



CAPITAL MARKETS REVIEW

January 2024

RAYMOND JAMES

REVIEWING THE QUARTER ENDED December 31, 2023

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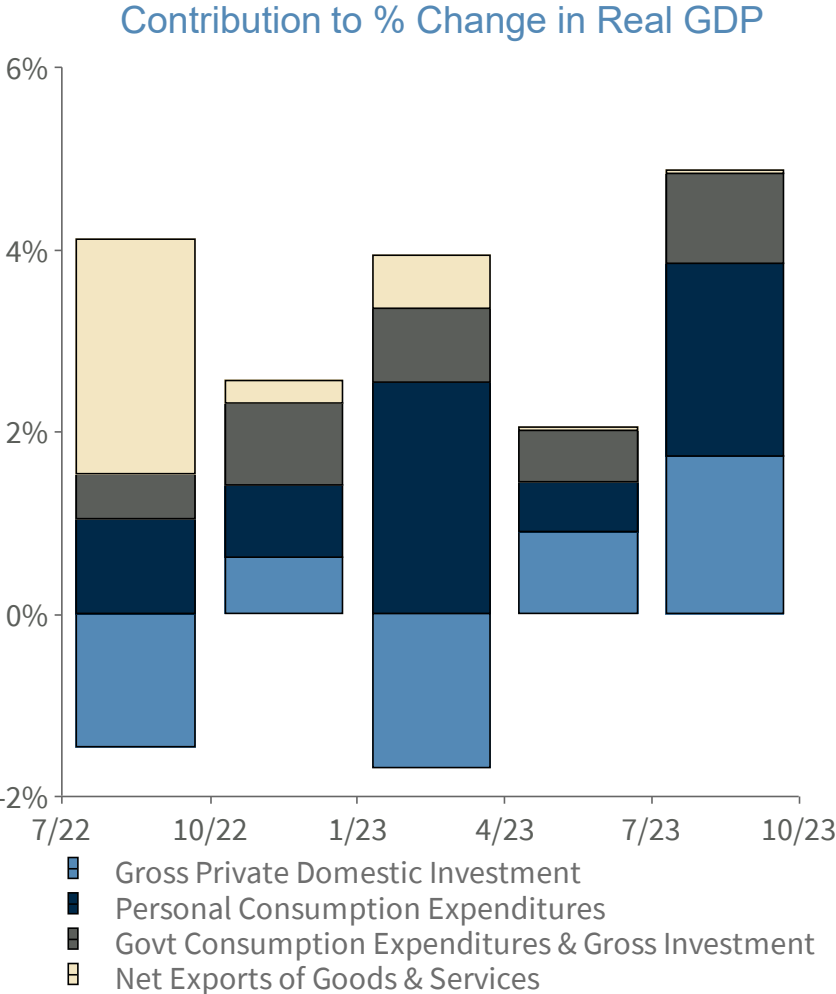
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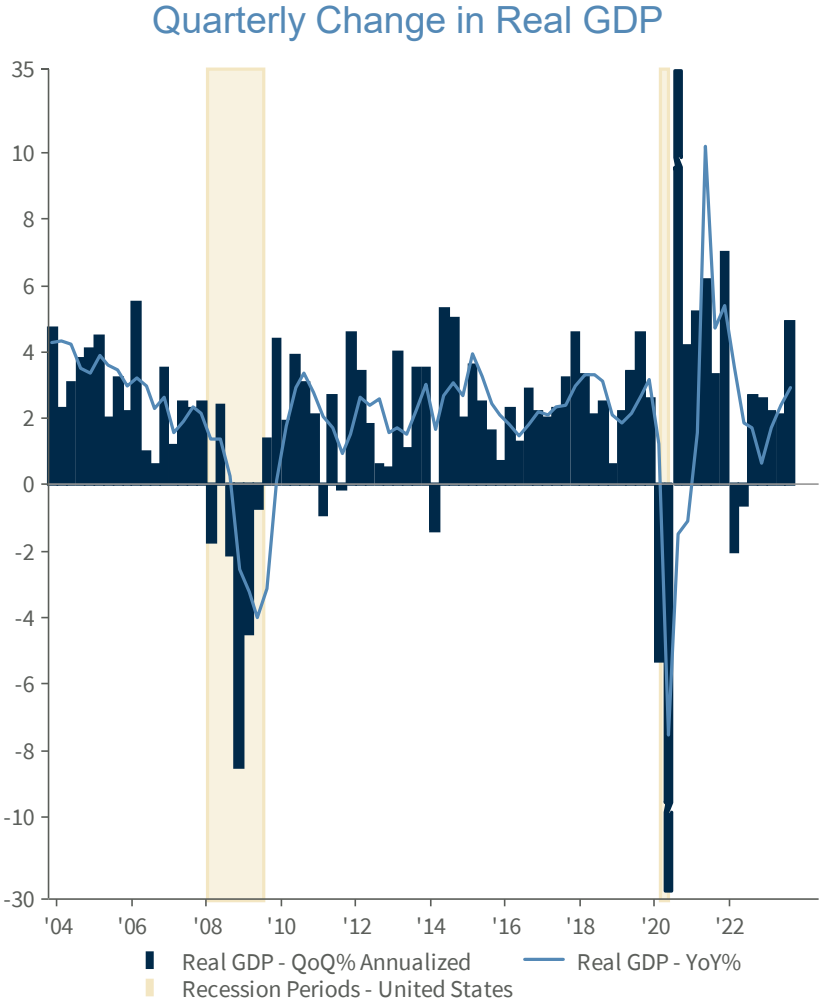
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ECONOMIC REVIEW | GROSS DOMESTIC PRODUCT



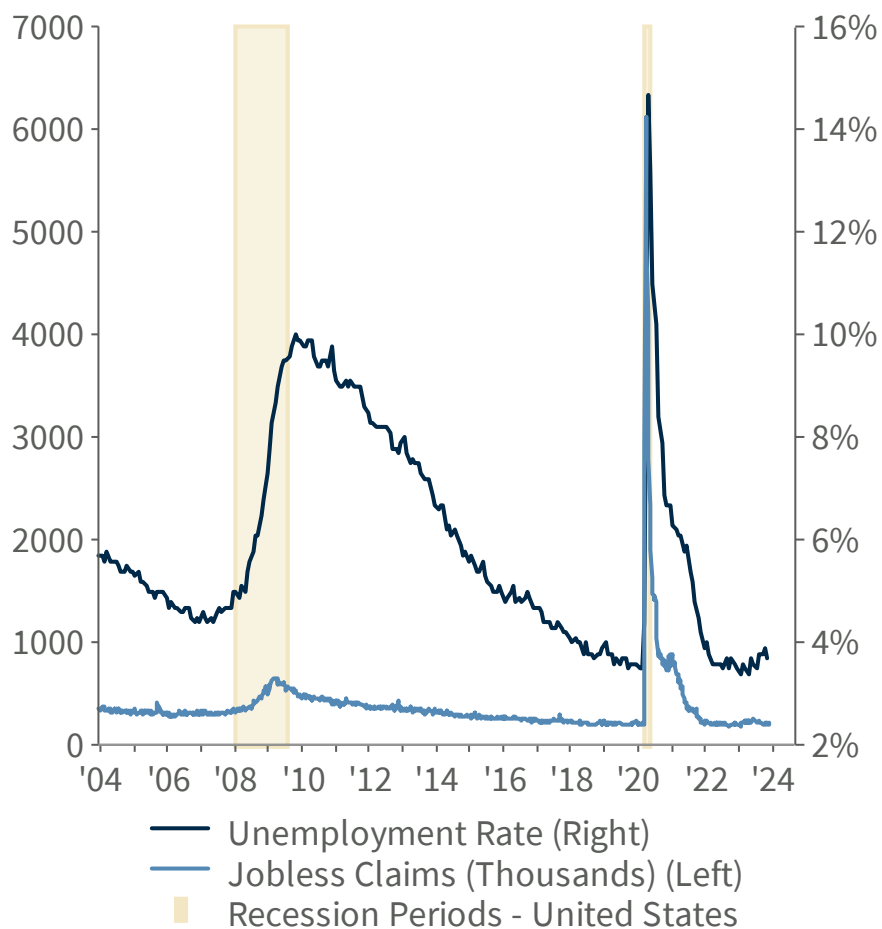
Source: FactSet, as of 12/31/2023



Source: FactSet, as of 12/31/2023

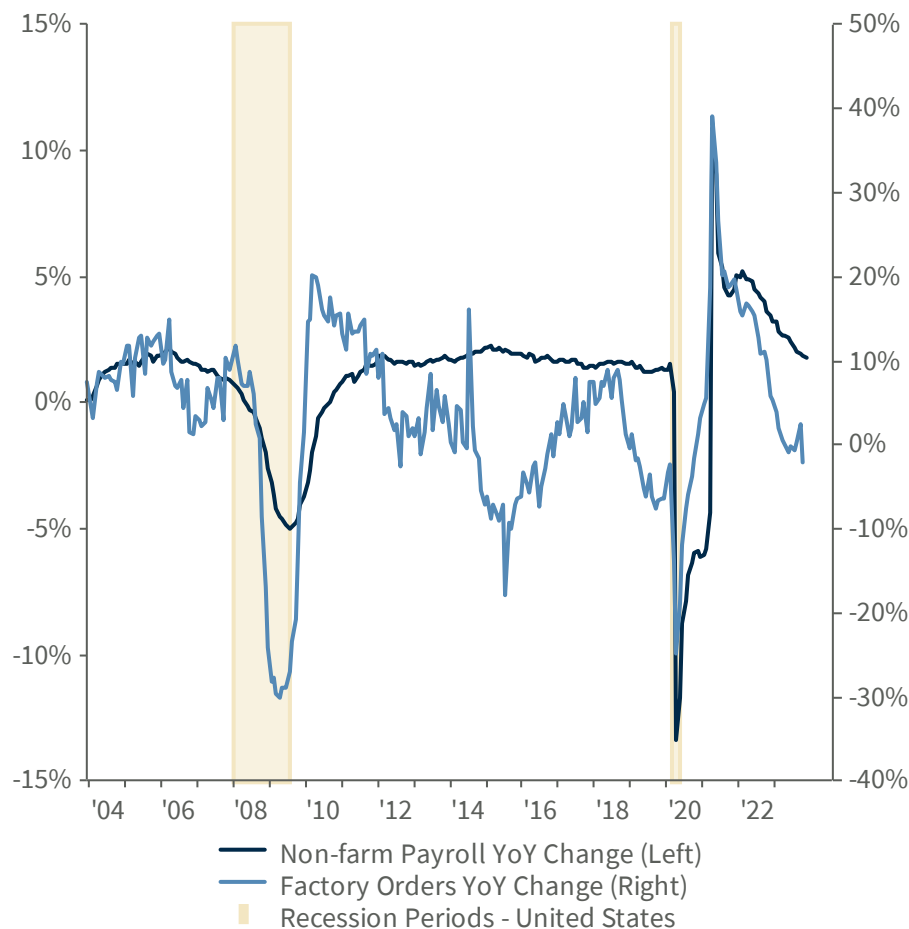
ECONOMIC REVIEW | EMPLOYMENT

Civilian Unemployment Rate



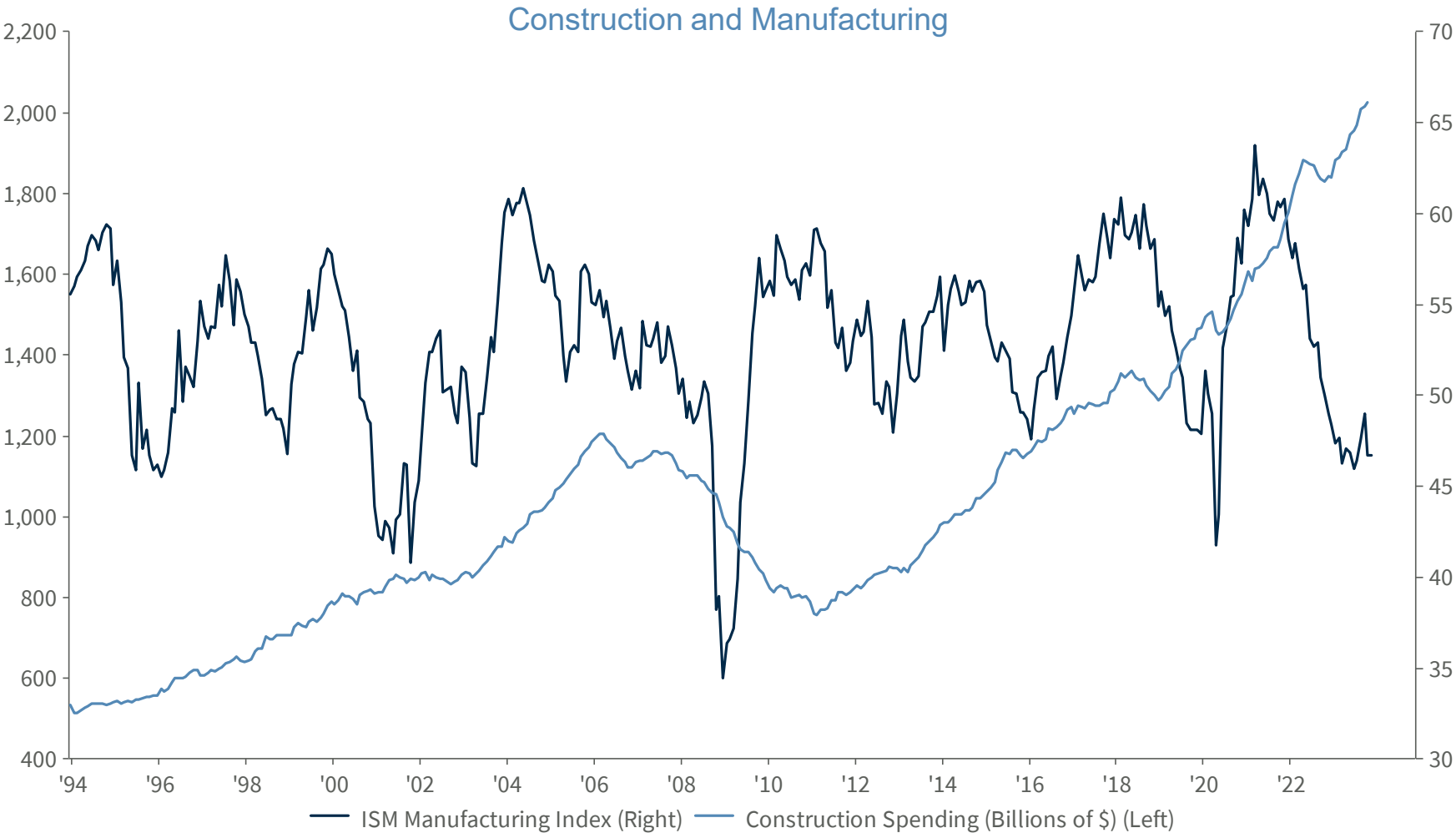
Source: FactSet, as of 12/31/2023

Non-Farm Payroll and Factory Orders



Source: FactSet, as of 12/31/2023

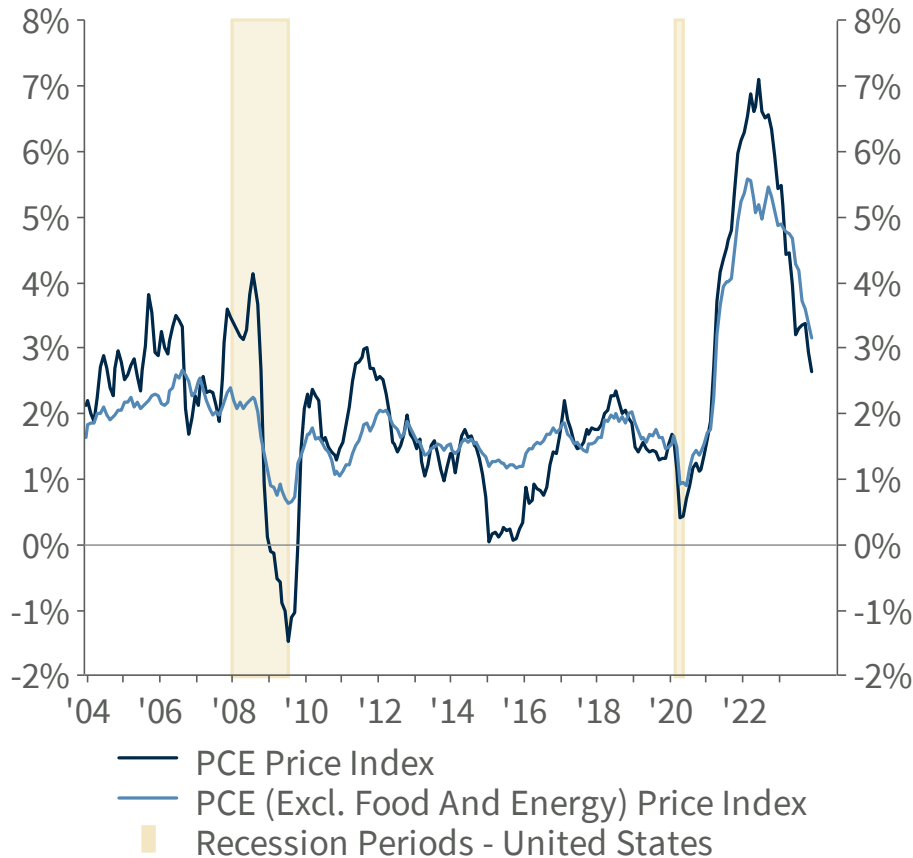
ECONOMIC REVIEW | MAJOR INDUSTRY CONTRIBUTIONS TO JOB GROWTH



Source: FactSet, as of 12/31/2023

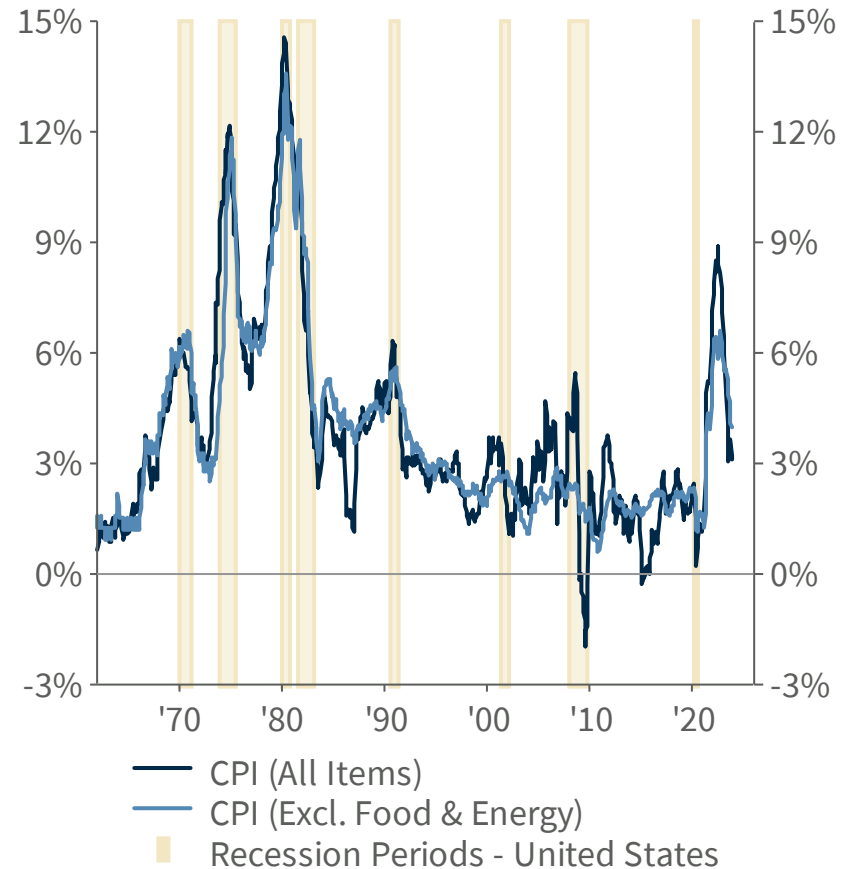
ECONOMIC REVIEW | INFLATION

Personal Consumption Expenditures (PCE) Price Index (YoY Change)



Source: FactSet, as of 12/31/2023

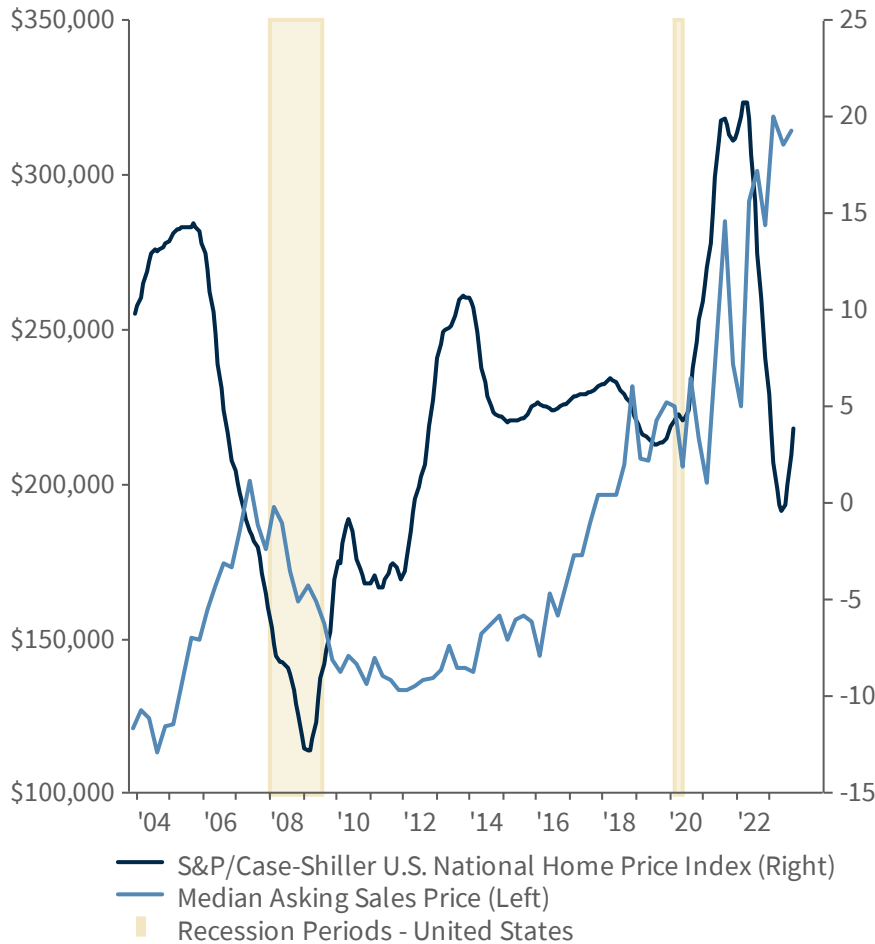
Consumer Price Index (CPI) (YoY Change)



Source: FactSet, as of 12/31/2023

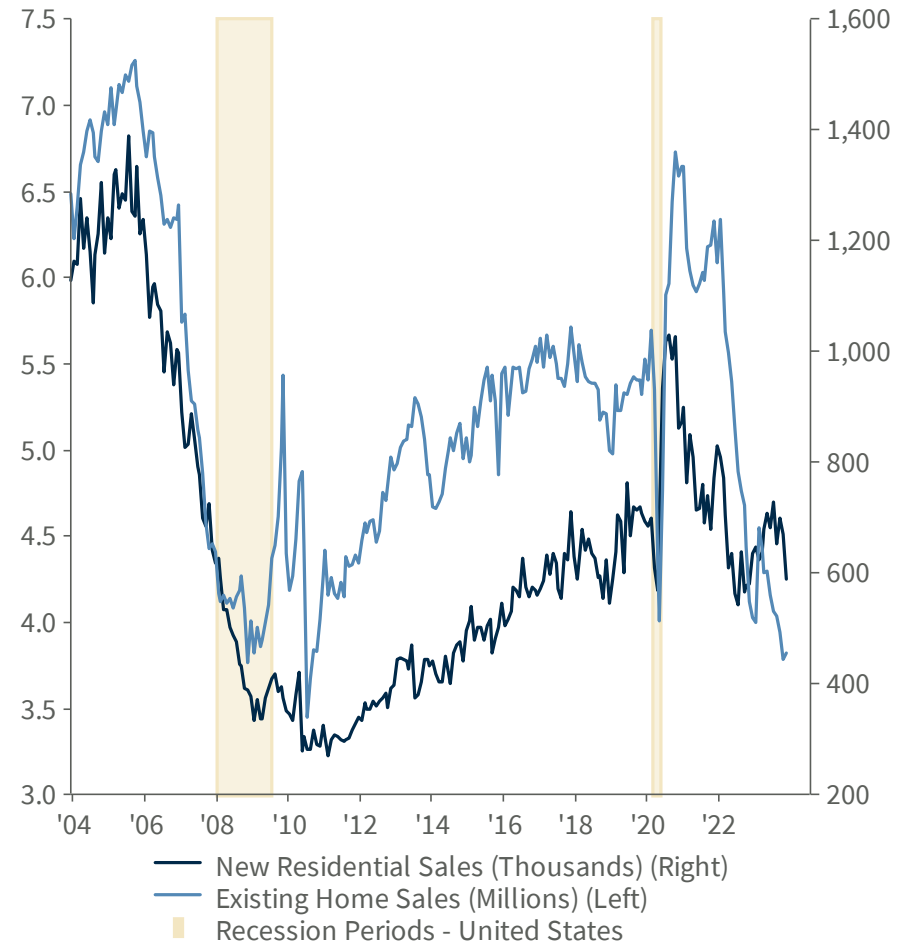
ECONOMIC REVIEW | HOUSING MARKET

National Home Price Index (YoY Change)



Source: FactSet, as of 12/31/2023

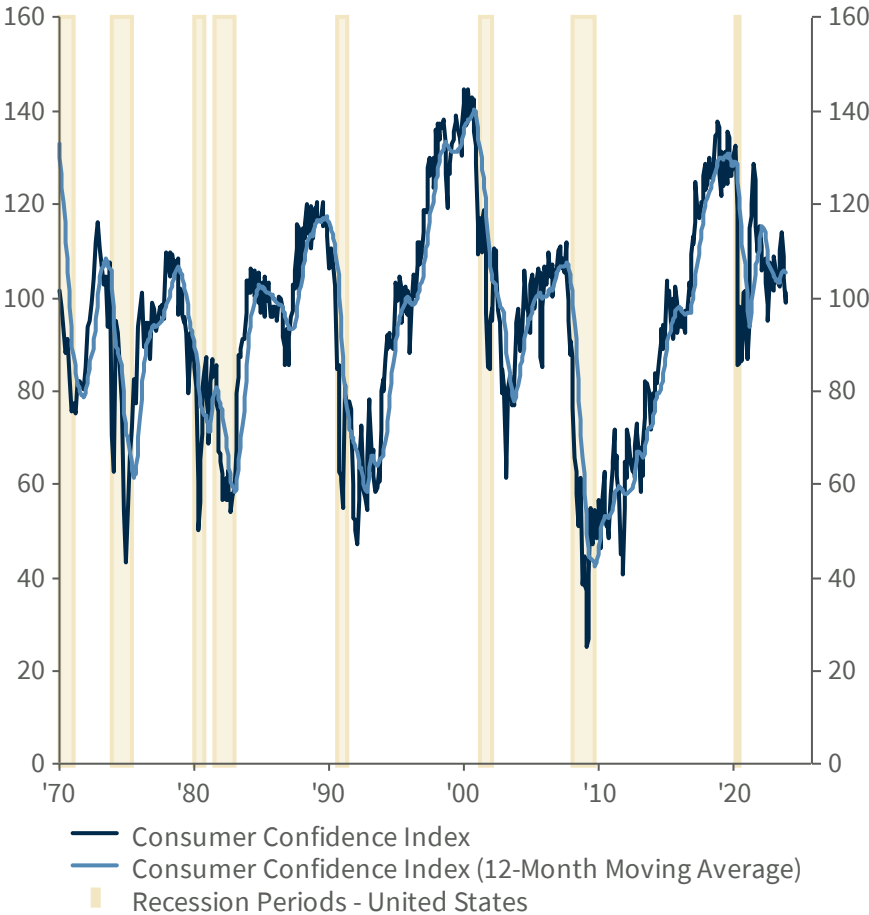
New and Existing Home Sales



Source: FactSet, as of 12/31/2023

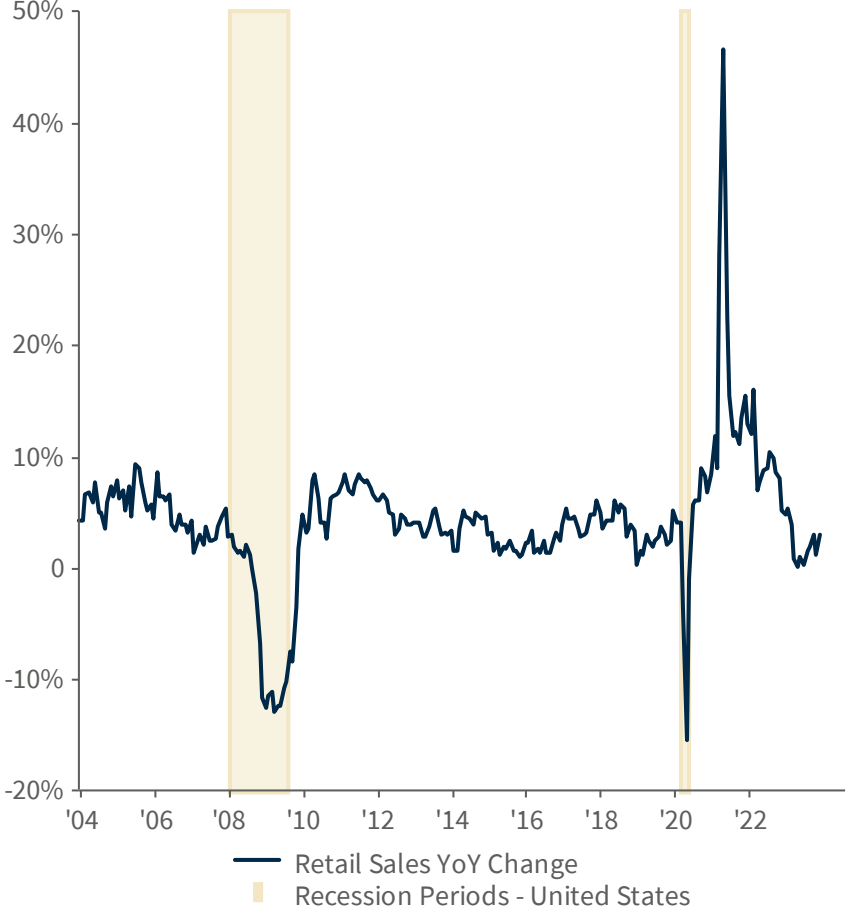
ECONOMIC REVIEW | CONSUMER CONFIDENCE

Consumer Confidence



Source: FactSet, as of 12/31/2023

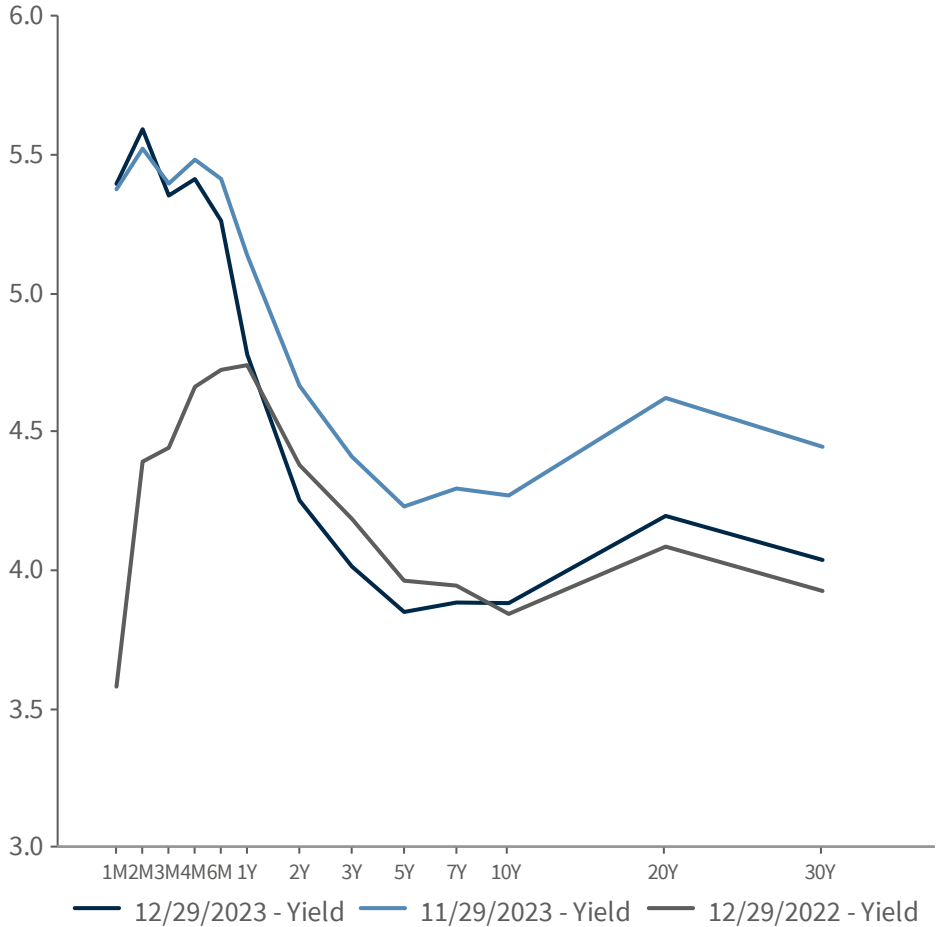
Retail Sales



Source: FactSet, as of 12/31/2023

CAPITAL MARKETS | US TREASURYS

US Yield Curve



Source: FactSet, as of 12/31/2023

US 10-Year/US 2-Year Yield Curve



Source: FactSet, as of 12/31/2023

CAPITAL MARKETS | BROAD ASSET CLASS RETURNS

2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Non-US Equities 17.0%	US Equities 32.4%	Real Estate 14.3%	US Equities 1.4%	Real Estate 15.3%	Non-US Equities 24.8%	Cash & Cash Alternatives 1.8%	US Equities 31.5%	US Equities 18.4%	Real Estate 38.6%	Commodities 13.8%	US Equities 26.3%
US Equities 16.0%	Non-US Equities 21.6%	US Equities 13.7%	Fixed Income 0.5%	US Equities 12.0%	US Equities 21.8%	Fixed Income 0.0%	Non-US Equities 23.2%	Blended Portfolio 12.5%	US Equities 28.7%	Cash & Cash Alternatives 1.5%	Non-US Equities 18.6%
Blended Portfolio 11.4%	Blended Portfolio 17.0%	Blended Portfolio 8.0%	Blended Portfolio 0.5%	Commodities 11.4%	Blended Portfolio 15.0%	Blended Portfolio -4.0%	Blended Portfolio 21.1%	Non-US Equities 8.1%	Commodities 27.1%	Fixed Income -13.0%	Blended Portfolio 16.8%
Fixed Income 4.2%	Cash & Cash Alternatives 0.0%	Fixed Income 6.0%	Cash & Cash Alternatives 0.0%	Blended Portfolio 6.9%	Fixed Income 3.5%	US Equities -4.4%	Real Estate 19.5%	Fixed Income 7.5%	Blended Portfolio 14.3%	Non-US Equities -13.8%	Real Estate 9.8%
Real Estate 0.6%	Fixed Income -2.0%	Cash & Cash Alternatives 0.0%	Non-US Equities -2.6%	Non-US Equities 3.3%	Cash & Cash Alternatives 0.8%	Real Estate -7.6%	Fixed Income 8.7%	Cash & Cash Alternatives 0.5%	Non-US Equities 13.2%	Blended Portfolio -15.4%	Fixed Income 5.5%
Cash & Cash Alternatives 0.1%	Commodities -9.6%	Non-US Equities -3.9%	Real Estate -24.2%	Fixed Income 2.6%	Commodities 0.7%	Commodities -13.0%	Commodities 5.4%	Commodities -3.5%	Cash & Cash Alternatives 0.0%	US Equities -18.1%	Cash & Cash Alternatives 5.1%
Commodities -1.1%	Real Estate -25.8%	Commodities -17.0%	Commodities -24.7%	Cash & Cash Alternatives 0.3%	Real Estate -0.2%	Non-US Equities -13.6%	Cash & Cash Alternatives 2.2%	Real Estate -13.1%	Fixed Income -1.5%	Real Estate -27.5%	Commodities -12.6%

Blended Portfolio Allocation: 45% US Equity / 15% Non-US Equity / 40% Fixed Income

As of: 12/31/2023

CAPITAL MARKETS | DOMESTIC EQUITY RETURNS

2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Mid Value 18.5%	Small Growth 42.7%	Large Growth 14.9%	Large Growth 5.5%	Small Value 31.3%	Large Growth 27.4%	Large Growth 0.0%	Large Value 31.9%	Large Growth 33.5%	Large Growth 32.0%	Large Value -5.2%	Large Growth 30.0%
Small Value 18.2%	Small Blend 41.3%	Large Blend 13.7%	Small Growth 2.8%	Small Blend 26.6%	Large Blend 21.8%	Small Growth -4.1%	Large Blend 31.5%	Mid Growth 22.8%	Small Value 30.9%	Mid Value -6.9%	Large Blend 26.3%
Mid Blend 17.9%	Small Value 40.0%	Large Value 12.4%	Mid Growth 2.0%	Mid Value 26.5%	Mid Growth 19.9%	Large Blend -4.4%	Large Growth 31.1%	Small Growth 19.6%	Mid Value 30.7%	Small Value -11.0%	Large Value 22.2%
Large Value 17.7%	Mid Value 34.3%	Mid Value 12.1%	Large Blend 1.4%	Small Growth 22.2%	Mid Blend 16.2%	Small Blend -8.5%	Mid Growth 26.3%	Large Blend 18.4%	Large Blend 28.7%	Mid Blend -13.1%	Mid Growth 17.5%
Mid Growth 17.3%	Mid Blend 33.5%	Mid Blend 9.8%	Small Blend -2.0%	Mid Blend 20.7%	Large Value 15.4%	Large Value -9.0%	Mid Blend 26.2%	Mid Blend 13.7%	Small Blend 26.8%	Small Blend -16.1%	Small Growth 17.1%
Small Blend 16.3%	Mid Growth 32.8%	Mid Growth 7.6%	Mid Blend -2.2%	Large Value 17.4%	Small Growth 14.8%	Mid Growth -10.3%	Mid Value 26.1%	Small Blend 11.3%	Large Value 24.9%	Large Blend -18.1%	Mid Blend 16.4%
Large Blend 16.0%	Large Growth 32.8%	Small Value 7.5%	Large Value -3.1%	Mid Growth 14.8%	Small Blend 13.2%	Mid Blend -11.1%	Small Value 24.5%	Mid Value 3.7%	Mid Blend 24.8%	Mid Growth -19.0%	Small Blend 16.1%
Large Growth 14.6%	Large Blend 32.4%	Small Blend 5.8%	Mid Value -6.7%	Large Blend 12.0%	Mid Value 12.3%	Mid Value -11.9%	Small Blend 22.8%	Small Value 2.5%	Small Growth 22.6%	Small Growth -21.1%	Mid Value 15.4%
Small Growth 14.6%	Large Value 32.0%	Small Growth 3.9%	Small Value -6.7%	Large Growth 6.9%	Small Value 11.5%	Small Value -12.6%	Small Growth 21.1%	Large Value 1.4%	Mid Growth 18.9%	Large Growth -29.4%	Small Value 14.9%

As of: 12/31/2023

CAPITAL MARKETS | FIXED INCOME RETURNS

2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Emerging Market Bond 17.9%	High Yield 7.4%	Long-Term Bond 16.4%	Municipal 3.3%	High Yield 17.1%	Long-Term Bond 12.2%	T-Bill 1.8%	Long-Term Bond 23.4%	Long-Term Bond 13.3%	US TIPS 5.5%	T-Bill 1.5%	High Yield 13.4%
High Yield 15.8%	Agency 1.0%	Municipal 9.1%	Agency 1.8%	Long-Term Bond 10.2%	Emerging Market Bond 8.2%	Short-Term Bond 1.4%	High Yield 14.3%	Credit 9.4%	High Yield 5.3%	Agency 1.0%	Long-Term Bond 10.7%
Long-Term Bond 12.7%	Short-Term Bond 0.3%	Credit 7.5%	MBS 1.5%	Emerging Market Bond 9.9%	Global Bond ex US 8.0%	Municipal 1.3%	Credit 13.8%	Global Bond ex US 8.9%	Municipal 1.5%	US TIPS -1.8%	Emerging Market Bond 9.1%
Credit 9.4%	T-Bill 0.0%	MBS 6.1%	Emerging Market Bond 1.3%	Credit 5.6%	High Yield 7.5%	Agency 1.1%	Emerging Market Bond 13.1%	Treasury 8.0%	Agency 1.0%	Short-Term Bond -4.1%	Credit 8.2%
Municipal 6.8%	US TIPS -0.9%	Aggregate Bond 6.0%	Treasury 0.8%	Aggregate Bond 2.6%	Credit 6.2%	MBS 1.0%	Aggregate Bond 8.7%	Aggregate Bond 7.5%	T-Bill 0.0%	Municipal -8.5%	Municipal 6.4%
Aggregate Bond 4.2%	MBS -1.5%	Treasury 5.1%	Aggregate Bond 0.5%	Agency 2.6%	Municipal 5.4%	Treasury 0.9%	Municipal 7.5%	High Yield 7.1%	Short-Term Bond -0.6%	High Yield -11.2%	Aggregate Bond 5.5%
MBS 2.6%	Credit -2.0%	Emerging Market Bond 4.8%	Short-Term Bond 0.4%	US TIPS 2.5%	Aggregate Bond 3.5%	US TIPS 0.7%	Treasury 6.9%	Emerging Market Bond 6.5%	MBS -1.0%	MBS -11.8%	T-Bill 5.1%
Treasury 2.0%	Aggregate Bond -2.0%	High Yield 2.5%	T-Bill 0.0%	Global Bond ex US 2.2%	Agency 2.9%	Aggregate Bond 0.0%	MBS 6.4%	Municipal 5.2%	Credit -1.1%	Treasury -12.5%	MBS 5.0%
US TIPS 1.7%	Municipal -2.6%	Agency 1.0%	US TIPS -0.4%	MBS 1.7%	MBS 2.5%	Global Bond ex US -0.3%	US TIPS 4.5%	MBS 3.9%	Long-Term Bond -1.2%	Aggregate Bond -13.0%	US TIPS 4.6%
Agency 1.0%	Treasury -2.7%	Short-Term Bond 0.7%	Credit -0.8%	Treasury 1.0%	Treasury 2.3%	High Yield -2.1%	Global Bond ex US 4.5%	US TIPS 3.8%	Aggregate Bond -1.5%	Credit -15.3%	Treasury 4.1%
Short-Term Bond 0.3%	Emerging Market Bond -4.1%	T-Bill 0.0%	Global Bond ex US -3.6%	Short-Term Bond 0.6%	T-Bill 0.8%	Credit -2.1%	Short-Term Bond 3.3%	Short-Term Bond 3.1%	Emerging Market Bond -1.7%	Emerging Market Bond -15.3%	Short-Term Bond 3.7%
T-Bill 0.1%	Long-Term Bond -6.6%	US TIPS -1.4%	High Yield -4.5%	T-Bill 0.3%	US TIPS 0.4%	Emerging Market Bond -2.5%	T-Bill 2.2%	Agency 1.0%	Treasury -2.3%	Global Bond ex US -21.6%	Global Bond ex US 2.1%
Global Bond ex US -0.6%	Global Bond ex US -7.1%	Global Bond ex US -3.5%	Long-Term Bond -4.6%	Municipal 0.2%	Short-Term Bond 0.3%	Long-Term Bond -6.8%	Agency 1.0%	T-Bill 0.5%	Global Bond ex US -9.5%	Long-Term Bond -25.3%	Agency 1.0%

As of: 12/31/2023

CAPITAL MARKETS | INTERNATIONAL EQUITY RETURNS

2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Pacific ex Japan 24.7%	US Large Cap 32.4%	US Large Cap 13.7%	Japan 9.9%	EM Eastern Europe 38.8%	EM Asia 43.3%	EM Eastern Europe -3.4%	EM Eastern Europe 31.0%	EM Asia 28.8%	US Large Cap 28.7%	EM Latin America 9.5%	EM Eastern Europe 48.7%
EM Asia 21.2%	Europe ex UK 28.7%	EM Asia 5.3%	US Large Cap 1.4%	EM Latin America 31.5%	Emerging Markets 37.8%	US Large Cap -4.4%	US Large Cap 25.7%	Emerging Markets 18.7%	EM Eastern Europe 18.6%	United Kingdom -4.8%	EM Latin America 33.5%
Europe ex UK 22.5%	Japan 27.3%	Pacific ex Japan -0.3%	Europe ex UK 0.1%	US Large Cap 12.0%	Europe ex UK 27.8%	EM Latin America -6.2%	EM Latin America 10.5%	US Large Cap 18.4%	United Kingdom 18.5%	Pacific ex Japan -5.9%	US Large Cap 26.3%
EM Eastern Europe 18.7%	Developed Markets 23.3%	Emerging Markets -1.8%	Developed Markets -0.4%	Emerging Markets 11.6%	Pacific ex Japan 26.0%	Pacific ex Japan -10.2%	Europe ex UK 7.7%	Japan 14.9%	Europe ex UK 16.5%	Developed Markets -14.0%	Europe ex UK 22.7%
Emerging Markets 18.6%	United Kingdom 20.7%	Japan -3.7%	EM Eastern Europe -4.0%	Pacific ex Japan 8.0%	Developed Markets 25.6%	Japan -12.6%	Pacific ex Japan 6.4%	Europe ex UK 11.6%	Developed Markets 11.8%	Japan -16.3%	Japan 20.8%
Developed Markets 17.9%	Pacific ex Japan 5.6%	Developed Markets -4.5%	United Kingdom -7.5%	EM Asia 6.5%	Japan 24.4%	Developed Markets -13.4%	Developed Markets 6.3%	Developed Markets 8.3%	Pacific ex Japan 4.8%	Europe ex UK -17.3%	Developed Markets 18.9%
US Large Cap 16.0%	EM Asia 2.3%	United Kingdom -5.4%	Pacific ex Japan -8.4%	Japan 2.7%	EM Latin America 24.2%	United Kingdom -14.1%	Japan 5.0%	Pacific ex Japan 6.6%	Japan 2.0%	US Large Cap -18.1%	United Kingdom 14.1%
United Kingdom 15.3%	EM Eastern Europe 1.4%	Europe ex UK -5.8%	EM Asia -9.5%	Developed Markets 1.5%	United Kingdom 22.4%	Emerging Markets -14.2%	United Kingdom 4.1%	United Kingdom -10.4%	Emerging Markets -2.2%	Emerging Markets -19.7%	Emerging Markets 10.3%
EM Latin America 8.9%	Emerging Markets -2.3%	EM Latin America -12.0%	Emerging Markets -14.6%	Europe ex UK 0.3%	US Large Cap 21.8%	Europe ex UK -14.4%	Emerging Markets 2.0%	EM Eastern Europe -11.3%	EM Asia -4.8%	EM Asia -20.8%	EM Asia 8.2%
Japan 8.4%	EM Latin America -13.2%	EM Eastern Europe -37.1%	EM Latin America -30.8%	United Kingdom 0.0%	EM Eastern Europe 18.1%	EM Asia -15.2%	EM Asia 1.5%	EM Latin America -13.5%	EM Latin America -7.7%	EM Eastern Europe -82.1%	Pacific ex Japan 6.5%

As of: 12/31/2023.

CAPITAL MARKETS | S&P EQUITY SECTOR RETURNS

2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Financials 28.8%	Consumer Discretionary 43.1%	Real Estate 30.2%	Consumer Discretionary 10.1%	Energy 27.4%	Information Technology 38.8%	Health Care 6.5%	Information Technology 50.3%	Information Technology 43.9%	Energy 54.6%	Energy 65.7%	Information Technology 57.8%
Consumer Discretionary 23.9%	Health Care 41.5%	Utilities 29.0%	Health Care 6.9%	Comm Services 23.5%	Materials 23.8%	Utilities 4.1%	Comm Services 32.7%	Consumer Discretionary 33.3%	Real Estate 46.2%	Utilities 1.6%	Comm Services 55.8%
Real Estate 19.7%	Industrials 40.7%	Health Care 25.3%	Consumer Staples 6.6%	Financials 22.8%	Consumer Discretionary 23.0%	Consumer Discretionary 0.8%	Financials 32.1%	Comm Services 23.6%	Financials 35.0%	Consumer Staples -0.6%	Consumer Discretionary 42.4%
Comm Services 18.3%	Financials 35.6%	Information Technology 20.1%	Information Technology 5.9%	Industrials 18.9%	Financials 22.2%	Information Technology -0.3%	S&P 500 31.5%	Materials 20.7%	Information Technology 34.5%	Health Care -2.0%	S&P 500 26.3%
Health Care 17.9%	S&P 500 32.4%	Consumer Staples 16.0%	Real Estate 4.7%	Materials 16.7%	Health Care 22.1%	Real Estate -2.2%	Industrials 29.4%	S&P 500 18.4%	S&P 500 28.7%	Industrials -5.5%	Industrials 18.1%
S&P 500 16.0%	Information Technology 28.4%	Financials 15.2%	Comm Services 3.4%	Utilities 16.3%	S&P 500 21.8%	S&P 500 -4.4%	Real Estate 29.0%	Health Care 13.4%	Materials 27.3%	Financials -10.5%	Materials 12.5%
Industrials 15.3%	Consumer Staples 26.1%	S&P 500 13.7%	S&P 500 1.4%	Information Technology 13.8%	Industrials 21.0%	Consumer Staples -8.4%	Consumer Discretionary 27.9%	Industrials 11.1%	Health Care 26.1%	Materials -12.3%	Real Estate 12.3%
Materials 15.0%	Materials 25.6%	Industrials 9.8%	Financials -1.5%	S&P 500 12.0%	Consumer Staples 13.5%	Comm Services -12.5%	Consumer Staples 27.6%	Consumer Staples 10.7%	Consumer Discretionary 24.4%	S&P 500 -18.1%	Financials 12.1%
Information Technology 14.8%	Energy 25.1%	Consumer Discretionary 9.7%	Industrials -2.5%	Consumer Discretionary 6.0%	Utilities 12.1%	Financials -13.0%	Utilities 26.3%	Utilities 0.5%	Comm Services 21.6%	Real Estate -26.1%	Health Care 2.1%
Consumer Staples 10.8%	Utilities 13.2%	Materials 6.9%	Utilities -4.8%	Consumer Staples 5.4%	Real Estate 10.8%	Industrials -13.3%	Materials 24.6%	Financials -1.7%	Industrials 21.1%	Information Technology -28.2%	Consumer Staples 0.5%
Energy 4.6%	Comm Services 11.5%	Comm Services 3.0%	Materials -8.4%	Real Estate 3.4%	Energy -1.0%	Materials -14.7%	Health Care 20.8%	Real Estate -2.2%	Consumer Staples 18.6%	Consumer Discretionary -37.0%	Energy -1.3%
Utilities 1.3%	Real Estate 1.6%	Energy -7.8%	Energy -21.1%	Health Care -2.7%	Comm Services -1.3%	Energy -18.1%	Energy 11.8%	Energy -33.7%	Utilities 17.7%	Comm Services -39.9%	Utilities -7.1%

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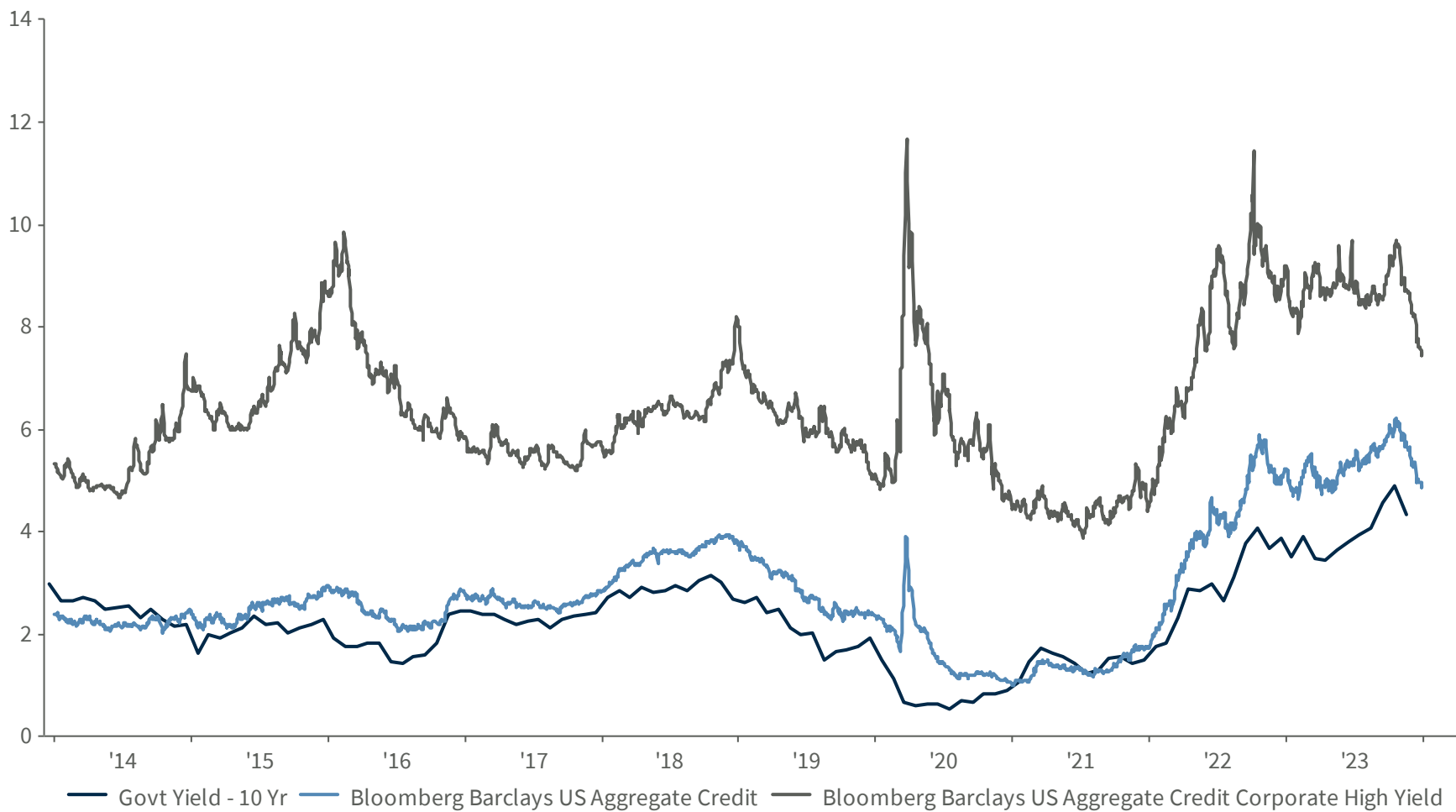
CAPITAL MARKETS | T-12 AND Q4 RETURNS

Broad Asset Class Total Returns		Domestic Equity Total Returns		S&P 500 Sectors Total Returns		International Equity Total Returns		Fixed Income Total Returns	
T-12	Q4	T-12	Q4	T-12	Q4	T-12	Q4	T-12	Q4
US Equities 26.3%	Real Estate 14.8%	Large Growth 30.0%	Small Value 15.8%	Information Technology 57.8%	Real Estate 18.8%	EM Eastern Europe 48.7%	EM Eastern Europe 29.2%	High Yield 13.4%	Long-Term Bond 13.7%
Non-US Equities 18.6%	US Equities 12.1%	Large Blend 26.3%	Small Blend 15.1%	Comm Services 55.8%	Information Technology 17.2%	EM Latin America 33.5%	EM Latin America 17.8%	Long-Term Bond 10.7%	Global Bond ex US 9.5%
Blended Portfolio 16.8%	Non-US Equities 10.6%	Large Value 22.2%	Small Growth 14.3%	Consumer Discretionary 42.4%	Financials 14.0%	US Large Cap 26.3%	Europe ex UK 12.4%	Emerging Market Bond 9.1%	Credit 8.2%
Real Estate 9.8%	Blended Portfolio 9.7%	Mid Growth 17.5%	Large Value 13.6%	S&P 500 26.3%	Industrials 13.1%	Europe ex UK 22.7%	US Large Cap 11.7%	Credit 8.2%	Emerging Market Bond 8.1%
Fixed Income 5.5%	Fixed Income 6.8%	Small Growth 17.1%	Mid Value 13.6%	Industrials 18.1%	Consumer Discretionary 12.4%	Japan 20.8%	Pacific ex Japan 11.4%	Municipal 6.4%	Municipal 7.9%
Cash & Cash Alternatives 5.1%	Cash & Cash Alternatives 1.4%	Mid Blend 16.4%	Large Blend 11.7%	Materials 12.5%	S&P 500 11.7%	Developed Markets 18.9%	Developed Markets 10.5%	Aggregate Bond 5.5%	MBS 7.5%
Commodities -12.6%	Commodities -5.9%	Small Blend 16.1%	Mid Blend 11.7%	Real Estate 12.3%	Comm Services 11.0%	United Kingdom 14.1%	Japan 8.2%	T-Bill 5.1%	High Yield 7.2%
		Mid Value 15.4%	Large Growth 10.1%	Financials 12.1%	Materials 9.7%	Emerging Markets 10.3%	Emerging Markets 7.9%	MBS 5.0%	Aggregate Bond 6.8%
		Small Value 14.9%	Mid Growth 9.9%	Health Care 2.1%	Utilities 8.6%	EM Asia 8.2%	United Kingdom 6.9%	US TIPS 4.6%	Treasury 5.7%
				Consumer Staples 0.5%	Health Care 6.4%	Pacific ex Japan 6.5%	EM Asia 6.8%	Treasury 4.1%	Short-Term Bond 2.5%
				Energy -1.3%	Consumer Staples 5.5%			Short-Term Bond 3.7%	US TIPS 2.3%
				Utilities -7.1%	Energy -6.9%			Global Bond ex US 2.1%	T-Bill 1.4%
								Agency 1.0%	Agency 1.0%

As of: 12/31/2023

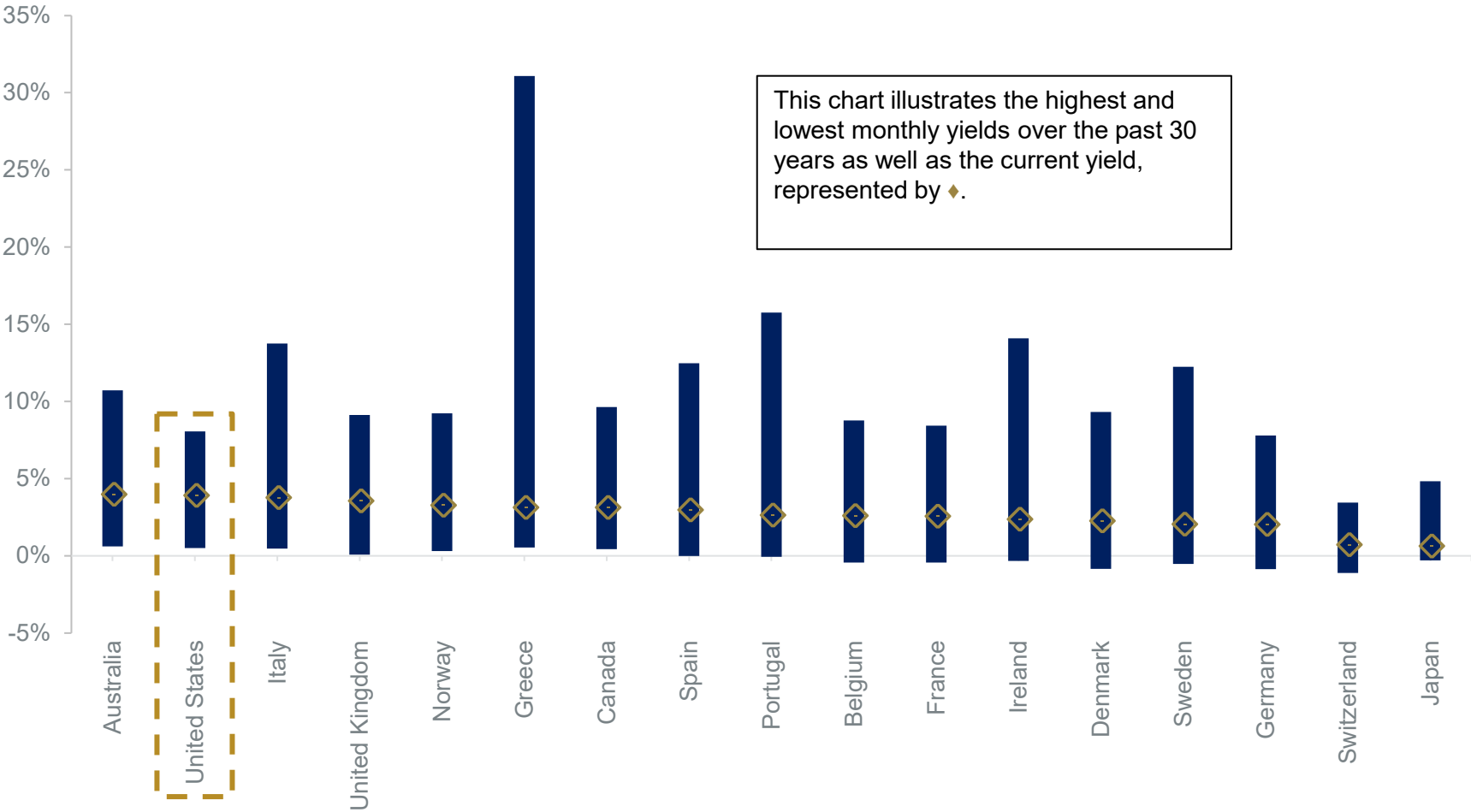
CAPITAL MARKETS | FIXED INCOME YIELDS

US Yield-to-Worst



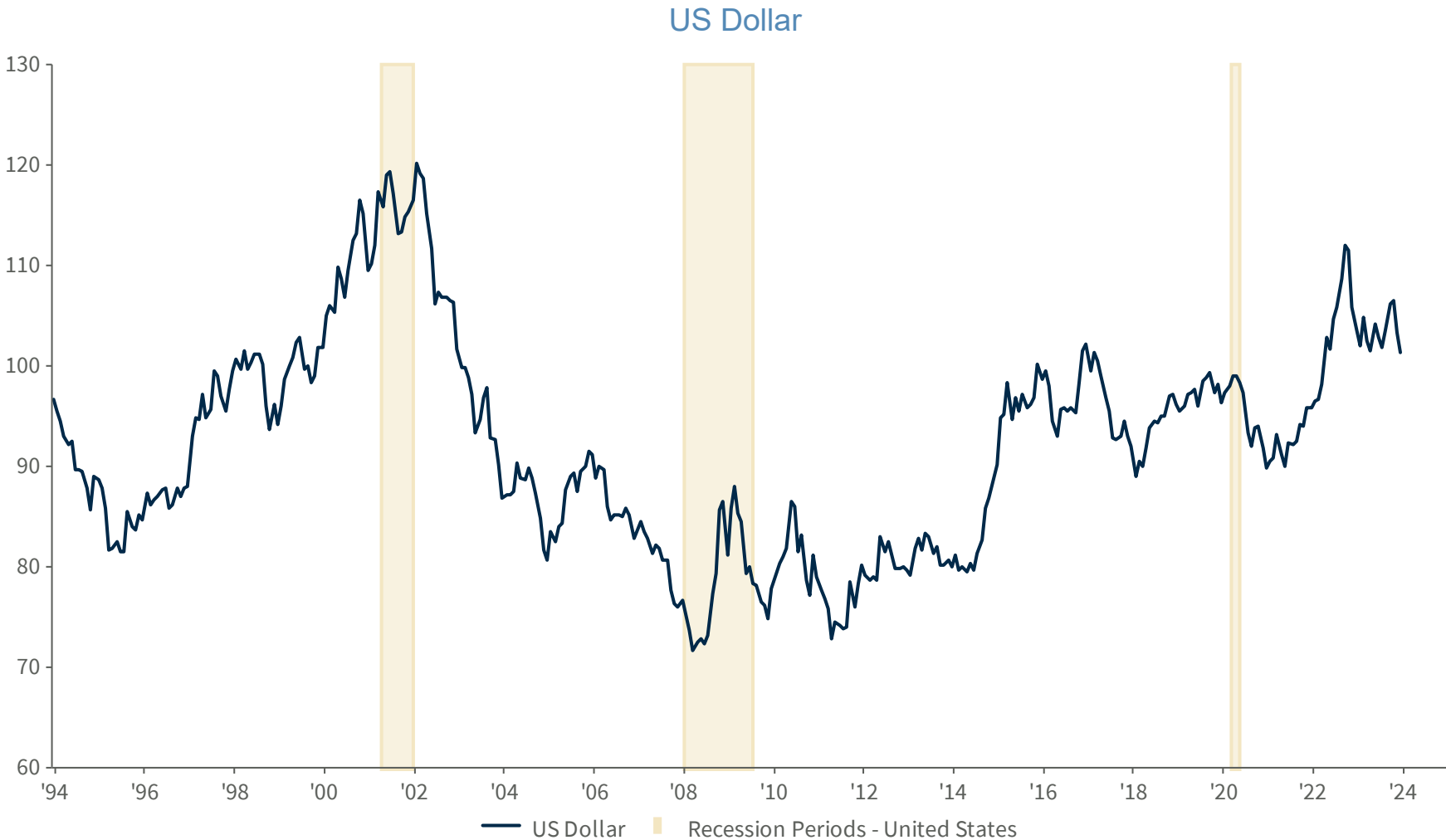
CAPITAL MARKETS | GLOBAL SOVEREIGN DEBT YIELDS

10-Year Sovereign Debt Yields



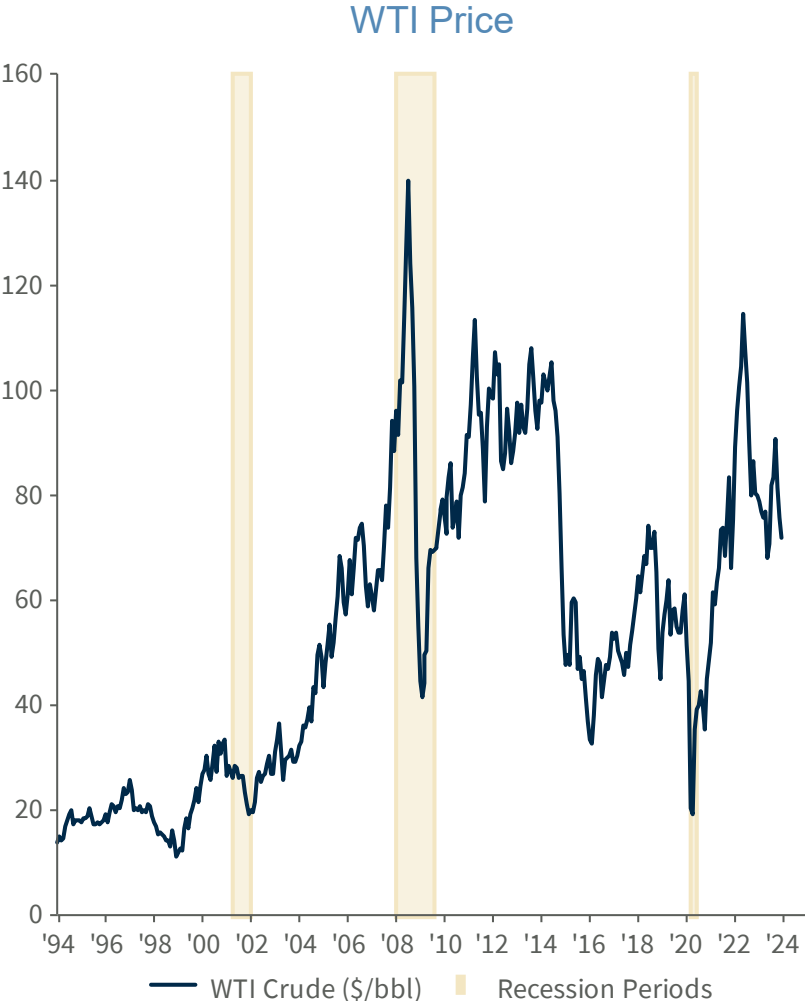
Source: FactSet, as of 12/31/2023

CAPITAL MARKETS | FOREIGN EXCHANGE RATES



Source: FactSet, as of 12/31/2023

CAPITAL MARKETS | COMMODITY PRICES



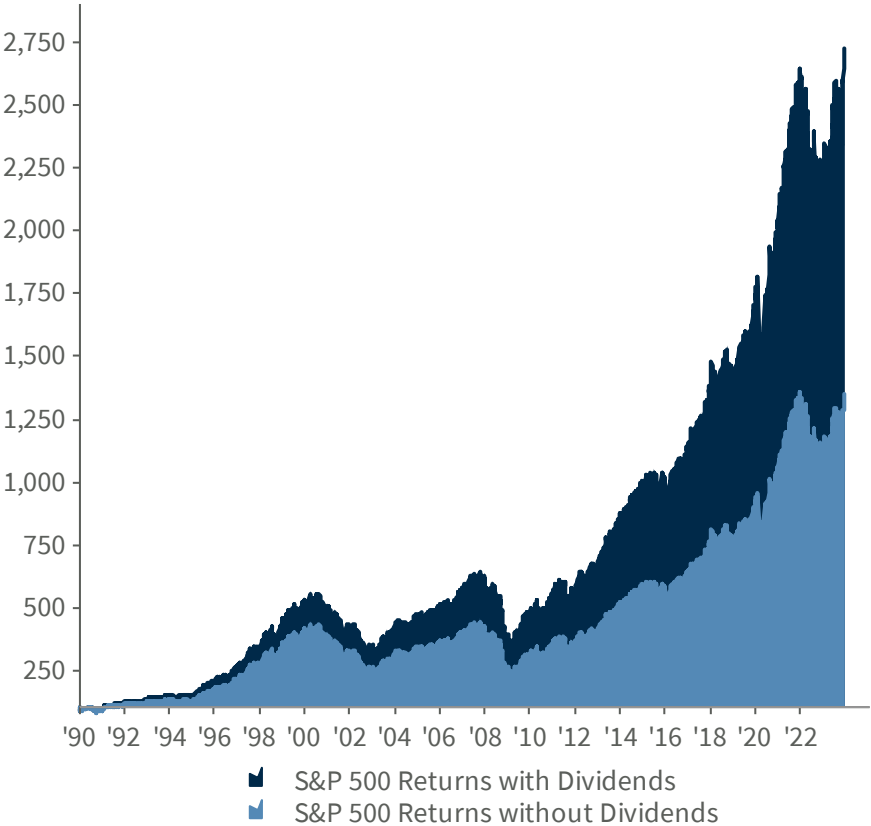
Source: FactSet, as of 12/31/2023



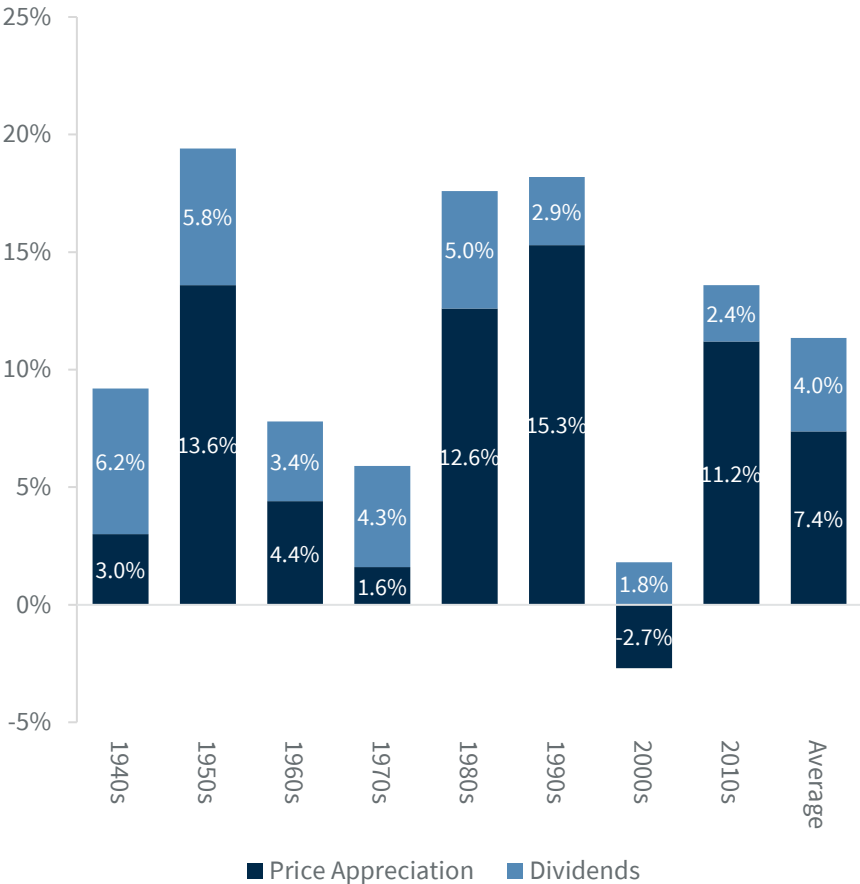
Source: FactSet, as of 12/31/2023

CAPITAL MARKETS | PRICE AND TOTAL RETURN

Growth of \$100



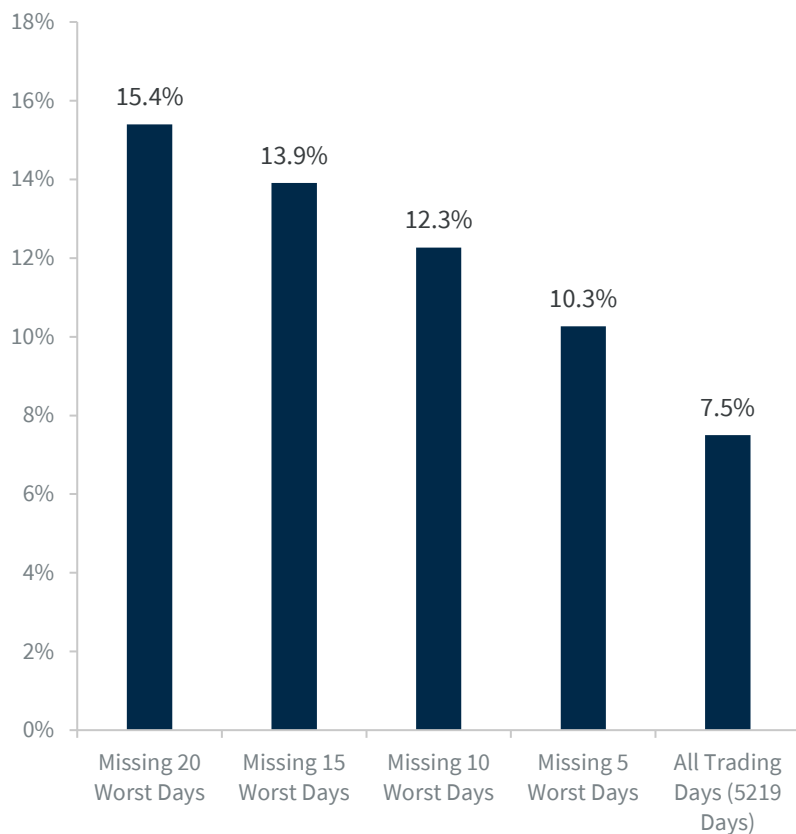
S&P 500 Price Appreciation and Dividends



Source: FactSet, as of 12/31/2023

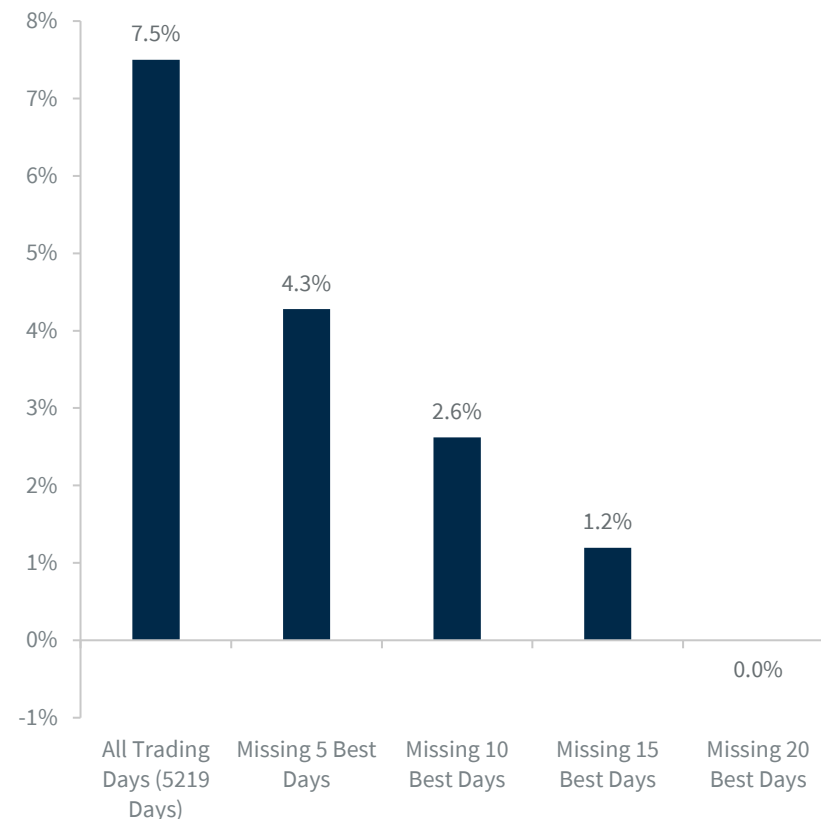
ASSET ALLOCATION | MISSING BEST AND WORST DAYS

Missing the Best Worst Days



■ Annualized S&P 500 Price Return Over Past 20 Years

Missing the Best Days

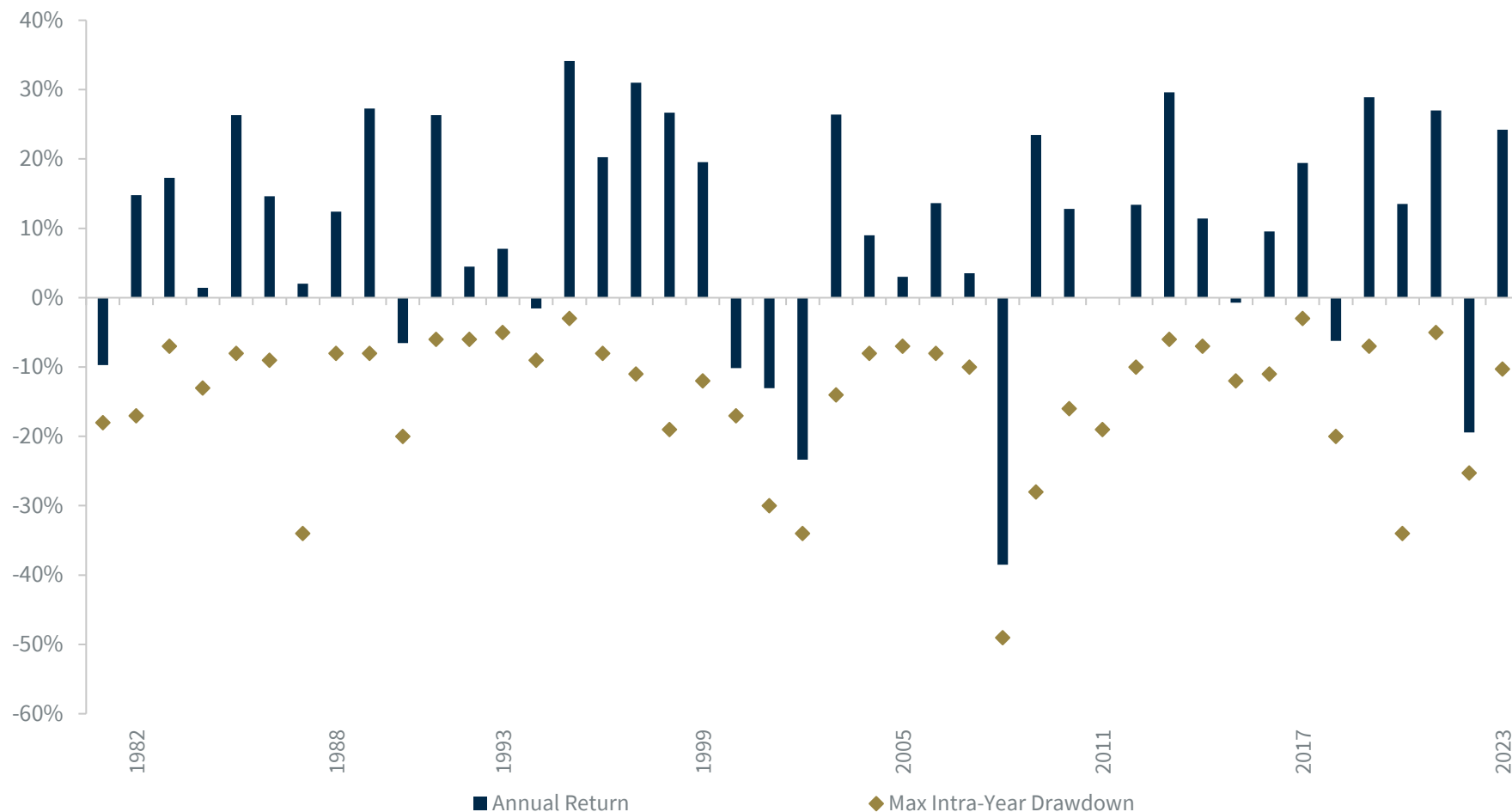


■ Annualized S&P 500 Price Return Over Past 20 Years

Source: FactSet, as of 12/31/2023

ASSET ALLOCATION | S&P 500 MAXIMUM INTRA-YEAR DRAWDOWNS & RETURNS

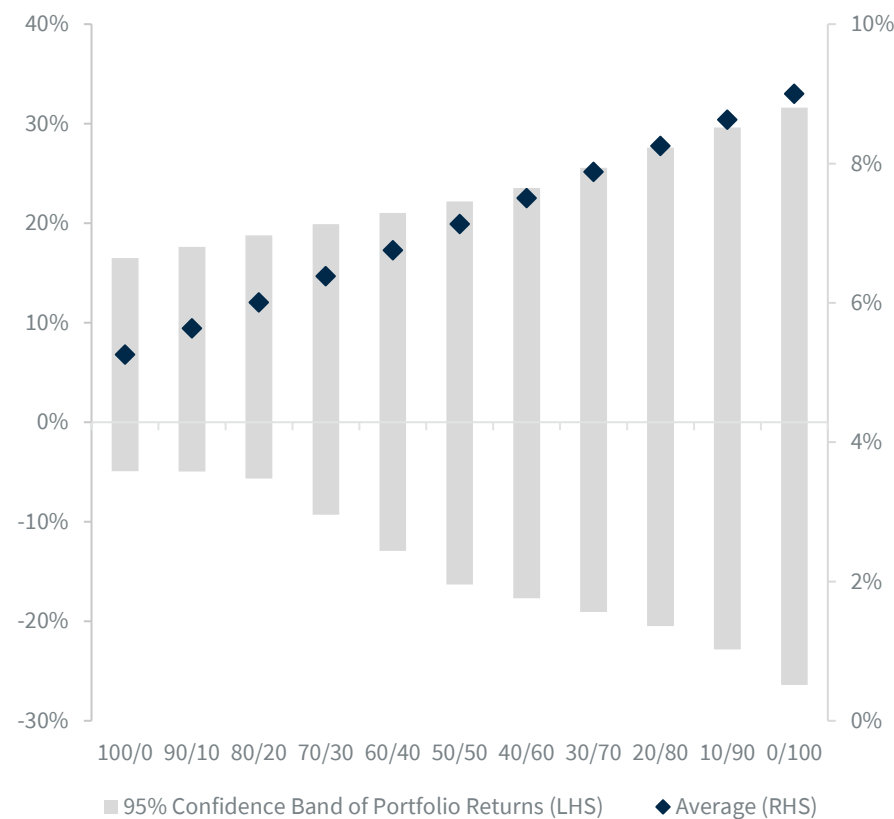
S&P Annual Returns & Maximum Intra-Year Drawdown Over the Years



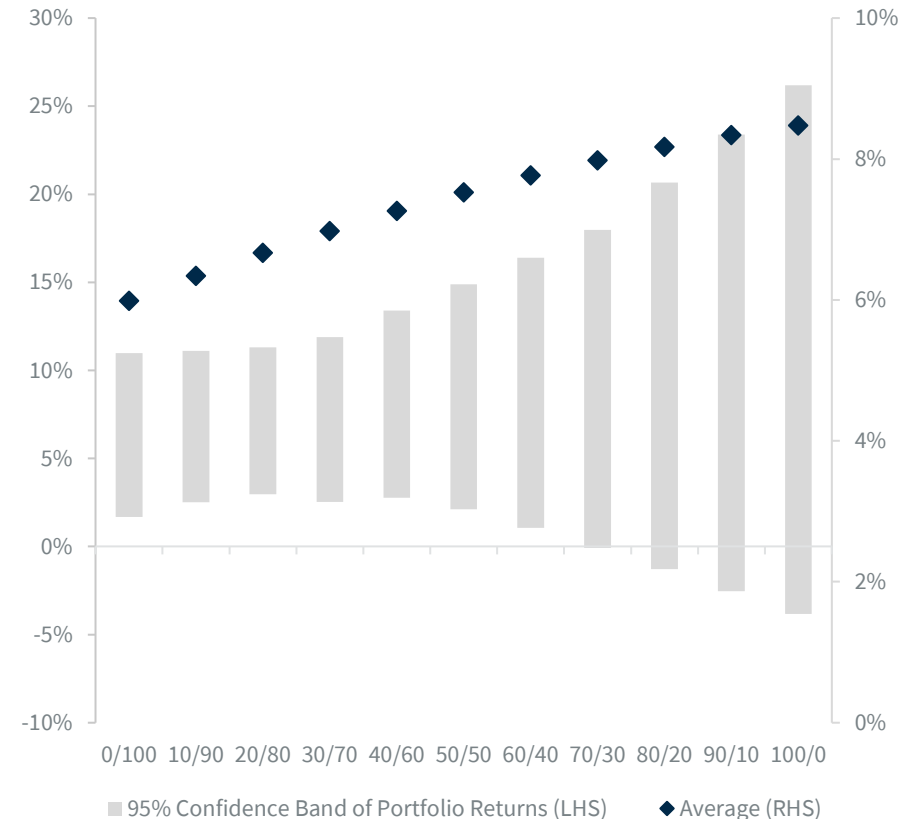
Source: FactSet, as of 12/31/2023

ASSET ALLOCATION | PORTFOLIO BUCKET RETURNS

1-Year Annual Return by Portfolio Bucket



5-Year Annual Return by Portfolio Bucket

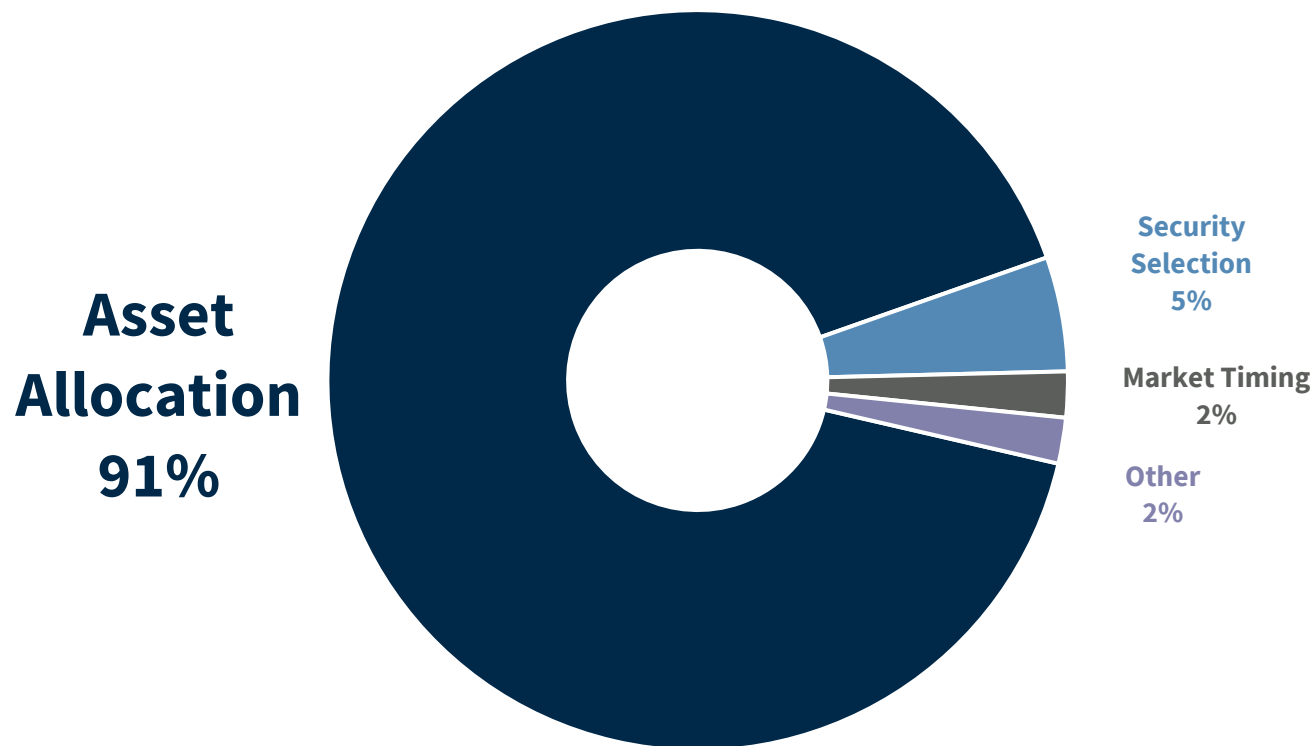


Source: FactSet, as of 12/31/2023

Source: FactSet, as of 12/31/2023

ASSET ALLOCATION | DETERMINANTS OF PORTFOLIO PERFORMANCE

Asset Allocation is Critical to Portfolio Construction



Source: Determinants of Portfolio Performance, Gary P. Brinson, L. Randolph Hood and Gilbert L. Beebower, Financial Analysts Journal, Vol. 42, No. 4 (Jul. - Aug., 1986), pp. 39-44

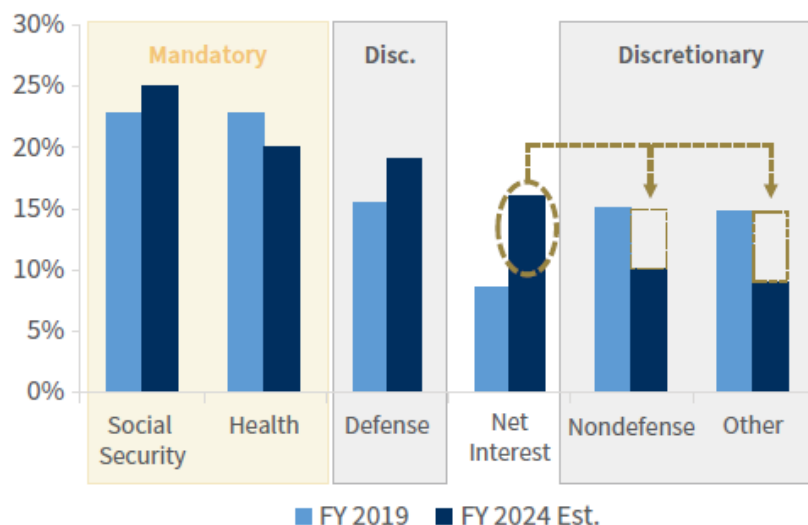
QUARTERLY TOPICS | 2024 ECONOMIC OUTLOOK: PREPARE FOR LANDING

“With current available resources, the US is estimated to be able to grow sustainably at ~1.9% without triggering higher prices.”

-**Eugenio J. Alemán, Ph.D.**, *Chief Economist*, Raymond James

-**Giampiero Fuentes, CFP®**, *Economist*, Raymond James

Composition of US Government Expenditures



EXPECTED RECESSION VS. HISTORICAL AVERAGES

	FORECAST	AVERAGE
Economic Contraction	-0.3%	-2.5%
Average Duration	6 months	10 months
Jobs Lost	1M	3.5M
Fixed Investment	-3.2%	-18.5%

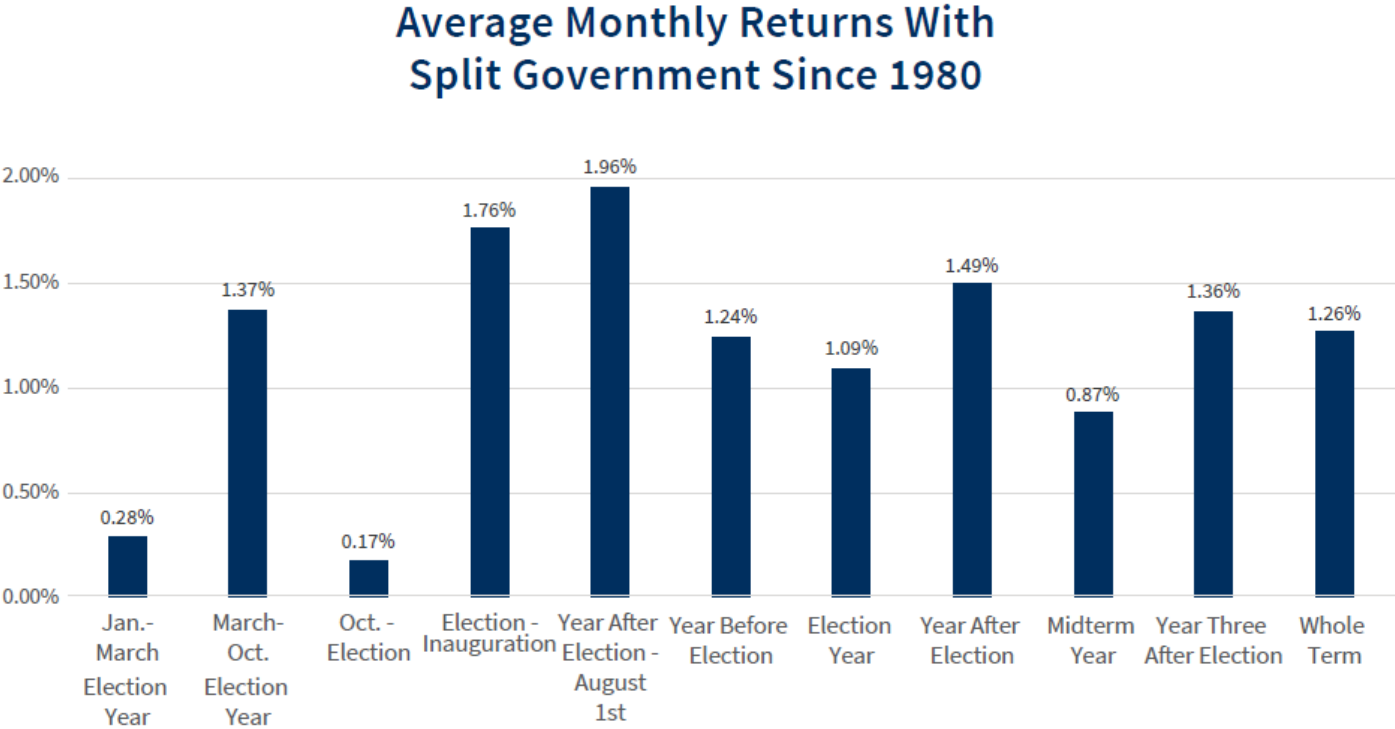
Source: Investment Strategy Quarterly January 2024

"For the complete article, ask your financial advisor for a copy of the January 2024 Investment Strategy Quarterly."

QUARTERLY TOPICS | 2024 PREVIEW: MARKET PERFORMANCE IN A PRESIDENTIAL ELECTION YEAR

“Expectations of a divided government set the conditions for calmer waters, seeing positive average monthly returns both ahead of the election (0.17%) and in the years after.”

-Ed Mills, *Managing Director, Washington Policy Analyst*, Equity Research



Source: Investment Strategy Quarterly January 2024

"For the complete article, ask your financial advisor for a copy of the January 2024 Investment Strategy Quarterly."

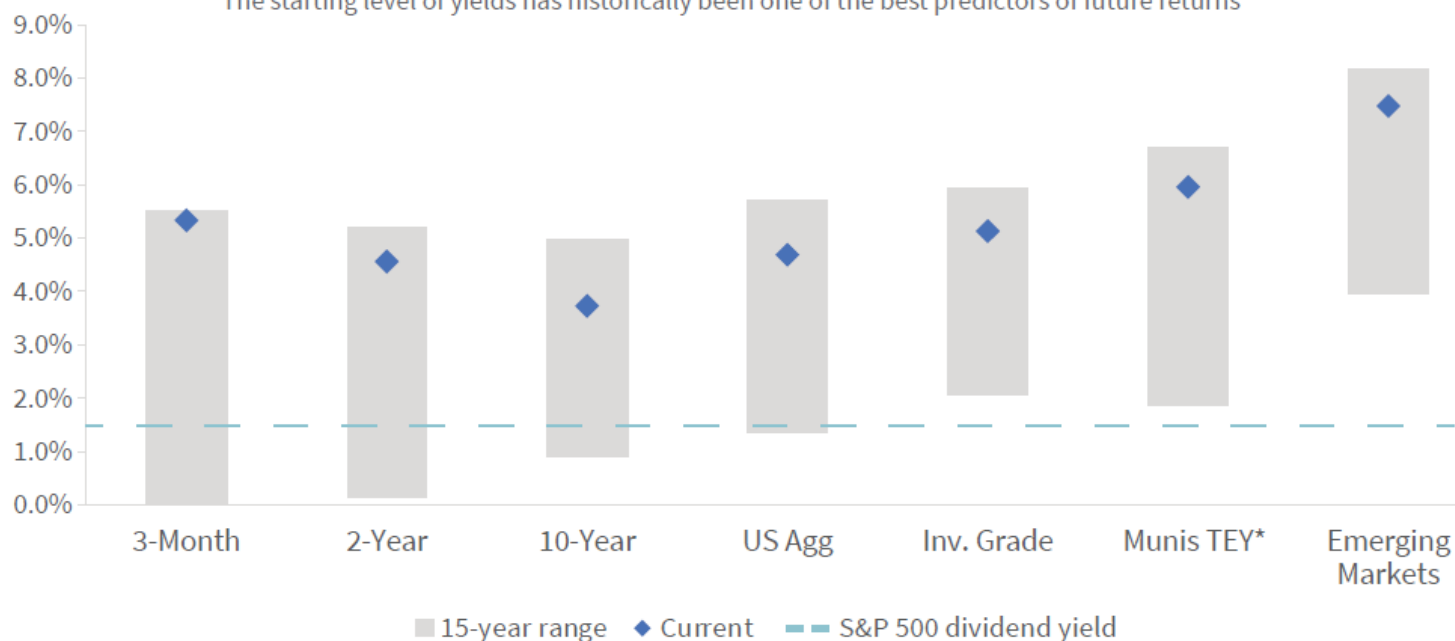
QUARTERLY TOPICS | READY, SET, LOCK IN RATES

“While interest rates are well off their recent peaks, yields still stand at their highest level in nearly 15 years.”

-Tracey Manzi, CFA, Senior Investment Strategist, Investment Strategy

Yield Opportunities Across All Fixed Income Sectors

The starting level of yields has historically been one of the best predictors of future returns



Source: Investment Strategy Quarterly January 2024

"For the complete article, ask your financial advisor for a copy of the January 2024 Investment Strategy Quarterly."

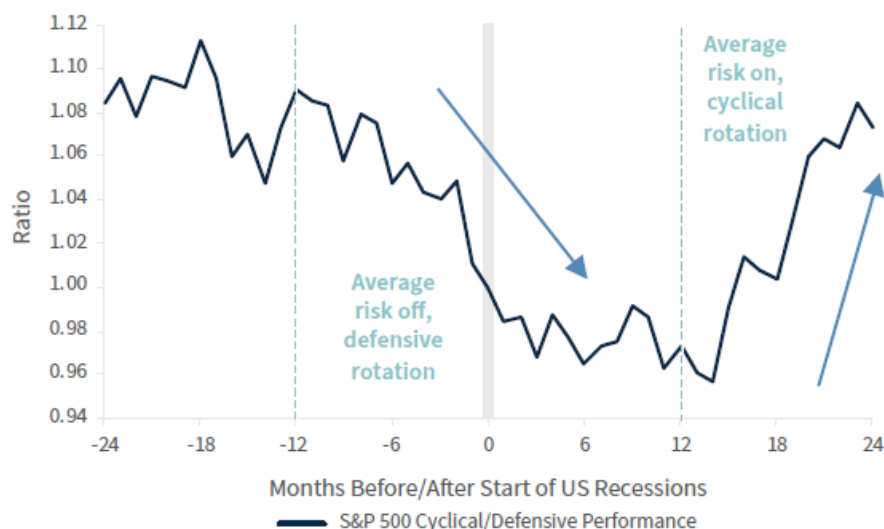
QUARTERLY TOPICS | RESPECT THE TREND BUT CURB YOUR ENTHUSIASM FOR STOCKS

“Ongoing tailwinds in the form of softer oil prices, cooler headline inflation, melting bond yields and enthusiasm about the beginning of Fed interest rate cuts should continue to support a similarly lofty multiple of earnings next year.”

-Talley Léger, *Senior Equity Strategist, Investment Strategy*

First Half 2024: Defensive Rotation, Second Half 2024: Risk-On Recovery Trade

We foresee a defensive rotation next year, followed by a risk-on recovery trade heading into 2025



CYCLICALS	DEFENSIVES
<ul style="list-style-type: none"> • Consumer Discretionary • Energy • Financials • Industrials • Technology • Materials 	<ul style="list-style-type: none"> • Consumer Staples • Health Care • Communication • Utilities

Real Estate sector not included in table due to lack of data.
Real Estate became its own GICS sector in 2016.

Source: Investment Strategy Quarterly January 2024

"For the complete article, ask your financial advisor for a copy of the January 2024 Investment Strategy Quarterly."

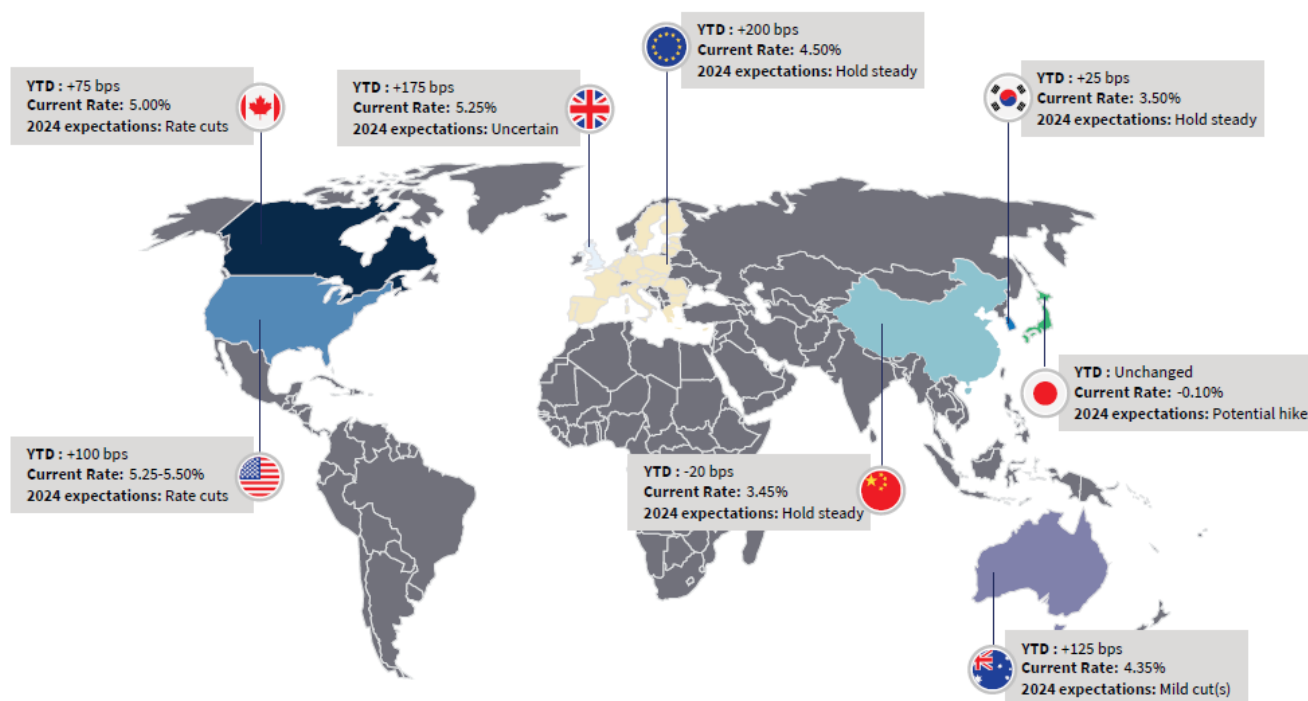
QUARTERLY TOPICS | A DESYNCHRONIZING WORLD

“Across advanced economies, inflation will decelerate to target levels sooner than envisaged by the European Central Bank and Bank of England, a backdrop allowing a policy pivot towards easier monetary policy...”

-**Professor Jeremy Batstone-Carr**, *European Strategist, Raymond James Investment Services Ltd.*

Global Central Bank Policy Expected to Diverge

Tightening cycle moved in sync, pace of loosening will differ



Source: Investment Strategy Quarterly January 2024

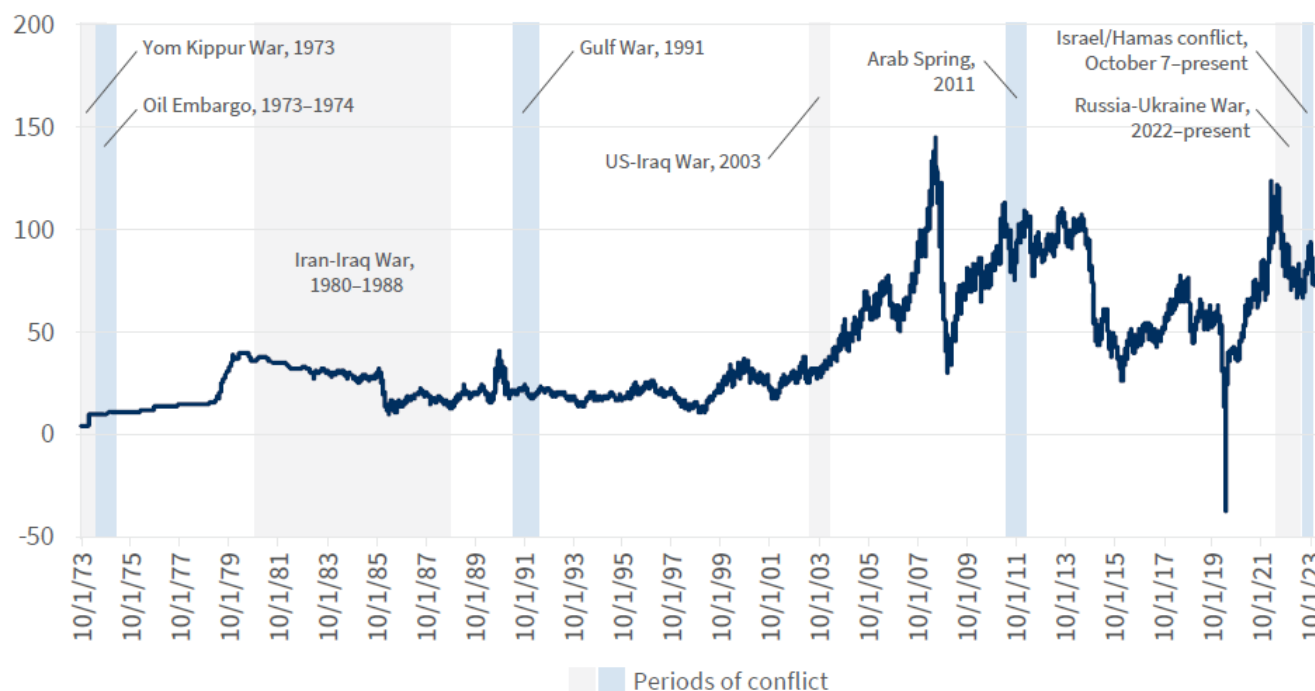
"For the complete article, ask your financial advisor for a copy of the January 2024 Investment Strategy Quarterly."

QUARTERLY TOPICS | TWO WARS IN TWO YEARS

“The private sector oil and gas industry in the post-COVID era has become more capital disciplined than ever before.”

-**Pavel Molchanov**, *Managing Director, Equity Analyst, Equity Research*

WTI Crude Oil Prices During Conflict



Source: Investment Strategy Quarterly January 2024

"For the complete article, ask your financial advisor for a copy of the January 2024 Investment Strategy Quarterly."

ASSET CLASS	BENCHMARK
Cash & Cash Alternatives	Bloomberg US Treasury - Bills (1-3 M)
Fixed Income	Bloomberg US Aggregate
US Equities	S&P 500 (TR)
World Equities	MSCI World ex USA
Commodities	Bloomberg Commodity Index
Real Estate	FTSE EPRA/NAREIT United States
Materials	S&P 500 (TR) / Materials - SEC
Industrials	S&P 500 (TR) / Industrials - SEC
Comm Services	S&P 500 (TR) / Communication Services - SEC
Utilities	S&P 500 (TR) / Utilities - SEC
Consumer Discretionary	S&P 500 (TR) / Consumer Discretionary - SEC
Consumer Staples	S&P 500 (TR) / Consumer Staples - SEC
Health Care	S&P 500 (TR) / Health Care - SEC
Information Technology	S&P 500 (TR) / Information Technology - SEC
Energy	S&P 500 (TR) / Energy - SEC
Financials	S&P 500 (TR) / Financials - SEC
Real Estate	S&P 500 (TR) / Real Estate - IG
S&P 500	S&P 500 (TR)
Large Value	S&P 500 Value
Large Blend	S&P 500
Large Growth	S&P 500 Growth
Mid Value	S&P Mid Cap 400 Value
Mid Blend	S&P Mid Cap 400
Mid Growth	S&P Mid Cap 400 Growth
Small Value	S&P Small Cap 600 Value

ASSET CLASS	BENCHMARK
Small Blend	S&P Small Cap 600
Small Growth	S&P Small Cap 600 Growth
US Large Cap	S&P 500
EM Eastern Europe	MSCI EM Eastern Europe
Europe ex UK	MSCI Europe ex UK
Developed Markets	MSCI EAFE
United Kingdom	MSCI United Kingdom
Japan	MSCI Japan
EM Latin America	MSCI EM Latin America
Emerging Markets	MSCI EM (Emerging Markets)
EM Asia	MSCI EM Asia
Pacific ex Japan	MSCI Pacific ex JP
Long-Term Bond	Bloomberg US Aggregate Credit - Long
High Yield	Bloomberg US High Yield - Corporate
Aggregate Bond	Bloomberg US Aggregate
Credit	Bloomberg US Aggregate Credit
Emerging Market Bond	Bloomberg Emerging Markets USD Aggregate
Treasury	Bloomberg US Aggregate Government - Treasury
Municipal	Bloomberg Municipal Bond
Agency	Bloomberg US Agency CMBS
MBS	Bloomberg MBS 1000
Global Bond ex US	Bloomberg Global G6 (G7 x US)
US TIPS	Bloomberg US TIPS (1-3 Y)
Short-Term Bond	Bloomberg US Treasury Bellwethers (2 Y)
T-Bill	Bloomberg US Treasury - Bills (1-3 M)

DISCLOSURES

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Information obtained from third-party sources is considered reliable, but we do not guarantee that the information herein is accurate or complete.

INTERNATIONAL INVESTING | International investing involves additional risks such as currency fluctuations, differing financial accounting standards, and possible political and economic instability. These risks are greater in emerging markets.

SECTORS | Sector investments are companies engaged in business related to a specific economic sector and are presented herein for illustrative purposes only and should not be considered as the sole basis for an investment decision. Sectors are subject to fierce competition and their products and services may be subject to rapid obsolescence. There are additional risks associated with investing in an individual sector, including limited diversification.

OIL | Investing in oil involves special risks, including the potential adverse effects of state and federal regulation and may not be suitable for all investors.

CURRENCIES | Currencies investing are generally considered speculative because of the significant potential for investment loss. Their markets are likely to be volatile and there may be sharp price fluctuations even during periods when prices overall are rising.

GOLD | Gold is subject to the special risks associated with investing in precious metals, including but not limited to: price may be subject to wide fluctuation; the market is relatively limited; the sources are concentrated in countries that have the potential for instability; and the market is unregulated.

FIXED INCOME | Fixed-income securities (or “bonds”) are exposed to various risks including but not limited to credit (risk of default of principal and interest payments), market and liquidity, interest rate, reinvestment, legislative (changes to the tax code), and call risks. There is an inverse relationship between interest rate movements and fixed income prices. Generally, when interest rates rise, fixed income prices fall and when interest rates fall, fixed income prices generally rise.

US TREASURIES | US Treasury securities are guaranteed by the US government and, if held to maturity, generally offer a fixed rate of return and guaranteed principal value.

DOMESTIC EQUITY DEFINITION

S&P 500 | The **S&P 500 Total Return Index**: The index is widely regarded as the best single gauge of large-cap U.S. equities. There is over USD 7.8 trillion benchmarked to the index, with index assets comprising approximately USD 2.2 trillion of this total. The index includes 500 leading companies and captures approximately 80% coverage of available market capitalization.

LARGE GROWTH | **S&P 500 Growth Total Return Index**: This index represents a segment of the S&P 500 Index with a greater-than-average growth orientation.

LARGE VALUE | **S&P 500 Value Total Return Index**: This index represents a segment of the S&P 500 Index with a less-than-average growth orientation.

SMALL GROWTH | **S&P Small Cap 600 Growth Total Return Index**: This index represents a segment of the S&P 600 Index with a greater-than-average growth orientation.

SMALL BLEND | **Russell 2000 Total Return Index**: This index covers 2000 of the smallest companies in the Russell 3000 Index, which ranks the 3000 largest US companies by market capitalization. The Russell 2000 represents approximately 10% of the Russell 3000 total market capitalization. This index includes the effects of reinvested dividends.

SMALL VALUE | **S&P Small Cap 600 Value Total Return Index**: This index represents a segment of the S&P 600 Index with a less-than-average growth orientation.

MID VALUE | **S&P 400 Value Total Return Index**: This index represents a segment of the S&P 400 Index with a less-than-average growth orientation.

MID GROWTH | **S&P 400 Growth Total Return Index**: This index represents a segment of the S&P 400 Index with a greater-than-average growth orientation.

MID BLEND | **S&P Small Cap 400 Total Return Index**: The index measures the investment return of mid-capitalization stocks in the United States.

ISM MANUFACTURING | **The ISM manufacturing index** indicates the level of demand for products by measuring the amount of ordering activity at the nation's factories.

CONSUMER PRICE INDEX | The price of a weighted average market basket of consumer goods and services purchased by households.

CONSUMER CONFIDENCE INDEX | A survey, administered by The Conference Board, that measures how optimistic or pessimistic consumers are regarding their expected financial situation.

S&P/CASE-SHILLER U.S. NATIONAL HOME PRICE INDEX | Measures the change in the value of the U.S. residential housing market by tracking the purchase prices of single-family homes.

FIXED INCOME DEFINITION

AGGREGATE BOND | Bloomberg US Agg Bond Total Return Index: The index is a measure of the investment grade, fixed-rate, taxable bond market of roughly 6,000 SEC-registered securities with intermediate maturities averaging approximately 10 years. The index includes bonds from the Treasury, Government-Related, Corporate, MBS, ABS, and CMBS sectors.

MUNICIPAL | Bloomberg Municipal Total Return Index: The index is a measure of the long-term tax-exempt bond market with securities of investment grade (rated at least Baa by Moody's Investors Service and BBB by Standard and Poor's). This index has four main sectors: state and local general obligation bonds, revenue bonds, insured bonds, and prerefunded bonds.

INTERNATIONAL EQUITY DEFINITION

EMERGING MARKETS EASTERN EUROPE | MSCI EM Eastern Europe Net Return Index: The index captures large- and mid-cap representation across four Emerging Markets (EM) countries in Eastern Europe. With 50 constituents, the index covers approximately 85% of the free float-adjusted market capitalization in each country.

BLOOMBERG BARCLAYS CAPITAL AGGREGATE BOND TOTAL RETURN INDEX | This index represents securities that are SEC-registered, taxable, and dollar denominated. The index covers the U.S. investment grade fixed rate bond market, with index components for government and corporate securities, mortgage pass-through securities, and asset-backed securities. The index is designed to minimize concentration in any one commodity or sector. It currently has 22 commodity futures in seven sectors. No one commodity can compose less than 2% or more than 15% of the index, and no sector can represent more than 33% of the index (as of the annual weightings of the components).

EMERGING MARKETS ASIA | MSCI EM Asia Net Return Index: The index captures large- and mid-cap representation across eight Emerging Markets countries. With 554 constituents, the index covers approximately 85% of the free float-adjusted market capitalization in each country.

EMERGING MARKETS LATIN AMERICA | MSCI EM Latin America Net Return Index: The index captures large- and mid-cap representation across five Emerging Markets (EM) countries in Latin America. With 116 constituents, the index covers approximately 85% of the free float-adjusted market capitalization in each country.

EMERGING MARKETS | MSCI Emerging Markets Net Return Index: This index consists of 23 countries representing 10% of world market capitalization. The index is available for a number of regions, market segments/sizes and covers approximately 85% of the free float-adjusted market capitalization in each of the 23 countries.

PACIFIC EX-JAPAN | MSCI Pacific Ex Japan Net Return Index: The index captures large- and mid-cap representation across four of 5 Developed Markets (DM) countries in the Pacific region (excluding Japan). With 150 constituents, the index covers approximately 85% of the free float-adjusted market capitalization in each country.

JAPAN | MSCI Japan Net Return Index: The index is designed to measure the performance of the large and mid cap segments of the Japanese market. With 319 constituents, the index covers approximately 85% of the free float-adjusted market capitalization in Japan.

FOREIGN DEVELOPED MARKETS | MSCI EAFE Net Return Index: This index is designed to represent the performance of large and mid-cap securities across 21 developed markets, including countries in Europe, Australasia and the Far East, excluding the U.S. and Canada. The index is available for a number of regions, market segments/sizes and covers approximately 85% of the free float-adjusted market capitalization in each of the 21 countries.

EUROPE EX UK | MSCI Europe Ex UK Net Return Index: The index captures large and mid cap representation across 14 Developed Markets (DM) countries in Europe. With 337 constituents, the index covers approximately 85% of the free float-adjusted market capitalization across European Developed Markets excluding the UK.

MSCI EAFE | The **MSCI EAFE** (Europe, Australasia, and Far East) is a free float-adjusted market capitalization index that is designed to measure developed market equity performance, excluding the United States & Canada. The EAFE consists of the country indices of 22 developed nations.

WORLD EQUITIES | The MSCI World ex USA Index captures large and mid cap representation across 22 of 23 Developed Markets (DM) countries*-- excluding the United States. With 1,003 constituents, the index covers approximately 85% of the free float-adjusted market capitalization in each country.

PCE PRICE INDEX | A measure of the prices that people living in the United States, or those buying on their behalf, pay for goods and services. The PCE price index is known for capturing inflation (or deflation) across a wide range of consumer expenses and reflecting changes in consumer behavior

COMMODITY DEFINITIONS

US DOLLAR INDEX | The US dollar index (USDx) is a measure of the value of the US dollar relative to the value of a basket of currencies of the majority of the US's most significant trading partners. This index is similar to other trade-weighted indexes, which also use the exchange rates from the same major currencies.

DATA SOURCE:

FactSet

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