
ASSESSING CREDIT – MASSIVE GROWTH



Total Debt Outstanding \$7,733 Billion

*Source: SIFMA.org

ASSESSING CREDIT – LOCKING IN LOW RATES FOR LONGER



*Source: SIFMA.org

ASSESSING CREDIT – WHO ARE THE ISSUERS?

Corporate Sectors

- Industrial
 - Manufacturing (ex. Boeing, International Paper)
 - Service (ex. Comcast, Merck)
 - Energy (ex. Kinder Morgan, Halliburton)
 - Consumer (ex. Kraft Foods, Coca-Cola)
 - Transportation (ex. FedEx, CSX)
- Utilities (ex. Alabama Power, Duke Energy Carolinas)
- Finance (ex. Goldman Sachs, Prudential Financial)

ASSESSING CREDIT – RATING CATEGORIES

Rating

	Moody's	Standard & Poor's
Investment Grade Highest quality (Best quality, smallest degree of investment ris	Aaa sk)	AAA
High quality (Often called high-grade bonds)	Aa	AA
Upper medium grade (Many favorable investment attributes)	Α	Α
Medium grade (Neither highly protected nor poorly secured)	Ваа	ввв
Speculative Grade		
Somewhat speculative (Have speculative elements)	Ва	ВВ
Speculative (Generally lack characteristics of a desirable investment)	В	В
Highly speculative (Bonds of poor standing)	Caa	CCC
Most speculative (Poor prospects)	Са	CC
Imminent default (Extremely poor prospects)	С	С
Default	С	D

ASSESSING CREDIT – DEBT CAPITAL STRUCTURE

Priority

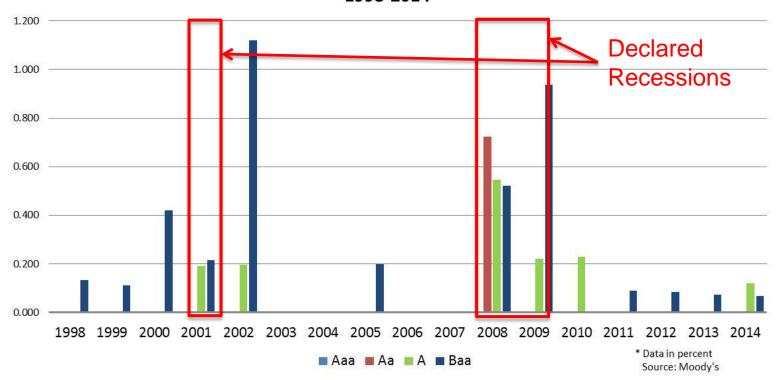
- Debts ranked from highest to lowest level of bankruptcy priority:
 - Debt secured with higher-quality operating asset collateral
 - Debt secured with lesser-quality operating asset collateral
 - Senior debt of the operating company
 - Senior liabilities
 - Subordinated debt
 - Junior subordinated debt
 - All other operating company liabilities
 - Senior debt of the holding company (structurally subordinated)
 - Subordinated debt of the holding company
- Issues can be "notched" up or down from corporate credit rating level based on recovery prospects in a default scenario

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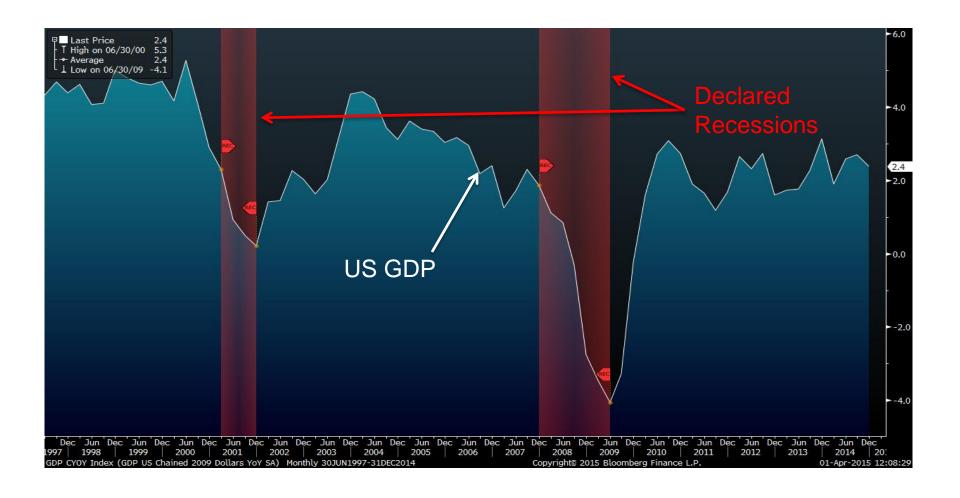
ASSESSING CREDIT – DEFAULT HISTORY

Annual Issuer - Weighted Corporate Default Rates by Letter Rating, 1998-2014*



- Default rates overall are low for Investment Grade companies
- Generally correspond to weak economic periods

ASSESSING CREDIT – THE ECONOMIC CYCLE

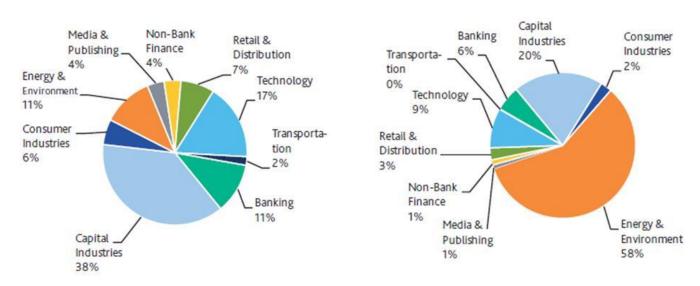


ASSESSING CREDIT – 2014 DEFAULT BREAKDOWN

2014 Default counts and volumes by broad industry

Panel A Distribution of defaulted issuer counts

Panel B Distribution of default dollar volume



Source: Moody's Investors Service

- Of the 53 Defaults last year, 38% were by issuers in the Capital Industries sector.
- This was followed by issuers in the Technology sector, which contributed 17% of defaults in 2014.
- When measured by default volume, however, the Energy & Environment sector topped the list by accounting for more than half of the total defaulted volume.

The Capital Industries sector includes automotive, capital equipment, chemicals, plastics & rubber, construction & building, containers, packaging & glass, forest products & paper, metals & mining and business service industries.

ASSESSING CREDIT – 2014 DEFAULT BREAKDOWN

The Technology sector had the Highest Rate of Default in 2014

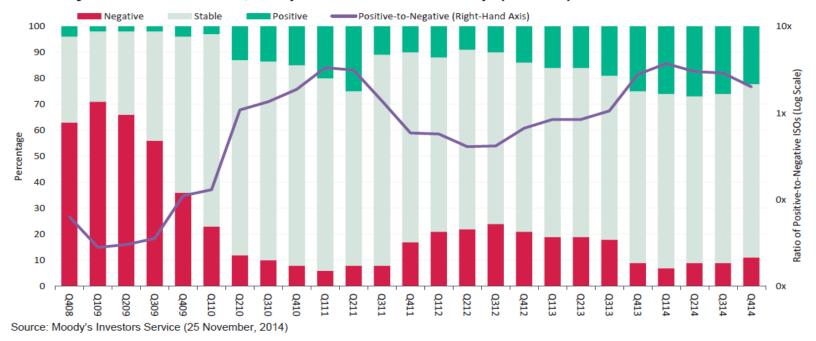
Broad Industry	Default Rates*
Banking	0.8%
Capital Industries	1.7%
Consumer Industries	0.5%
Energy & Environment	1.3%
Non-Bank Finance	0.4%
Media & Publishing	1.1%
Retail & Distribution	1.8%
Government Related Issuers	0.0%
Technology	2.0%
Transportation	0.7%
Utilities	0.0%

^{*}Issuer-Weighted

Source: Moody's Investors Service

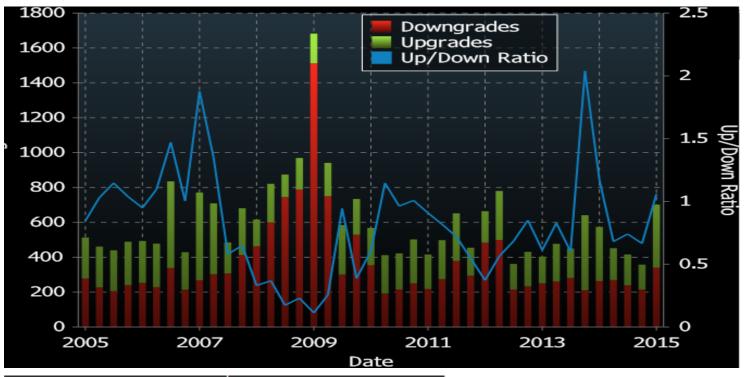
ASSESSING CREDIT – RATING OUTLOOK HISTORY

Industry Sector Outlooks, Corporate Finance Group (Global)



- Two-thirds of Moody's Industry Sector Outlooks, 36 of 54, are stable
- Ratio of positive to negative Industry Sector Outlooks, now 2x, started improving in mid-2013

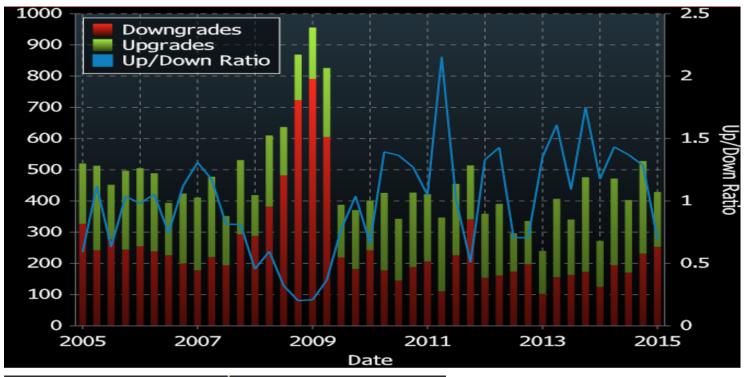
ASSESSING CREDIT - CREDIT RATING TRENDS: MOODY'S



Period Y	TD	~		
		Up	ogrades	Downgrades
Total			361	341
Investment Gr	ade		122	95
High Yield			173	106
Fallen Angels			0	2
Rising Stars			1	0

Up/Down Ratio – The ratio of upgrades to downgrades (i.e., not the number of securities issued) in a particular month. A value of less than one indicates more downgrades than upgrades for the corresponding quarter.

ASSESSING CREDIT - CREDIT RATING TRENDS: S&P



Period YTD	v	
	Upgrades	Downgrades
Total	176	253
Investment Grade	50	48
High Yield	92	115
Fallen Angels	0	4
Rising Stars	3	0

Up/Down Ratio – The ratio of upgrades to downgrades (i.e., not the number of securities issued) in a particular month. A value of less than one indicates more downgrades than upgrades for the corresponding quarter.

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ASSESSING CREDIT – THE FIVE C'S OF CREDIT

Capacity

Does the company have enough cash to service their debt

Character

Is the company willing to repay the debt

Capital

How much equity/subordinated debt supports the debt

Conditions

What is the operating environment

Collateral

What are potential sources of repayment

ASSESSING CREDIT – A LITTLE MORE SPECIFIC

Leverage

How much debt does the company have?

Coverage

 How much cash flow is available to pay debt service?

Cash Flow

- How stable are the company's cash flows?
- How volatile is the coverage ratio?

METRICS: CAPACITY TO PAY FOR FINANCIALS

Metric	Measures	Typical Range
Liquidity/Assets	Liquid assets (readily available) to total assets	20% - 25%
Liquidity Coverage Ratio	Liquid assets to short-term obligations	100% - 110%
Sources of Outside Liquidity	Access to govt funding and repo market	80% to 100% of L-T Debt
Access to Public Markets	Ability to borrow	\$15 - \$20 Billion Annually

Metric	Measures	Typical Range
Return on Assets	Efficient use of assets	0.3% - 1.5%
Return on Equity	Profitability of shareholder capital	7% - 15%
Leverage Ratio	Proportion of loss absorbing capital/assets	8% - 12%
Tier 1 Common Ratio	Proportion of loss absorbing capital/risk assets	9% - 11%
Loans/Deposits	Liquid Assets to Short-Term Obligations	75% - 110%
Provisions/Avg. Loans	Proportion of estimated future loan losses	0.1% - 0.5%
Nonperforming Assets/Total Assets	Proportion of non-earning assets	0.5% - 1.5%
Chargeoffs/Average Assets	Losses charged to loan loss reserve	0.1% - 0.7%

METRICS: CAPACITY TO PAY FOR INDUSTRIALS

Metric	Measures	Typical Range
Current Ratio	S-T liability overage	1.0 – 1.7x
Quick Ratio	S-T Liability Coverage (Less inventories)	0.5x – 1.1x
Days Sales Outstanding	Ability to collect from customers	20 – 85 days
Days Inventory Outstanding	How long it takes to turn inventory	35 – 90 days
Days Payables Outstanding	How long it takes to pay suppliers	
Liquidity	Readily sources of liquidity	20% of total debt
Access to Public Markets	Ability to borrow	\$3 - \$8 billion annually

Metric	Measures	Typical Range
Profit Margin	Earnings per dollar of sales	5% - 15%
Return on Assets	Efficient use of assets	4% - 9%
Return on Equity	Profitability of shareholder capital	10% - 25%
Debt/Capital	Use of debt within capital structure	30% - 55%
Interest Coverage	Earnings available to service debt	6x - 18x
Net Leverage	Net debt to available earnings	0x - 3x
Free Cash Flow/Total Debt	Amount of cash available for debt service	10% - 35%

METRICS: CAPACITY TO PAY FOR UTILITIES

Metric	Measures	Typical Range
Debt/Capital	Use of debt within capital structure	50% - 60%
Net Leverage	Net debt to available earnings	3x - 5x
Free Cash Flow/Total Debt	Amount of cash available for debt service	17% - 25%
Interest Coverage	Earnings available to service debt	5x - 7x

 The regulatory environment can change quickly, causing changes in the underlying profitability and/or capital structure of utilities.

ASSESSING CREDIT - INDUSTRIAL CREDIT COMPARISON

Macy's

- Largest in scale among profitable
 U.S. mainline retailers.
- Nimble with strategies to grow sales & profits-omnichannel delivery, off-price expansion and licensing.
- Leverage expected to remain stable (2.3x lease-adjusted), with bonds trading at a discount to what we believe are comparable credit

Nordstrom

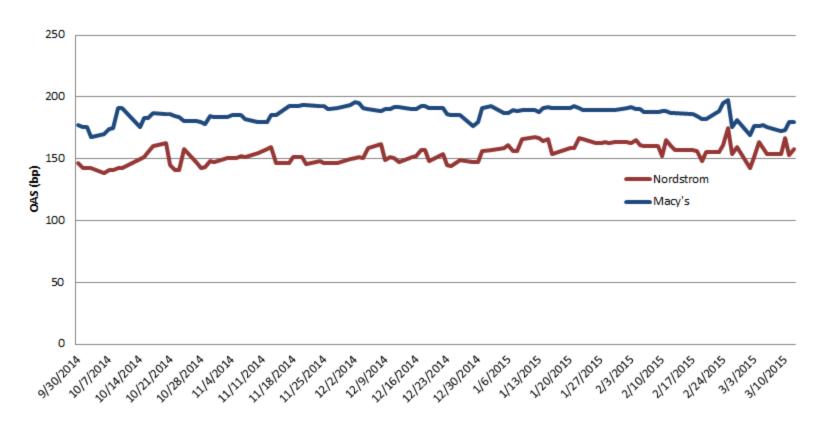
- Unique competitive position across full-line and off-price channels insulates Nordstrom from sector challenges.
- Financial policy supports strong credit metrics and good liquidity.
- Geographic concentration in California.

	Macy's	Nordstrom
Ratings		
Ratings (Moody's/S&P)	Baa2/BBB+	Baa1/A-
Moody's Outlook	Stable	Stable
S&P Outlook	Stable	Stable
Bond Yields		
30 Year	4.09	3.98
Liquidity		
Current Ratio (x)	1.57	1.87
Quick Ratio (x)	0.48	1.12
Leverage & Activity		
Pretax Int Coverage (x)	6.9	11.6
Debt/Equity (x)	1.2	1.3
Revenue & Profitability		
Revenue (mill \$)	27,931	13,506
Gross Margin (%)	40.1	37.8
Return on Equity (%)	23.8	29.5
Return on Assets (%)	6.9	7.8

Source: Desk Analyst, Bloomberg, Moody's, Egan Jones

ASSESSING CREDIT – SPREAD HISTORIES

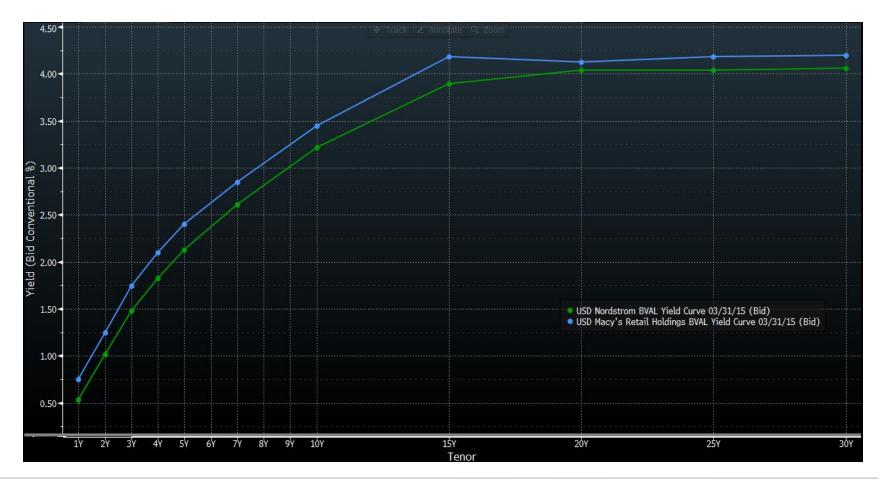
Macy's 30 Yr OAS vs Nordstrom's 30 Yr OAS



Source: YieldBook

ASSESSING CREDIT – YIELD CURVE COMPARISON

Macy's vs. Nordstrom's Individual Yield Curves



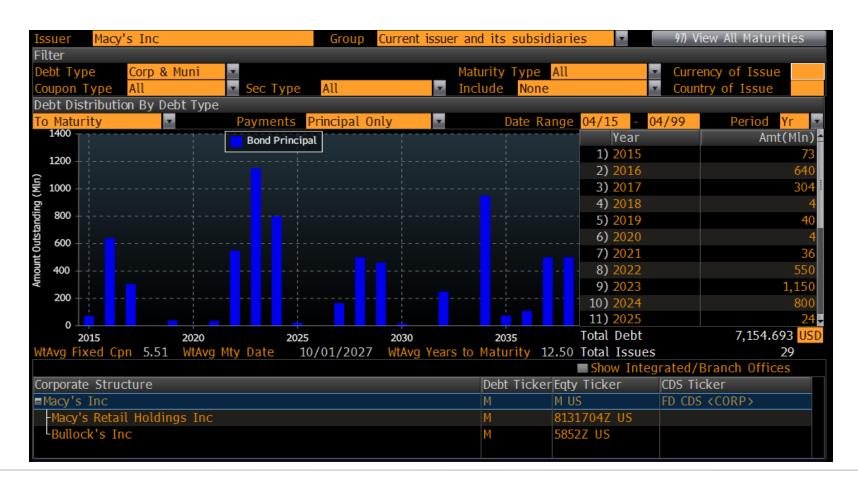
ASSESSING CREDIT – ISSUER SPECIFIC RATINGS HISTORY

Bloomberg CRPR Screen, Current Credit Ratings



ASSESSING CREDIT – ISSUER DEBT MATURITY LATTER

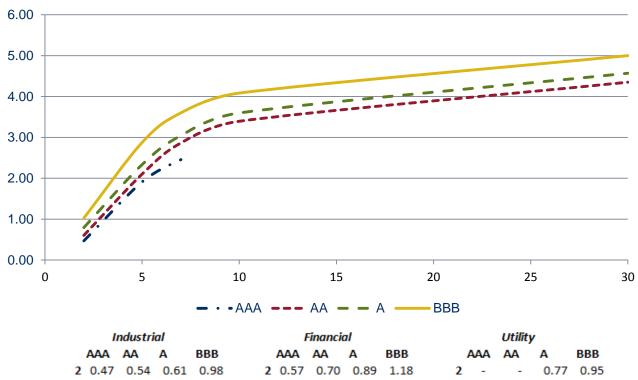
Debt Distribution DDIS <GO>



ASSESSING CREDIT – IT COMES TOGETHER HERE

Corporate Credit Curves

Credit Curves



	Industrial					Financial					Utilit	y		
	AAA	AA	Α	BBB		AAA	AA	Α	BBB		AAA	AA	Α	BBB
2	0.47	0.54	0.61	0.98	2	0.57	0.70	0.89	1.18	2	-	-	0.77	0.95
5	1.91	2.10	2.18	2.88	5	1.84	2.18	2.45	3.17	5	-	-	2.29	2.44
7	2.46	2.79	2.95	3.66	7	-	2.96	3.14	-	7	-	-	2.93	3.31
10	3.15	3.39	3.48	4.13	10	-	-	3.76	-	10	-	-	3.36	3.88
30	4.24	4.34	4.53	5.11	30	-	4.48	4.79	-	30	-	-	4.27	4.95

Source: Yield Book

ASSESSING CREDIT – GUIDANCE FROM A REGULATOR

OCC Guidelines

Guidance on Due Diligence Requirements in Determining Whether Securities Are Eligible for Investment

Key factors	Corporate bonds	Helpful Bloomberg Page
Confirm spread to U.S. Treasuries is consistent with bonds of similar credit quality	X	СОМВ
Confirm risk of default is low and consistent with bonds of similar credit quality	X	RVRD
Confirm capacity to pay and assess operating and financial performance levels and trends through internal credit analysis and/or other third party analytics, as appropriate for the particular security	х	FA

Source: Federal Register / Vol. 77, No. 114 / Wednesday, June 13, 2012 / Rules and Regulations

ASSESSING CREDIT – COMPARABLE BOND ANALYSIS

Bloomberg COMB Screen



ASSESSING CREDIT – RELATIVE VALUE SCREEN

Bloomberg RVRD Screen

M US Equity	1) Custom	ize	· ·	2) Actio	ons	•	Relative	Value Rank	ing
Peers Broadline Retailers	■ Home Co	untry of the	Company (Closest	v	50 By	Mkt Cap	~	
Equity View Debt View									
Debt Fields		Macy's	Inc		Pe	er Group)	S&P 500)
Overview	Current	Est 1Y	1Y Ago	5Y Avg	Current	Pctl	Est 1Y	Current	Pctl
11) Debt Ratios									
12) Debt/T12M EBITDA	1.91	1.60	1.94	2.08	1.65	54%	1.00	4.05	44%
13) EBITDA/Int Exp	9.66	13.78	9.48	8.17	25.39	19%	24.33	9.44	40%
14) Total Debt/EV	0.27	0.25	0.27	0.34	0.23	53%	0.12	N.A.	69%
15) EBITDA Margin	13.65	14.32	13.24	13.14	7.06	96%	7.03	16.80	22%
16) LT Debt/Equity	135.09	111.70	107.67	118.69	24.94	88%	30.42	74.49	83%
17) Net Debt (USD)	5.10B	4.81B	4.92B	5.20B	68.14M	888	132.51M	3205.20B	68%
18) LT Debt/Capital	57.12	52.68	50.06	0.52	24.78	79%	31.85	34.84	86%
19) EV/T12M EBITDA	7.17	6.88	7.26	6.33	9.74	21%	8.97	N.A.	12%
20) Valuation									
21) 5 Year CDS	49.79	23.65	65.50	113.53	20.57	70%	23.65	47.67	45%
22) Ratings									
23) Outstanding Debt									
24) Current LT Debt (USD)	N.A.	596.30M	463.00M	129.75M	56.00M	N.A.	33.29M	410.46B	N.A.
25) LT Debt (USD)	7.26B	6.81B	6.73B	6.89B	273.38M	83%	229.63M	5098.39B	71%
26) Total Debt (USD)	7.34B	6.83B	7.19B	7.33B	276.18M	83%	262.91M	7493.93B	65%
27) Financials Only									
28) Tier-1 Ratio	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.
29) Cap Ade - R-B Cap	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.

ASSESSING CREDIT – FINDING THE DATA

M US Equity	96) Actions	• 97) Out	put 🗸 98)	Settings		Financia	al Analysis
ADJ Macy's Inc				Periodic	ity Annuals	✓ Curre	ency USD 💌
1) Key Stats 2) I/S 3) B/	'S 4) C/F	5) Ratios 6) S	Segments 7)	Addl 8) ESG	9 Custom		
			erprise Value	15) Multiples	10 Per Share	17) Stock Value	
In Millions of USD	FY 2012	FY 2013	FY 2014	FY 2015	Current/LTM	FY 2016 Est	FY 2017 Est
12 Months Ending	2012-01-28	201.3-02-02	2014-02-01	2015-01-31	2015-01-31	2016-01-31	2017-01-31
Market Capitalization	14,008.2	15,318.0	19,412.7	21,757.5	22,186.9		
- Cash & Equivalents	2,827.0	1,836.0	2,273.0	2,246.0	2,246.0		
+ Preferred & Other	0.0	0.0	0.0	0.0	0.0		
+ Total Debt	7,758.0	6,930.0	7,191.0	7,341.0	7,341.0		
Enterprise Value	18,939.2	20,412.0	24,330.7	26,852.5	27,281.9		
MILICIE 'I	06) Actions	07\ 0+	nu+ 00\	Cottings		г'	' 1 A 1 '
M US Equity	96) Actions	97) Out	put - 98)	Settings			ial Analysis
ADJ Macy's Inc				Settings Periods	10 Annuals		ial Analysis rency USD
ADJ Macy's Inc 1) Key Stats 2) I/S 3) B/S	S 4) C/F	5) Ratios 0 :	put ・ 98) Segments カ		9) Custom	▼ Curi	
ADJ Macy's Inc 1) Key Stats 2) I/S 3) B/S 11) Profitability 12) Growth	S 4 C/F 13) Credit 14 L	5) Ratios 6)			9) Custom		rency <mark>USD v</mark>
ADJ Macy's Inc 1) Key Stats 2) I/S 3) B/S	S 4 C/F 13) Credit 14 L	5) Ratios 0 :	Segments 7)	Periods Addl 8 ESG	9) Custom	▼ Curi	
ADJ Macy's Inc 1) Key Stats 2) I/S 3) B/S 11) Profitability 12) Growth	S 4 C/F 13) Credit 14 L	5) Ratios 6) Liquidity 15) W	Segments 7)	Periods Addl 8 ESG 10 Yield Analy	9 Custom rsis 17 DuPont	▼ Curi	rency <mark>USD •</mark>
ADJ Macy's Inc 1) Key Stats 2) I/S 3) B/S 11) Profitability 12) Growth In Millions of USD except Pe	S 4 C/F 13) Credit 14 L	5) Ratios 6) : Liquidity 15) W FY 2010	Segments 7) Orking Capital FY 2011	Periods Addl & ESG 10 Yield Analy FY 2012	9 Custom rsis 17 DuPont FY 2013	Curi t Analysis FY 2014	rency USD FY 2015
ADJ Macy's Inc 1) Key Stats 1) I/S 1) Profitability 1) Growth In Millions of USD except Per 12 Months Ending	S 4 C/F 13) Credit 14 L	5) Ratios 6 : Liquidity 15) W FY 2010 2010-01-30	Segments 7 Torking Capital FY 2011 2011-01-29	Periods Addl & ESG 10 Yield Analy FY 2012 2012-01-28	9 Custom rsis 17 DuPont FY 2013 2013-02-02	• Curret Analysis FY 2014 2014-02-01	FY 2015 2015-01-31
ADJ Macy's Inc 1) Key Stats 1) I/S 3) B/S 11) Profitability 12) Growth In Millions of USD except Per 12 Months Ending 11 Cash Ratio	S 4 C/F 13) Credit 14 L	\$\frac{1}{2}\text{Ratios} & \frac{1}{2}\text{W} & \frac{1}{2}\text	Segments 7/ Porking Capital FY 2011 2011-01-29 0.29	Periods Addl 8 ESG 16 Yield Analy FY 2012 2012-01-28 0.45	9 Custom rsis 17 DuPont FY 2013 2013-02-02 0.36	t Analysis FY 2014 2014-02-01 0.40	FY 2015 2015-01-31 0.41
ADJ Macy's Inc 1) Key Stats 2) I/S 3) B/S 11) Profitability 12) Growth In Millions of USD except Per 12 Months Ending 141 Cash Ratio 141 Current Ratio	S 4 C/F 13) Credit 14 L	5) Ratios 6) : Liquidity 15) W FY 2010 2010-01-30 0.38 1.54	Segments 7/ Orking Capital FY 2011 2011-01-29 0.29 1.36	Periods Addl & ESG 10 Yield Analy FY 2012 2012-01-28 0.45 1.40	9 Custom rsis 17 DuPont FY 2013 2013-02-02 0.36 1.55	r Analysis FY 2014 2014-02-01 0.40 1.52	FY 2015 2015-01-31 0.41 1.57

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ASSESSING CREDIT – TIMING THE ECONOMIC CYCLE

ECRI Weekly Leading Growth Index

- ECRI Weekly Leading Growth Index
 - Created by Goeffrey H. Moore
 - Developed the original LEI
 - Designed to predict economic activity from cyclical indicators, not just by extrapolating economic trends

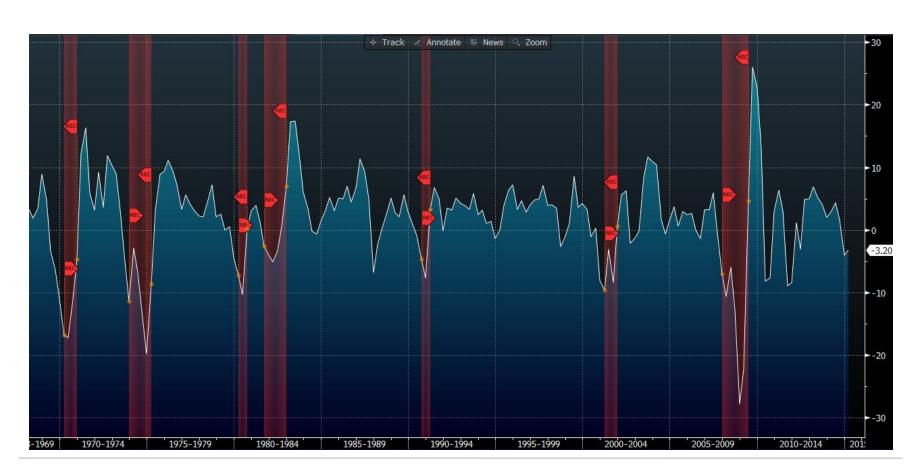
ASSESSING CREDIT – OUR SECTOR ROTATION MODEL

ECRI Sector Rotation Model

- Analyzed 15 years of data
- Index is smoothed to reduce portfolio transactions
- Average of 7 portfolio sector allocation shifts per year
- Returns are annualized and measured against the Citi BIG index
- Complete report is available on eFolio[®]

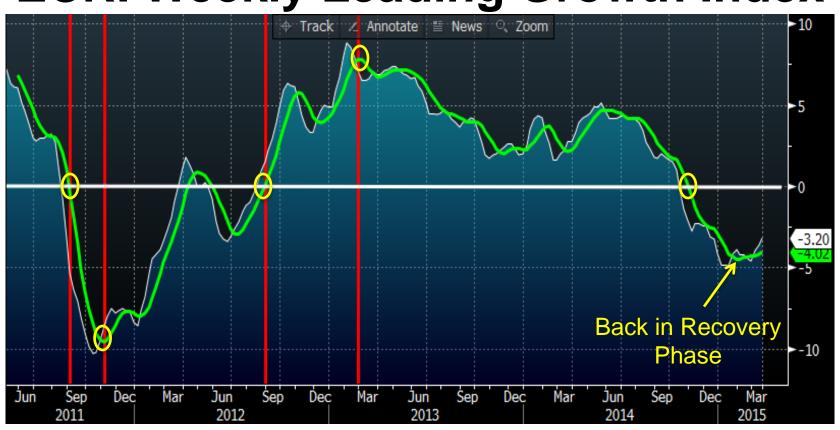
ASSESSING CREDIT – THE MODEL OVER TIME

ECRI Weekly Leading Growth Index



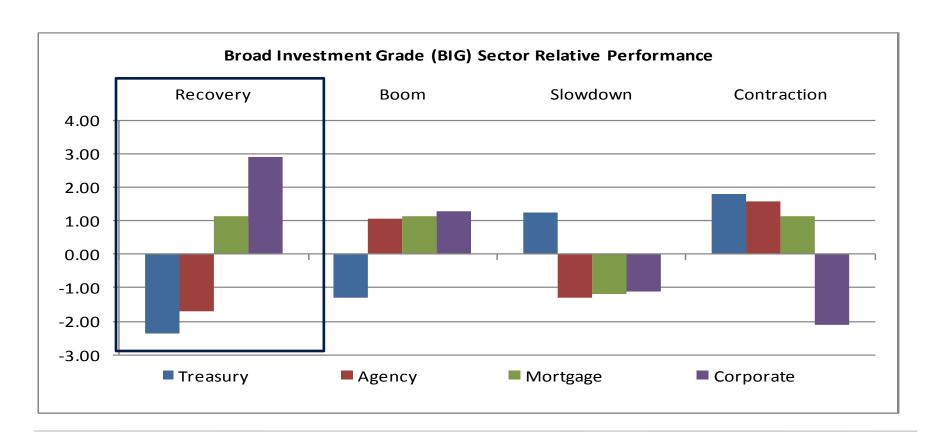
ASSESSING CREDIT – RECENT HISTORY AND CURRENT PHASE

ECRI Sector Rotation Tool ECRI Weekly Leading Growth Index



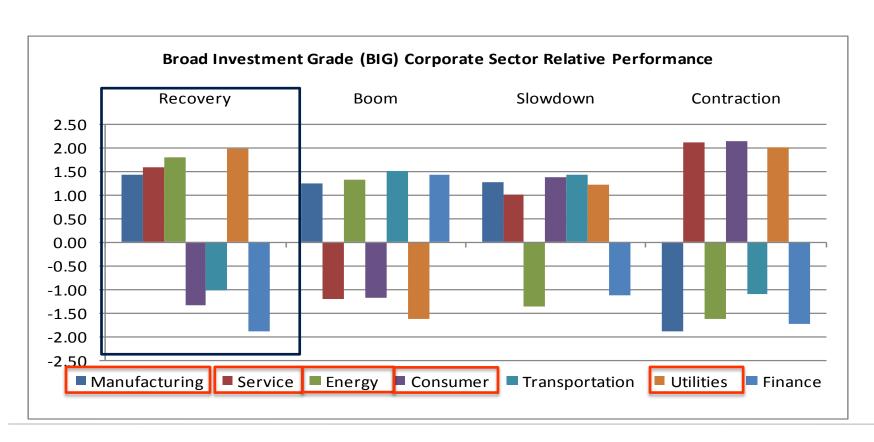
ASSESSING CREDIT – MAJOR SECTOR SELECTIONS

ECRI Sector Rotation Model



ASSESSING CREDIT – CORPORATE SECTOR TIMING

ECRI Sector Rotation Tool ECRI Sector Rotation Model



ASSESSING CREDIT – CORPORATE PERFORMANCE REPORT

March 30, 2015	% Index	%	#	Rating	Yield	eld Eff Dur						Total Return					
	/0 IIIuex	Sector	Issues	Raung	rieiu	LII Dui	Conv	3	1-Day	1-Week	Month	1-Day	1-Wk	1-Mnth	MTD	YTD	
Corporate	100		5381	Д-	2.9293	7.24	0.97	133	0	0	4	0.48	0.03	0.53	0.30	2.12	
Industrial	55.91	100.00	3119	Α-	3.0839	7.61	1.05	143	0	-1	4	0.51	0.10	0.58	0.32	2.18	
Manufacturing	17.70	31.66	985	A-	2.8749	7.01	0.90	130	-1	-1	6	0.49	0.09	0.39	0.24	1.98	
Service	18.34	32.80	972	A-	2.9553	8.15	1.21	124	0	1	0	0.49	-0.08	0.89	0.44	2.29	
Energy	12.28	21.97	657	BBB+	3.7949	7.53	0.98	212	-1	-6	8	0.54	0.42	0.26	0.14	2.38	
Consumer	5.30	9.48	313	A-	2.6477	7.23	1.00	106	1	-1	4	0.43	0.11	0.70	0.51	1.92	
Transportation	2.21	3.96	188	A-	3.006	8.95	1.42	120	-1	1	1	0.73	-0.07	1.06	0.43	2.49	
Utilities	12.35	100.00	864	BBB+	3.2208	9.37	1.45	139	0	1	2	0.61	-0.21	0.77	0.40	2.64	
Finance	31.74	100.00	1398	Α-	2.5362	5.73	0.61	114	0	0	5	0.37	0.01	0.32	0.23	1.80	

ASSESSING CREDIT – SUB SECTOR CORPORATE PERFORMANCE

Sub-Sector	Sector	Current 1- week Rank	Rank 1- week ago	Rank 2- weeks ago	Rank 3- weeks ago
Oil and Gas	Energy	1	40	40	5
Metals/Mining	Manufacturing	2	39	43	6
Securities Broker Dealers	Finance	3	42	20	12
Food Processors	Consumer	4	24	14	31
Oil & Gas Field Mach & Svcs	Energy	5	41	34	3
Conglomerate/Diversified Mf	Manufacturing	6	14	29	25
Natural Gas Distributors	Utilities	7	12	22	38
Building Products	Manufacturing	8	28	31	11
Beverage/Bottling	Consumer	9	27	13	21
Property & Casualty Insurance	Finance	10	22	8	34
Aerospace/Defense	Manufacturing	11	19	3	37
Other Services	Service	12	25	17	22
Other Finance	Finance	13	37	33	4
Life Insurance	Finance	14	20	24	30
Vehicle Parts	Manufacturing	15	4	2	41
Paper & Forest Products	Manufacturing	16	26	18	29
Retail Stores: Food/Drugs	Service	17	23	23	28
Gaming/Lodging/Leisure	Service	18	38	36	2
Gas Pipelines	Energy	19	36	35	24
Banking	Finance	20	32	38	7
Machinery	Manufacturing	21	34	19	13
Information/Data Technology	Manufacturing	22	18	21	27

Sub-Sector	Sector	Current 1- week Rank	Rank 1- week ago	Rank 2- weeks ago	Rank 3- weeks ago
Information/Data Technology	Manufacturing	22	18	21	27
Real Estate Investment Trust	Finance	23	29	26	14
Auto Manufacturers	Manufacturing	24	31	42	8
Pharmaceuticals	Service	25	11	11	32
Airlines	Transportation	26	43	41	1
Chemicals	Manufacturing	27	10	39	15
Railroads	Transportation	28	3	5	42
Retail Stores	Service	29	7	15	36
Restaurants	Service	30	13	9	18
Electronics	Manufacturing	31	33	28	16
Health Care Supply	Service	32	8	25	26
Other Transportation	Transportation	33	16	10	35
Consumer Products	Consumer	34	30	12	23
Electric	Utilities	35	6	7	40
Textile/Apparel/Shoe	Manufacturing	36	1	1	43
Cable & Media	Service	37	9	30	17
Telecommunications	Utilities	38	17	37	9
Tobacco	Consumer	39	15	16	33
Independent Finance	Finance	40	21	27	20
Publishing	Service	41	35	6	19
Power	Utilities	42	5	32	10
Other Utilities	Utilities	43	2	4	39

ASSESSING CREDIT - AGENDA

- Corporate Intro
- Corporate Default Deep Dive
- Credit Analysis DIY
- Additional Tools
- Appendix Even More Stuff

ASSESSING CREDIT – SOME PRICING DATA

Bloomberg FIRV Screen



ASSESSING CREDIT – INDIVIDUAL SECURITIES LEVEL

Drill down to the Issuer Level and Individual Security Level

							OAS	Range - 1	Month	1 Month		
Security	↓ Rank	OAS	Chg	Price	Yield Src	Time	Low	Range	High	Avg	1M Cho	
All		140	0	116.022	3.297			🔷 Avg 🔵 Now				
M 5.9 12/01/16	Sr Unsecured	31		107.880	1.068 BGN	14:11	28 -	••	- 36	32		
M 7.45 07/15/17	Sr Unsecured	68	-3	113.120	1.550 BGN	11:19	67 -	• •	- 77	71		
M 3 % 01/15/22	Sr Unsecured	100	-2	107.044	2.690 BGN	14:11	98 -	• •	- 107	102		
M 2 % 02/15/23	Sr Unsecured	104	+()	100.192	2.846 BGN	14:11	98 -	• •	- 105	101		
M 4 % 09/01/23	Sr Unsecured	113	+1	110.255	2.951 BGN	14:11	106 -	-	- 116	110		
M 3 % 06/01/24	Sr Unsecured	114		104.622	3.029 BGN	14:11	111 -		- 118	114		
M 6.65 07/15/24	Sr Unsecured	149		126.125	3.348 BGN	14:11	143 -	+•	- 151	148		
M 6.9 04/01/29	Sr Unsecured	197	+1	130.976	3.989 BGN	14:11	190 -		- 202	196		
M 6.9 01/15/32	Sr Unsecured	208	+2	132.748	4.166 BVAL	10:00	194 -	**	- 214	205		
M 6.7 07/15/34	Sr Unsecured	198	-2	133.891	4.132 BGN	13:39	31 -		200	185		
M 4 ½ 12/15/34	Sr Unsecured	178	+()	106.886	3.983 BGN	14:11	170 -		- 183	175		
M 6 3 03/15/37	Sr Unsecured	189	+()	133.083	4.079 BGN	14:11	183 -	••	- 191	187		
M 5 % 01/15/42	Sr Unsecured	197	+()	114.502	4.208 BGN	14:11	187 -	•	- 198	192		
M 4.3 02/15/43	Sr Unsecured	185		102.983	4.117 BGN	14:11	179 -	40	- 189	184		

ASSESSING CREDIT – MARKET VIEW

Fixed Income Credit Monitor

FICM <GO>



ASSESSING CREDIT – THE GLOBAL MARKETS

Bloomberg CDX Screen

Markit Indices	S	pread	Chan	ge Spread	Basis	Roll	Low	Range	High	Avg	+/-	3M Chg
1) Americas								Avg Now				
10) CDX Investment Grade	⊘ 6	3.59	-0.	23 — ////	-6.3	0.3	60.3		73.5	66.1	-2.5	+0.6
11) CDX High Yield	❷ 10	7.25*	+().	10 —	0.0	-1.1	104.9		108.1	106.6	+0.6	+0.2
12) MCDX	∞ 9	2.00	+().	00	N.A.	N.A.	87.0		94.0	90.1	+1.9	+11.0
13) CDX Latin America					N.A.	N.A.	N.A.		N.A.	N.A.	N.A.	N.A.
2) EMEA												
20) iTraxx Europe	⊘ 5	6.85	+0.	70 —	-0.2	6.0	47.9		66.9	55.9	+1.0	-1.8
21) iTraxx HIVOL					9.5	N.A.	N.A.		N.A.	N.A.	N.A.	N.A.
2) iTraxx Crossover	⊘ 26	0.62	-2.	سلا <u> </u>	-10.1	-1.1	249.7	•	367.3	295.1	-34.5	-70.0
2) iTraxx Sr Financial	⊘ 6	7.59	+1.	20	4.4	6.5	53.0		72.4	63.2	+4.4	+7.6
24) iTraxx Sub Financial	□ 13	7.71	+0.	85	7.3	9.7	122.5		165.5	138.6	-0.9	-2.5
25) iTraxx Corp CEEMEA					N.A.	N.A.	445.0		590.0	542.2	N.A.	N.A.
26) iTraxx SOVX W Europe	⊘ 3	0.00	+().	00	N.A.	N.A.	30.0	•—•	35.0	32.3	-2.3	-5.0
27) iTraxx SOVX CEEMEA					N.A.	N.A.	N.A.		N.A.	N.A.	N.A.	N.A.
3) Asia												
30) iTraxx Japan	⊘ 5	9.50	+0.	00	-4.4	6.5	58.0	•	74.0	64.8	-5.3	-3.8
31) iTraxx Asia Ex Japan IG	□ 11	2.00	+().	00	5.7	8.5	98.5		125.0	110.4	+1.6	+7.5
3) iTraxx Australia	⊘ 9	0.46	-0.	88	4.9	6.5	81.4		104.5	93.1	-2.6	-2.4
Emerging Markets												
40) CDX Emerging Market	⊘ 9	0.26*	+().	مس 29	2.9	2.3	86.9	•	90.3	88.3	+2.0	-1.3

ASSESSING CREDIT – TODAY'S MOVERS

Click 10 on the CDX <GO> Screen

Movers Today	. v.				Н	listorical	Range		3 Mont	hs
N Name (5Y CDS)	Spd (Ask)	Change	#SD	Low	Avg	Now	High	Avg	+/-	3M Chg
Best Performing										
101) Gap Inc/The	∞ 88.07	-8.55	-1.7	88.1	• •		117.6	99.0	-11.0	-29.5
102) Verizon Communi	♦ 46.65	-2.97	-0.5	46.6		•	67.6	59.4	-12.7	-20.0
103) _ 21st Century Fox		-2.97	-1.2	36.4			48.0	40.3	-1.5	-9.2
	∞ 90.58	-2.72	-0.4	90.6	•—•		120.2	105.1	-14.5	-29.6
	∞ 70.86	-2.64	-0.6	62.3			79.6	71.2	-0.3	+1.1
	301.86	-2.48	-0.1	244.0			325.2	276.6	+25.2	-23.4
	S 56.13	-1.98	-1.3	54.5			62.3	57.9	-1.8	-6.2
108) Computer Science	79.28	-1.97	-0.2	73.4			105.7	83.2	-3.9	-26.5
	68.66	-1.95	-0.7	64.7			77.3	69.9	-1.2	-8.6
110) Time Warner Inc	41.20	-1.82	-0.8	40.5	•		50.7	44.3	-3.1	-9.5
Worst Performing										
111) Cardinal Health Inc	40.96	+2.63	+1.7	34.2		•	41.0	37.3	+3.7	+4.8
112) _ AT&T Inc	61.15	+2.81	+0.5	55.8			77.5	66.1	-5.0	-16.4
113) Boston Scientific	67.48	+2.81	+1.1	64.5			74.7	68.8	-1.3	-4.7
114) Eastman Chemica	72.82	+2.97	+0.8	68.2			83.3	74.0	-1.1	-10.5
, , , , , , , , , , , , , , , , , , , ,	71.82		+1.3	67.7			79.3	71.9		-6.9
,			+0.6	157.3		•——	186.6	172.1	+1.2	-13.4
,	45.71		+2.0	37.7	-	•	45.7	41.4	+4.3	+3.4
	70.28 ■		+1.1	54.8		•	70.3	62.0	+8.3	+2.3
119) Nabors Industries		_	+0.4	103.7	++		147.3	119.6	-12.6	-40.2
120) Safeway Inc	328.50	+6.16	+0.2	218.6			349.1	307.1	+21.4	+108.2

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