



INVESTMENT STRATEGY BRIEF:

The Impact of the
2024 U.S. Elections

[Watch](#)

[Listen](#)

[Read](#)

STIFEL

Elections

page 3

Artificial Intelligence

page 7

Economy

page 10

Markets

page 18

Looking Forward

page 26

Dynamic Leanings

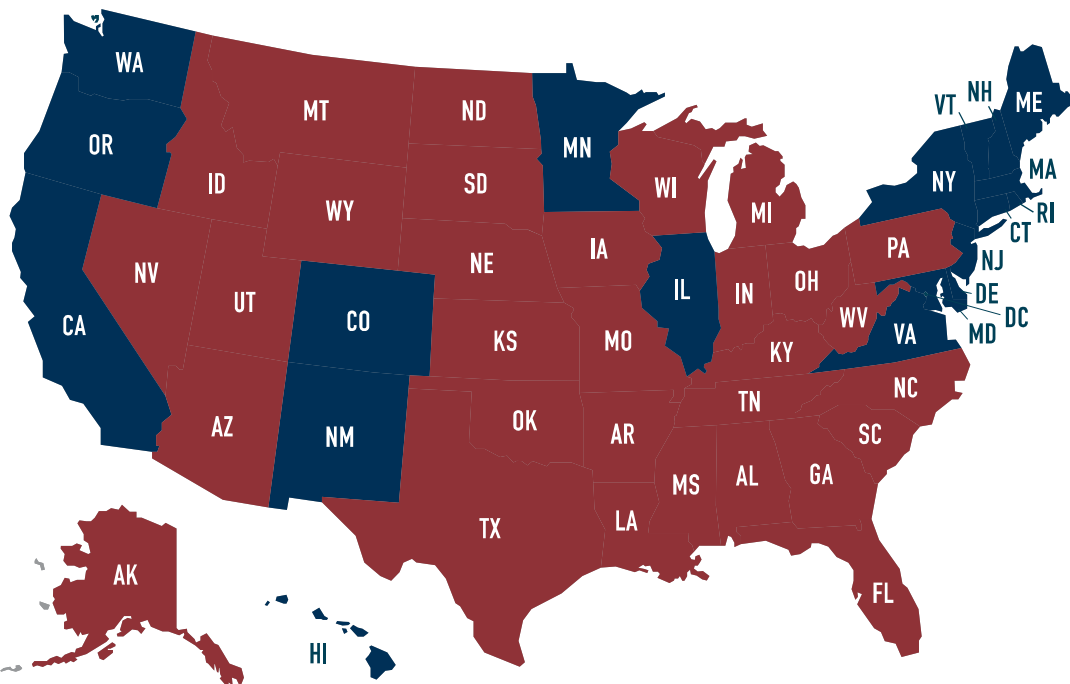
page 29

Elections

Electoral Votes

Trump: 312

Harris: 226



Democrat

Republican

CONGRESS

HOUSE OF REPRESENTATIVES:



SENATE:



Note: there are 4 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 and climate initiatives.

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.

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 on alternative energy like wind and solar will be offset with renewed support 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.

Chicago Board of Options Exchange Volatility Index



Source: Stifel CIO Office, via Bloomberg, as of November 20, 2024

Artificial Intelligence

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

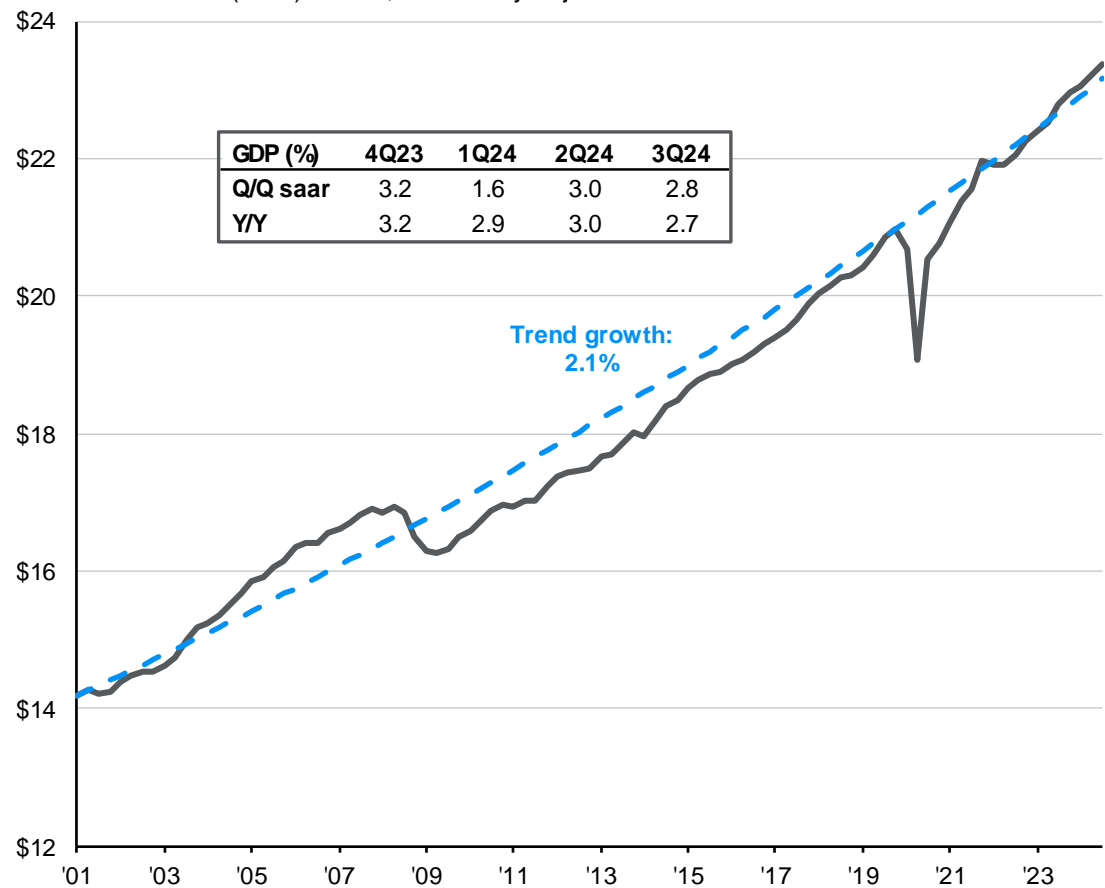
Get to Know Our Long-Term Investment Themes

| 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 | |

Economy

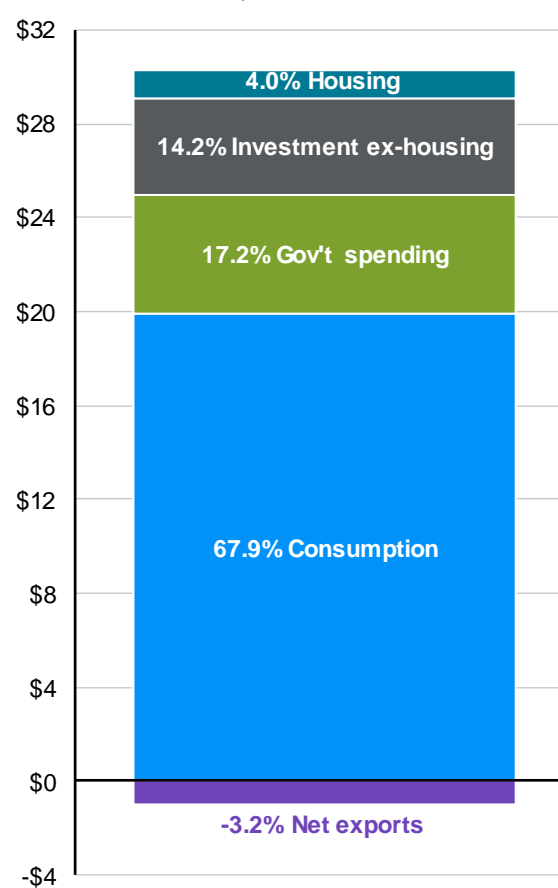
Real GDP

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 November 18, 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)

“Both credit card and debit card spend were up in the third quarter from a year ago, and although the pace of growth has slowed, it is **still healthy**.”

– Wells Fargo CEO Charles Scharf (October 11)

“The reduction of excess savings, interest rates, and inflation are **pressuring consumers’ ability to spend**. Consumers are purchasing lower-priced items, buying less, and focusing on essentials... they are **more cautious with their spending**.”

– Kroger Co. CEO Rodney McMullen (September 12)

“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**.”

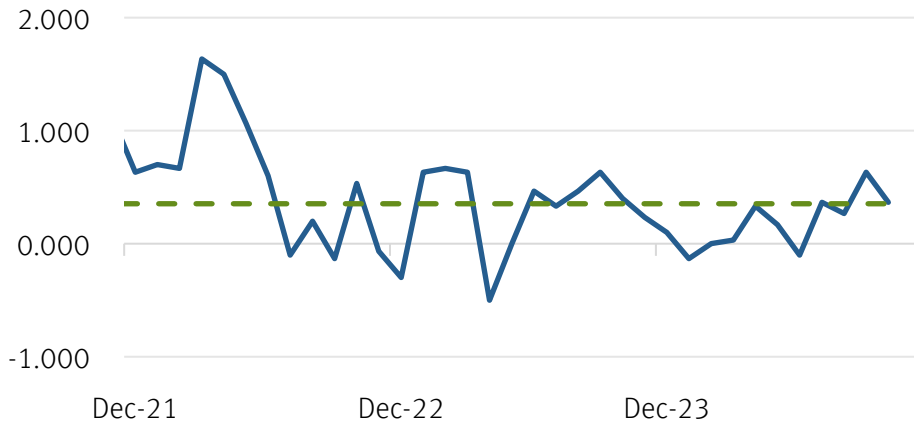
– Bank of America CEO Brian Moynihan (October 15)

“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)

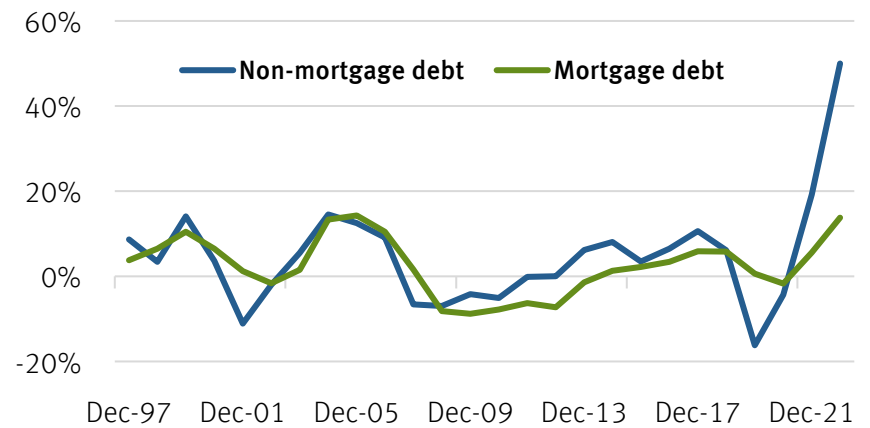
“Customers are being **careful** about how much they spend, and Amazon is continuing to lower prices.”

– Amazon CEO Andy Jassy (October 31)

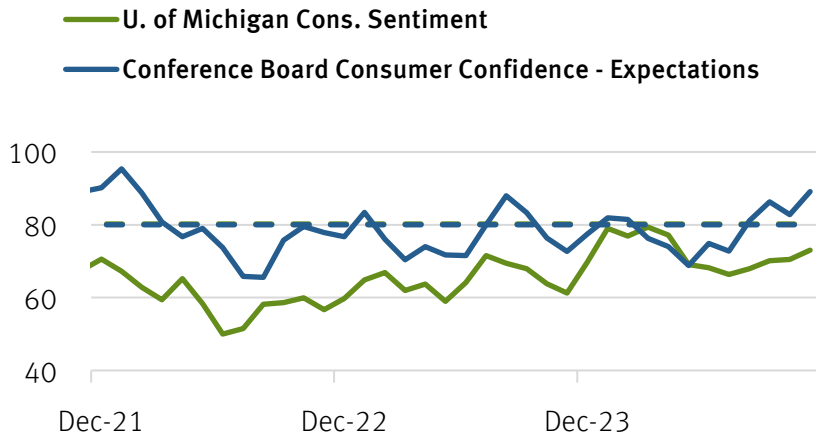
Retail Sales MoM - 3-month Moving Average



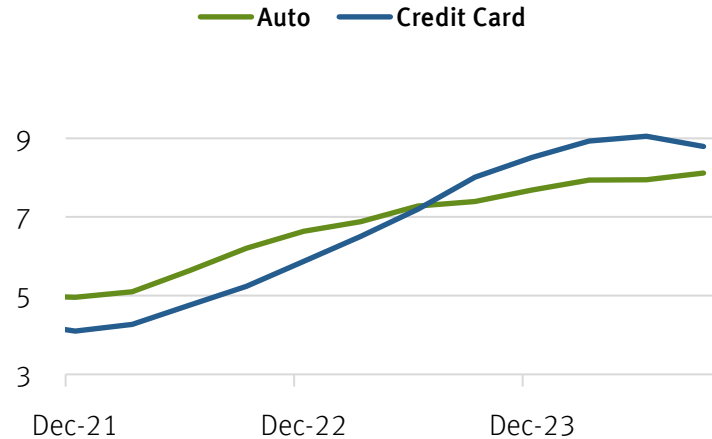
Interest paid on Consumer Debt YoY %



Consumer Confidence and Sentiment

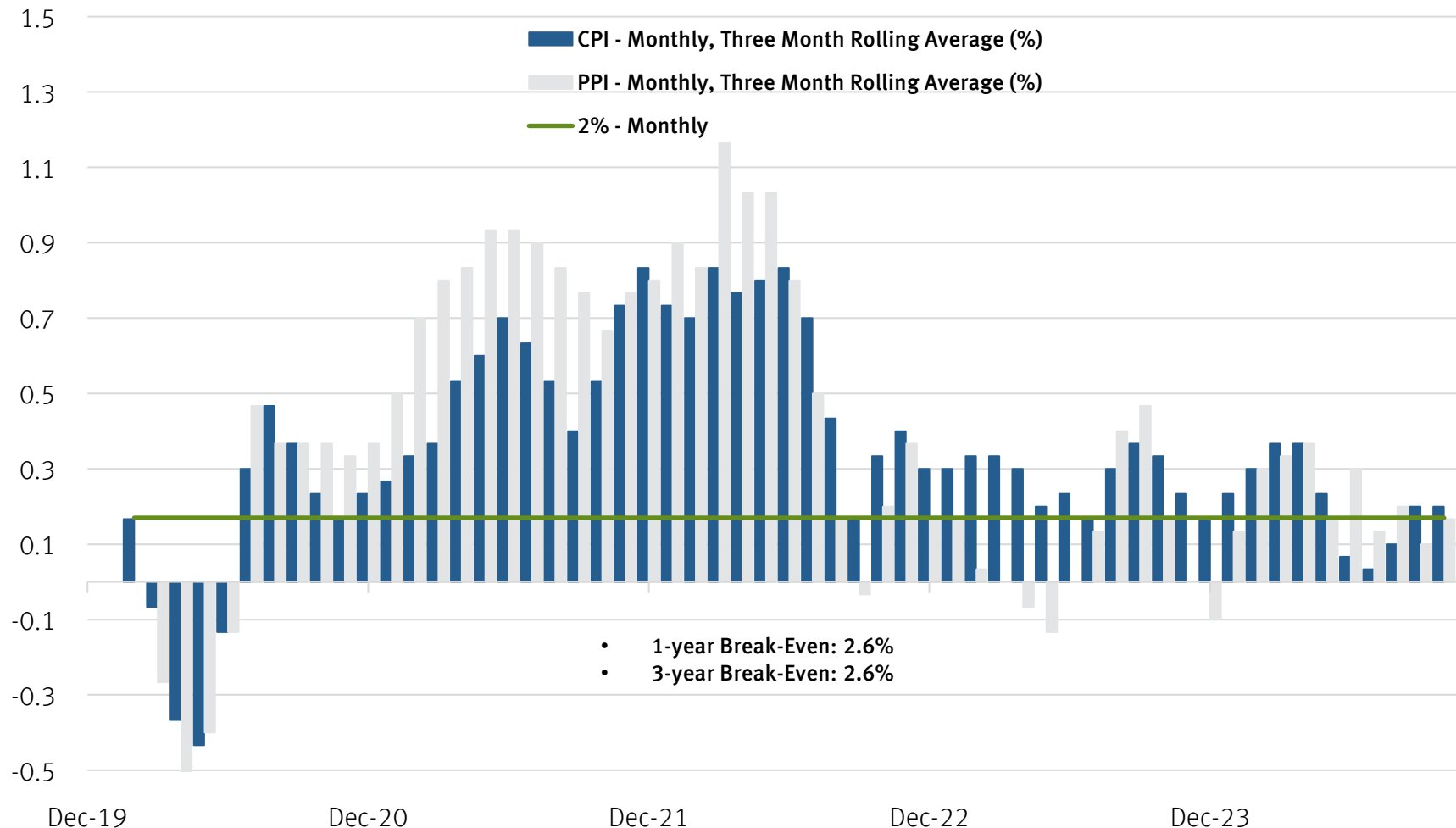


% of balance delinquent 30+ days



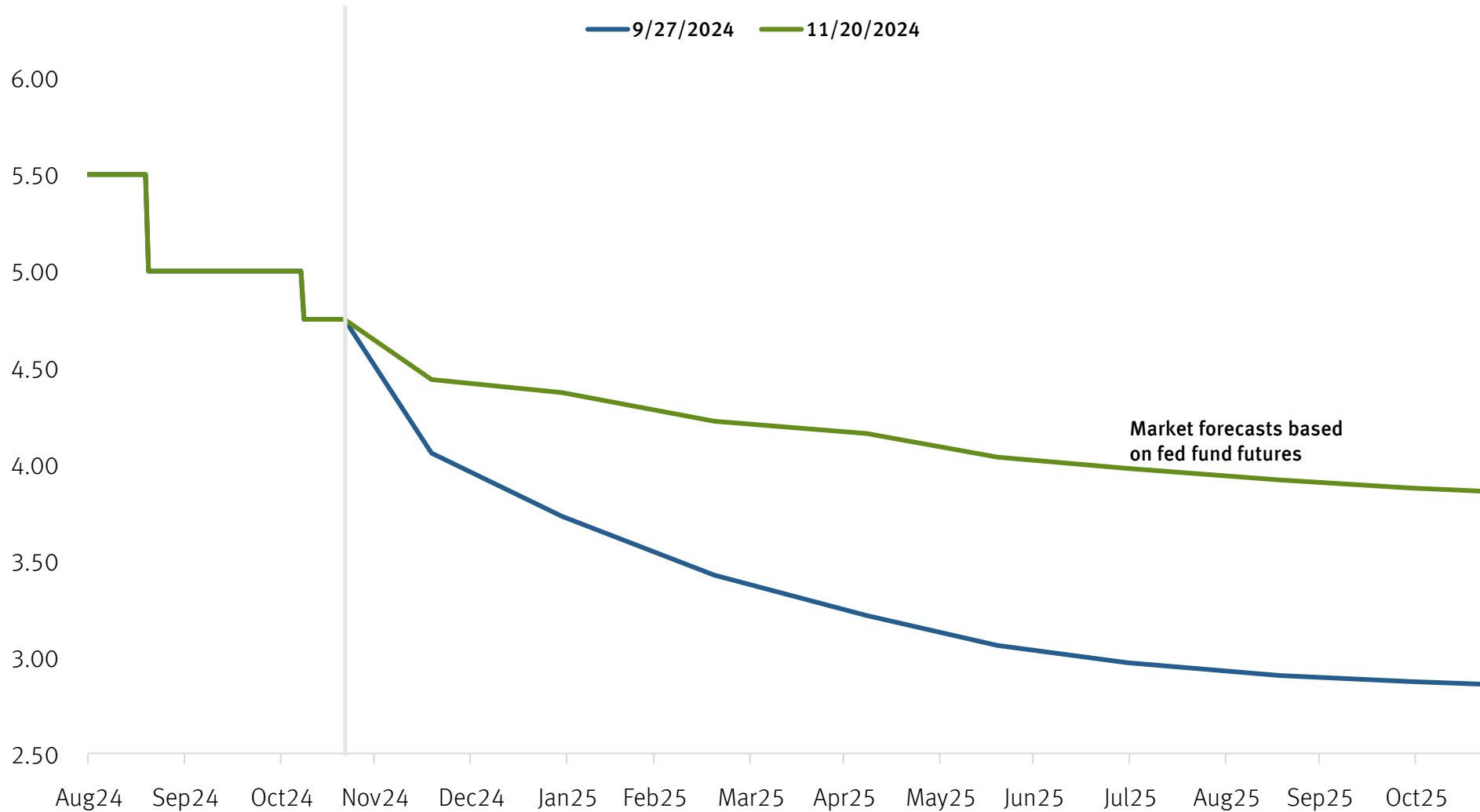
Source: Stifel CIO Office via Bloomberg, Bureau of Economic Analysis, and *The Wall Street Journal* as of November 15, 2024; Dashed lines represent historic averages except for Conf. Board Cons. Confidence Expectations. MoM = Month Over Month. YoY = Year Over Year; For interest paid on Consumer Debt, annual values are shown.

Monthly Inflation Trends



Source: Stifel CIO Office via Bloomberg, as of November 20, 2024
 CPI = Consumer Price Index
 PPI = Producer Price Index
 Fed = Federal Reserve

Fed Funds Target Rate - Upper Bound



Source: Stifel CIO Office via Bloomberg, as of November 20, 2024

Debt Added Since GFC

| | |
|------------|------------------------|
| Households | \$5.6 trillion |
| Corporate | \$8.6 trillion |
| Federal | \$26.7 trillion |

10-year Treasury Yield

| | |
|------------------|-------------|
| Now | 4.4% |
| 10 Years Forward | 5.1% |
| 20 Years Forward | 4.2% |

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

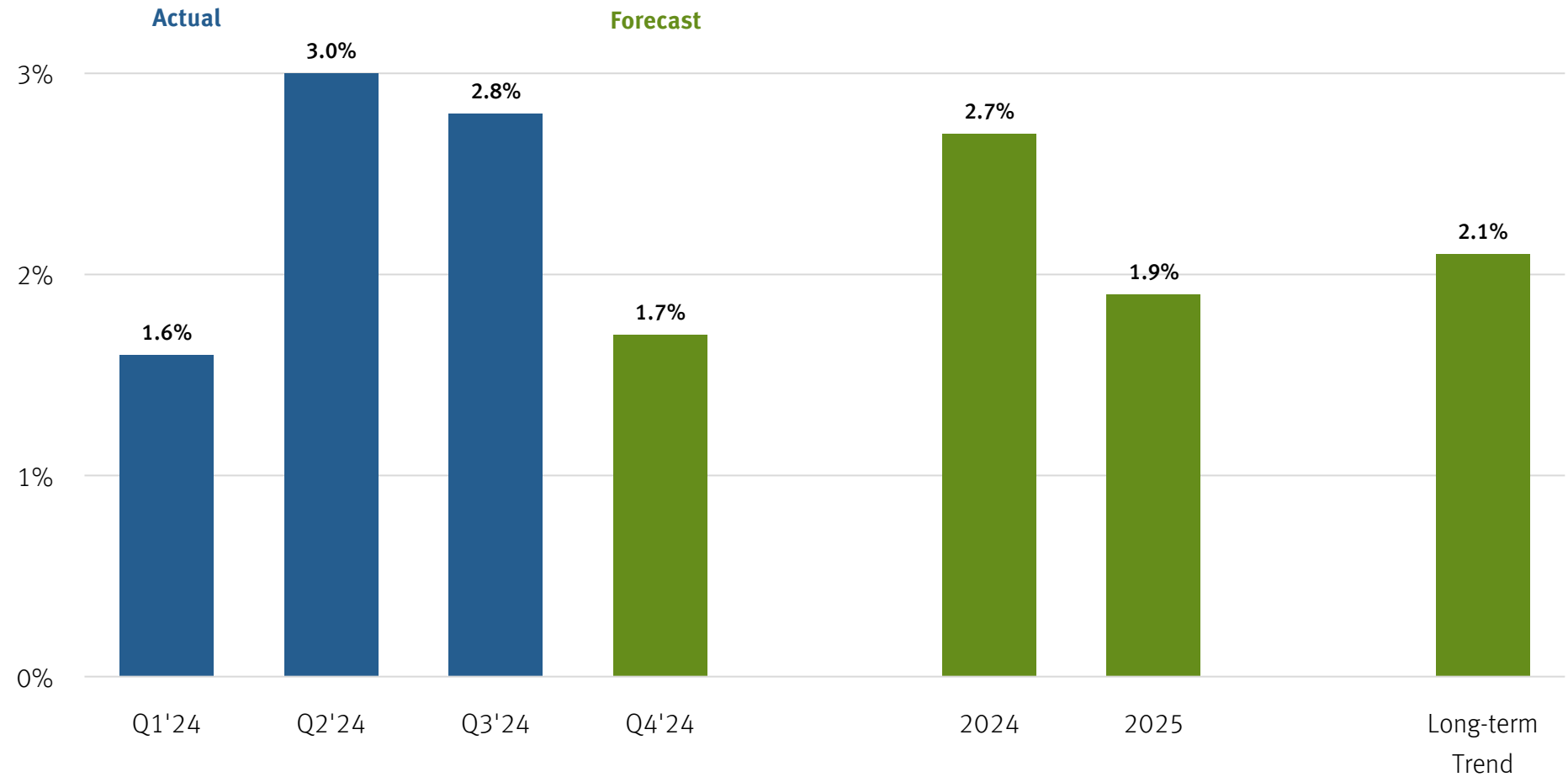
“...the...federal government’s fiscal path...is on an unsustainable path. The level of our debt, relative to the economy, is not unsustainable. The path is unsustainable...you’ve got a very large deficit...And that’s expected to continue....So, it’s important...they be dealt with. It is ultimately a 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?

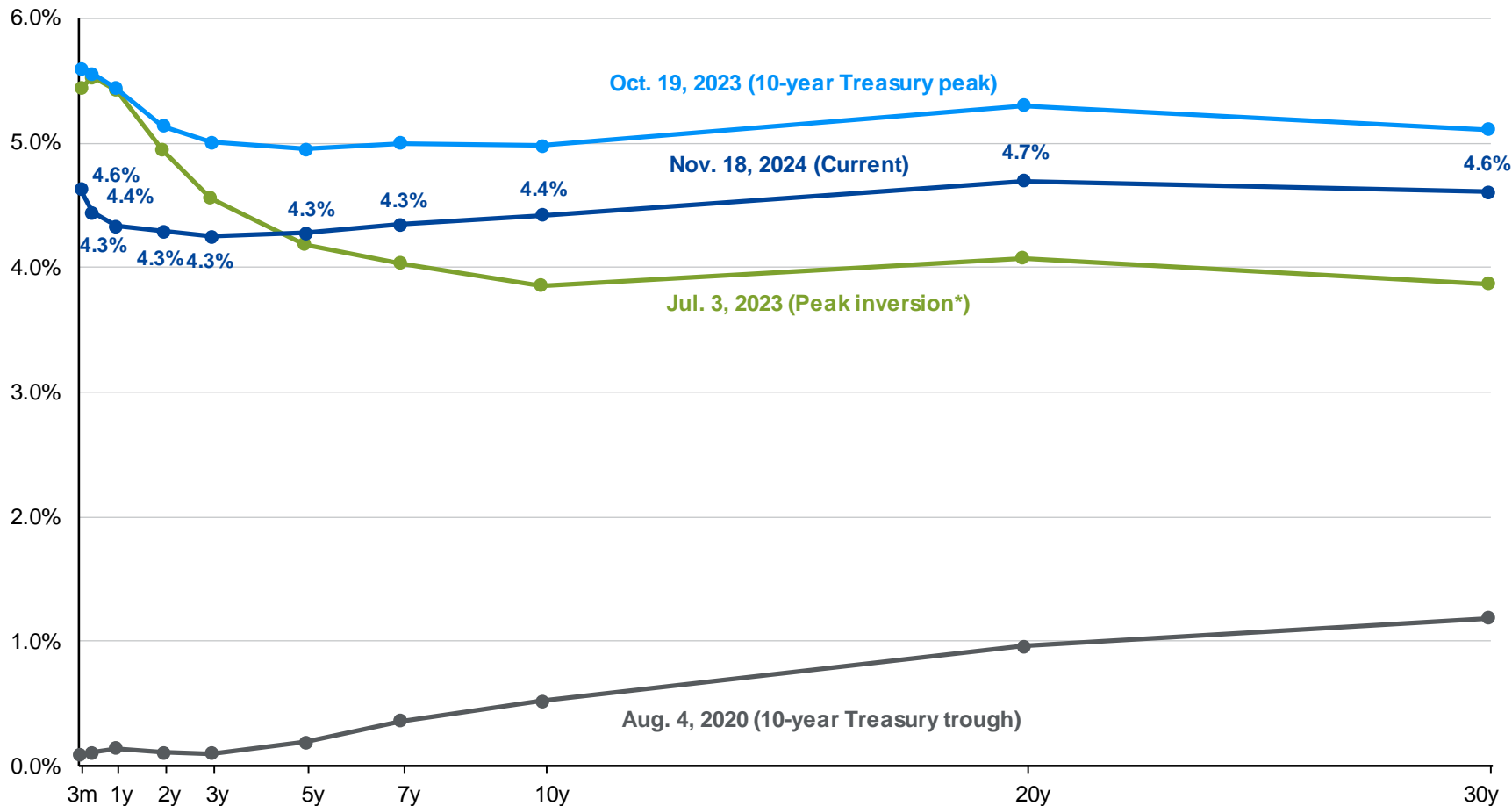
Consensus GDP Estimates



Source: Stifel CIO Office via Bloomberg, as of November 15, 2024.

Markets

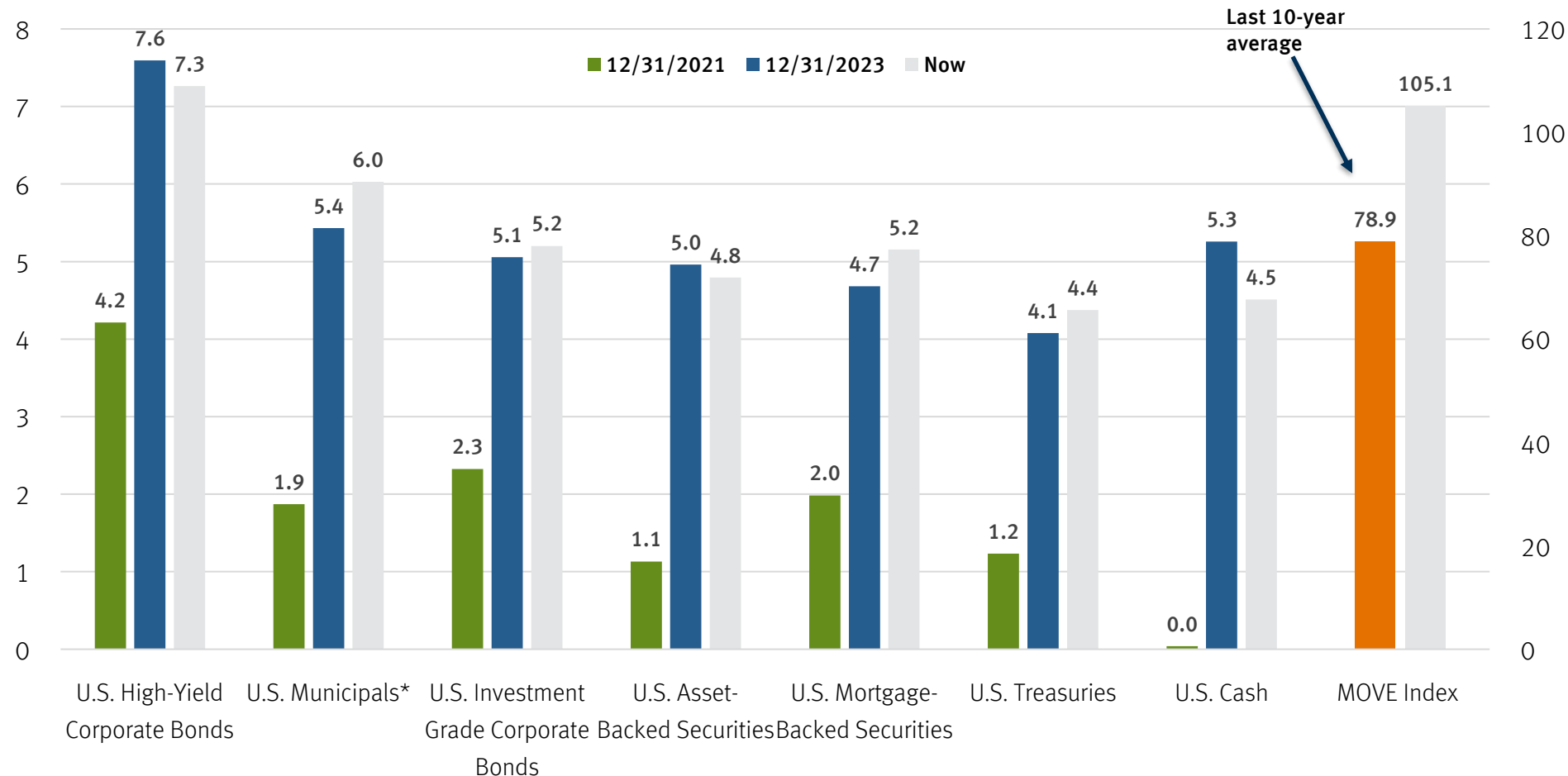
U.S. Treasury yield curve



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 November 18, 2024.

Fixed Income Yield (Percentage)

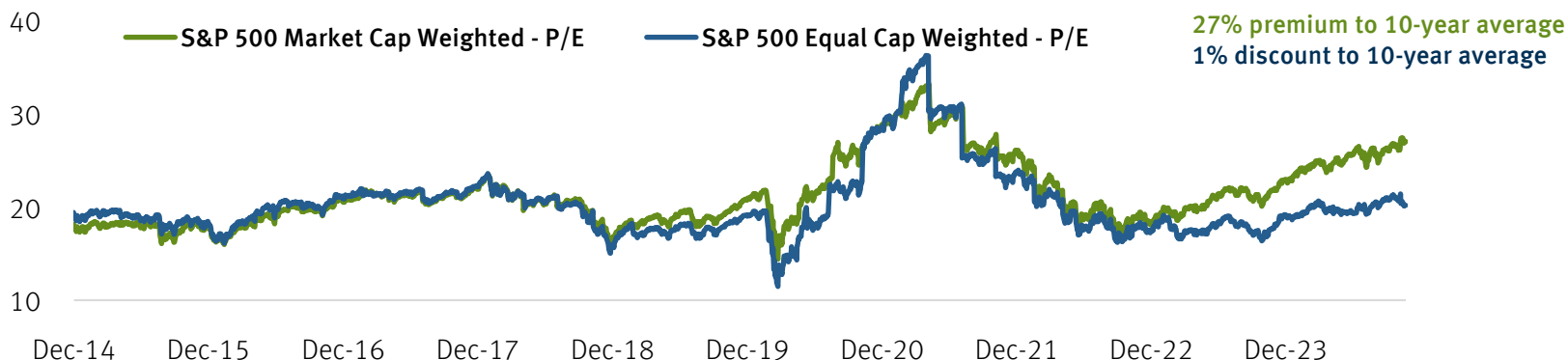


*Based on taxable equivalent yield. Taxable equivalent yield assumes a 37% federal tax and 3.8% net investment income tax. Move Index is shown on right-hand scale.

Source: Stifel CIO Office via Bloomberg, as of November 19, 2024

| | EPS | EPS Forward P/E | | | | | | |
|----------------------|--------------|-----------------|-------|-------|-------|-------|-------|-------|
| | | 19x | 20x | 21x | 22x | 23x | 24x | 25x |
| | \$285 | 5,415 | 5,700 | 5,985 | 6,132 | 6,555 | 6,840 | 7,056 |
| Consensus 2025 EPS → | \$275 | 5,225 | 5,500 | 5,775 | 5,917 | 6,325 | 6,600 | 6,808 |
| | \$268 | 5,092 | 5,360 | 5,628 | 5,766 | 6,164 | 6,432 | 6,635 |
| | \$259 | 4,921 | 5,180 | 5,439 | 5,573 | 5,957 | 6,216 | 6,412 |
| | \$250 | 4,750 | 5,000 | 5,250 | 5,379 | 5,750 | 6,000 | 6,189 |
| Consensus 2024 EPS → | \$239 | 4,541 | 4,780 | 5,019 | 5,142 | 5,497 | 5,736 | 5,917 |
| | \$230 | 4,370 | 4,600 | 4,830 | 4,949 | 5,290 | 5,520 | 5,694 |

1.4% needed to reach recent high



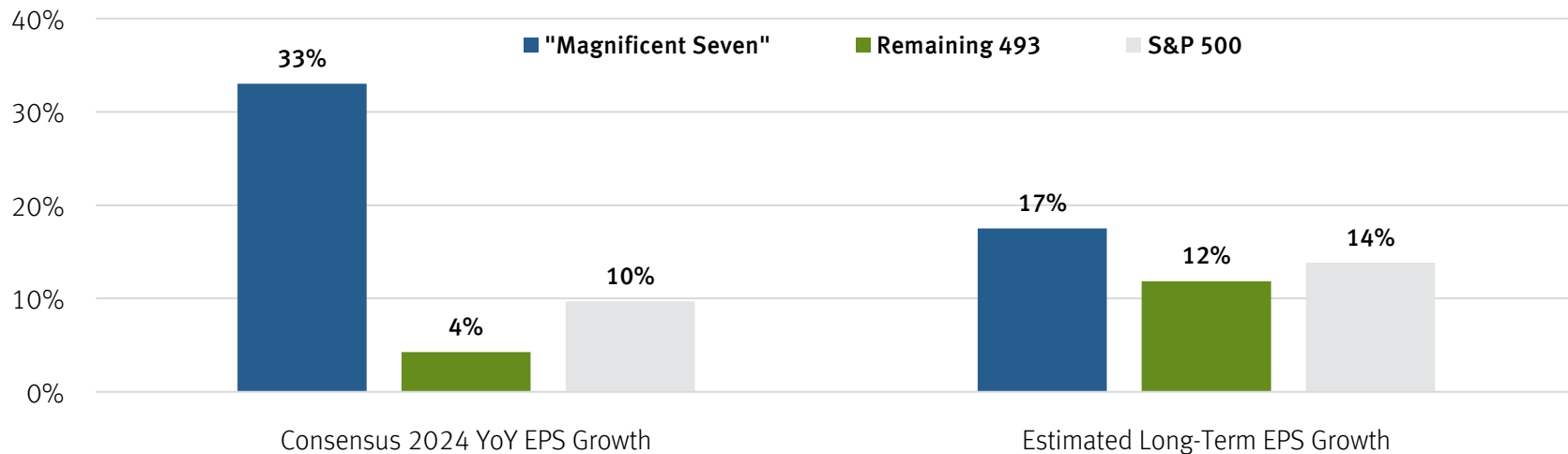
Since 12/31/22:

- **Chip maker Nvidia is up 907%, now approximately 7% of the cap-weighted S&P 500 and 17% of the index return.***

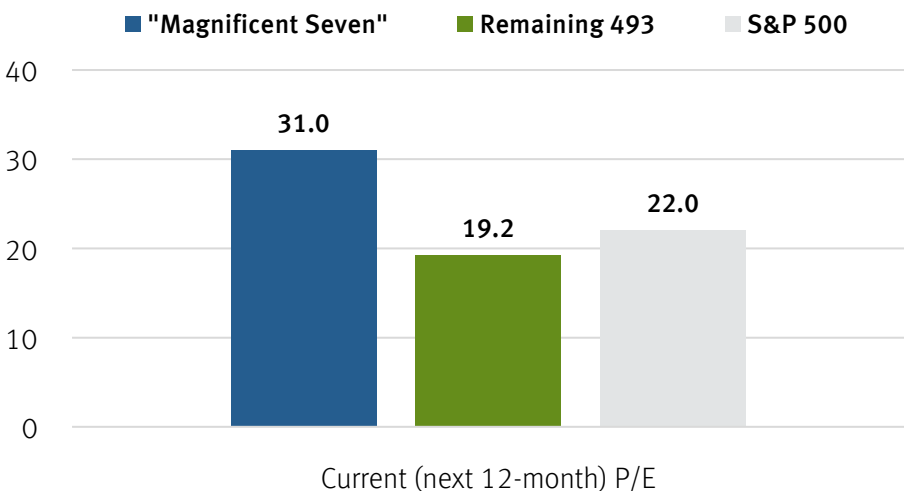
EPS = Earnings Per Share

*Source: Stifel CIO Office and Bloomberg, as of November 19, 2024

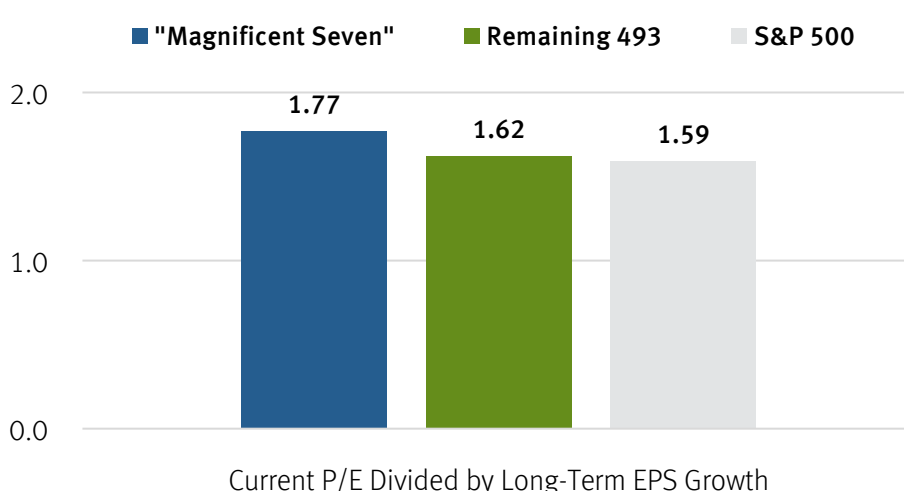
Earnings Growth



P/E Multiples



PEG Ratios



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

| | Weight* | FY25 |
|----------------|---------|------|
| Tech. | 32% | 22% |
| Financials | 14% | 8% |
| Health Care | 10% | 21% |
| Cons. Disc. | 11% | 12% |
| Comm. Services | 9% | 15% |
| Industrials | 9% | 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 November 20, 2024

| Index | 2021 | 2022 | 2023 | Dec 31 23 – Jul 10 24 | Jul 10 24 – Nov 19 24 | Nov 5 24 – Nov 19 24 |
|----------------------------|-------|--------|--------|-----------------------------|-----------------------------|----------------------------|
| S&P 500 Index | 28.7% | -18.1% | 26.3% | 19.0% | 5.5% | 2.4% |
| S&P 500 Eq. Weight. | 29.6% | -11.5% | 13.8% | 5.7% | 10.2% | 1.4% |
| S&P 500 Financials | 34.9% | -10.6% | 12.1% | 12.3% | 19.1% | 6.4% |
| KBW Reg. Banking | 36.7% | -6.9% | -0.4% | -6.9% | 30.5% | 10.3% |
| Bloomberg U.S. 1000 Value | 28.6% | -2.5% | 9.4% | 7.6% | 10.1% | 2.1% |
| Bloomberg U.S. 1000 Growth | 26.1% | -27.5% | 36.1% | 22.2% | 4.7% | 2.8% |
| Bloomberg Magnificent 7 | 51.5% | -45.3% | 107.0% | 51.1% | 4.5% | 7.8% |
| NYSE FANG+ Index | 17.7% | -40.0% | 96.4% | 40.8% | 1.6% | 4.5% |
| Bloomberg U.S. 2000 | 18.6% | -20.1% | 17.1% | 0.8% | 14.8% | 2.9% |
| MSCI EAFE Index | 11.3% | -14.5% | 18.2% | 7.8% | -2.8% | -2.7% |
| MSCI EM Index | -2.5% | -20.1% | 9.8% | 10.3% | -0.9% | -3.8% |
| Bloomberg U.S. Agg | -1.5% | -13.0% | 5.5% | 0.1% | 1.6% | -0.4% |

**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

| November | |
|----------|---------------------|
| 1 | Employment |
| 7 | Fed Policy Decision |
| 8/22 | Consumer Sentiment |
| 13/27 | Inflation |
| 15 | Retail Sales |
| 29 | Housing |

| 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 |
| | |

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:

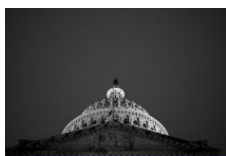
stifelinsights.com

CLIENT WEBINAR REPLAY

2024 U.S. Elections: The Results and Investment Implications

On November 7, we recapped the election results and discussed what they mean for future legislation and the investment implications.

WATCH



Republicans Win Big in 2024: Economic and Market Implications

Market SightLines

This week, American voters headed to the polls, reflecting Donald J. Trump and shifting the Senate to Republican control. In this week's SightLines, we recap the election results and delve into the economic and market implications of this significant power shift in Washington, D.C.

READ



Positive Economic Results May Be Giving Way to a Slowdown Soon

Market SightLines

Is a slowdown on the horizon? The job market is cooling, consumer sentiment is cautiously optimistic, and third quarter GDP was positive but below expectations. We explore these key economic indicators and their impact on the economy and markets as we look forward.

READ



A Smooth Flight Perhaps... Or Turbulence Ahead?

It's been smooth sailing for the U.S. economy and markets, but in our October Investment Strategy Brief we discuss how uncertainties around the upcoming election, U.S. fiscal trajectory, and Middle East conflicts may create some turbulence ahead.

WATCH

Popular insights from Stifel's CIO Office include:



WEEKLY | MONTHLY | QUARTERLY



VIDEO | PODCAST | NEWSLETTER



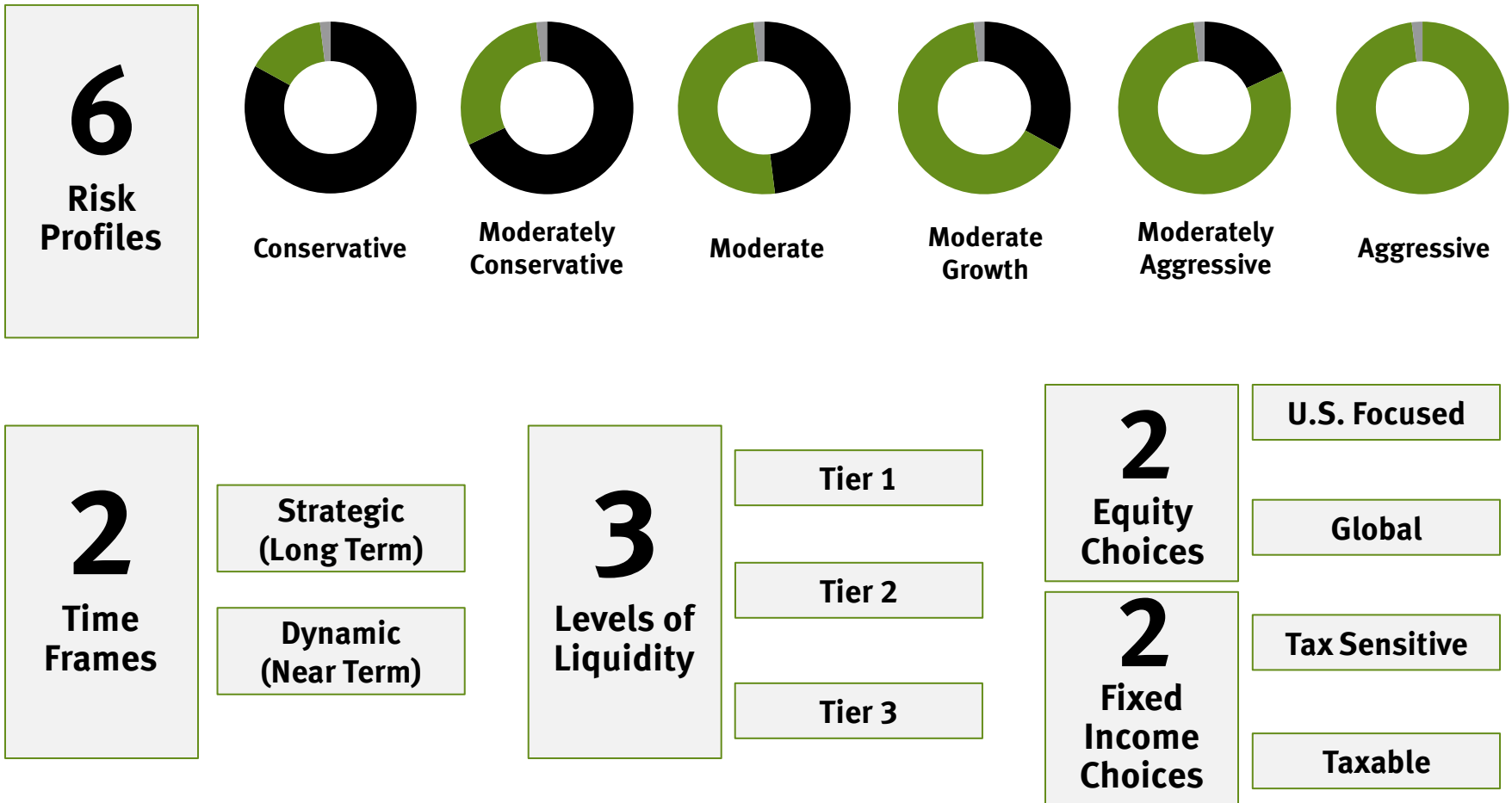
VIDEO | PODCAST | NEWSLETTER





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 | ← | <div style="display: flex; justify-content: space-around; width: 100px;"> <div style="width: 10px; height: 10px; background-color: black;"></div> <div style="width: 10px; height: 10px; background-color: gray;"></div> <div style="width: 10px; height: 10px; background-color: green;"></div> </div> | 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 | → | <div style="display: flex; justify-content: space-around; width: 100px;"> <div style="width: 10px; height: 10px; background-color: gray;"></div> </div> | 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 | = | <div style="display: flex; justify-content: space-around; width: 100px;"> <div style="width: 10px; height: 10px; background-color: gray;"></div> </div> | 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 | = | <div style="display: flex; justify-content: space-around; width: 100px;"> <div style="width: 10px; height: 10px; background-color: gray;"></div> </div> | 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 | = | <div style="display: flex; justify-content: space-around; width: 100px;"> <div style="width: 10px; height: 10px; background-color: gray;"></div> </div> | 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.

Stifel, Nicolaus & Company, Incorporated | Member SIPC & NYSE | www.stifel.com
3 Bryant Park | 1095 Avenue of the Americas | New York, New York 10036

1124.7347762.1