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Stock Selection: Research and Results May 2017

May 30, 2017

Regime Change: From Neutral to Growth-Tilted *R&D: A Better Asset?*

The Faith in Big Spenders Grows, While the Fed Takes a Resolute Stance

- Our regime indicator recently changed its forecast of what will be important when picking stocks, shifting from the neutral stance it's been in for four months to a growth-tilted one. What's caused the change are signs that investors are becoming excited about companies that ratchet up their capital expenditures and a flattening of the yield curve, the latter caused by a more resolute Fed and a couple of weak inflation reports. Those two factors comprise a third of the indicator. They've proved decisive because our valuations spreads have stabilized at a moderately below-average level. From here we could progress to a fullblown growth-*driven* market, for the first time in a decade, although it's equally likely that we'll round trip back to a neutral position.
- Growth stocks performed unusually well in this year's neutral setting, benefiting from two lackluster inflation reports, a weak GDP number, a tougher-talking Fed and the litany of problems besetting the Trump agenda. The run looks like what went on in the early-1990s. The setting still favors them, and as a result, valuation and capital deployment considerations are getting less weight in our modeling, while earnings quality and analyses of trends have become more important. In growth-tilted regimes good is good and we want to ride our winners. We're employing a GARP(y) strategy with the financials our remaining value bet.

R&D: A Better Asset?

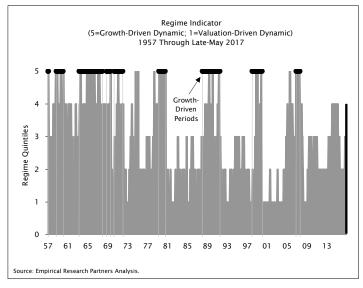
- The value of intellectual capital has held up better than that of traditional fixed assets, and as a result we've found that it's paid to quantify the resources going to research and development. To do that we build up an R&D stock asset by aggregating past expenditures. We use anywhere from two years of data for the autos and auto parts to 8 years for pharmaceuticals and biotech, while in the tech sector the window varies from three-to-four years.
- Companies in the top-quintile of our R&D stock-to-market cap measure have outperformed the market by +6 percentage points per annum since 1975, and by a little more than that in this decade. The sectorneutral results are about a point less, with the best performance, +8 to +9 points of alpha per year, in the semiconductor and biotech industries. The greater the volatility of fundamentals the more likely it is that the intellectual property can get mispriced. The idea works even if we take cap out of the equation, with the ratio of R&D stock-to-assets generating +4 points of excess return a year. In this decade the performance was the same whether we used either cap or assets were in the denominator, and the important thing was acknowledging the existence of the asset. That's apparent in the win rate and 55% of stocks with topquintile R&D stock-to-asset ratios have outperformed the market since 2010.
- We've long used the R&D stock in our quantitative models, adding it to book value to create an adjusted number for book. This work leads us to believe it should stand alone, as it's been consistently useful in the technology and health care sectors. We expect that to continue. Appendix 1 that begins on page 9 presents the large-cap stocks that populate either the best quintile of R&D stock-to-capitalization or that based on the ratio to assets. Amazon, Ferrari, Autodesk, Intuit and Bristol Myers Squibb are among the diverse group of stocks on the list.

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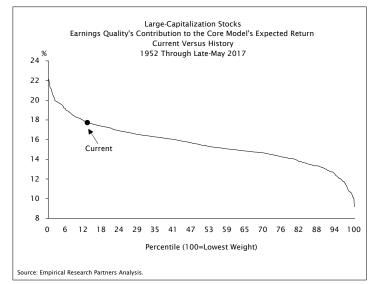
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Conclusions in Brief

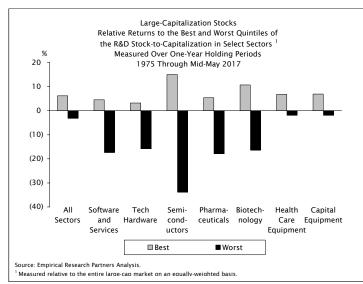
• Our regime indicator has shifted to a growth-tilted stance...



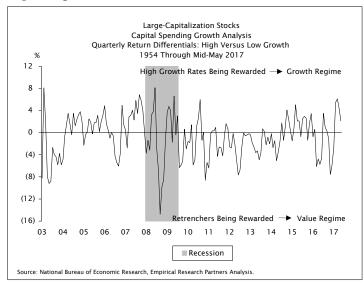
In a growth-tilted regime earnings quality is important:



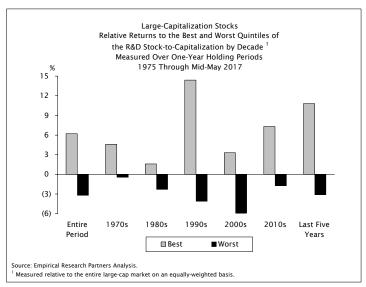
• ...With the best results in volatile industries like semis and biotech:



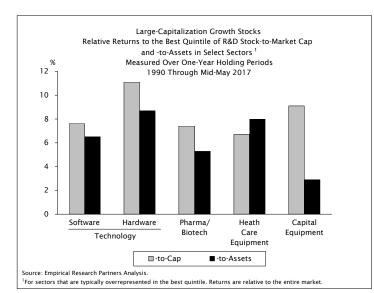
• ...In part because investors are more excited about capital spending:



• It's been profitable to buy R&D on the cheap...



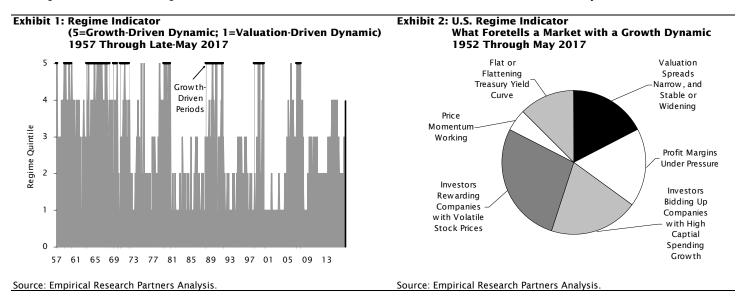
• The R&D-to-assets ratio has also helped stock picking:



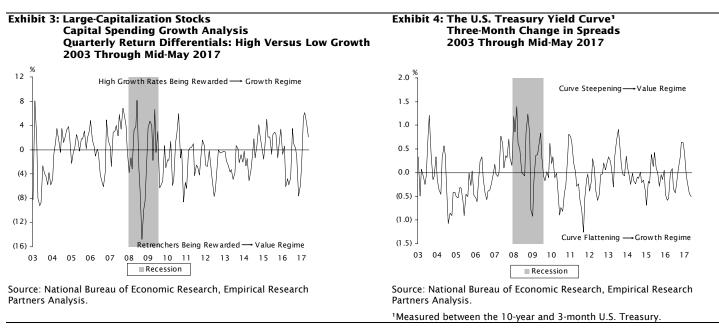
Regime Change: From Neutral to Growth-Tilted

Faith in Big Spenders Reemerges

Our U.S. regime indicator, that predicts what mindset will prevail when picking stocks, recently shifted from the neutral stance it had been in for four months to a growth-tilted one (see Exhibit 1).¹ From here a move to a fullblown growth-driven regime is possible, although it's equally likely that there will be a return to a neutral stance. That's what happened back in Fall of 2015, the previous time we were in a growth-tilted regime. We were last in a growth-*driven* regime a decade ago, at the peak of the commodities boom. As shown by the black horizontal lines at the top of the chart, such periods tend to be short-lived and often foreshadow the end of the cycle.



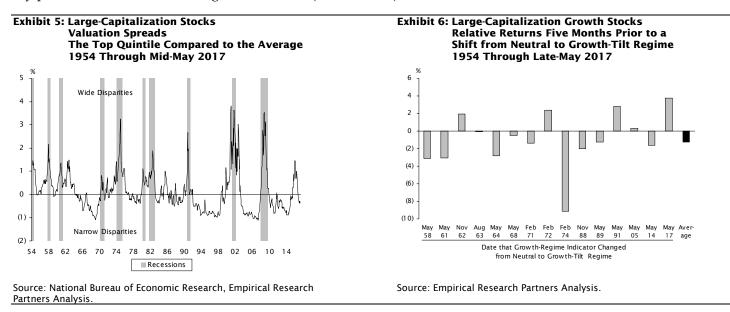
The regime indicator is made up of six types of factors, and two of them, that comprise a third of it, have driven the shift to a growth stance (see Exhibit 2). Investors have been favorably disposed to companies that boost their capital expenditures by most, and, the Treasury yield curve has flattened (see Exhibits 3 and 4). Those factors were enough to cause the indicator to change its recommendation because valuation spreads are below average, meaning that for the most part we're not getting paid to make an entire portfolio worth of traditional value bets (see Exhibit 5). They've contracted by two standard deviations since peaking in February of last year.



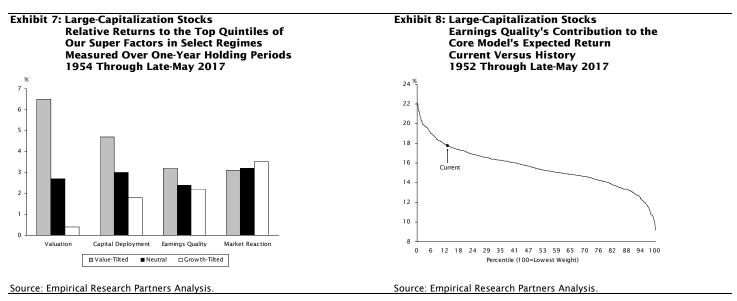
¹Stock Selection: Research and Results January 2017. "Regime Change: From Value-Tilted to Neutral."

Politics Create a Sharp Turn in Sentiment

Our indicator recommended a value tilt from February of 2016 until late-January of this year when it returned to a neutral stance. Since then growth stocks have performed better than expected, benefiting from a more resolute Fed, seasonal weakness in the economic data, a couple of disappointing inflation reports and the litany of problems besetting the Trump agenda. The closest analog to the current episode occurred in the early-1990s, when disinflationary pressures mounted following the S&L crisis (see Exhibit 6).



In growth-tilted regimes investors are often becoming more excited about the prospects for Corporate America, leading them to care less about valuation and the conservative deployment of capital (see Exhibit 7). To take advantage of that we vary the factor weights in our quantitative models, within bounds, based on the level of our valuation spreads and our read of regime. In a growth-tilted one more emphasis goes to analyses of stock price behavior and to our earnings quality super factor, that's focused on the *production* of free cash flow (see Exhibit 8). Valuation considerations get less weight than normal.



Conclusion: Putting Body English on the Ball

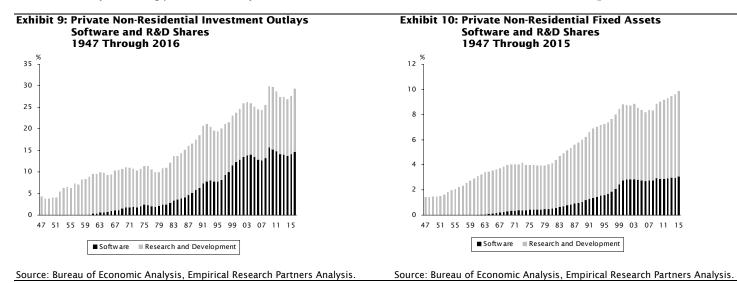
Our regime indicator provides us with a framework for assessing the sentiment of investors. We use its message to tweak the way we assemble the components of our quantitative models, and more broadly, to inform our thinking. Stocks are harder to model in growth regimes because disbelief is temporarily suspended, and the here and now takes precedence. In that setting we pay more attention than normal to cash flow and profit generation and the reactions of investors to it. Generally, good is good, and we want to hold on to our winners.

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R&D: A Better Asset?

Intellectual Property is Different

There's been a meaningful change in the make up of corporate assets in the past two decades, with intellectual property taking on greater importance. For example, in 1996 outlays for software represented around 9% of private-sector investment outlays and now their share is 15% (see Exhibit 9). R&D expenditures have gone up too, rising from 12% to 15% of the total. Together those two categories represent 10% of the base of fixed assets, up from a 7.5% share 20 years ago (see Exhibit 10). We'd expect the share of assets to grow more slowly than that of expenditures because in estimating the stock the Bureau of Economic Analysis assumes that both categories have short useful lives. They're using just over two years for software and a little more than five for R&D expenditures.

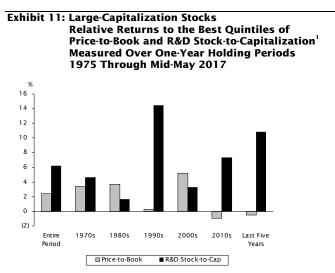


Equity investors have behaved as though intellectual property was the more valuable asset, while their outlook for traditional fixed assets is less rosy. That's apparent in Exhibit 11 that presents the relative returns earned by stocks populating the lowest quintile of price-to-book, relative to those for companies with lowly-valued R&D. To produce the latter measure we establish an R&D asset by aggregating past expenditures. We add up three-to-four years of them in the technology sector and eight years of data in pharmaceuticals and biotechnology. In autos the window is just two years, while in most other sectors it's three to four.² In this and subsequent charts the performance of companies that have R&D assets, around 40% of the total, is compared to that for the entire large-cap market. Our conclusions wouldn't change if the comparator were only those companies carrying that asset.

Since the 1990s in particular, paying attention to the valuation of R&D has proven to be far more useful than that focusing on that of book value. Some of the performance differential has to do with where the low multiples of book value have been concentrated, and those stocks have been predominantly drawn from six sectors: financials, REITs, utilities, energy, industrial commodities and consumer durables (see Exhibit 12). The problems of the two commodity sectors have weighed on the results of that group. The composition of the R&D-heavy companies is considerably different, with software most overrepresented in the low-multiple bucket. The tech, pharmaceuticals, biotech and auto sectors perpetually populate that universe. The tide has been rising for most of those businesses and that's reflected in the sterling performance of those with lowly-valued R&D stocks (see Exhibit 13). For example since 1990 there's been almost +10 points of annual alpha in the tech sector and about +4.5 points in health care when measured on a sector-relative basis.

The longer-term record of the R&D construct is impressive too, generating significant excess returns in four of the last five decades (see Exhibit 14). Stocks in the best quintile of R&D stock-to-capitalization have outperformed the broad market by more than +6 percentage points per annum since 1975, leading in 57.5% of all months. Over the long run the best performance has come in the semiconductor and biotechnology industries, where sentiment can swing widely, giving us opportunities to buy intellectual capital at a discount (see Exhibit 15). That's turned out to be a good idea.

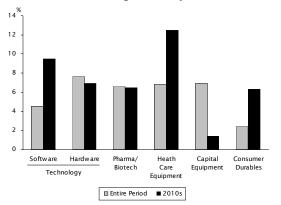
²Li, W. C. Y. and Bronwyn H. Hall, 2016. "Depreciation of Business R&D Capital," U.S. Bureau of Economic Analysis Working Paper.



Source: Empirical Research Partners Analysis.

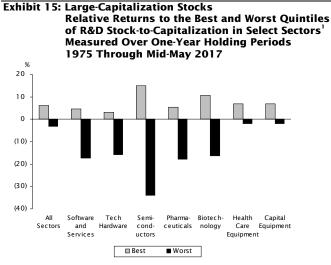
¹Measured relative to the entire large-cap market on an equallyweighted basis.





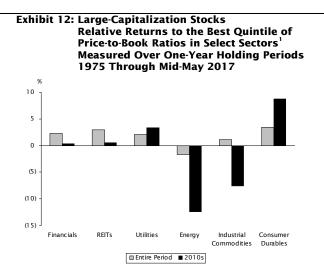
Source: Empirical Research Partners Analysis.

¹For sectors that are typically overrepresented in the best quintile. Returns are relative to the entire market.



Source: Empirical Research Partners Analysis.

¹Measured relative to the entire large-cap market on an equally-weighted basis.

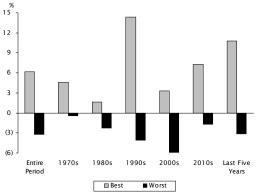


Source: Empirical Research Partners Analysis.

¹For sectors that are typically overrepresented in the best quintile. Returns are relative to the entire market.

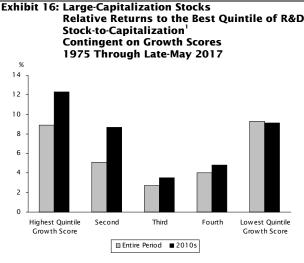
Exhibit 14: Large-Capitalization Stocks Relative Returns to the Best and Worst Quintiles of the R&D Stock-to-Capitalization by Decade Measured Over One-Year Holding Periods





Source: Empirical Research Partners Analysis.

¹Measured relative to the entire large-cap market on an equally-weighted basis.



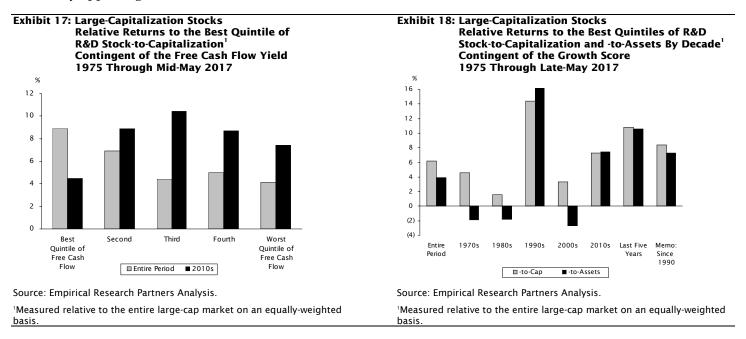
Source: Empirical Research Partners Analysis.

¹Measured relative to the entire large-cap market on an equally-weighted basis.

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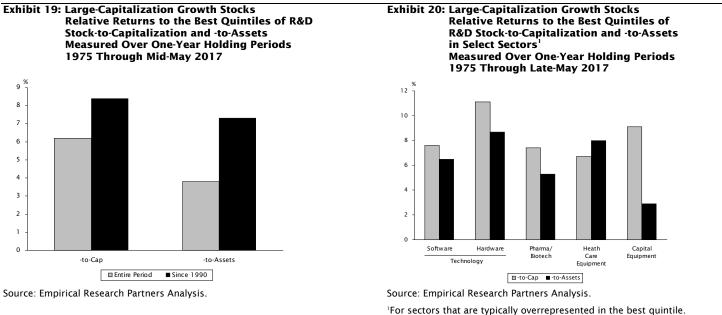
Other Considerations: Growth Status and Free Cash Flow Yield

We were curious as to whether buying R&D on the cheap was most efficacious if the company had strong growth credentials. We examine that idea in Exhibit 16 (overleaf) that disaggregates the performance of the stocks in the best quintile of R&D stock-to-cap according to their growth scores. The better returns came at the two ends of the spectrum, those with the best and worst scores, a pattern that continued in the current decade. There's both a GARP and value dimension at work here, and sometimes the R&D stock measure has pointed us toward distressed situations that subsequently recovered. We also looked into whether the R&D multiple was synergistic with free cash flow yield and found it was over the long run, but not in the 2010s (see Exhibit 17). That combination remains intuitively appealing.



Taking Value Out of the Equation

Finally, we considered an alternative to the R&D-to-cap ratio, that has a distinct value flavor in that it has capitalization in its denominator. We constructed an R&D-to-assets ratio and found that over the long run it's been less powerful than the cap-based ratio, although since the Nineties the two have performed similarly (see Exhibit 18). When we restrict the universe to just large-cap growth stocks, the cap-based measure has been a bit better, in part attributable to better results in the industrial capital equipment sector (see Exhibits 19 and 20).



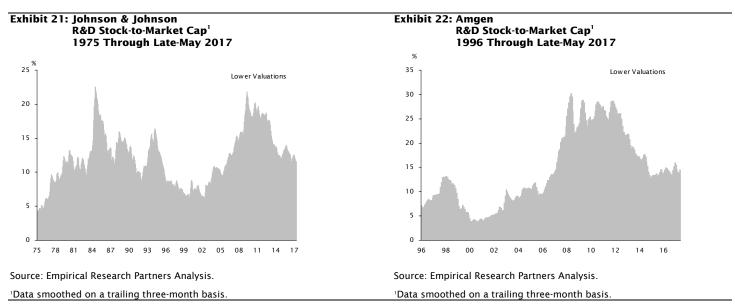
Returns are relative to the entire market.

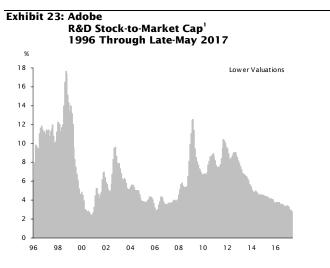
Conclusion: An Idea Worth Modeling

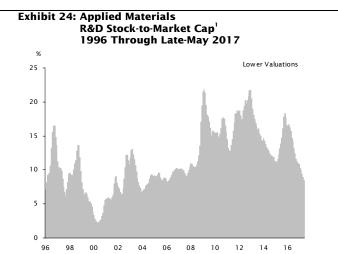
We've long taken account of R&D in our quantitative modeling, combining the stock measure we create with book value and then computing a price multiple with the sum of the two in the denominator. This research suggests that's not the ideal methodology because it dilutes the message from the R&D signal. The R&D stock multiple should stand alone, and it may be better to use the multiple of assets in our growth stock framework where valuation carries less weight. We plan to change our methodology in updates to our models to be made this Summer.

The history of R&D stock-to-cap ratios tells stories that are sometimes different from conventional valuation measures. In Exhibits 21 through 24 we chart it for Johnson & Johnson, Amgen, Adobe and Applied Materials. They've all seen wild swings in the valuation accorded to R&D in their market caps. When they're in favor the ratio is in the 5% to 10% range, when they're not it could reach 20% or higher. In the parts of the market where intellectual capital plays an important role, the stock of R&D is a useful anchor when trying to establish where the value lies. It's a book value for the New Millennium.

Appendix 1 that begins on page 9 presents a list of large-cap stocks that screen in either the best quintile of our R&D stock-to-capitalization measure or a second one based on the ratio of R&D-to-assets. It also includes growth score, free cash flow yield and core model ranks. As usual, most of the stocks are drawn from the technology, health care and auto sectors. At present R&D assets equate to 12% of market cap for the technology stocks on the list, for health care issues it's 16%, and for the autos the number is 17%. Amazon, Intuit, Autodesk, Bristol Myers Squibb and Vertex Pharmaceutical are among the companies with exceptional R&D stock-to-assets ratios.







Source: Empirical Research Partners Analysis.

¹Data smoothed on a trailing three-month basis

Source: Empirical Research Partners Analysis.

¹Data smoothed on a trailing three-month basis.

Appendix 1: Large-Capitalization Stocks R&D Stock Ranking Report Sorted by R&D Stock-to-Capitalization and -to-Assets As of Late-May 2017

			Quintile Rank (1=Highest; 5=Lowest)								
			R&D Stock -to-Market	R&D Stock -to-Total	Growth	Free Cash Flow	Core Model	R&D Stock		Forward- P/E	Market Capitalization
Symbol Consume	Company r Durables	Price	Capitalization	Assets	Score	Yield	Rank	-to-Cap -to-	Assets	Ratio	(\$ Billion)
ALV	AUTOLIV INC	\$106.90	1	2	4	4	4	10 %	11 %	17.0	
GM HMC	GENERAL MOTORS CO HONDA MOTOR CO LTD	33.22 27.74	1	3 3	4	1	2 2	24 18	5 5	5.4 8.4	50.1 50.0
SNE	SONY CORP	35.55	1	4	4	i	2	14	4	16.1	45.0
F	FORD MOTOR CO	11.05	1	4	5	1	2	24	4	7.1	44.0
FCAU RACE	FIAT CHRYSLER AUTOMOBILES NV FERRARI NV	10.32 84.79	1 2	4	4 4	1 2	1 2	25 6	5 22	5.2 32.4	20.7 16.0
Retail and	l Other Consumer Cyclicals						-				
AMZN	AMAZON.COM INC	\$971.54	2	1	1	4	4	6 %	37 %	143.1	x \$464.4
Capital Eq PHG	KONINKLIJKE PHILIPS ELECTRONICS -ADR	\$35.33	1	2	4	1	1	13 %	12 %	18.9	x \$32.9
TXT	TEXTRON INC	47.12	1	3	3	3	3	11	9	18.8	12.6
Technolog	gy: and Services										
TWTR	TWITTER INC	\$18.15	1	1	5	3	2	11 %	21 %	51.9	x \$13.3
SNPS	SYNOPSYS INC	72.60	1	1	2	3	2	15	31	21.9	10.9
CDNS SYMC	CADENCE DESIGN SYSTEMS INC SYMANTEC CORP	34.02 29.79	1	1 2	1	3 5	2 3	15 9	64 9	24.7 15.0	9.5 18.1
CA	CA INC	31.50	1	2	4	1	2	9	9	12.7	13.2
TDC	TERADATA CORP	28.77	1	2	4	1	1	12	18	22.9	3.8
EA	ELECTRONIC ARTS INC	109.01	2 2	1	1	3 3	2 2	7 5	30 36	22.4 27.6	33.6 33.1
INTU ADSK	INTUIT INC AUTODESK INC	129.15 112.97	2	1	1	5	2	6	35	27.6	24.9
WDAY	WORKDAY INC	98.44	2	1	1	5	5	5	35	117.2	20.3
RHT	RED HAT INC	87.63	2	1	1	3	1	6	19	28.8	15.6
CTXS YNDX	CITRIX SYSTEMS INC YANDEX N.V.	82.06 28.47	2 2	1	2	1 4	2 3	8 5	19 23	17.7 0.5	12.4 9.2
SPLK	SPLUNK INC	66.43	2	i	1	5	5	5	28	74.2	9.2
SQ	SQUARE INC	21.64	2	1	2	5	4	6	30	NM	8.1
TEAM PTC	ATLASSIAN CORP PLC PTC INC	35.43 55.90	2 2	1	1 2	4 5	4 4	6 7	36 20	80.6 42.8	8.0 6.5
NOW	SERVICENOW INC	101.70	3	i	1	5	3	3	24	87.7	17.3
SHOP	SHOPIFY INC	90.02	4	1	1	5	5	2	26	NM	8.2
Hardware ERIC	TELEFONAKTIEBOLAGET LM ERICSSON	\$6.99	1	1	5	3	3	33 %	24 %	25.7	x \$23.4
STX	SEAGATE TECHNOLOGY PLC	42.63	1	1	3	1	1	20	26	9.3	12.7
JNPR	JUNIPER NETWORKS INC	29.45	1	1	3	1	1	18	21	13.2	11.3
NTAP KEYS	NETAPP INC KEYSIGHT TECHNOLOGIES INC	39.49 37.56	1	1	4 2	1 2	1 2	16 12	19 21	12.9 15.6	10.7 6.9
BBRY	BLACKBERRY LTD	11.30	1	1	5	5	5	14	26	NM	6.0
NOK	NOKIA CORP	6.54	1	2	2	5	4	20	17	27.4	38.5
HPQ WDC	HP INC WESTERN DIGITAL CORP	18.96 88.03	1	2 2	1 2	1	1 3	9 15	11 13	11.7 7.7	32.1 25.6
ARRS	ARRIS INTERNATIONAL PLC	27.39	1	2	5	i	1	21	15	11.0	5.2
HPE	HEWLETT PACKARD ENTERPRISE	18.86	1	3	5	4	1	15	6	12.9	31.4
XRX ANET	XEROX CORP ARISTA NETWORKS INC	6.95 143.20	1 2	3 1	5	1 4	1 4	12 5	5 26	8.4 36.5	7.1 10.3
FFIV	F5 NETWORKS INC	125.99	2	1	i	1	1	8	27	15.0	8.2
Semicond											
INTC QCOM	INTEL CORP QUALCOMM INC	\$35.86 59.22	1	1	3 5	1 2	2 1	18 % 15	27 % 24	12.6 14.3	x \$168.9 87.5
LRCX	LAM RESEARCH CORP	153.43	1	1	1	2	1	9	19	14.5	25.2
XLNX	XILINX INC	63.97	1	1	2	2	1	9	29	23.0	15.9
STM MXIM	STMICROELECTRONICS NV MAXIM INTEGRATED PRODUCTS	16.11 46.84	1	1	3 2	4 2	2 1	24 9	43 31	20.9 20.3	14.7 13.2
AMD	ADVANCED MICRO DEVICES	10.89		1	2	5	5	25	77	155.6	10.3
MRVL	MARVELL TECHNOLOGY GROUP LTD	16.36		1	4	5	4	30	54	13.9	8.3
TER		34.91	1	1 2	3 3	3 5	1 3	10	26 12	18.7	7.0 31.3
MU QRVO	MICRON TECHNOLOGY INC OORVO INC	28.29 78.55	-	2	3	5 4	5	13 10	12	6.2 12.2	9.9
ON	ON SEMICONDUCTOR CORP	15.29		2	1	1	1	17	16	12.0	6.4
MSCC		48.52		2	3	1	1	12	15	12.3	5.6
UMC AMAT	UNITED MICROELECTRONICS CORP -ADR APPLIED MATERIALS INC	2.05 44.91	1 2	3 1	5	5 2	1 1	20 8	9 21	18.9 14.4	5.2 48.5
KLAC	KLA-TENCOR CORP	102.49		i	1	2	i	8	24	16.0	16.1
Health Ca											
Pharmace JNJ	JOHNSON & JOHNSON	\$127.52	1	1	2	2	2	11 %	27 %	18.0	x \$343.7
NVS	NOVARTIS AG	81.06		1	4	2	3	19	31	17.2	212.9
PFE	PFIZER INC	32.14	1	1	5	1	3	19	21	12.6	191.8
MRK	MERCK & CO	64.55	1	1	4 4	3 2	5 2	21	38 24	16.8	176.9
SNY GSK	SANOFI GLAXOSMITHKLINE PLC	49.07 42.96	-	1	4 2	2	2	21 24	24 34	15.7 15.1	124.8 105.0
BMY	BRISTOL-MYERS SQUIBB CO	54.21	i	i	2	4	3	23	64	18.4	89.3
AZN	ASTRAZENECA PLC	34.08		1	4	4	5	29	41	18.4	86.3
LLY BIO	LILLY (ELI) & CO BIO-RAD LABORATORIES INC	77.99 219.36		1	3 3	2 5	3 4	28 15	65 24	19.0 77.0	86.1 6.5
QGEN	QIAGEN NV	32.75		2	3	3	4	9	17	26.4	7.5
-					-	-		-		-	-

Source: Empirical Research Partners Analysis.

Appendix 1 (cont.): Large-Capitalization Stocks R&D Stock Ranking Report Sorted by R&D Stock-to-Capitalization and -to-Assets As of Late-May 2017

			Quintile Rank (1=Highest; 5=Lowest)								
Gundand			R&D Stock -to-Market	R&D Stock -to-Total	Growth	Free Cash Flow	Core Model	R&D Stock:		Forward- P/E	Market Capitalization
Symbol	Company	Price	Capitalization	Assets	Score	Yield	Rank	-to-Cap	-to-Assets	Ratio	(\$ Billion)
AGN	euticals (cont.) ALLERGAN PLC	\$220.66	,	3	3	2	4	10	% 6 %	13.7	x \$74.1
TEVA	TEVA PHARMACEUTICAL INDUSTRIES -ADR	28.76	1	3	5	2	4	25	× 0 ×	5.9	29.2
MYL	MYLAN NV	39.59	1	3	2	1	4	13	8	7.5	29.2
ILMN		174.72	2	5	1	4	4	7	36	47.9	21.2
Biotechn		174.72	2	1	I.	4	4	/	50	47.9	23.3
AMGN	AMGEN INC	\$154.07	1	1	2	1	1	15	% 22 %	12.4	x \$113.4
CELG	CELGENE CORP	117.31	1	1	1	3	1	15	46	16.1	91.6
GILD	GILEAD SCIENCES INC	64.69	1	1	3	1	2	15	22	8.0	84.5
BIIB	BIOGEN INC	248.10	1	i	2	2	4	15	37	12.1	53.1
REGN	REGENERON PHARMACEUTICALS	461.37	1	i	1	4	3	12	76	35.6	49.0
VRTX	VERTEX PHARMACEUTICALS INC	116.59	1	i	1	5	2	14	133	70.0	29.0
BMRN	BIOMARIN PHARMACEUTICAL INC	88.36	1	i	1	5	5	19	74	NM	15.4
SGEN	SEATTLE GENETICS INC	66.67	1	i	1	5	4	13	155	NM	9.5
ALNY	ALNYLAM PHARMACEUTICALS INC	74.87	i	i	2	5	4	18	101	NM	6.5
IONS	IONIS PHARMACEUTICALS INC	45.14	1	1	1	5	1	21	106	NM	5.6
UTHR	UNITED THERAPEUTICS CORP	121.46	1	1	2	1	1	17	37	8.6	5.5
ALXN	ALEXION PHARMACEUTICALS INC	104.64	1	2	2	3	3	10	17	19.8	23.5
SHPG	SHIRE PHARMACEUTICALS GROUP -ADR	184.99	1	3	2	3	5	10	8	12.3	55.8
INCY	INCYTE CORP	136.16	2	1	1	5	4	7	123	NM	27.9
Health Ca	are - Equipment and Services										
VAR	VARIAN MEDICAL SYSTEMS INC	\$95.95	2	1	3	4	3	7	% 19 %	23.7	x \$8.8
EW	EDWARDS LIFESCIENCES CORP	113.54	3	1	1	4	5	4	22	32.2	23.9
ABMD	ABIOMED INC	134.74	4	1	1	5	5	2	24	53.2	5.9