



LOMBARD ODIER
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Equity Research - MiFID Glossary

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General

Term / Acronym	Acronym explanation	Definition
A.H.	After hours	
Adj. EPS	Adjusted earnings per share	Adjusted EPS are reported EPS adjusted for goodwill and extraordinary items.
AuM	Assets under management	
Book value (Total)		The difference between total assets and total liabilities. It is also known as shareholders' equity or net asset value (NAV).
Bottom line		Bottom line refers to a company's net earnings, net income or earnings per share (EPS). The reference to "bottom" describes the relative location of the net income figure on a company's income statement.
bps	Basis points	A common unit of measure for interest rates and other percentages in finance. One basis point is equal to 1/100th of 1%, or 0.01% (0.0001). Used to denote the percentage change in a financial instrument. 1% change = 100 basis points, and 0.01% = 1 basis point.
Break-up fee (or termination fee)		A penalty set in takeover agreements, to be paid if the target backs out of a deal (usually because it has decided instead to accept a more attractive offer).
Buyout		In finance, a buyout is an investment transaction by which the ownership equity of a company, or a majority share of the stock of the company is acquired.
c.c.	(in)Constant currencies	Exchange rates that eliminate the effects of exchange rate fluctuations when calculating financial performance numbers for various financial statements.
CAGR	Compound annual growth rate	A business and investing-specific term for the geometric progression ratio that provides a constant rate of return over the time period.
Capex	Capital expenditures	Accounts listed on the income statement. Capex tends to include fixed, physical assets (typically property, plants and equipment - PPE), whereas opex (operational expenses) covers non-physical expenses like taxes, fees and advertising costs.
Cash allocation		How the company spends its cash between capex, M&A, dividends and share buy-backs.
DCF	Discounted cash flow	DCF (discounted cash flow) using as key assumptions a of 11% (weighted average cost of capital) and terminal growth
Deconsolidation		Removing a company/subsidiary/entity from the consolidated financial statement.
EBIT	Earnings before interest & tax	An indicator of a company's profitability, calculated as revenues minus expenses, before tax and interest.
EBITDA	Earnings before interest, tax, depreciation & amortisation	
EPS	Earnings per share	
EU/CIS/Af	Europe/Commonwealth of Independent States/Africa	
EV	Enterprise value	Market capitalisation + net debt

EV/EBITDA	Enterprise value/earnings before interest, tax, depreciation and amortisation	EV/EBITDA is a popular valuation multiple used in the finance industry to measure the value of a company.
FCF	Free cash flow	The cash a company is able to generate after spending the money required to maintain or expand its asset base.
Guidance		Information that a company provides as an indication or estimate of its future results (i.e. revenues as well as earnings).
HNWI	High-net-worth individual	
IFRS	International Financial Reporting Standards	
IRR	Internal rate of return	A metric used in capital budgeting measuring the profitability of potential investments.
lhs	Left-hand scale	
k	Thousand	
Latam	Latin America	
Like-for-like basis		<u>Accounting</u> like-for-like figures compare sales, financial results, etc. in one period with those for the previous period, taking into account exactly the same number of stores, businesses, activities, exchange rate, etc., with no new elements added.
Lock-up period		Window of time in which investors are not allowed to redeem or sell shares.
M&A	Mergers & acquisitions	
MoM	Month on month	Changes in levels expressed with respect to the previous month.
NAV	Net asset value	See Book value (total).
NIRP	Negative interest-rate policy	An unconventional monetary policy tool whereby nominal target interest rates are set with a negative value, below the theoretical lower bound of zero percent.
NPV	Net present value	The difference between the present values of cash inflows and outflows.
NTM	Next twelve months	
o/w	Of which	
Operational expenditures (or opex)		Opex covers non-physical expenses like taxes, fee and advertising costs, whereas capex tends to cover fixed, physical assets.
Organic growth		Organic growth is the process of expanding a business via increased output, customer base expansion, or new product development, as opposed to via mergers and acquisitions.
P/CF	Price-to-cash-flow ratio	The ratio of a stock's price to its cash flow per share; an indicator of a stock's valuation.

P/E	Price-to-earnings ratio	The ratio for valuing a company that measures its current share price relative to its per-share earnings.
Pay-out ratio		The percentage of earnings paid to shareholders in dividends.
PPP	Private-public partnership	
PT	Price target	The projected price level of a financial security stated by an investment analyst or advisor. This is the theoretical price at which the investor should exit his/her existing position to realise the greatest reward.
QoQ	Quarter on quarter	
R&D	Research and development	
Rep. EPS	Reported earnings per share (also called GAAP EPS)	Reported EPS is defined as the number derived from generally accepted accounting principles (GAAP), which are reported in SEC filings.
rhs	right-hand scale	
RoW	Rest of the world	
Run rate		Refers to the financial performance of a company based on using current financial information as a predictor of future performance. An extrapolation of current financial performance based on the assumption that current conditions will continue.
SEC	(US) Securities and Exchange Commission	
SMEs	Small and mid-sized enterprises	
Synergies		The concept that the value and performance of two companies combined will be greater than the sum of the separate individual parts. Synergy is a term that is most commonly used in the context of mergers and acquisitions.
Termination fee (see Break-up fee)		
Top line		Reference to the gross sales or revenues of a company. It is so called because the first line, located at the top of a company's income statement, is most often reserved for reporting these figures.
TSR	Total shareholder return	
UHNWI	Ultra-high-net-worth individual	Usually defined as an individual with over USD 50 million in investable assets.
Valuation premium		A valuation premium refers to the excess in value that a buyer estimates for a company compared to its peers in the same industry.
WACC	Weighted average cost of capital	The average after-tax cost of a company's various capital sources, including common stock, preferred stock, bonds and any other long-term debt. A company has two primary sources of financing - debt and equity - and, in simple terms, WACC is the average cost of raising that money.
YoY	Year on year	
ZBB	Zero-based-budgeting	A method of budgeting in which all expenses must be justified for each new period.

Banks

Term / Acronym	Acronym explanation	Definition
AT1 capital	Additional Tier 1 capital	Along with Common Equity Tier 1, it is a component of Tier 1 Capital. It must meet certain criteria such as an ability to absorb losses, subordination, fully discretionary non-cumulative dividend payments, no incentive to repay or redeem, etc.
AuM	Assets under Management	Total market value of assets a bank invests on behalf of its clients
Bail-in		A resolution allowing the authorities to write-down and convert some or all of a bank's unsecured and uninsured liabilities into equity.
Basel 3		Basel 3 is the third of the Basel Accords. It sets capital adequacy rules for banks.
Basel 3 fully-loaded CET1 ratio	Common equity Tier 1 ratio	The CET1 ratio is calculated as if the Basel 3 were fully applied at the reporting date.
Capital build		The amount of capital a bank can generate organically through profits and balance sheet management.
CCAR	Comprehensive capital analysis and review	The CCAR is an annual exercise by the Federal Reserve to assess whether the largest bank-holding companies operating in the United States have sufficient capital to continue operations throughout times of economic and financial stress, and that they have robust, forward-looking capital-planning processes that account for their unique risks.
CCB	Countercyclical capital buffer	Introduced by Basel 3, this is an instrument designed to temporarily increase capital requirements for banks in order to curtail excessive lending.
CET1	Common equity Tier 1	CET1 consists of paid-in capital, disclosed reserves and retained earnings, less specified regulatory adjustments.
CET1 ratio	Common equity Tier 1 ratio	A measure of solvency, i.e. the ability of a bank to absorb losses. It is calculated as CET1 capital/risk-weighted assets.
CET1 ratio (fully-loaded)	Common equity Tier 1 ratio (fully-loaded)	Capital requirements are transitioned until January 1, 2019, when they will be fully applied.
CET1 ratio (phased-in)	Common Equity Tier 1 ratio (phased-in)	The phased-in CET1 ratio reflects the CET1 ratio calculated according to the rules at the reporting date, taking the transitional rules into consideration.
CoCo	Contingent convertible bond	A form of debt capital that can be converted into equity upon a breach of a regulatory capital trigger.
Cost/income ratio		Operating expenses compared to total revenues.
Coverage ratio		Provisions for loan losses as a percentage of non-performing loans.
D-SIB	Domestic systemically important bank	A bank that has been identified as being systemically important in its domestic market.
EaD	Exposure at default	An estimate of the outstanding amount at default. It includes loans and commitments such as credit lines, guarantees, etc.
EBA	European Banking Authority	

ECB	European Central Bank	
Eonia	Euro OverNight Index Average	The Eonia rate is the 1-day interbank interest rate for the eurozone. In other words, it is the rate at which banks provide loans to each other with a duration of 1 day. Eonia can thus be considered as the 1-day Euribor rate.
FINMA	Financial Market Supervisory Authority	FINMA is Switzerland's independent financial markets regulator.
FSB	Financial Stability Board	
G-SIB	Global systemically important bank	
G-SIB buffer		Additional capital a bank has to hold if it is a global systemically important bank .
G-SIFI	Global systemically important financial institution	
LCR	Liquidity coverage ratio	The Basel 3 liquidity coverage ratio is a measure of liquidity for banks. It compares the amount of high-quality liquid assets (such as high-quality government bonds) with expected net cash outflows over the following 30 days. The ratio must be at least 100%.
Leverage ratio		The Basel 3 leverage ratio corresponds to Tier 1 capital (CET1 +AT1) divided by leverage exposure (balance sheet exposures + off-balance sheet exposures). A leverage ratio is not a risk-weighted indicator.
LTD ratio	Loan-to-deposit ratio	Measure of liquidity for banks. It compares the amount of loans to the amount of deposits (loans/deposits).
LTV	Loan-to-value	Value of the loan (mortgage) in relation to the market value of the collateral (house). A high LTV indicates that there is less value to protect the lender against house price falls.
MREL	Minimum requirement of eligible liabilities	Minimum requirement for total capital and "bail-in-able" liabilities, calculated as a percentage of the size of the balance sheet.
NIM	Net interest margin	Difference between the average interest received on funds lent and the interest paid on funds borrowed.
NNA	Net new assets	Inflows of new assets net of outflows.
NSFR	Net stable funding requirements	Compares available stable funding to required stable funding over a one-year time horizon. The ratio must be at least 100%. The aim of the NSFR is to push banks to fund their activities with more stable sources of funding. Available stable funding would include such items as equity capital, preferred stock with a maturity of over 1 year, or liabilities with a maturity of over 1 year.
P/TBV	Price/tangible book value	A valuation ratio expressing the price of a security compared to its hard -- or tangible -- book value as reported in the company's balance sheet.
PRA	Prudential Regulation Authority	The UK bank regulator.
ROTE	Return on tangible equity	ROTE measures the rate of return on the tangible common equity.

RWAs	Risk-weighted assets	Assets that are weighted for credit risk and market risk.
SIB	Systemically important bank	A bank is deemed to be systemically important if its collapse would severely impair the proper functioning of the global (for a G-SIB) or domestic (for a D-SIB) financial system and the real economy.
SREP	Supervisory Review and Evaluation Process	Process by which the ECB assesses a bank's business model and profitability risk, its internal governance and controls, risks to capital and liquidity and funding risks in order to determine a capital requirement, the SREP ratio.
SSA	Supranational/Sovereign/Agency	
TBVPS	Tangible book value per share	A method of valuing a company on a per-share basis by measuring its equity after removing any intangible assets.
Tier 1 capital		Tier 1 capital consists of Common equity Tier 1 and Additional Tier 1 capital.
TLAC	Total loss-absorbing capital	Measure introduced by the Financial Stability Board to ensure that Global Systemically Important Banks have enough capital to absorb losses both before and during resolution. It includes so-called "going concern" capital, i.e. total capital, as well as "gone concern" capital, i.e. senior unsecured debt.
TLTRO	Targeted longer-term refinancing operations	Eurosystem operations that provide financing to credit institutions for periods of up to four years at attractive conditions in order to further ease private sector credit conditions and stimulate bank lending to the real economy.
Total capital		The sum of Tier 1 and Tier 2 capital.

Discretionary

Term / Acronym	Acronym explanation	Definition
ADAS	Advanced driver assistance systems	
ADR	Average daily rate	
CAC	Customer acquisition costs	Total marketing costs during a specific period, divided by the number of new customers acquired during the same period. CAC is calculated for each marketing activity.
CLV	Customer lifetime value	Gross profit less fulfilment costs attributable to a particular customer cohort, the members of which were all acquired during a specific period of time, since the acquisition of such customers.
CPV	Content per vehicle	
EV	Electric vehicle	
FOB	Free on Board	A term in international commercial law specifying at what point the seller transfers ownership of the goods to the buyer.
Franchised hotel		A franchised contract is an agreement between a hotel owner and a hotel management company under which, for a licence fee, the hotel provides the right to use its brand and offers some services.
ECU	Electronic control unit	
GDI	Gasoline direct injection	
HEV	Hybrid electric vehicle	
HMI	Human-machine interface	
Managed hotel		A management contract is an agreement between a hotel owner and hotel management company under which, for a fee, the management company operates the hotel.
OEM	Original equipment manufacturer	

Owned hotels		Hotels that are fully owned and operated by the hotel company
PHEV	Plug-in hybrid electric vehicle	
Refranchising		Re-franchising is the resale of company owned (corporate owned) businesses by franchisors. Also referred to as going franchise
RevPAR	Revenue per average room	Sales generated per hotel room = occupancy rate x ADR
RM	Replacement market	
SKU	Stock-keeping unit	
Square footage growth		Equivalent to space growth - contribution from stores (or restaurants) that have been open for less than one year
SSS	Same-store sales growth	Accounting like-for-like figures compare sales, financial results, etc. in one period with those for the previous period, taking into account exactly the same number of stores, businesses, activities, etc. with no new ones added.
SUV	Sports utility vehicle	
UPT	Unit per transaction	

Staples

Term / Acronym	Acronym explanation	Definition
Off-trade		Sold for consumption at home.
On-trade		Sold and consumed on premises (bar, restaurant).
Private label		Product sold under the brand created and owned by a retailer him-/herself.
SSS	Same-store-sales growth	Accounting like-for-like figures compare sales, financial results, etc. in one period with those for the previous period, taking into account exactly the same number of stores, businesses, activities, etc. with no new ones added.
SKU	Stock-keeping unit	

Health-care

Term / Acronym	Acronym explanation	Definition
FDA	Food and Drug Administration	Independent agency of the United States government, whose principal mission is to protect the public health by ensuring the safety, efficacy and security of human and veterinary drugs, biological products, medical devices, the nation's food supply, cosmetics, and products that emit radiation. The FDA also regulates manufacturing, marketing and distribution such products.
FTC	Federal Trade Commission	Independent agency of the United States government, whose principal mission is the promotion of consumer protection and the elimination and prevention of anti-competitive business practices.
OTC	Over-the-counter	Medicines that can be sold directly to a consumer without a prescription from a healthcare professional.
Ph.1, ph.2, ph.3	Phase 1,2, 3	Phases or steps of clinical research, in which scientists carry out experiments in an attempt to find enough evidence to determine the benefits and risks associated with a medical treatment.
TNF	Tumour necrosis factor	TNF is a cell signalling protein involved in systemic inflammation.

Industrials

Term / Acronym	Acronym explanation	Definition
ceo	Current engine option	
GP/TEU	Gross profit/twenty-foot-equivalent unit	Standard unit for describing a ship's cargo-carrying capacity.
neo	New engine option	
OEM	Original equipment manufacturer	
Operating leverage		The amount of profit realised by a company for each incremental dollar/unit sold. Operating Leverage = $\frac{p \text{ EBIT}}{p \text{ Sales}}$ E.g.: Operating leverage of 0.7x means a company generates 70 cents of operating profit for each incremental dollar sold.
PPP	Private-public partnership	

Oil & Gas

Term / Acronym	Acronym explanation	Definition
b/d	Barrels of oil per day	
boe/d	Barrels of oil equivalent per day	We use a 6:1 conversion ratio between oil & gas.
Brent		Most commonly used crude oil benchmark (ex US), priced from a field in the North Sea.
Downstream		One of the 3 main sectors of the oil & gas industry. The downstream sector commonly refers to the refining of petroleum crude oil and the processing and purifying of raw natural gas, as well as the marketing and distribution of products derived from crude oil and natural gas.
Drilling inventory		The number of wells a company has identified across its acreage but has yet to drill.
E&P	Exploration and production	
EOR	Enhanced oil recovery	Injection of gas into the reservoir to boost the oil recovery per well.
EUR	Estimated ultimate recovery	The amount of hydrocarbon that can be recovered from a well.
FID	Final investment decision	The sanctioning of a new project by an oil & gas company.
FPSO	Floating production storage offloading	Dedicated oil production facility for offshore activity.
Fracking		Hydraulic fracturation is a process used to frack tight reservoirs by injecting pressure (water, sands, chemicals).
Front month crude oil price		Front month contracts are generally the most liquid of futures contracts, and also have the smallest spread between the futures price and the spot price on the underlying commodity. Use of front month contracts requires an increased level of care, since the delivery date may lapse shortly after purchase, requiring the buyer or seller to actually receive or deliver the contracted commodity.
GSA	Gas sales agreement	Binding agreement to purchase an agreed amount of gas (take or pay).
HH	Henry Hub	Delivery point for US natural gas prices; serves as a benchmark for the US.
HP	Horse power	Unit for fracking capacity and drilling capacity.
IP-24		Initial production rate over a 24-hour period.
IP-30		Initial production rate over a 30-day period.
kboe/d	Thousand barrels of oil equivalent per day	
LNG	Liquefied natural gas	Natural gas that has been converted to liquid form for ease of storage or transport.

LOE	Lifting and operating expenses	
LOI	Letter of intent	A document outlining an agreement or agreements between parties, prior to finalisation of all the topics.
MEAP	Middle East/Asia-Pacific	
Midstream		The midstream sectors involves the transportation (by pipeline, rail, barge, oil tanker or truck), storage, and wholesale marketing of crude or refined petroleum products.
mmcf/d	million cubic feet of gas per day	
Mont Belvieu		This is the US benchmark for NGL prices, priced in Texas.
mtpa	million tonnes per annum of LNG	
NAM	North America	
NBP	North balancing point	
NGL	Natural gas liquids	The liquid stream associated with gas production, comprised of butane, propane, ethane, etc.
NPV10 / PV10	(Net) present value...	(Net) present value per well using a discount rate of 10%.
RoR	Rate of return (of an oil well)	Net amount of discounted cash flows received on an investment.
Stack pay		<i>Multiple geological layers that are superimposed (much like flake pastry).</i>
Type curve		Production profile per well normalised across a geological basin.
Unbooked potential/resources		Resources that are geologically and economically viable, but have not yet received a development plan to be considered as reserves.
Upstream		The upstream sector includes searching for potential underground or underwater crude oil and natural gas fields, drilling exploratory wells, and subsequently drilling and operating the wells that recover and bring the crude oil and/or raw natural gas to the surface.
WTI	West Texas Intermediate	Most commonly used crude oil benchmark in the US, priced at Cushing, Oklahoma.

Insurance

Term / Acronym	Acronym explanation	Definition
Acquisition costs		Costs incurred in writing new business. These typically include commissions paid to intermediaries, marketing and other related expenses.
Annuity		A type of insurance policy where an insurance company pays an income stream to an individual, usually until death, in exchange for the payment of a lump sum. Commonly used at retirement when lifetime savings are converted into income.
Annuitisation (variable)		An annuity option in which the income payment amounts received by the policyholder will vary according to the annuity's investment performance. Variable annuitisation is one option that can be selected by the policyholder during the annuitisation phase of a contract, which is the phase in which the policyholder begins making systematic withdrawals over a fixed period of time.
Attritional <u>loss</u> ratio		The loss ratio less the catastrophe losses (CatLoad).
Back-book-portfolio		One of the two components of an insurance business portfolio; comprises in-force insurance policies. The second component is the new production .
Benefit ratio		In Life & Health insurance, a measure of underwriting margins and profitability of an activity, defined as the incurred claims and benefits divided by net earned premiums and fees.
Casualty insurance		Insurance related to the legal liability for losses caused through bodily injury to others or physical damage to the property of others.
Catastrophe losses (CatLoad)		In property and casualty insurance and reinsurance, represents the impact of man-made and natural catastrophe losses on the company's combined ratio; expressed as a percentage.
Combined ratio		In property and casualty insurance and reinsurance, this is the ratio most commonly used to calculate the underwriting margins of an insurance company. It is basically the combination of two ratios: the loss ratio and the expense ratio. The lower the combined ratio, the higher the underwriting margins, and vice versa.
DACs	Deferred acquisition costs	Costs accounted for as an asset and amortised over time to match the emergence of a surplus on life insurance policies. They effectively match the recognition of acquisition costs as an expense on the profit and loss statement with fees emerging on a life insurance policy. From a pure accounting point of view, DACs are intangible assets and may need to be written off if the profits expected to emerge on the life insurance book of business are deemed insufficient to cover them.
Embedded value		(Concerns only European Life & Health insurance companies): Represents the net asset value of a life insurance company plus the discounted value of profits expected to emerge from its in-force life book, i.e. the business already written in previous years. It represents <u>the intrinsic value of an insurance company</u> that remains in the hand of its shareholders once all the credit grantors, distributors and other liabilities have being paid.
Expense or cost ratio		Operating expenses directly linked to the underwriting process (including acquisition costs) divided by net earned premiums.
Running yield		The trailing or rolling yield/return of the in-balance sheet investment portfolio of an insurance company.

In-force business		The portion of an insurance portfolio currently generating premiums from previous years.
L&H	Life and health insurance	
Loss ratio		The company's claims, benefits and losses divided by net earned premiums.
Net earned premiums		The amount of premiums effectively incurred/accrued during a specific fiscal year, after having deducted the portion of premiums ceded to reinsurers.
New production		The business portfolio in insurance is composed of two distinct parts: 1) the running (or back-book) portfolio comprising in-force insurance policies; 2) the new production, calculated on a yearly basis, or the dollar amount or volume of new business booked or written during a specific period.
Normalised combined ratio		Essentially the company's reported ratio after stripping out 1) prior-year reserve releases and 2) the impact of man-made and natural catastrophe losses and claims.
P&C	Property and casualty business	
Premium		Amount of money paid by the policyholder or insured entity to the insurance company to cover the risk of a specific event occurring (natural catastrophe, death, etc.), or to receive a certain amount of money if the risk materialises.
Premiums ceded		Share of premiums written transferred to an reinsurance company by an insurance company.
Premiums written		Premiums that an insurer is contractually entitled to receive from the insured clients in relation to insurance contracts; the amount of premiums or revenues effectively written by an insurance company during a fiscal year.
Prior-year reserve releases		When an insurance company benefits from an excess of reserves to cover effective liabilities from policyholders, the local accounting regulator allows it to release a portion of that excess for a particular vintage.
Property insurance		Insurance related to the legal liability for losses and damage caused by various types of events (natural, man-made, etc.) to the property or assets of a policyholder.
Re	Reinsurance business	
Reserves		<i>These are usually liabilities established by insurers and reinsurers to reflect the estimated cost of claims payments payable in the future.</i>
UL	Unit-linked product	
		Policyholder benefits under this type of contract are expressed in units of an underlying investment vehicle, e.g. an investment fund, instead of in currency terms. The benefits therefore fluctuate with the value of the units, and the investment risk is transferred to the policyholder .
Variable annuities		The US version of a unit-linked product, with the main difference that the insurer must set up in-balance sheet reserves to cover the guarantees, so the bulk of the investment risk remains on the insurance company's balance sheet .

Technology

Term / Acronym	Acronym explanation	Definition
Ad load		The number of ads that Facebook shows users in the newsfeed or stream.
Cloud computing		The practice of using a network of remote servers hosted on the Internet to store, manage, and process data, rather than a local server or a personal computer.
Cyber-attack		A cyberattack is deliberate exploitation of computer systems, technology-dependent enterprises and networks. Cyberattacks use malicious code to alter computer code, logic or data, resulting in disruptive consequences that can compromise data and lead to cybercrimes, such as information and identity theft.
DRAM	Dynamic random-access memory	Dynamic random-access memory (DRAM) is a type of random-access memory that stores each bit of data in a separate capacitor within an integrated circuit. The capacitor can be either charged or discharged; these two states are taken to represent the two values of a bit, conventionally called 0 and 1.
Endpoint security		In network security, endpoint security refers to a methodology of protecting the corporate network when accessed via remote devices such as laptops or other wireless and mobile devices. Each device with a remote connecting to the network creates a potential entry point for security threats.
FW	Firewall	Provides protection against outside attackers by shielding computers or networks from malicious or unnecessary traffic and preventing malicious software from accessing the network.
Foundry service companies or Foundries (e.g. TSMC)		Contract manufacturers that produce logic chips for other companies, but do not design them.
HVAC	Heating, ventilation and air conditioning	
IDM	Integrated device manufacturer	A company such as Intel that designs and manufactures logic chips.

Logic chips		Logic chips process information in electronic devices. Two groups of manufacturers can make them: IDMs (integrated device manufacturers) such as Intel design and manufacture logic chips. Contract manufacturers or Foundries like TSMC do not design chips, but produce them for other companies.
LSI	Large-scale integrated circuit-based processors	
Memory chips		Used for storing large amounts of data in a very small space inside electronic products such as personal computers, tablets and smartphones. There are two main classes of memory: DRAM and NAND . With NAND chips, information can be stored even when the device is powered off. DRAM (volatile) memory is used to enhance the electronic product's performance.
Moore's Law		The rule is the observation that the number of transistors in a dense integrated circuit doubles approximately every two years. The main consequence is reflected in increasingly smaller, cheaper, more powerful and energy-efficient semiconductors. Smaller geometries allow for much lower electrical currents to operate the chip.
NAND (flash memories)	Not-AND (negation of the AND logic function)	NAND flash memory (i.e. that can be erased and reprogrammed in blocks) is a type of non-volatile storage technology that does not require power to retain data.
NOR	Not-OR (negation of the OR logic function)	NOR flash memory (i.e. that can be erased and reprogrammed in blocks) is a type of non-volatile storage technology that does not require power to retain data.
Photolithography		The process of transferring a geometric pattern from a photomask to a light-sensitive chemical on wafer by exposing it to light.
Server		A system that responds to requests across a computer network to provide, or help to provide, a network or data service.
Wafer		A thin slice of a polysilicon ingot used in the fabrication of integrated circuits and other microdevices.

Telecom & Media

Term / Acronym	Acronym explanation	Definition
ARPU	Average revenue per user	
Baby Bell		Nickname for any independent regional telephone company in the United States that was created from the mandated government break-up of AT&T in 1982.
CPM	Cost per minute	
DSL	Digital subscriber line	
FTTC	Fibre to the cabinet	Fibre to the cabinet is a blend of traditional copper wire and fibre-optic cable. It uses fibre-optic cables up to the street cabinet and copper wire to connect the cabinets to homes and businesses.
FTTH	Fibre to the home	
FTTx	Fibre to the 'x'	A generic term for any broadband network architecture using optical fibre to provide all or part of the local loop used for last-mile telecommunications. As fibre-optic cables are able to carry much more data than copper cables, especially over long distances, copper telephone networks built in the 20th century are being replaced by fibre.
GB	Gigabyte	
GSM	Global system for mobile communications	
HFC	Hybrid fibre-coaxial	A telecommunications industry term for a broadband network that combines optical fibre and coaxial cable. It has been commonly employed globally by cable television operators since the early 1990s.
Hybrid fibre-coaxial cable system		In a hybrid fibre-coaxial cable system, the television channels are sent from the cable system's distribution facility, the headend, to local communities through optical fibre trunk lines. At the local community level, a box called an optical node translates the signal from a light beam to an electrical signal, and sends it over coaxial cable lines for distribution to subscriber residences. The fibrotic trunk lines provide adequate bandwidth to allow future expansion and new bandwidth-intensive services.
ILEC	Incumbent local exchange carrier	Also referred to as the local exchange or, in the United States, a " Baby Bell " or an independent telephone company.
IP	Internet protocol	Internet protocol is the principal communications protocol in the internet protocol suite for relaying data across networks. Its routing function enables internetworking, which establishes the Internet.
ISP	Internet service provider	
LLU, LLUB	Local loop unbundling	The regulatory process of allowing multiple telecommunications operators to use connections from the telephone exchange to the customer's premises. The physical wire connection between the local exchange and the customer is known as a " local loop ", and is owned by the incumbent local exchange carrier (or independent telephone company in the US). To increase competition, other providers are granted unbundled access.

MDU	Multiple-dwelling unit	A building or complex comprising more than one separate housing units, such as an apartment building.
MVNO	Mobile virtual network operator	An MVNO is a wireless communications services provider that does not own the network infrastructure over which it provides services to its customers. An MVNO buys capacity in bulk from the network owner and uses its own customer service, marketing, and billing to sell to its own customers.
QoS	Quality of service	Quality of service is the overall performance of a telephony or computer network. Several aspects of the network service are often considered, such as bit rate, availability, transmission delay, etc.
SVOD	Subscription video on demand	SVOD are services which allow users to watch or listen to video or audio content when they choose to rather than having to watch or listen at a specific broadcast time. With SVOD, customers typically purchase a monthly subscription to access premium content that is not available free of charge.
VOD	Video on demand	VOD are services which allow users to watch or listen to video or audio content when they choose to rather than having to watch or listen at a specific broadcast time.
VoIP	Voice over Internet protocol	VoIP is a methodology and group of technologies for the delivery of voice communications over internet protocol networks such as the Internet.

Utilities

Term / Acronym	Acronym explanation	Definition
Ancillary services		A variety of operations beyond generation and transmission that are required to maintain grid stability and security, for instance frequency control load monitoring.
Baseload		A power plant that is planned to run continually except for maintenance and scheduled or unscheduled outages. Baseload also refers to the minimum load in a power system over a given period of time.
BTU	British thermal unit	The amount of heat energy necessary to raise the temperature of one pound of water by one degree Fahrenheit (3,412 BTUs are equal to one kilowatt-hour).
Cogeneration		The production of heat and electricity from a common fuel source.
Combined cycle		The combination of a gas turbine and steam turbine in an electric generating plant. The waste heat from the first turbine cycle provides the heat energy for the second turbine cycle.
Combined cycle		The act or process of producing electricity from other forms of energy, such as steam, heat or falling water. The term also refers to the amount of electric energy produced.
Distribution		The transport of electricity to ultimate points of use such as homes and businesses.
Generation		Generation is the amount of electricity a power station produces over a specific period of time.
Grid or network		The linking system of transmission and distribution lines, regionally and locally.
GW / KW / MW	Gigawatt / Kilowatt / Megawatt	These units express the rate of energy output with respect to time.
Integrated utility		A company that provides a complete electric system, generation, transmission and distribution services, for its customers.
KWh	Kilowatt-hour	A basic unit of electrical energy which equals one kilowatt of power used for one hour.
Levelised life-cycle cost		The present value of the cost of a resource, including capital, financing and operating costs, converted into a stream of equal annual payments. Unlike installed costs, levelised costs permit comparisons of resources with different lifetimes and generating capabilities.
Load		The amount of electric power delivered or required at a given point on a system.
Load factor		The ratio of average load to peak load during a specific period of time, expressed in percentage.
Load management		The management of load patterns in order to better utilize the facilities of the system. Generally, load management attempts to shift load from peak use periods to low use periods.
MW	Megawatt	
MWh	Megawatt-hour	A unit of electrical energy which equals one megawatt of power used for one hour.
Peak load		The maximum electrical load demand in a stated period of time. On a daily basis, peak loads occur at midmorning and in the early evening.

PTC	Production Tax Credit	A federal incentive in the US that provides financial support for the development of renewable energy facilities.
Rate design		In the US, the development of electricity prices for various customer classes to meet revenue requirements dictated by utilities' operating needs and costs.
Renewable resource		A power source that is continuously or cyclically renewed by nature. In the Northwest Power Act, it is defined as a resource that uses solar, wind, hydro, geothermal, biomass or similar sources of energy.
Reserve capacity (or reserve margin)		Extra generating capacity available to meet unanticipated demands for power, or to generate power in the event of loss of generation.
Revenue requirement		In the US, the amount of funds (revenues) a utility must take in to cover the sum of its estimated operation and maintenance expenses, debt service and taxes. During the rate-setting process, the calculation of the revenue requirement is compared to revenue produced by current rates to determine whether a rate increase is needed, and if so, to determine the overall size of the increase.
Stranded asset		Generation facilities, owned by existing utility companies, that produce electricity at above-market marginal prices.
Vertical integration		An arrangement in which the same company owns all the different aspects of making, selling and delivering a product or service. In the electric industry, it refers to the historically common arrangement in which a utility owns its own generating plants, transmission system, and distribution lines to provide all aspects of electric service.
Wholesale power market		The purchase and sale of electricity from generators to resellers (who sell to retail customers) along with the ancillary services needed to maintain reliability and power quality at the transmission level.

Sources:

Bank of America Merrill Lynch; Divestopedia; Investopedia; InvestorWord.com; Lombard Odier; Swiss Re; Techopedia; UBS; US Northwest Public Power Association website; Webopedia; Wikipedia; www.AccountingTools.com; www.fda.gov; www.ftc.gov.

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