



# INVESTMENT STRATEGY BRIEF:

A Shift from 2024 to 2025

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STIFEL

## **(Geo)Politics**

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## **Dynamic Leanings**

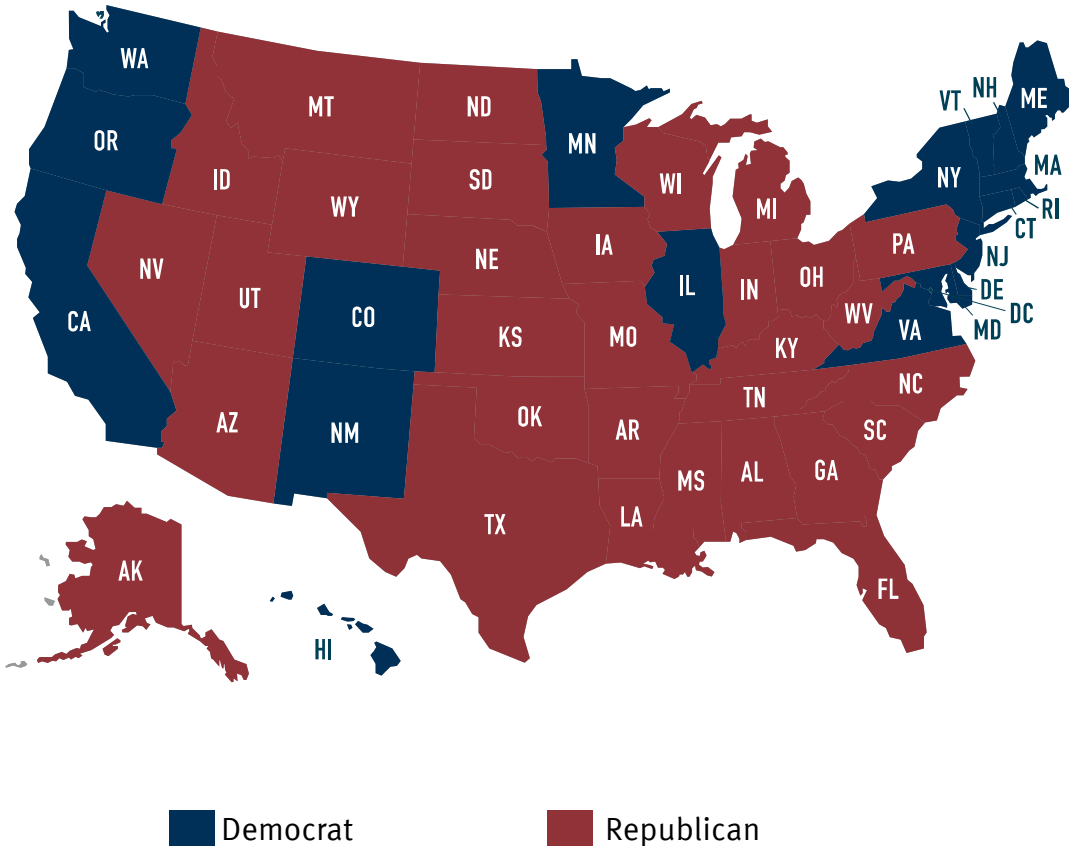
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## **(Geo)Politics**

## Electoral Votes

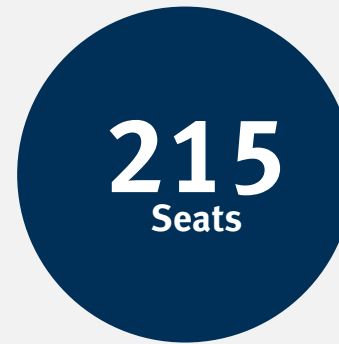
**Trump: 312**

**Harris: 226**



## CONGRESS

### HOUSE OF REPRESENTATIVES:



### SENATE:



*Note: there are 2 independent Senators that caucus with the Democratic Party.*

## Topics

## Observations

## Deregulation

We expect to see a significant rollback in Biden administration regulations, especially related to financial services, climate initiatives and energy. M&A activity is expected to increase as a result.

## Taxes

The Trump administration will try to make good on election promises, but meaningful change, including the extension of the 2017 tax cuts, requires support from Congress, making Republican's house margin crucial.

## Healthcare

A focus on deregulation will seek to increase competition and efficiency, and a leading role for Robert F. Kennedy (RFK) Jr. means potentially more dramatic change.

## Military and Defense

We expect support of a strong military, changes to the legacy military leadership, and potential peace negotiations in Russia/Ukraine and Israel/Hamas.

## Foreign Policy

An "America First" approach will be pursued with both U.S. allies and China, with tariffs imposed as a first big step toward aggressive negotiations.

## Energy

An increased scrutiny and reduced tax credits on alternative energy, like wind and solar, will be offset with renewed support and deregulation for oil and gas and a growing focus on nuclear energy.

## The Federal Reserve (Fed)

Like many presidents before him, President Trump will lobby for a more accommodative Fed, but we expect the Fed to maintain independence.

## Government Spending

The focus on government efficiency is real and should result in reduced discretionary spending, with limited fiscal spending legislation.

## Animal Spirits

Markets rallied on an uncontested election and optimism about deregulation and government efficiency, but we expect some volatility going forward.

<p>DOGE Elon Musk</p> <p>Light Green   Dark Green</p>	<p>DOGE Vivek Ramaswamy</p> <p>Light Green   Dark Green</p>	<p>Secretary of State Marco Rubio</p> <p>Light Green   Dark Green</p>	<p>Attorney General Pam Bondi</p> <p>Light Green   Light Green</p>	<p>Secretary of Defense Pete Hegseth</p> <p>Yellow   White</p>
<p>Secretary of the Treasury Scott Bessent</p> <p>Light Green   Dark Green</p>	<p>Secretary of Homeland Security Governor Kristi Noem</p> <p>Light Green   Dark Green</p>	<p>Secretary of HHS Robert F. Kennedy Jr.</p> <p>White   Yellow</p>	<p>Secretary of Transportation Sean Duffy</p> <p>Light Green   Light Green</p>	<p>Secretary of Energy Chris Wright</p> <p>Light Green   White</p>
<p>Secretary of Education Linda McMahon</p> <p>Light Green   Light Green</p>	<p>Secretary of Agriculture Brooke Rollins</p> <p>Light Green   Dark Green</p>	<p>Secretary of Commerce Howard Lutnick</p> <p>Light Green   Dark Green</p>	<p>Secretary of Labor Lori-Chavez-DeRemer</p> <p>Dark Green   Dark Green</p>	<p>Secretary of HUD Scott Turner</p> <p>Light Green   Dark Green</p>
<p>Secretary of the Dept. of the Interior Doug Burgum</p> <p>Dark Green   Dark Green</p>	<p>Director of the CIA John Ratcliffe</p> <p>Dark Green   Light Green</p>	<p>Deputy Director of the CIA Amaryllis Fox Kennedy</p> <p>Dark Green   Light Green</p>	<p>Director of National Intelligence Tulsi Gabbard</p> <p>Light Green   Light Green</p>	<p>Director of the FBI Kash Patel</p> <p>Light Green   Yellow</p>
<p>Director of the OMB Russell Vought</p> <p>Dark Green   Light Green</p>	<p>Administrator of the EPA Lee Zeldin</p> <p>Light Green   Dark Green</p>	<p>Administrator of the SBA Kelly Loeffler</p> <p>Dark Green   Dark Green</p>	<p>U.S. Trade Representative Jamieson Greer</p> <p>Dark Green   Dark Green</p>	<p>Assistant AG for the Civil Rights Division Harmeet Dhillon</p> <p>Light Green   Light Green</p>

Left column is experience (greener = higher experience level)  
 Right column is feasibility (greener = higher probability of being appointed)

DOGE = Department of Government Efficiency  
 HHS = Health and Human Services  
 E.P.A. = Environmental Protection Agency  
 HUD = Housing and Urban Development  
 CIA = Central Intelligence Agency  
 FBI = Federal Bureau of Investigation  
 OMB = Office of Management and Budget  
 SBA = Small Business Administration  
 AG = Attorney General

France



South Korea



Syria



## **Economy**



## THE FIVE THEMES



### FOURTH INDUSTRIAL REVOLUTION

Technological innovation has broken down the boundaries between the physical, digital, and biological worlds.

*Data as an Asset*  
|  
*Enhanced Computing*  
|  
*Smart World*  
|  
*Workforce Optimization*



### SECURING STRATEGIC RESOURCES

Companies and governments are prioritizing the development and protection of critical industries, resources, and services.

*Food and Water Security*  
|  
*Modern Energy Systems*  
|  
*New Materials*  
|  
*Circular Economy*



### SHIFTING DEMOGRAPHICS

Changes in global population dynamics will bring about challenges and opportunities.

*Millennials*  
|  
*Global Middle Class*  
|  
*Aging Population*  
|  
*Future of Health*



### THE NEW CONSUMER

Consumer preferences, expectations, and behavior are altering business models and corporate strategies.

*Reimagined Convenience*  
|  
*Digitalization of Human Connectivity*  
|  
*Future of Finance*  
|  
*Future of Leisure*



### PRODUCTIVE COMPETITION

Rivalry ultimately drives innovation, improves quality of life, and creates value for consumers and the economy.

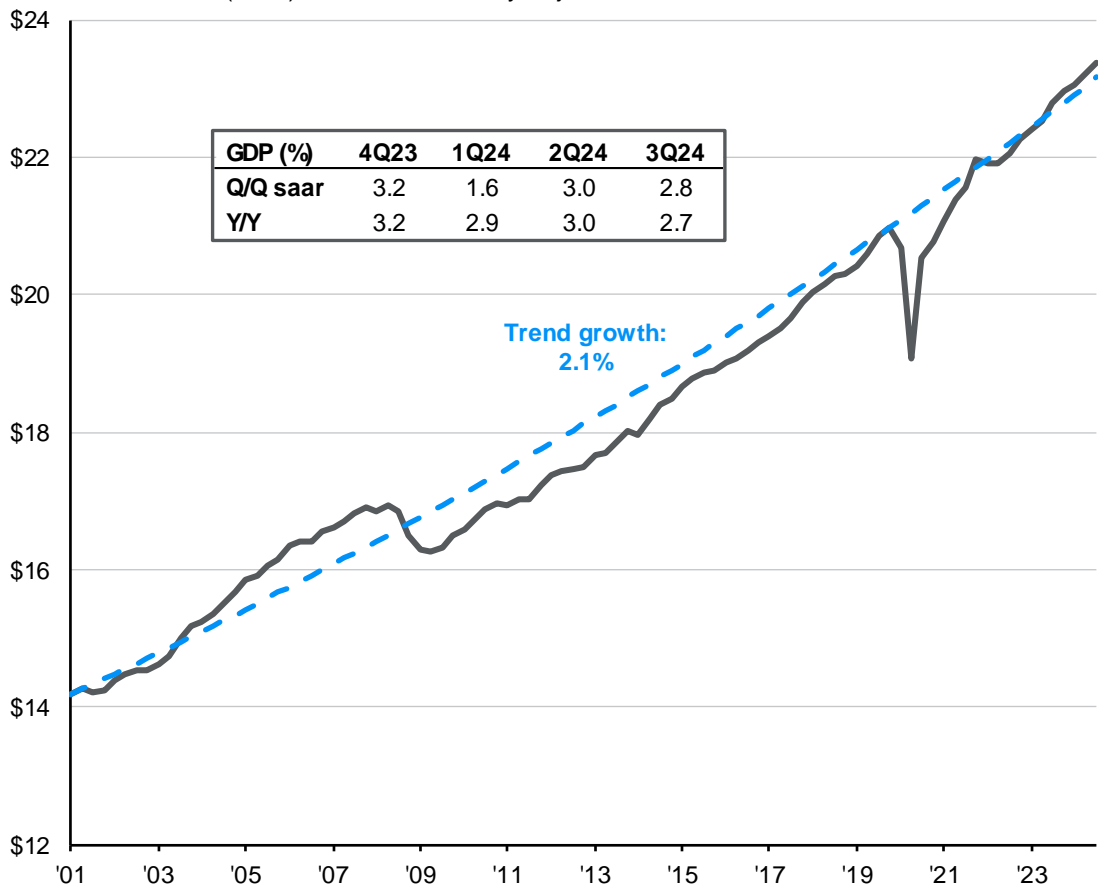
*Power Play*  
|  
*Geopolitical Tensions*  
|  
*Space Race*  
|  
*Transforming Business Models*

Get to Know Our Long-Term Investment Themes

Media and Entertainment	Financials	Healthcare	Real Estate	Consumer Experience	Logistics
Automated content creation	Market analytics	Illness detection	Listing descriptions	Travel agents	Traffic analysis
AI generated media (ex: music and video)	Credit scoring improvements	Genomic data analysis	Aerial property surveys	Self service technology	Route optimization
Audience analytics	Fraud detection algorithms	Drug development	Dynamic pricing strategies	Smart shopping	Drone and robot deliveries
Automated subtitles and captioning	New investment product offerings	Medical image interpretation	Property valuation models	Anticipate needs and potential issues	Autonomous fleet
Video game design	Portfolio optimization tools	Medical record analytics	Tenant screening		Warehouse space utilization
Editing software	Predictive loan analytics	Nurse bots	Virtual property staging and tours		Demand forecasting
Targeted advertisements	Debt management	Robotic surgery	Automated property appraisals		
Education	Industrials	Retail	Agriculture	Technology	Customer Service
Intelligent tutoring	Robot assisted assembly	Personalized shopping experience	Autonomous tractors	AI-related consulting	Insurance claims
Test grading systems	Digital twins	Automated checkout process	Crop and soil analytics	Automated back-office tasks	Complaint resolution
Language learning	Quality control automation	Inventory management	Water use efficiency	Automated report generation	Voice recognition systems
Curriculum optimization	Predictive maintenance	Fashion recommendations	Pest identification and control	Cybersecurity threat detection	Workflow automation
Secure online assessments	Demand forecasting	Pricing optimization	Weed detection	Data analysis	Product sentiment analysis
	Supply chain optimization	Fit and sizing recommendations	Satellite imagery	Software development	Language translation
		Visual search capabilities		Predictive maintenance	

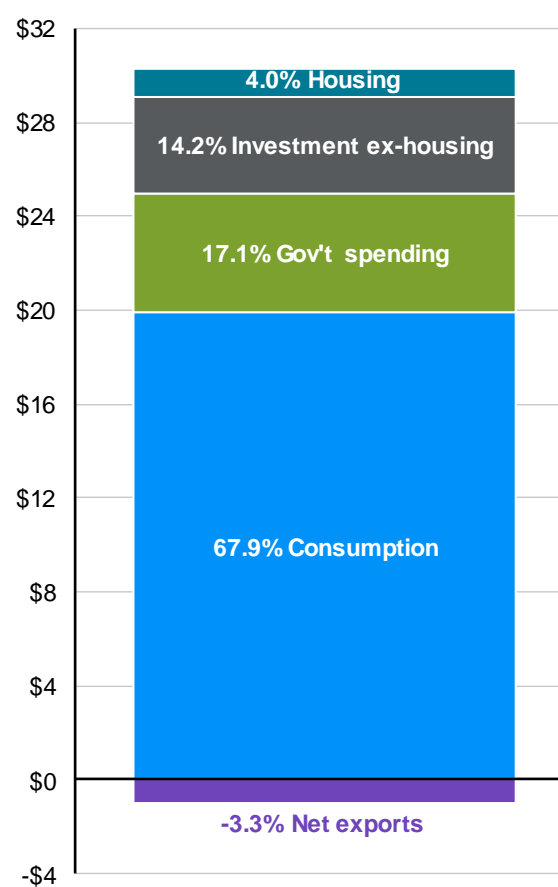
## Real GDP

Trillions of chained (2017) dollars, seasonally adjusted at annual rates



## Components of GDP

3Q24 nominal GDP, USD trillions



Source: BEA, FactSet, J.P. Morgan Asset Management. Values may not sum to 100% due to rounding. Trend growth is measured as the average annual growth rate from business cycle peak 1Q 2001 to business cycle peak 4Q 2019.

Guide to the Markets – U.S. Data are as of December 11, 2024.

“**Consumer demand** continues to be **strong**, especially on services. We are not seeing any signs of trade down in delivery, with eaters ordering more from **higher-priced options**.”

– Uber CEO Dara Khosrowshahi (October 31)

“We are seeing a **gradual strengthening** in the **consumer**, both in the domestic parks and experiences business as well as in the international parks.”

– Walt Disney CEO Robert Iger (November 13)

“While interest rates are beginning to drop, consumers continue to face **affordability challenges** as both inflation and interest rates are putting **pressures on their wallet**.”

– Lowe’s CEO Marvin Ellison (November 19)

“Consumers tell us their **budgets remain stretched** and they’re shopping carefully, as they work to overcome the cumulative impact of multiple years of price inflation. They’re **becoming increasingly resourceful** in their shopping behaviors, waiting to buy until the last moment of need, focusing on deals, and then stocking up when they find them.”

– Target CEO Brian Cornell (November 20)

“Spending patterns are solid and consistent with the narrative that the **consumer** is on **solid footing** and consistent with the strong labor market and the current central case of a no-landing scenario.”

– J.P. Morgan CEO Jamie Dimon (October 11)

“Activity is consistent with how customers were spending money in 2016-2019 when the **economy** was **growing** and **inflation** was **under control**.”

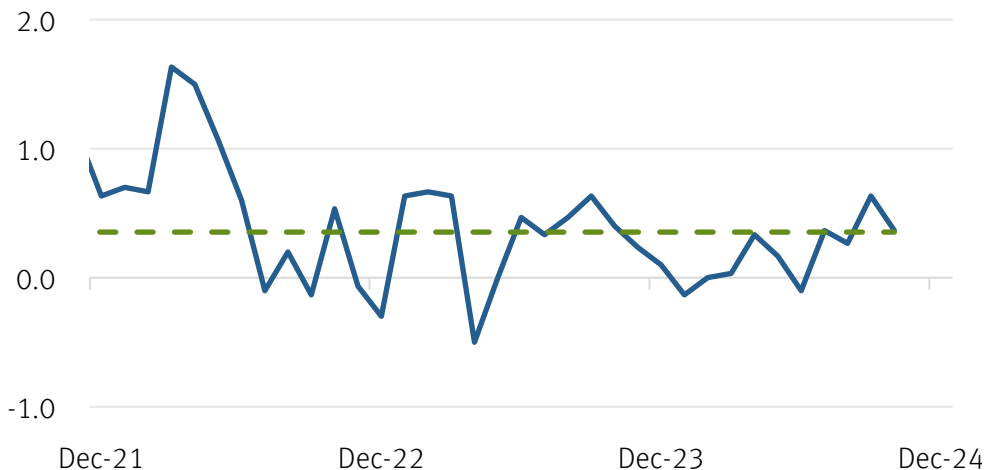
– Bank of America CEO Brian Moynihan (October 15)

“Consumer spending, especially for low-income consumers, has been **challenging**. Third quarter traffic remained **pressured** as low-income consumers are choosing to eat at home.” – McDonald’s CEO Christopher Kempczinski (October 29)

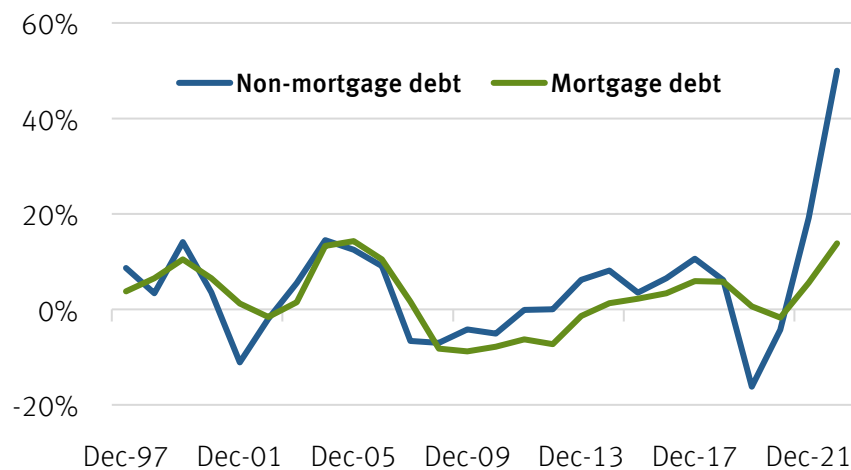
“Customers are being **careful** about how much they spend, and Amazon is continuing to lower prices.”

– Amazon CEO Andy Jassy (October 31)

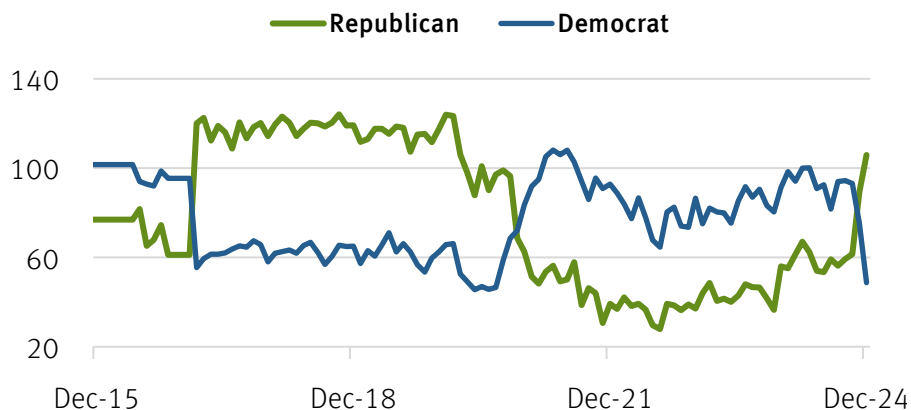
### Retail Sales MoM - 3-month Moving Average



### Interest paid on Consumer Debt YoY %

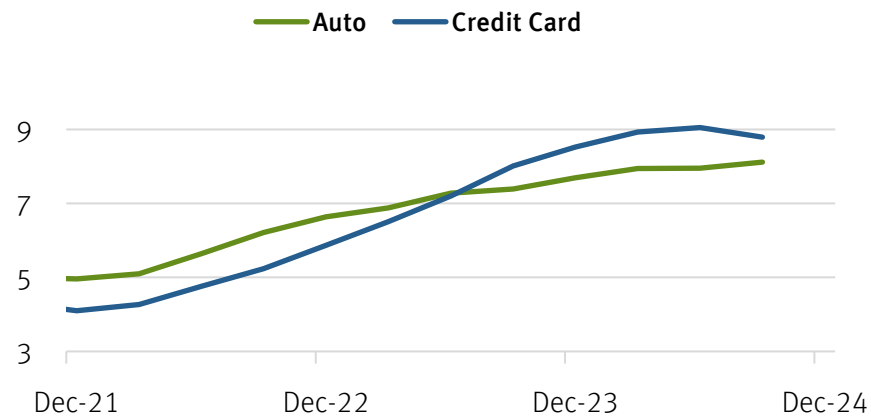


### Consumer Sentiment, Expected, Within Political Party



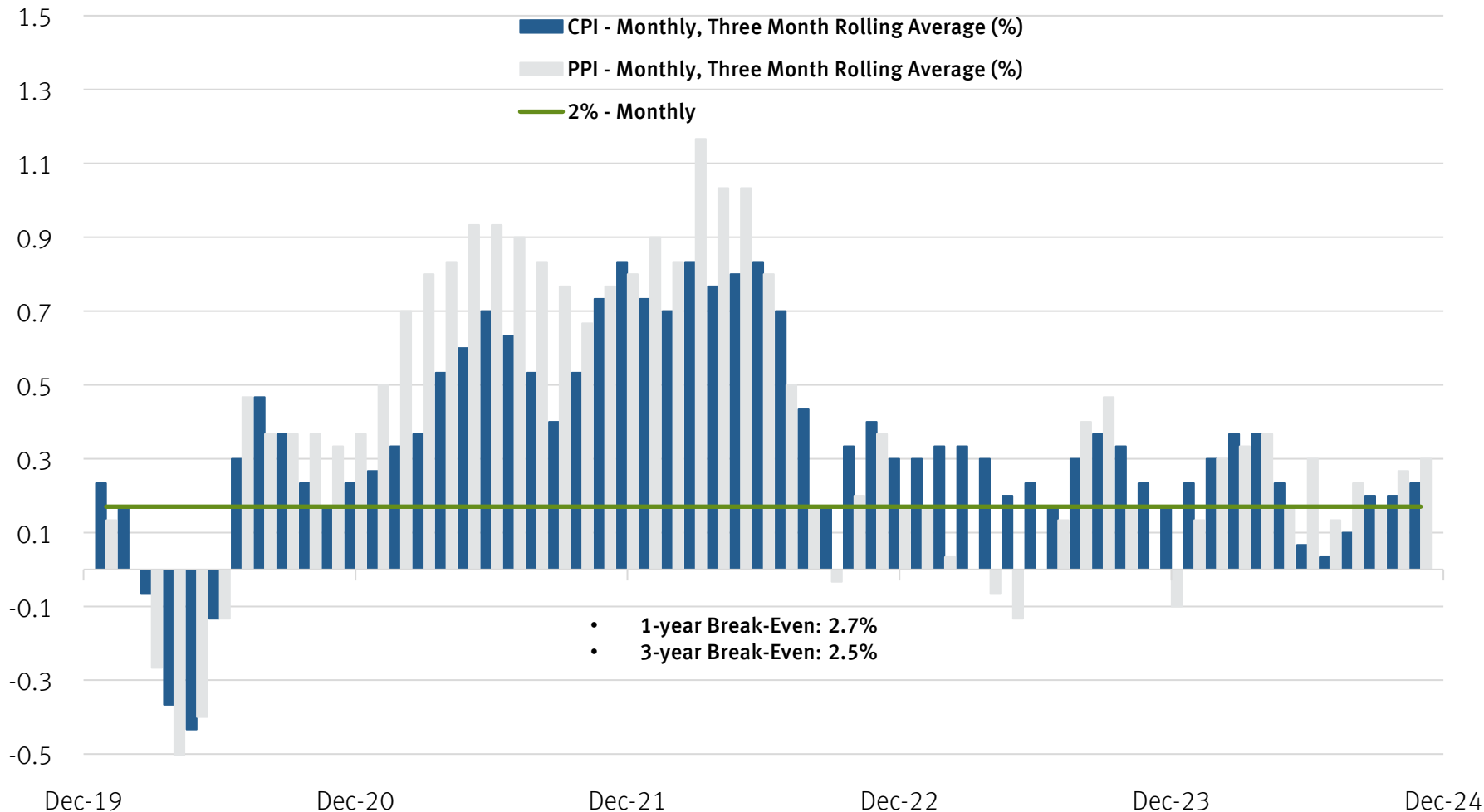
University of Michigan Consumer Sentiment

### Percentage of balance delinquent 30+ days



Source: Stifel CIO Office via Bloomberg, Bureau of Economic Analysis, and *The Wall Street Journal* as of December 12, 2024; Dashed lines represent historic averages except for Conf. Board Cons. Confidence Expectations. MoM = Month Over Month. YoY = Year Over Year; For interest paid on Consumer Debt, annual values are shown.

## Monthly Inflation Trends

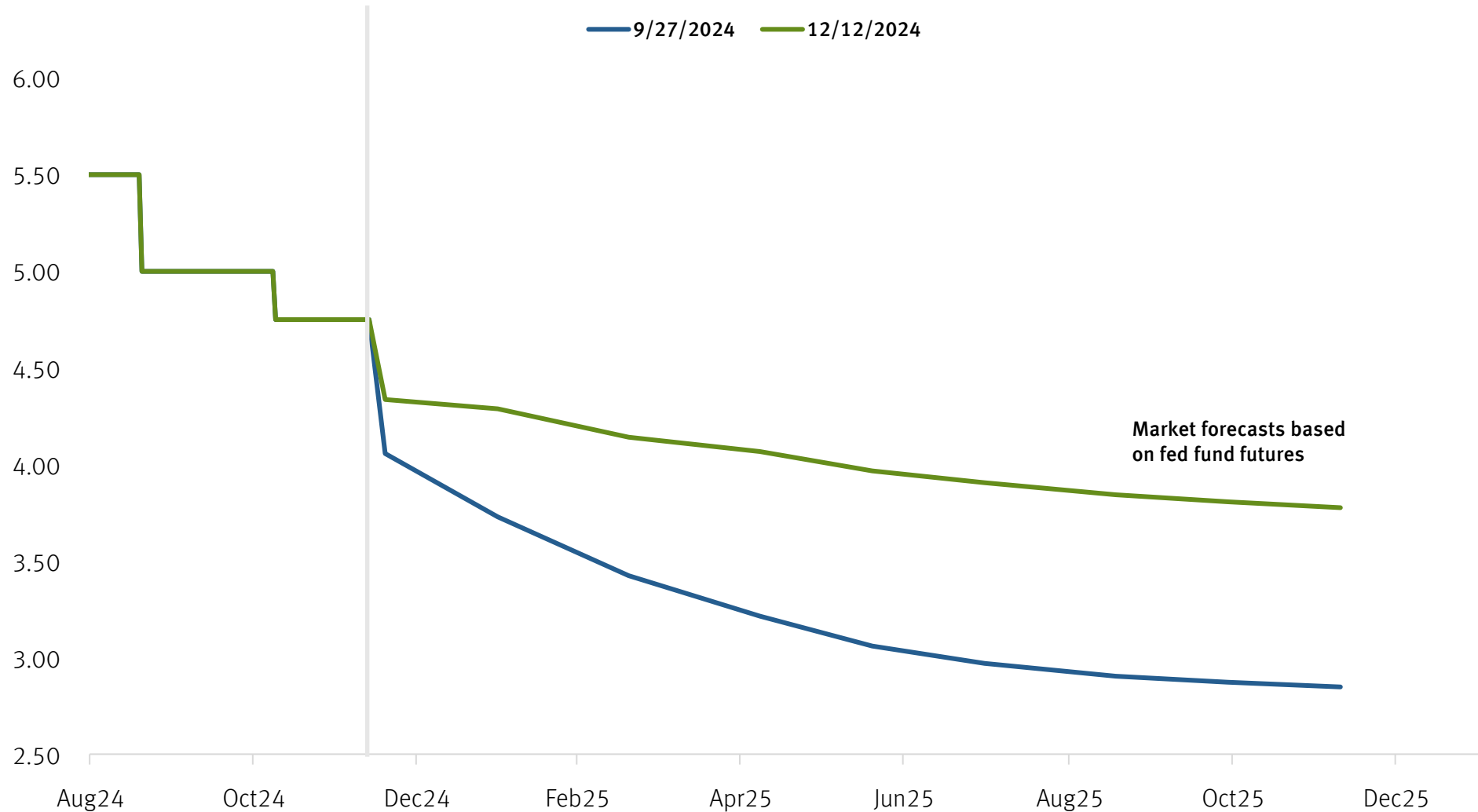


Source: Stifel CIO Office via Bloomberg, as of December 13, 2024

CPI = Consumer Price Index

PPI = Producer Price Index

## Fed Funds Target Rate - Upper Bound



Source: Stifel CIO Office via Bloomberg, as of December 12, 2024

## Debt Added Since GFC

Households	<b>\$5.6 trillion</b>
Corporate	<b>\$8.6 trillion</b>
Federal	<b>\$26.9 trillion</b>

## 10-year Treasury Yield

Now	<b>4.3%</b>
10 Years Forward	<b>5.0%</b>
20 Years Forward	<b>4.2%</b>

In a higher rate regime, the cost of debt will increase going forward for all segments of the economy: The Consumer, Business, Government

### Current Government Debt

2024 Deficit: \$1.8 trillion  
 Total Debt: \$36 trillion  
 Net Interest:  
 16% revenue  
 12% spending  
 35% discretionary

### CBO Forecast 2034

2034 Deficit: \$2.8 trillion  
 Total Debt: \$57 trillion  
 Net Interest:  
 19% revenue  
 14% spending  
 43% discretionary

### Quotes

“...the...federal government’s fiscal path...is on an unsustainable path. The level of our debt, relative to the economy, is not unsustainable. The path is unsustainable...you’ve got a very large deficit...And that’s expected to continue....So, it’s important...they be dealt with. It is ultimately a threat to the economy...We don’t have oversight over fiscal policy...” – Jay Powell

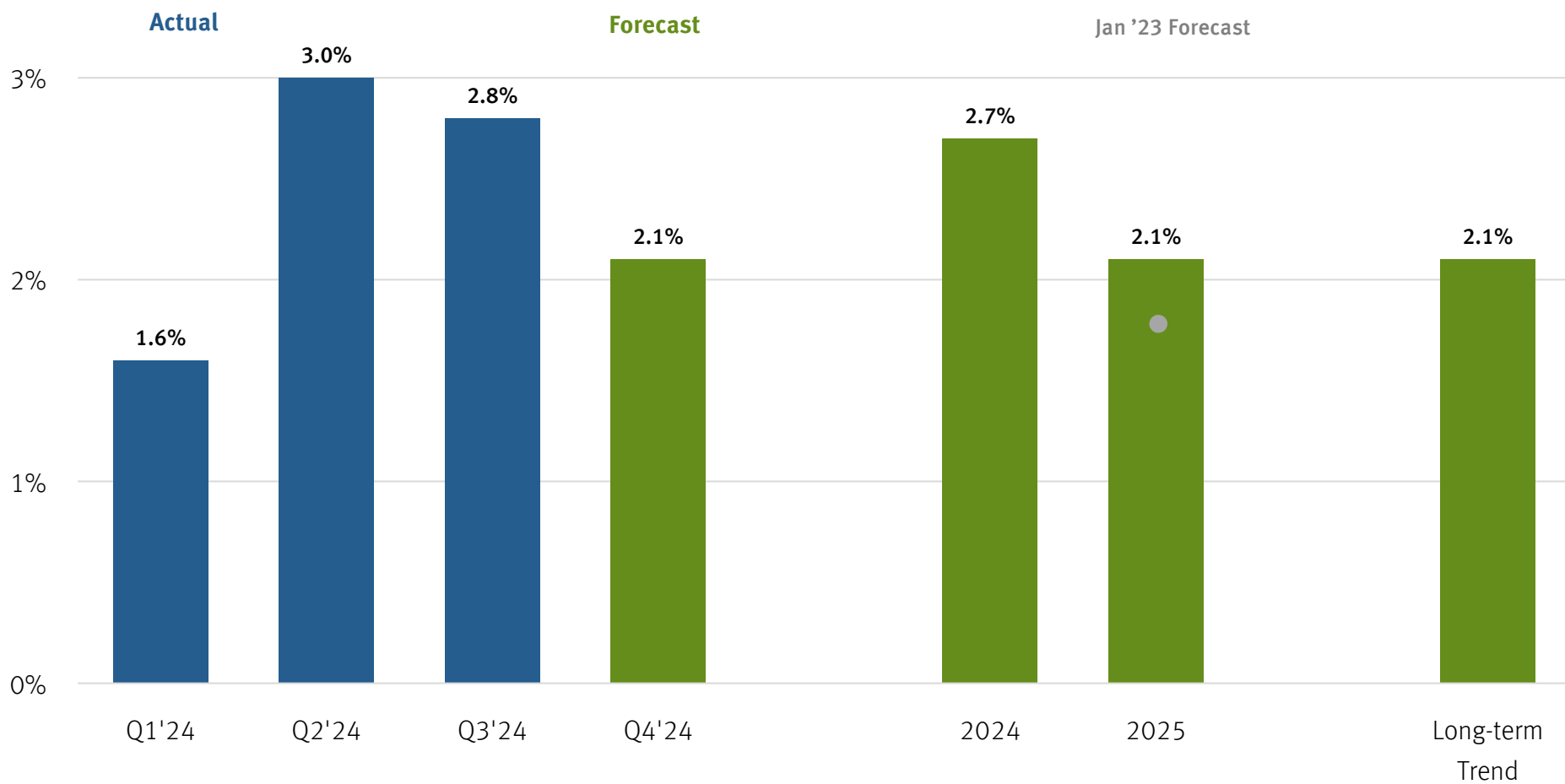
“Any country can borrow money and drive growth, but it may not always lead to good growth, so I think America should be quite aware that we’ve got to focus on it more” – Jamie Dimon

“Policymakers need to put greater focus on the ballooning debt and deficit. The government’s ability to spend without constraint is not unlimited.” – David Solomon

We remain optimistic that the U.S. will ultimately get through this fiscal transition stronger. But how much pain will we experience through the process, and when?



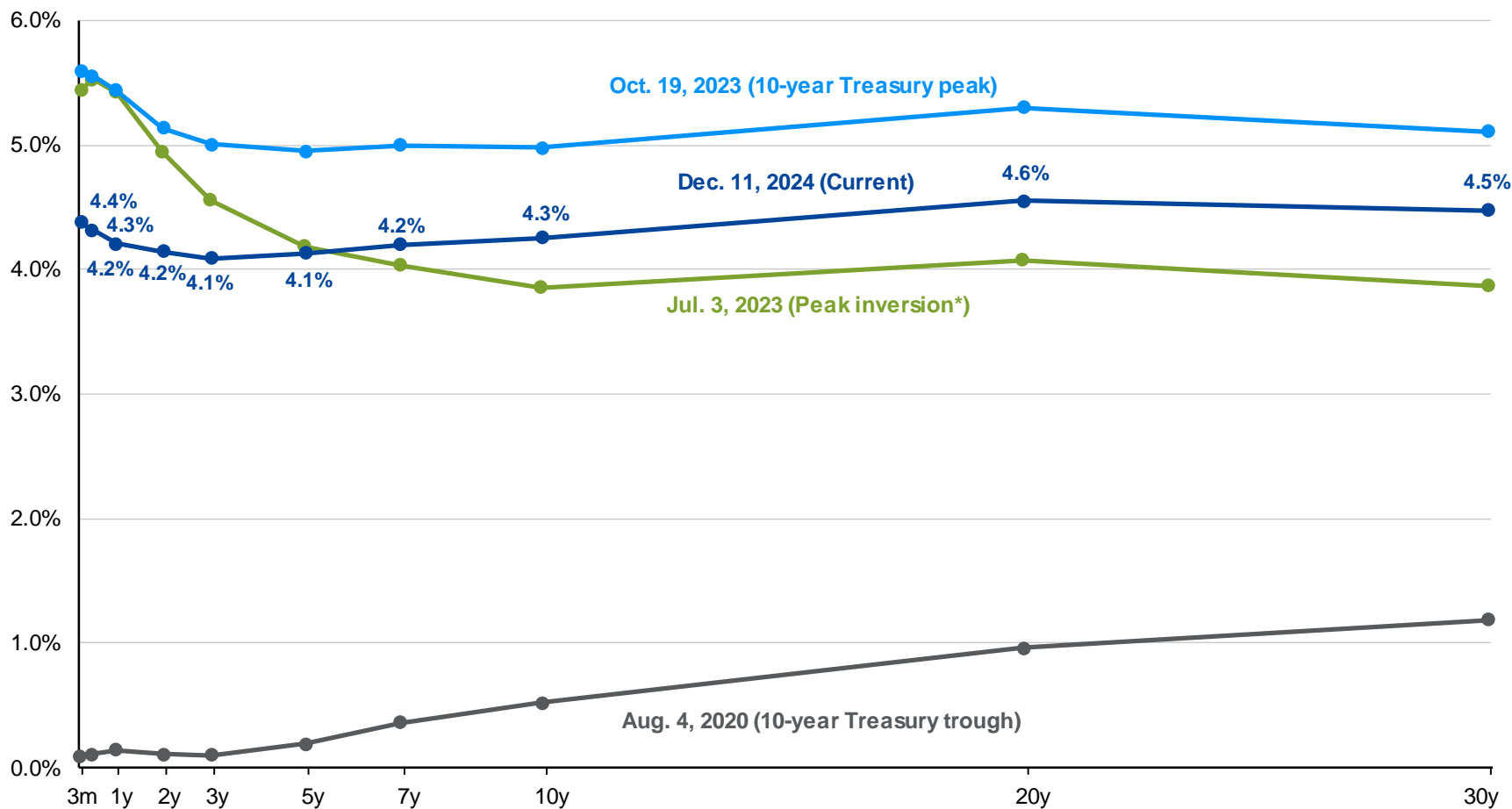
## Consensus GDP Estimates



Source: Stifel CIO Office via Bloomberg, as of December 11, 2024.

## **Markets**

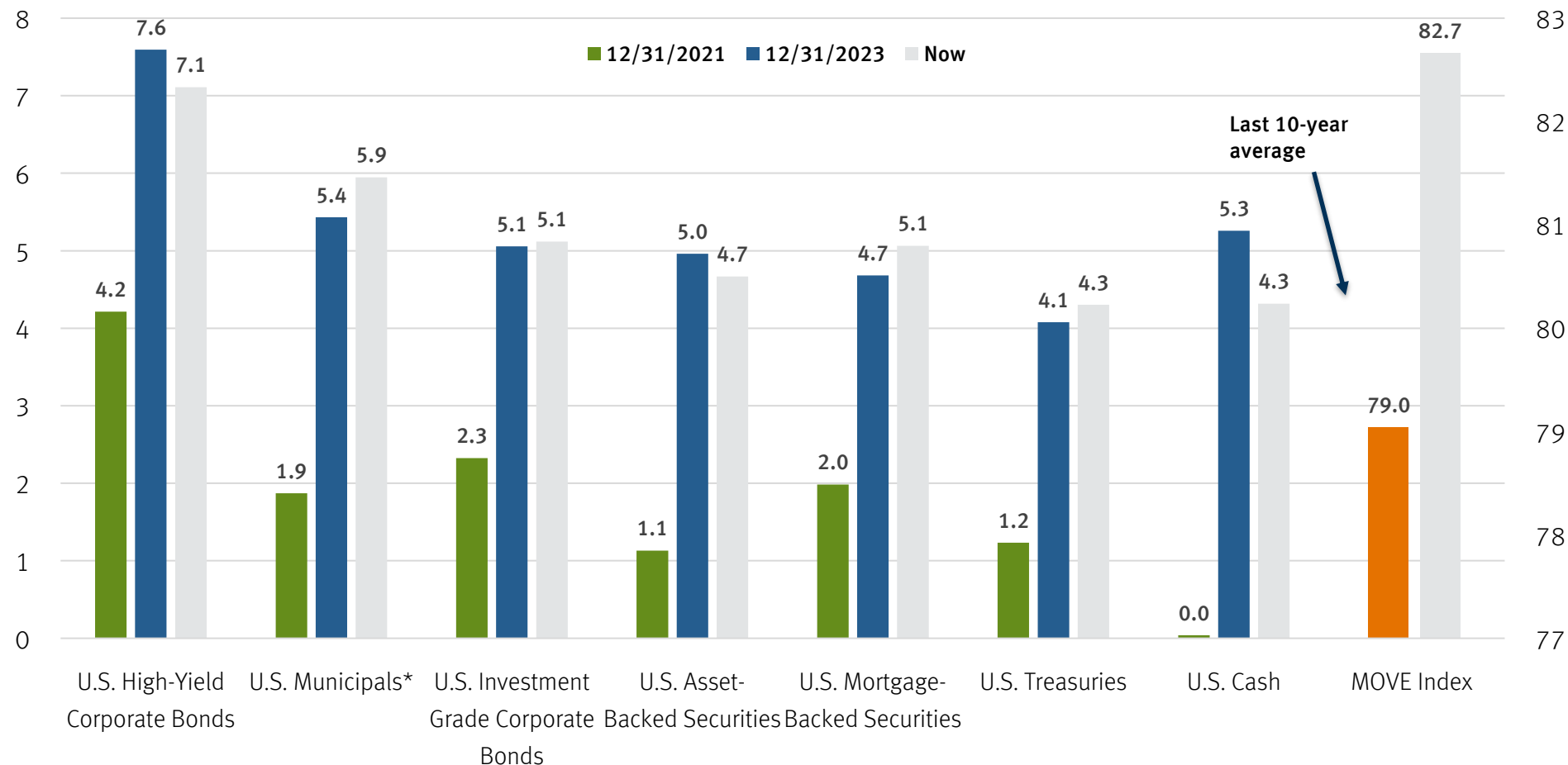
## U.S. Treasury yield curve



Source: FactSet, Federal Reserve, J.P. Morgan Asset Management. Analysis references data back to 2020. \*Peak inversion is measured by the spread between the yield on a 10-year Treasury and 2-year Treasury.

Guide to the Markets – U.S. Data are as of December 11, 2024.

## Fixed Income Yield (Percentage)

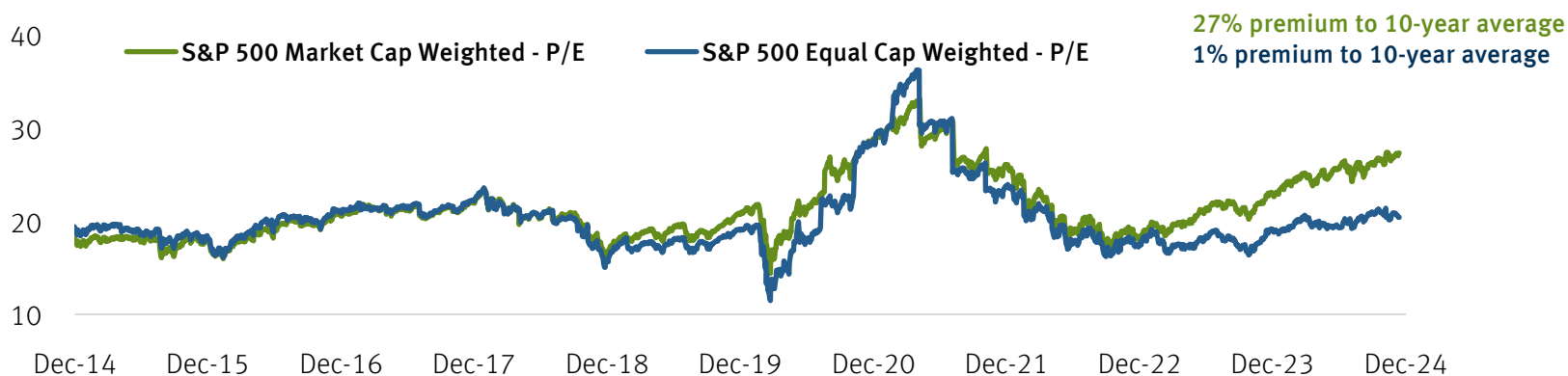


\*Based on taxable equivalent yield. Taxable equivalent yield assumes a 37% federal tax and 3.8% net investment income tax. Move Index is shown on right-hand scale.

Source: Stifel CIO Office via Bloomberg, as of December 12, 2024

	EPS	EPS Forward P/E							Current S&P 500 Index Level
		19x	20x	21x	22x	23x	24x	25x	
	<b>\$285</b>	5,415	5,700	5,985	6,317	6,555	6,840	7,246	
Consensus 2025 EPS →	<b>\$273</b>	5,187	5,460	5,733	6,051	6,279	6,552	6,941	
	<b>\$268</b>	5,092	5,360	5,628	5,940	6,164	6,432	6,814	
	<b>\$259</b>	4,921	5,180	5,439	5,741	5,957	6,216	6,585	
	<b>\$250</b>	4,750	5,000	5,250	5,541	5,750	6,000	6,356	
Consensus 2024 EPS →	<b>\$238</b>	4,522	4,760	4,998	5,275	5,474	5,712	6,051	
	<b>\$230</b>	4,370	4,600	4,830	5,098	5,290	5,520	5,848	

0.6% needed to reach recent high



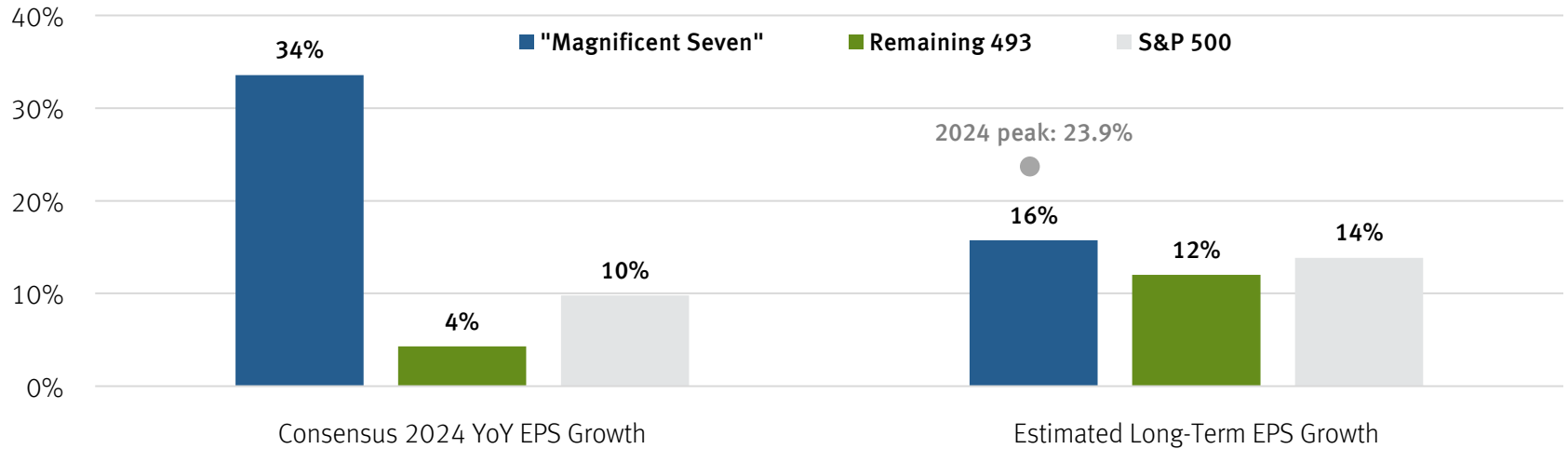
## Since 12/31/22:

- **Chip maker Nvidia is up 840%, now approximately 7% of the cap-weighted S&P 500 and 15% of the index return.\***

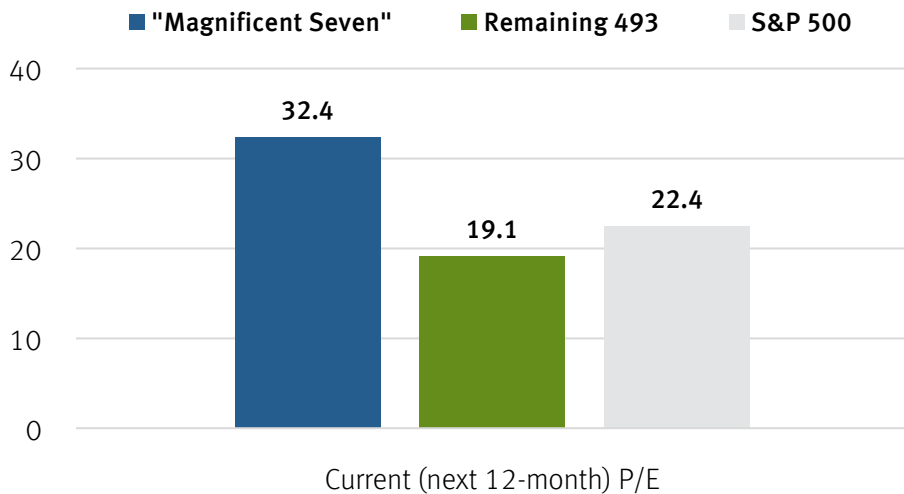
EPS = Earnings Per Share

\*Source: Stifel CIO Office and Bloomberg, as of December 12, 2024

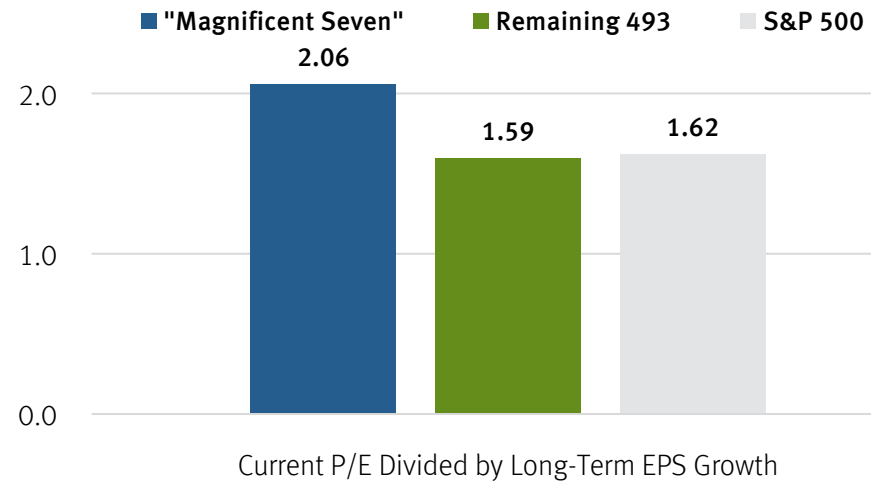
## Earnings Growth



## P/E Multiples



## PEG Ratios



Source: Stifel CIO Office via FactSet, as of December 13, 2024

*S&P 500 Sector Weights and Estimated Earnings Growth YoY%*

	Weight*	FY25
Tech.	32%	23%
Financials	13%	8%
Health Care	10%	21%
Cons. Disc.	11%	12%
Comm. Services	10%	15%
Industrials	8%	19%
Cons. Staples	6%	6%
Energy	3%	7%
Utilities	2%	9%
Materials	2%	19%
Real Estate	2%	5%
S&P 500		15%

\*S&P 500 sector weights are shown.

Source: Stifel CIO Office via FactSet, J.P. Morgan Asset Management, as of December 13, 2024

Index	2022	2023	2024 YTD	YTD – Jul 10 24	Jul 10 24 – Dec 12 24	Nov 05 24 – Dec 12 24
S&P 500 Index	-18.1%	26.3%	28.5%	19.0%	8.0%	4.8%
S&P 500 Eq. Weight.	-11.5%	13.8%	17.5%	5.7%	11.2%	2.3%
S&P 500 Financials	-10.6%	12.1%	33.5%	12.3%	18.8%	6.2%
KBW Reg. Banking	-6.9%	-0.4%	21.5%	-6.9%	30.5%	10.3%
Bloomberg U.S. 1000 Value	-2.5%	9.4%	17.3%	7.6%	9.0%	1.1%
Bloomberg U.S. 1000 Growth	-27.5%	36.1%	32.9%	22.2%	8.7%	6.8%
Bloomberg Magnificent 7	-45.3%	107.0%	73.2%	51.1%	14.6%	18.2%
NYSE FANG+ Index	-40.0%	96.4%	53.0%	40.8%	8.7%	11.8%
Bloomberg U.S. 2000	-20.1%	17.1%	18.2%	0.8%	17.3%	5.1%
MSCI EAFE Index	-14.5%	18.2%	7.3%	7.8%	-0.5%	-0.3%
MSCI EM Index	-20.1%	9.8%	11.2%	10.3%	0.8%	-2.2%
Bloomberg U.S. Agg	-13.0%	5.5%	2.4%	0.1%	2.3%	0.3%



**Middle East Conflict  
Escalation Involving the  
U.S. and Other Allies**

**Prolonged Russia-  
Ukraine War with  
Waning NATO Support**

**Reigniting Inflation and  
Fed Policy Error**

**Economy Slows  
Triggering  
Weaker-Than-Expected  
Earnings**

**Diverging Global Economies  
with Continued Weakness in  
China and Germany**

**The U.S. Fiscal Trajectory  
Threatens Confidence in the  
U.S. Dollar and U.S. Debt**

## Looking Forward

# OUTLOOK 2025

- **Report & Video:** January 8, 2025
- **Client Webinar:** Date to be determined
- **Outlook 2025 articles include:**
  - 2024 Year in Review
  - Outlook 2025 (Shifts)
  - Washington Policy and Political Outlook
  - Crossroads: Four Ways Forward
  - Geopolitical Risk Dashboard
  - The World in 2035: From Vision to Value
  - Allocation Insights

## December

6	Employment
6/20	Consumer Sentiment
11/20	Inflation
17	Retail Sales
18	Fed Policy Decision
24	Housing

## January

10	Employment
6/20	Consumer Sentiment
15/31	Inflation
16	Retail Sales
29	Fed Policy Decision
27	Housing

## February

7	Employment
6/20	Consumer Sentiment
12/28	Inflation
14	Retail Sales
26	Housing

## March

7	Employment
12/28	Inflation
14/28	Consumer Sentiment
14	Retail Sales
19	Fed Policy Decision
25	Housing

## Sources of Potential Volatility

- Macroeconomic Conditions
  - Economy
  - Inflation
  - Monetary Policy
  - Market Valuations
  
- Geopolitical Tensions
  - Russia – Ukraine
  - Israel – Hamas
  - Red Sea
  - South China Sea
  
- Global Election Supercycle
  - 40 major elections worldwide
  - U.S. Elections
  
- Fiscal Transition
  - Regional Bank Stress
    - Commercial Real Estate Loans
  - Corporate Refinancing
  - Government Debt
  - Consumer Spending

## WHERE TO FIND STIFEL GUIDANCE

The Stifel CIO Office develops economic and market analysis, and corresponding investment guidance, for the benefit of Stifel clients. You can find all of our Stifel Guidance at:

[stifelinsights.com](https://stifelinsights.com)

MARKET SIGHT | LINES

### The Shift in Government May Impact Earnings in 2025

My team and I closely monitor company earnings to gauge market trends and manage equity portfolios. The third quarter earnings season is wrapping up, offering key insights into the stock market. With the recent U.S. elections, it's also crucial to consider how upcoming policy changes in D.C. might impact future earnings. We review the third quarter results and explore the potential policy implications of the new administration.

READ | LISTEN

WATCH



### Tariffs, Inflation, and Federal Reserve Policy: Slow and Steady

Market Sight|Lines

While investors cheered the September Federal Reserve (Fed) rate cut with the anticipation of more, inflation remains sticky, which will slow the pace of further cuts. We review the state of inflation, the direction of Fed policy, and the potential impact of any tariffs imposed by the incoming Trump administration.

READ



### Looking Further at the Implications of the 2025 Transition of Power in Washington, D.C.

Market Sight|Lines

We dive into the transformative new policies of the 2025 Trump administration and their potential ripple effects across the economy and markets. With a unified Republican government driving change, we're exploring everything from deregulation to "America First" strategies and what these moves could mean for the future.

READ



### The Impact of the 2024 U.S. Elections

November Investment Strategy Brief

Republicans will have a unified government in 2025, with narrow majorities. We discuss the policies of the new administration and their potential impact on the economy and markets.

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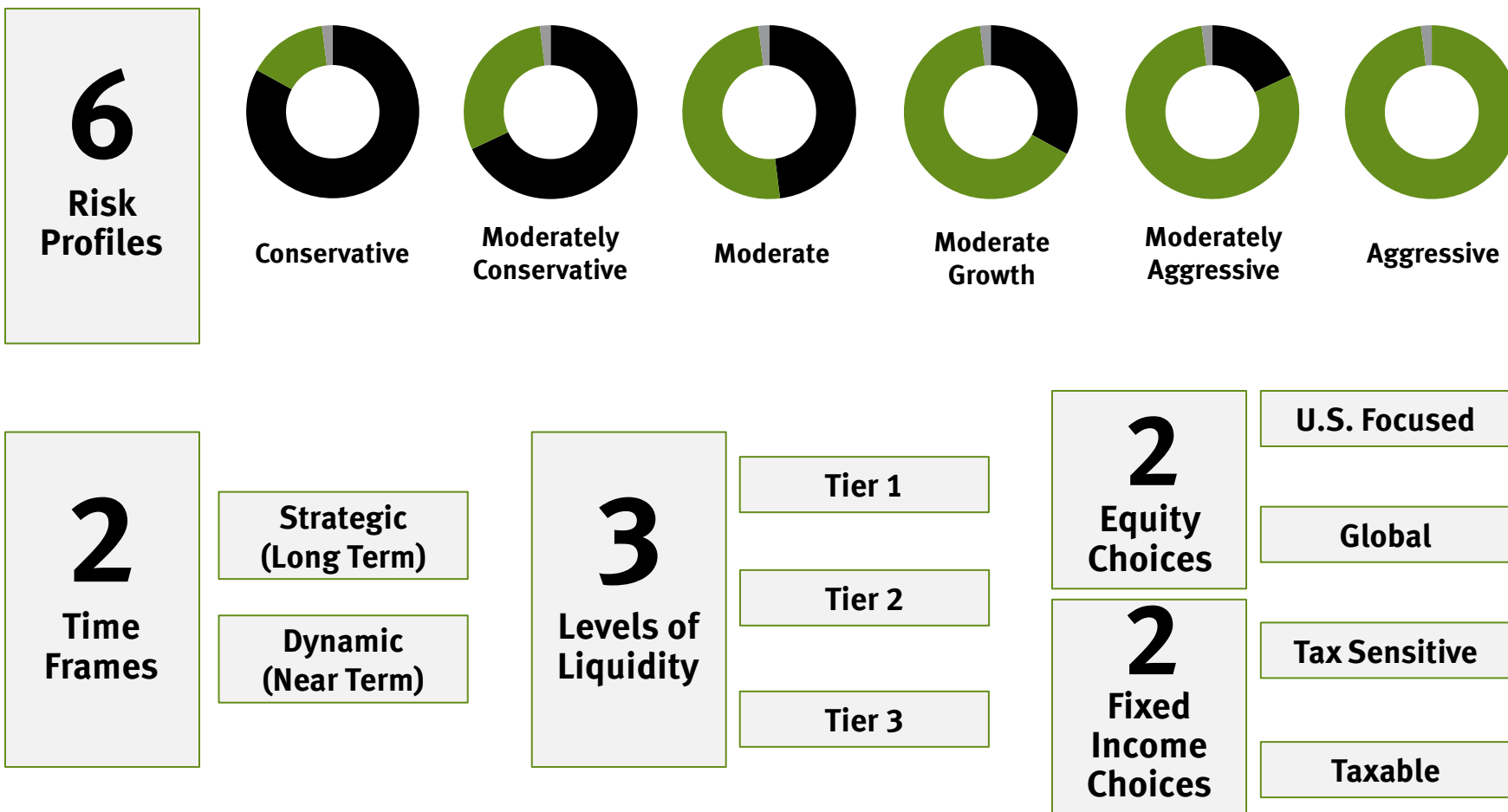
VIDEO | PODCAST | NEWSLETTER





## **Dynamic leanings**

## 144 ASSET ALLOCATION MODELS FOR YOUR SELECTION



## DYNAMIC ASSET ALLOCATION

The following table summarizes our thinking across various asset classes and regions.

Underweight
  Neutral
  Overweight






		ASSET CLASS	CHANGE	CURRENT	COMMENTS
EQUITY			=		
		U.S. Equity vs. Non-U.S. Equity	=		We guide investors to diversify between U.S. and Non-U.S. equity, maintaining a neutral allocation versus our SAA. Non-U.S. equity valuations remain attractive, while the combination of moderating growth, cooling inflation, and continued earnings strength supports the U.S. equity markets.
		U.S. Large Cap vs. U.S. Small Cap	=		Small cap stocks have struggled to maintain momentum as optimism around a soft landing and a rate cutting cycle has been offset by concerns of an economic slowdown and interest rates remaining higher for longer. We have a preference for quality companies with strong balance sheets regardless of market capitalization. We believe there is opportunity within small cap for skilled active investors.
		U.S. Large Value vs. U.S. Large Growth	=		We believe investors should be diversified across both value and growth styles. Within U.S. large cap, we expect returns to broaden out and have a preference for quality companies and those that are expected to benefit from our long-term investment themes such as AI and the Fourth Industrial Revolution.
		Non-U.S. Developed Markets vs. Emerging Markets	=		Both developed and emerging markets remain vulnerable to idiosyncratic risks and headwinds stemming from geopolitical tensions and a slowing global economy. China is facing structural headwinds, and investors are worried about policy uncertainty and possible stresses in its property sector.
	Europe vs. Japan	=		Japanese equities have given back some of their gains recently, but we believe there is still the potential for relative outperformance. Japan's corporate governance is likely to enhance shareholder value in the medium- to long-term. In Europe, weaker Chinese growth and the Russia-Ukraine war remain headwinds for the growth outlook.	



## DYNAMIC ASSET ALLOCATION (CONTINUED)

The following table summarizes our thinking across various asset classes and regions.

 Underweight  
  Neutral  
  Overweight

	ASSET CLASS	CHANGE	CURRENT	COMMENTS
FIXED INCOME	U.S. Investment Grade vs. U.S. High Yield	←		We move to neutral between investment grade and high yield bonds. Spreads are tight, but corporate fundamentals remain strong and the start of the Federal Reserve's rate cutting cycle should mitigate some of the downside risks.
	Corporates Government/Agency MBS	→		We have closed our overweight to government securities relative to investment-grade corporate bonds, as we see corporate fundamentals remaining strong and the Fed's easing dampening downside risks.
	Duration	=		We view duration as a diversifier in a multi-asset class portfolio given the macroeconomic uncertainty and volatility in yields, and so we remain neutral on duration as compared to the overall market.
ALTERNATIVES	Private Assets	=		For investors interested in alternative investments and able to handle illiquidity, exposure to some combination of private equity, private debt, and/or private real estate can be considered as part of a diversified portfolio.
	Hedge Funds	=		For investors interested in alternative investments and able to handle less liquidity who have conviction about manager skill, exposure to hedge funds can be a helpful part of a diversified portfolio. This is especially true in volatile, low-return environments.

Past performance is no guarantee of future results.

Index returns include the reinvestment of dividends but do not include adjustments for brokerage, custodian, and advisory fees.

Indices are unmanaged, do not reflect fees and expenses, and are not available for direct investment.

Past performance does not guarantee future results. Investing involves risk, including the possible loss of principal. Asset allocation and diversification do not ensure a profit or protection against loss.

**Alternative Investments or Non-Traditional Assets** – Alternative investments may include, but are not limited to: Real Estate Investment Trusts (REITs), Commodities, Futures, Hedge Funds, Venture Capital, Limited Partnerships, etc.

**Real Estate** – When investing in real estate companies, property values can fall due to environmental, economic, or other reasons, and changes in interest rates can negatively impact the performance.

**Commodities and Futures** – The risk of loss in trading commodities and futures can be substantial. You should therefore carefully consider whether such trading is suitable for you in light of your financial condition. The high degree of leverage that is often obtainable in commodity trading can work against you as well as for you. The use of leverage can lead to large losses as well as gains.

**Hedge Funds** – *Investors should be aware that hedge funds often engage in leverage, short-selling, arbitrage, hedging, derivatives, and other speculative investment practices that may increase investment loss. Hedge funds can be highly illiquid, are not required to provide periodic pricing or valuation information to investors, and often charge high fees that can erode performance. Additionally, they may involve complex tax structures and delays in distributing tax information. While hedge funds may appear similar to mutual funds, they are not necessarily subject to the same regulatory requirements as mutual funds.*

**Venture Capital** – Venture capital investments involve substantial risks. The risks associated with investing in companies in the start-up or expansion stages of development are greater than those of companies in later stages, because the companies' business concepts generally are unproven and the companies have little or no track record.

**Limited Partnerships** – Generally, limited partnership investments are suitable only for a narrow class of relatively sophisticated investors. Limited partnership investments may be speculative in nature and be subject to resale restrictions or illiquidity. An investment is appropriate only for investors who have the capacity to absorb a loss of some or all of their investment.

**Bonds** – When investing in bonds, it is important to note that as interest rates rise, bond prices will fall. High-yield bonds have greater credit risk than higher quality bonds.

**Duration** – Duration is a measure of the sensitivity of the price -- the value of principal -- of a fixed-income investment to a change in interest rates. Duration is expressed as a number of years.

**Standard Deviation** – Standard deviation is a measure of the dispersion of a set of data from its mean. It is calculated as the square root of variance by determining the variation between each data point relative to the mean. If the data points are further from the mean, there is higher deviation within the data set.

**International and Emerging Markets** – There are special considerations associated with international investing, including the risk of currency fluctuations and political and economic events. Investing in emerging markets may involve greater risk and volatility than investing in more developed countries.

**Private Equity** – *Private equity funds are not appropriate for all investors. Investors should be aware that private equity funds may contain speculative investment practices that can lead to a loss of the entire investment. Private equity funds may invest in entities in which no secondary market exists and, as such, may be highly illiquid. The funds are not required to provide periodic pricing or valuation information to investors and often charge high fees that can erode performance. Additionally, they may involve complex tax structures and delays in distributing tax information.*

**Short Positions** – The investor should note that when a short position moves in an unfavorable way, the losses are theoretically unlimited. The broker will demand more collateral and the manager might have to close out that short position at an inopportune time to limit any further losses.

**Small Company Securities** – Small company securities are typically more volatile and carry additional risks, since smaller companies generally are not as well established as larger companies.

**Bloomberg U.S. Treasury Bills 1-3 Months Index** includes all publicly issued zero-coupon U.S. Treasury Bills that have a remaining maturity of less than three months and more than one month, are rated investment grade, and have \$250 million or more of outstanding face value.

**Bloomberg U.S. Corporate IG Index** is an unmanaged index considered representative of fixed-rate investment-grade taxable bond debt.

**Bloomberg U.S. Aggregate Corporate Index** is an unmanaged index considered representative of fixed-rate investment-grade taxable bond debt.

**Bloomberg U.S. Corporate High Yield** is an unmanaged index considered representative of fixed-rate, noninvestment-grade debt.

**Bloomberg U.S. Government Bond Index** is an unmanaged index considered representative of fixed-rate, investment-grade US Government debt.

**Bloomberg Global Aggregate** This index provides a broad-based measure of the global investment-grade, fixed-rate debt market.

**DXY Index** is a measure of the value of the U.S. dollar relative to the value of a basket of currencies of the majority of the U.S.'s most significant trading partners.

**S&P 500 Index** is a capitalization-weighted index of 500 stocks. The index is designed to measure performance of the broad domestic economy through changes in the aggregate market value of 500 stocks representing all major industries.

**S&P 500 Equal Weight Index** is the equal-weight version of the widely regarded Standard & Poor's 500 Index, which is generally considered representative of the U.S. large capitalization market. The index has the same constituents as the capitalization-weighted S&P 500, but each company in the index is allocated a fixed weight of 0.20% at each quarterly rebalancing.

**S&P 500 Financials Index** comprises those companies included in the S&P 500 that are classified as members of the GICS® financials sector.

**Bloomberg U.S. 1000 Value Index** provides exposure to companies with superior value factor scores based on their earnings yield, valuation, dividend yield, and growth.

**Bloomberg U.S. 1000 Growth Index** provides exposure to companies with superior growth factor scores based on their earnings yield, valuation, dividend yield, and growth.

**Bloomberg U.S. 1000 Index** is a float market-cap-weighted benchmark of the 1000 most highly capitalized US companies.

**Bloomberg U.S. 2000 Index** is a float market-cap-weighted benchmark of the lower 2000 in capitalization of the Bloomberg US 3000 Index.

**MSCI EAFE Index** captures large and mid cap representation across Developed Markets countries around the world, excluding the U.S. and Canada. With 914 constituents, the index covers approximately 85% of the free float-adjusted market capitalization in each country.

**MSCI Emerging Markets (EM) Index** captures large and mid cap representation across 23 Emerging Markets (EM) countries. With 837 constituents, the index covers approximately 85% of the free float-adjusted market capitalization in each country.

**Morgan Stanley Market implied pace of hikes index (MSPOKE)** is the number of Fed rate hikes in the 12 months following the first rate hike implied by the Eurodollar interest rate futures market.

The **MSCI World Index** is a free float-adjusted market capitalization-weighted index that is designed to measure the equity market performance of developed markets.

The **Bloomberg Magnificent 7 Total Return Index** is an equal-dollar weighted equity benchmark consisting of a fixed basket of 7 widely-traded companies classified in the United States and representing the Communications, Consumer Discretionary and Technology sectors as defined by Bloomberg Industry Classification System (BICS).

**Wilshire 5000 Index** is a market-capitalization-weighted index of the market value of all stocks actively traded in the United States.

**VIX Index** shows the market's expectation of 30-day volatility. It is constructed using the implied volatilities of a wide range of S&P 500 index options.

**EURO STOXX 50** is a stock index of Eurozone stocks designed by STOXX, an index provider owned by Deutsche Börse Group. According to STOXX, its goal is "to provide a blue-chip representation of Supersector leaders in the Eurozone

**Cash & Cash Equivalent** is represented by the Bloomberg U.S. Treasury 3-6 months Bill Index, comprised of treasury bills issued by the U.S. government with less than one year to maturity.

**U.S. Government Bonds** is represented by the Bloomberg U.S. Government Bond Index, comprised of the U.S. Treasury and U.S. Agency indexes.

**U.S. Corp IG Bonds** is represented by the Bloomberg U.S. Corporate Bond Index, comprised of the investment grade, fixed-rate, taxable corporate bond market.

**High-Yield Bonds** is represented by the Bloomberg U.S. Corporate High Yield Bond Index, comprised of U.S. Dollar denominated, high-yield, fixed-rate corporate bond market securities.

**U.S. LC (Large Cap)** equities is represented by the Bloomberg U.S. 1000 Index, comprised of a float market-cap-weighted benchmark of the 1000 most highly capitalized US companies.

**U.S. SC (Small Cap)** equities is represented by the Bloomberg U.S. 2000 Index, comprised of a float market-cap-weighted benchmark of the lower 2000 in capitalization of the Bloomberg US 3000 Index.

**Developed International Equities** is represented by the MSCI EAFE Index, comprised of equity securities that belong to markets outside of the U.S. and Canada.

**Emerging Markets Equities** is represented by the MSCI EM Index, comprised of equity securities that belong to emerging markets.

**Moderate Bench** stands for moderate benchmark portfolio return which is a blended portfolio of stocks (60% weight, represented by MSCI AC World Index) and bonds (40% weight, represented by Bloomberg U.S. Agg Gov/Credit).

**MSCI AC World Index** is comprised of equity securities belonging to 23 developed markets and 24 emerging markets countries.

**Bloomberg U.S. Government/Credit Bond Index** is comprised investment grade, dollar-denominated, fixed-rate Treasuries, government-related and corporate securities.

**KBW Nasdaq Regional Banking Index** seeks to reflect the performance of U.S. companies that do business as regional banks of thrifts.

**NYSE FANG+ Index** is an equal-dollar weighted index designed to track the performance of highly-traded growth stocks of technology and tech-enabled companies in the technology, media & communications and consumer discretionary sectors such as Facebook, Apple, Amazon, Netflix, and Alphabet's Google.

**NCREIF Property Index** is a quarterly, unleveraged composite total return for private commercial real estate properties held for investment purposes only.

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