March 2024

Student of the Market



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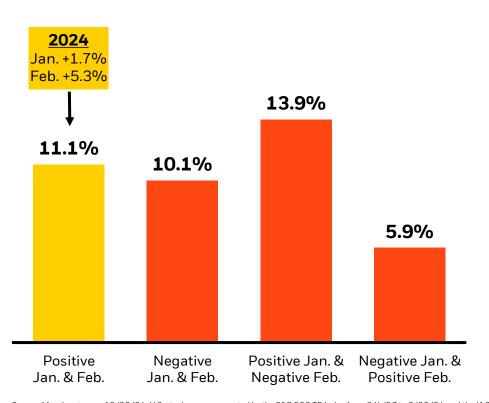
March 2024

Diversification, bonds, and cash **Stocks January & February** Individual stocks vs. Stock market Cash on the stock market volatility mutual funds & ETFs sidelines returns Stock returns **Market all-time Bonds when cash** 60/40 portfolio vs. following a Federal yields fall highs cash Reserve rate cut

So goes a positive January & February...?

Average return following January & February

Performance over next 10 months of calendar year, since 1926



Only 2 of the last 34 years that started with a positive Jan. & Feb. ended the year negative

Calendar years with a positive Jan. & Feb. plus performance over the following 10 months, since 1926

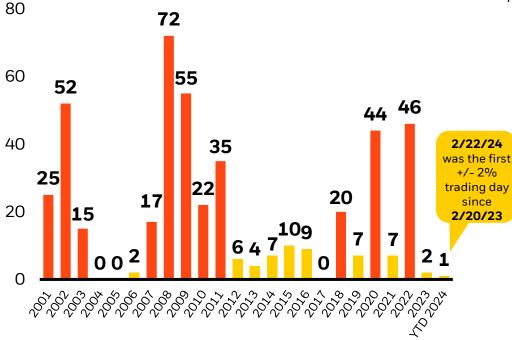
Year	January	February	Next 10 months	Year	January	February	Next 10 months
1930	6.4	2.6	(31.2)	1983	3.7	2.3	15.5
1931	5.0	11.9	(51.8)	1985	7.8	1.2	20.7
1936	6.7	2.2	22.8	1986	0.6	7.5	9.8
1937	3.9	1.9	(38.6)	1987	13.5	4.0	(10.8)
1938	1.5	6.7	21.0	1988	4.2	4.7	6.9
1943	7.4	5.8	10.8	1991	4.4	7.2	16.7
1944	1.7	0.4	17.2	1993	0.8	1.4	7.7
1945	1.6	6.8	25.7	1995	2.6	3.9	29.1
1950	2.0	2.0	26.6	1996	3.4	0.9	17.8
1951	6.4	1.6	14.8	1997	6.2	0.8	24.5
1954	5.4	1.1	43.3	1998	1.1	7.2	18.6
1955	2.0	1.0	27.8	2004	1.8	1.4	7.4
1959	0.5	0.5	10.8	2006	2.6	0.3	12.5
1961	6.5	3.2	15.5	2011	2.4	3.4	(3.6)
1964	2.8	1.5	11.6	2012	4.5	4.3	6.4
1965	3.4	0.3	8.4	2013	5.2	1.4	24.2
1967	8.0	0.7	14.0	2017	1.9	4.0	15.0
1971	4.3	1.2	8.3	2019	8.0	3.2	17.9
1972	2.1	2.8	13.5	2024	1.7	5.3	?
1975	12.7	6.4	14.4				

Source: Morningstar as of 2/29/24. U.S. stocks are represented by the S&P 500 TR Index from 3/4/57 to 2/29/24 and the IA SBBI U.S. Lrg Stock Tr USD Index from 1/1/26 to 3/4/57, unmanaged indexes that are generally considered representative of the U.S. stock market during each given time period. **Past performance does not guarantee or indicate future results**. Index performance is for illustrative purposes only. You can not invest directly in the index.

Stock volatility has remained low

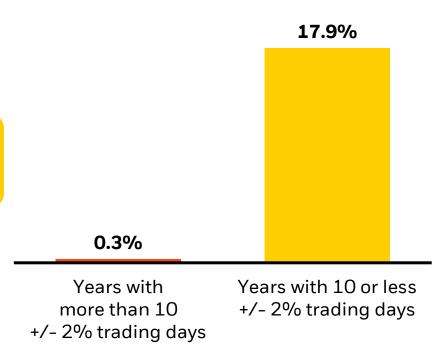
Number of single day stock market returns of +/-2% or more

S&P 500, past 20+ years by calendar year (1/1/01 - 2/29/24)



Lower volatility has typically resulted in much stronger returns

Average returns for the year based on the number of $\pm -2\%$ (or more) trading days since 2001, based on calendar years

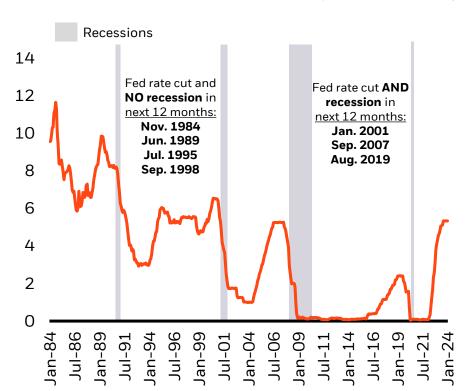


 $Source: Morningstar as of 2/29/24. Stock market represented by the S&P 500 TR Index. \textbf{\textit{Past performance does not guarantee or indicate future results}. Index performance is for illustrative purposes only. You cannot invest directly in the index. \\$

A Fed rate cut that doesn't result in recession has been good for stocks historically

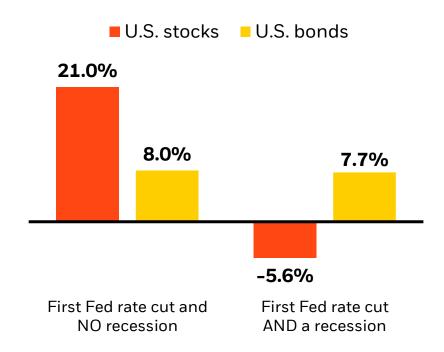
Federal funds rate and recessions

Effective Fed Funds rate and recession dates (1/1/84 - 2/29/24)



Stocks have benefited when rate cuts don't cause a recession in the following 12 months

Average 1-year returns after first cut of Fed cycle (1/1/84 - 2/29/24)



Source: Morningstar, Federal Reserve, NBER as of 2/29/24. U.S. stocks represented by the S&P 500 TR Index from 3/4/57 to 2/29/24 and the IA SBBI U.S. Lrg Stock TR USD Index from 1/1/26 to 3/4/57. U.S. bonds represented by the IA SBBI US Gov IT Index from 1/1/26 to 1/3/89 and the Bloomberg U.S. Agg Bond TR Index from 1/3/89 to 2/29/24. Past performance does not guarantee or indicate future results. Index performance is for illustrative purposes only. You cannot invest directly in the index.

Strong performance has typically followed new milestones for stocks

S&P 500 milestones and all-time highs

(1/1/95 - 2/29/24)

Milestone (Date)	# of times the index fell below and crossed again	# of new all-time highs between milestones	Months between each milestone	12 months after first crossing milestone	2 years after first crossing milestone (cumulative)
500 (3/24/95)	0	-	-	33.1%	65.3%
1,000 (2/2/98)	19	151	34	27.9%	44.7%
2,000 (8/26/14)	11	168	198	-1.0%	13.2%
3,000 (7/12/19)	7	142	58	7.8%	50.7%
4,000 (4/1/21)	13	74	20	14.7%	5.5%
5,000 (2/9/24)	2	65	34	,	ý

Source: Bloomberg and Morningstar as of 2/29/24. Stock market represented by the S&P 500 Index. **Past performance does not guarantee or indicate future results.** Index performance is for illustrative purposes only. You cannot invest directly in the index.

Mutual funds and ETFs are less likely to lose money than individual stocks

Percentage of investments that made or lost money, last 5 years

Cumulative returns, 2019 - 2023

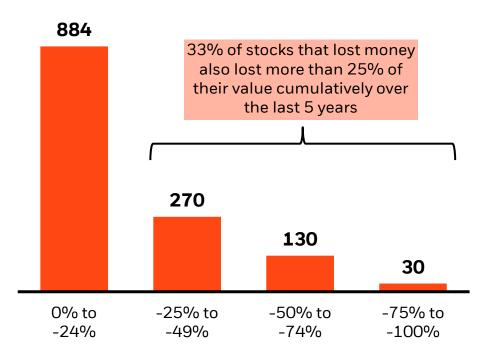
Individual U.S stocks



Stock mutual funds & ETFs



Number of individual stocks that lost money over the last 5 years, grouped by percentage loss Cumulative returns, 2019 – 2023

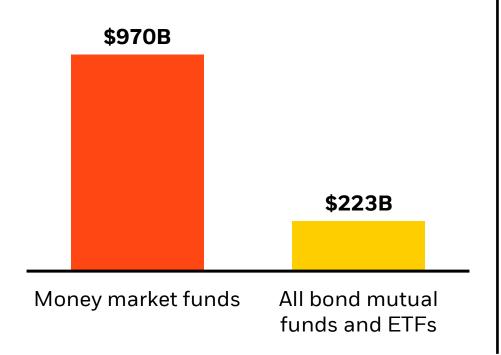


Source: Morningstar as of 12/31/23. Stock mutual funds & ETFs are represented by the Morningstar U.S. Equity Category, oldest share class only. Individual U.S. stocks are represented by the Morningstar U.S. Stock Universe, all securities on the NYSE and NASDAQ. Analysis does not include obsolete mutual funds, ETFs or stocks are as defined by Morningstar. Past performance does not guarantee or indicate future results. Diversification does not guarantee a profit or protect against a loss in a declining market.

Money market funds were popular in 2023, but bonds tended to do better

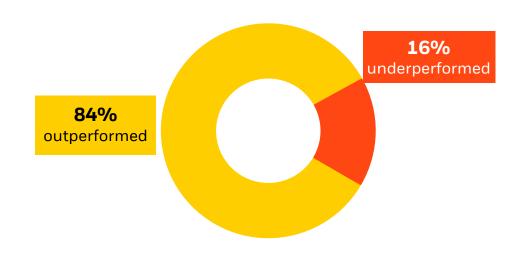
Money market inflows dominated bond fund inflows last year...

2023 flows for money market funds and bond mutual funds & ETFs



...but bond funds tended to outperform

% of all bond mutual funds and ETFs whose 2023 returns outperformed the taxable money market average return of 4.7%

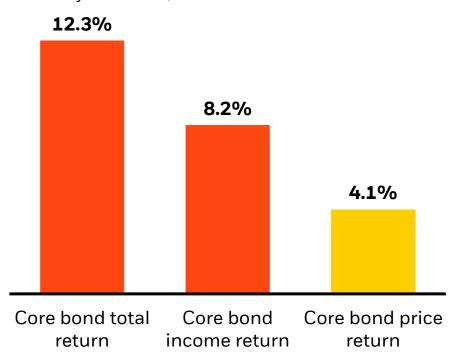


Source: Morningstar as of 2/29/24. All money market and bond asset classes are represented by their respective Morningstar category average. **Past performance does not guarantee or indicate future results**. Index performance is for illustrative purposes only. You cannot invest directly in the index.

Bonds historically see a positive price return when cash yields fall

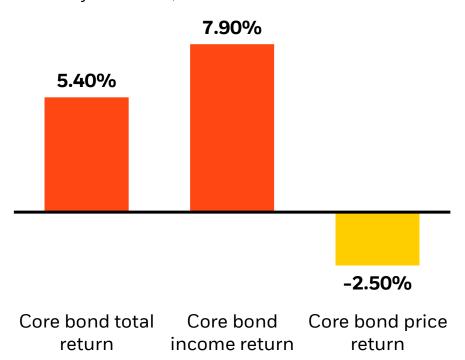
Average returns for core bonds in years when cash yields went DOWN 1% or more

Calendar year returns, 1976 - 2023



Average returns for core bonds in years when cash yields went UP 1% or more

Calendar year returns, 1976 – 2023



Morningstar as of 2/29/24. U.S. core bond total return represented by the IA SBBI US Gov IT TR Index from 1/1/76 to 1/3/89 and the Bloomberg U.S. Agg Bond TR Index from 1/3/89 to 2/29/24. U.S. core bond income return represented by the IA SBBI US Gov IT TR Index from 1/1/76 to 1/3/89 and the Bloomberg U.S. Agg Bond IR Index from 1/1/76 to 1/3/89 and the Bloomberg U.S. Agg Bond IR Index from 1/3/89 to 2/29/24. Cash represented by the SBBI 30 day TBill TR index. **Past performance does not guarantee or indicate future results. Index performance is for illustrative purposes only.** You cannot invest directly in the index.

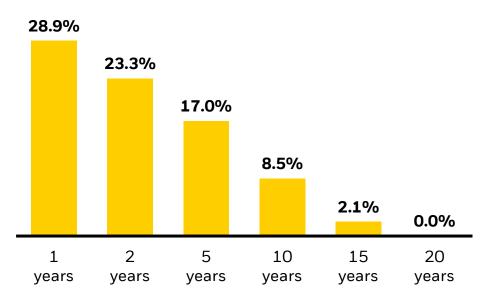
Benefits of a diversified portfolio vs. cash

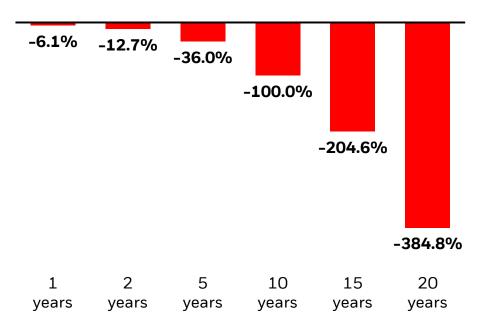
The likelihood of cash outperforming a diversified portfolio is low...

% of times cash outperformed a portfolio of 60% U.S. stocks and 40% U.S. bonds over each time period, 1926-2024

...and the degree of that underperformance can be large

Cumulative average returns, money market returns minus 60/40 portfolio returns, 1926-2024





Morningstar as of 2/29/24. Cash are represented by the IA SBBI US 30 day TBill Index, U.S. stocks are represented by the S&P 500 Index from 3/4/57 to 2/29/24 and the IA SBBI US. Lrg Stock Tr USD Index from 1/1/26 to 1/3/89 and the Bloomberg U.S. Agg Bond TR Index from 1/3/89 to 2/29/24. **Past performance does not guarantee or indicate future results. Index performance is for illustrative purposes only.** You cannot invest directly in the index.

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Returns as of 2/29/24	1 Year Return	5 Year Avg. Annual Return	10 Year Avg. Annual Return
S&P 500 TR USD	30.45	14.76	12.70
Bloomberg US Agg Bond TR USD	3.33	0.56	1.43
Bloomberg US Agg Bond IR USD	3.32	2.85	2.96
IA SBBI US IT Govt TR USD	4.19	0.73	1.19
IA SBBI US IT Govt IR USD	4.27	2.21	2.03
IA SBBI US Large Stock TR USD Ext	30.45	14.76	12.70
US Fund Money Market – Taxable	4.88	1.71	1.09
IA SBBI US 30 Day TBill TR USD	5.16	1.89	1.27

Index Definitions:

- The **S&P 500 TR Index** is an unmanaged index that is generally considered representative of the U.S. stock market on a total return basis. Included are the largest 500 stocks by market cap.
- The **Bloomberg U.S. Agg Bond TR Index** is an unmanaged index that is generally considered representative of the U.S. bond market on a total return basis.
- The **Bloomberg U.S. Agg Bond IR Index** is an unmanaged index that is generally considered representative of the U.S. bond market on a price return basis.
- The IA SBBI IT Govt TR Index is an unmanaged index that is generally considered representative of the historical U.S. bond market on a total return basis prior to the inception of the Bloomberg U.S. Agg Bond TR Index in 1989.
- The IA SBBI IT Govt IR Index is an unmanaged index that is generally considered representative of the historical U.S. bond market on a total return basis prior to the inception of the Bloomberg U.S. Agg Bond IR Index in 1989.
- The IA SBBI IT US Large Stock TR Index is an unmanaged index that is generally considered representative of the historical U.S. stock market on a price return basis prior to the inception of the S&P 500 TR Index in 1970.
- US Fund Money Market Taxable is an average of funds within the US Fund Money Market Taxable category as defined by Morningstar.
- The IA SBBI US 30 Day TBill TR Index is an unmanaged index that is generally considered representative of the historical U.S. 30-Day Treasury Bill market on a total return basis.

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Important notes:

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