Market Chart Book WM Research DADAVIDSON

The Strength of Advice®

A look at Equity Markets, Economic Data, and Interest Rates

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Please refer to slide 48 of this report for detailed disclosure and certification information.



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Major Market Equity Returns

Global rally in Q3, S&P 500 positive YTD

Index	3Q20	2020 YTD	2019	
MSCI Emerging Markets	9.7%	-0.9%	18.9%	
S&P 500	8.9%	5.6%	31.5%	
DJ Industrial Average	8.2%	-0.9%	25.3%	
Russell 2000	4.9%	-8.7%	25.5%	
MSCI EAFE (Developed)	4.9%	-6.7%	22.7%	
S&P Mid Cap 400	4.8%	-8.6%	26.2%	

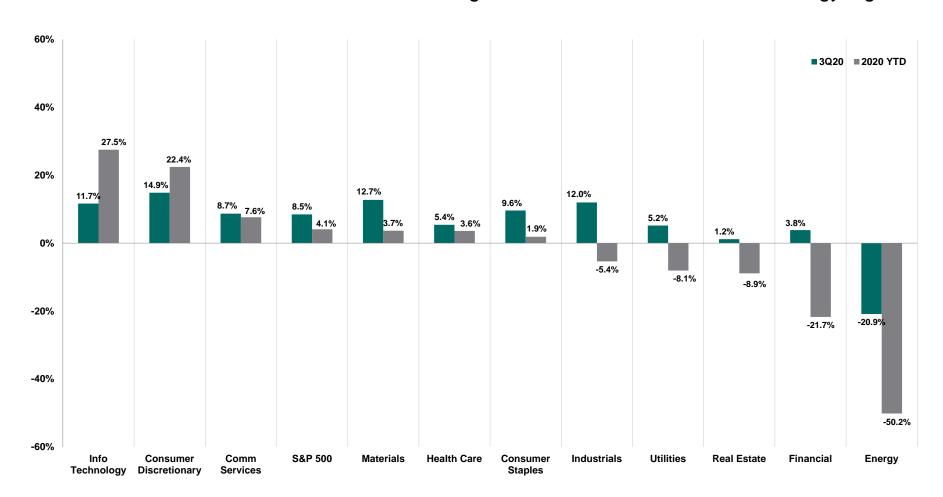
Total returns reflect market appreciation or depreciation and the reinvestment of capital gains, dividends, interest and other income.

The information on indices is presented for illustrative purposes only and is not intended to imply the potential performance of any fund or investment. Indices provide a general source of information on how various market segments and types of investments have performed in the past. You may not invest directly in an index. Past performance is not an indicator of future results.



S&P 500: Sector Performance

Broad sector gains in 3Q20, YTD Tech leads, Energy lags



Price returns reflect market appreciation or depreciation excluding the reinvestment of capital gains, dividends, interest and other income.

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Data source: FactSet; through 9/30/20



S&P 500: Sector Performance Quilt

Sector leadership rotates; supports diversification

2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020 YTD	10-YEAR ANNUALIZED RETURN
Real Estate	Utilities	Financials	Consumer	Real Estate	Consumer	Energy	Information	Health Care	Information	Information	Information
32.32%	19.98%	28.82%	Discretionary 43.08%	30.19%	Discretionary 10.11%	27.36%	Technology 38.83%	6.47%	Technology 50.29%	Technology 28.69%	Technology 20.50%
Consumer Discretionary	Consumer Staples	Consumer Discretionary	Health Care	Utilities	Health Care	Telecom Services	Materials	Utilities	Communication Services*	Consumer Discretionary	Consumer Discretionary
27.66%	13.99%	23.92%	41.46%	28.98%	6.89%	23.49%	23.84%	4.11%	32.69%	23.38%	18.17%
Industrials	Health Care	Real Estate	Industrials	Health Care	Consumer Staples	Financials	Consumer Discretionary	Consumer Discretionary	Financials	Communication Services*	Health Care
26.71%	12.73%	19.74%	40.68%	25.34%	6.60%	22.80%	22.98%	0.83%	32.13%	8.60%	15.40%
Materials	Real Estate	Telecom Services	Financials	Information Technology	Information Technology	Industrials	Financials	Information Technology	Industrials	Materials	Consumer Staples
22.20%	11.39%	18.31%	35.63%	20.12%	5.92%	18.86%	22.18%	-0.29%	29.37%	5.47%	11.77%
Energy	Telecom Services	Health Care	Information Technology	Consumer Staples	Real Estate	Materials	Health Care	Real Estate	Real Estate	Health Care	Industrials
20.46%	6.27%	17.89%	28.43%	15.98%	4.68%	16.69%	22.08%	-2.22%	29.01%	5.01%	11.58%
Telecom Services	Consumer Discretionary	Industrials	Consumer Staples	Financials	Telecom Services	Utilities	Industrials	Consumer Staples	Consumer Discretionary	Consumer Staples	Utilities
18.97%	6.13%	15.35%	26.14%	15.20%	3.40%	16.29%	21.03%	-8.38%	27.94%	4.13%	10.68%
Consumer Staples	Energy	Materials	Materials	Industrials	Financials	Information Technology	Consumer Staples	Communication Services*	Consumer Staples	Industrials	Real Estate
14.11%	4.72%	14.97%	25.60%	9.83%	-1.53%	13.85%	13.49%	-12.53%	27.61%	-3.99%	10.49%
Financials	Information Technology	Information Technology	Energy	Consumer Discretionary	Industrials	Consumer Discretionary	Utilities	Financials	Utilities	Utilities	Financials
12.13%	2.41%	14.82%	25.07%	9.68%	-2.53%	6.03%	12.11%	-13.03%	26.35%	-5.68%	9.69%
Information Technology	Industrials	Consumer Staples	Utilities	Materials	Utilities	Consumer Staples	Real Estate	Industrials	Materials	Real Estate	Communication Services*
10.19%	-0.59%	10.76%	13.21%	6.91%	-4.85%	5.38%	10.85%	-13.29%	24.58%	-6.78%	9.43%
Utilities	Materials	Energy	Telecom Services	Telecom Services	Materials	Real Estate	Energy	Materials	Health Care	Financials	Materials
5.46%	-9.75%	4.61%	11.47%	2.99%	-8.38%	3.39%	-1.01%	-14.70%	20.82%	-20.22%	9.42%
Health Care	Financials	Utilities	Real Estate	Energy	Energy	Health Care	Telecom Services	Energy	Energy	Energy	Energy
2.90%	-17.06%	1.28%	1.60%	-7.78%	-21.12%	-2.69%	-1.25%	-18.10%	11.81%	-48.09%	-3.16%
Energy		Materials		Industrials		Consumer Discretionary		Consumer Staples		Health Care	
Financials		Information Technology		Real Estate		Communication Services		Utilities			

The chart above shows the total returns for the 11 GICS sectors represented in the S&P 500. Total returns reflect market appreciation or depreciation and the reinvestment of capital gains, dividends, interest and other income.

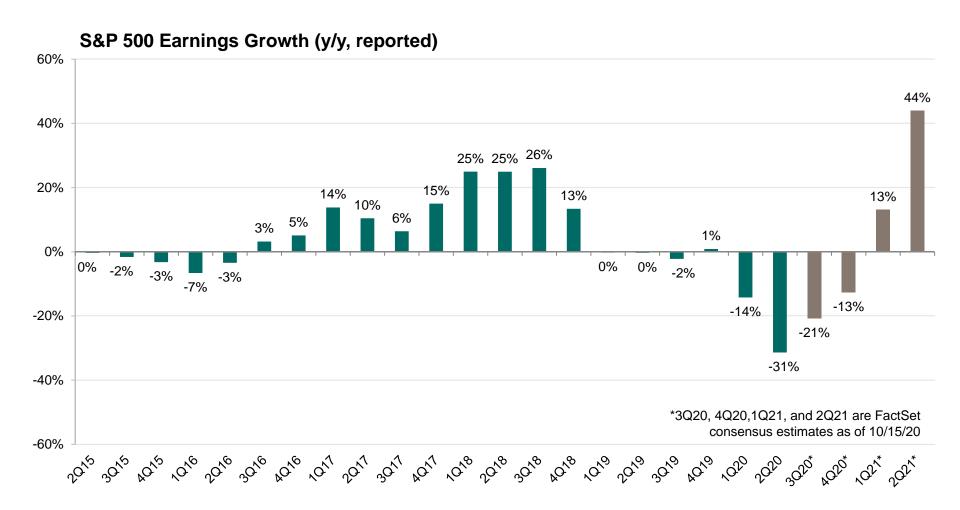
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Data source: FactSet; through 9/30/20



S&P 500: Earnings Growth

2020 earnings lower due to COVID-19, growth expected 1Q21



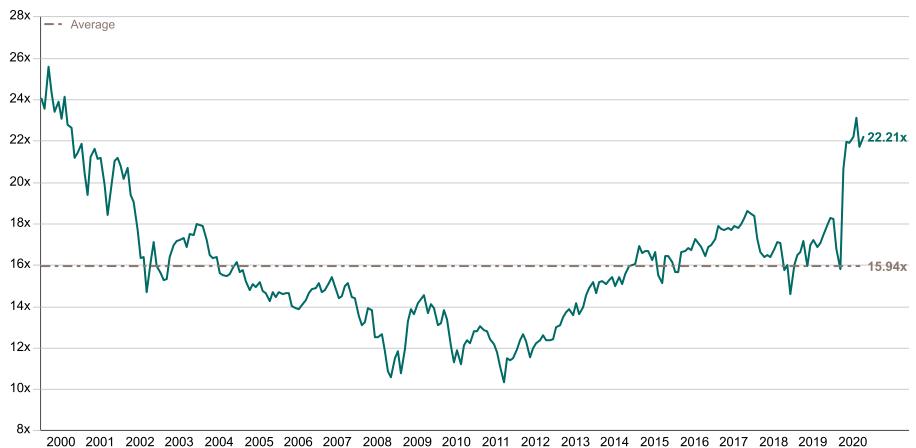
The chart above displays reported quarterly operating earnings per share (EPS) growth for the S&P 500 index in green. Estimated quarterly growth figures for the next four quarters are displayed in grey and use consensus EPS estimates, which are the combined estimates of analysts covering each company included in the index.



S&P 500: Valuation P/E - estimated

Forward P/E near two-decade high

S&P 500 Next Twelve Months P/E



The forward S&P 500 price-to-earnings ratio (P/E) is a valuation measure, calculated by dividing the price of the S&P 500 index over the weighted average earnings per share (EPS) estimate of each company in the index. Earnings are based on "forward" consensus estimates expected over the next 12 months (NTM).



S&P 500: Valuation P/E - trailing

P/E spiked following large 2Q earnings decline

S&P 500 Trailing Twelve Months P/E

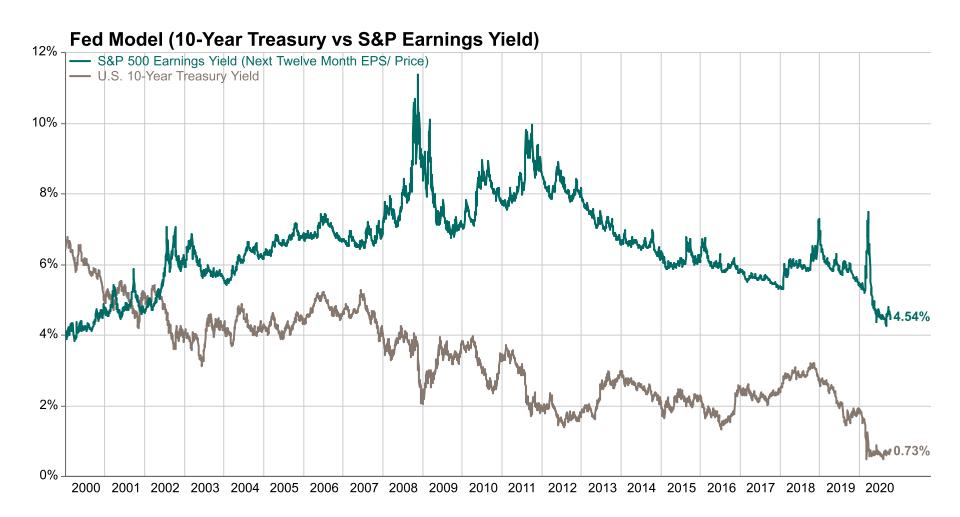


The forward S&P 500 price-to-earnings ratio (P/E) is a valuation measure, calculated by dividing the price of the S&P 500 index over the weighted average earnings per share (EPS) estimate of each company in the index. Earnings are based on "forward" consensus estimates expected over the next 12 months (NTM).



S&P 500: Earnings Yield

U.S. equities undervalued vs. bonds



The S&P 500 earnings yield is a valuation measure calculated by dividing the weighted average earnings per share (EPS) estimate of each company in the S&P 500 index over the price of the index. Earnings are based on "forward" consensus estimates expected over the next 12 months.

The yield of the 10-year U.S. Treasury bond is a widely followed barometer of the current U.S. interest rate environment.

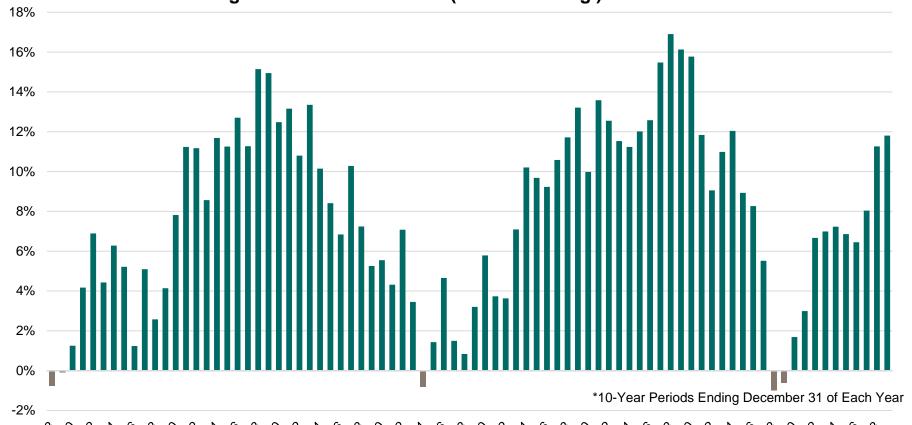
Data source: FactSet; through 10/15/20



S&P 500: Annual Total Returns

10-year returns show the benefits of equities over time

S&P 500 Index Average Annual Price Returns (10-Year Rolling)



This chart suggests that it is rare for long-term investors in equity markets to experience a negative total return if they buy and hold for at least 10 years. Within these 10-year periods, however, markets are volatile and in the interim investors can experience significant drawdowns.

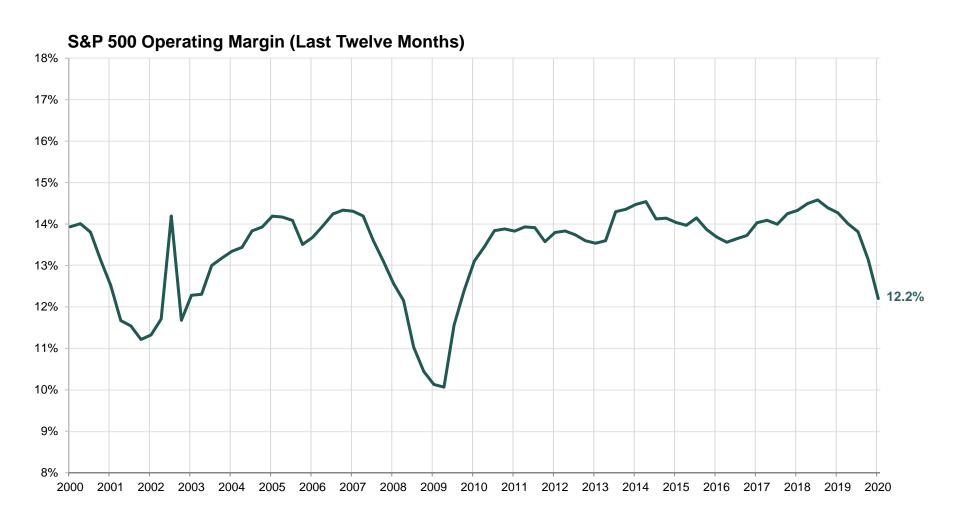
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S&P 500: Operating Margin

Margins sharply lower in 2020

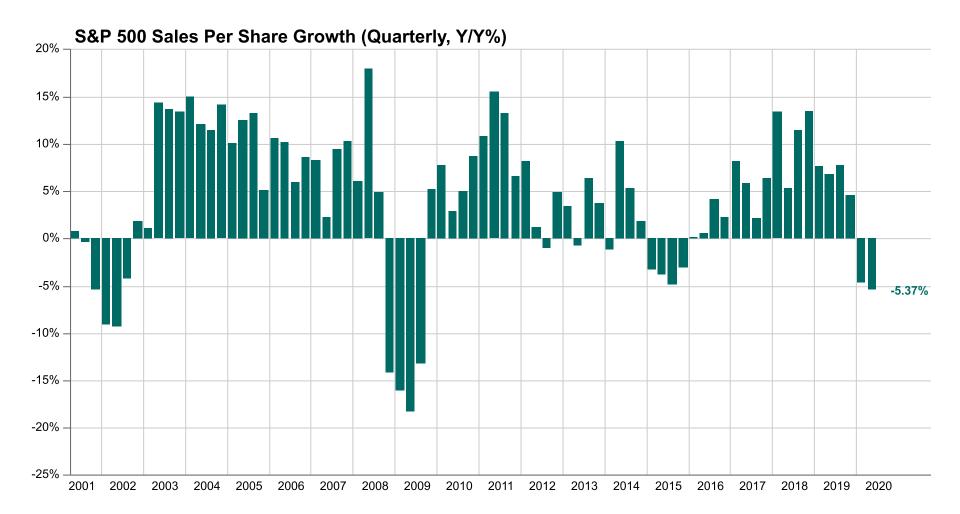


S&P 500 Operating Margin is a measure of operating income for S&P 500 companies as a percentage of revenue. The chart above shows the weighted average S&P 500 EBIT margin for companies within the index on a last twelve months basis.



S&P 500: Sales Per Share Growth

COVID-19 drives 2020 revenue decrease



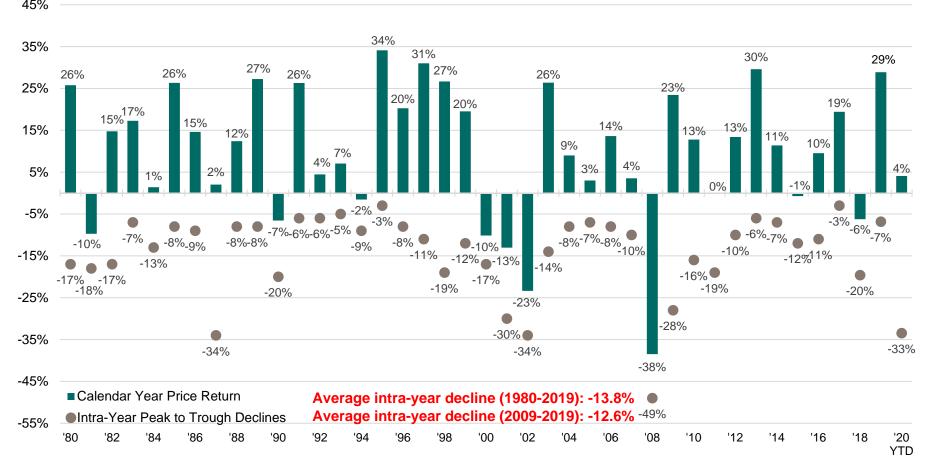
S&P 500 Sales Per Share is a measure of sales divided by outstanding shares reported by S&P 500 companies. The chart above shows the year-over-year growth rate for sales per share for the index on a quarterly basis.



Volatility: Staying the Course

Intra-Year corrections are common even in bull markets

S&P 500 Annual Returns and Intra-Year Declines



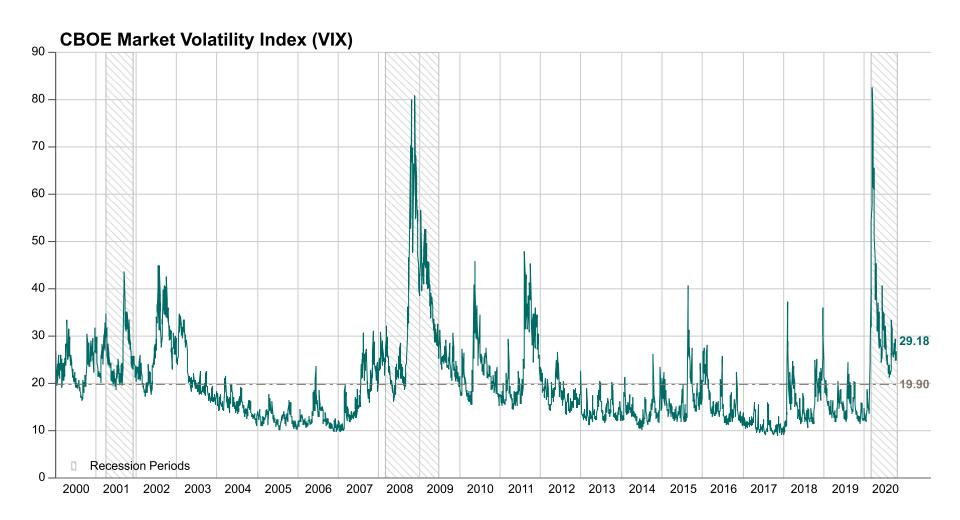
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CBOE Market Volatility Index

Volatility down from peak levels, remains elevated

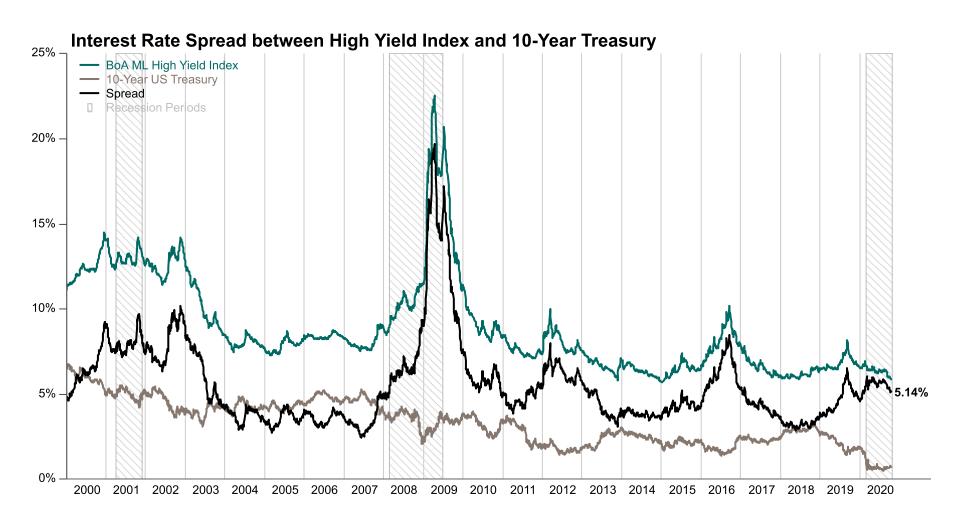


The CBOE Market Volatility Index (VIX) is a widely followed barometer of equity market volatility. The index is derived from price inputs of S&P 500 index options and is designed to reflect the market's expectation of 30-day forward-looking volatility.



U.S. Interest Rates: High Yield Spread

Spreads near multi-year highs; watch credit concerns

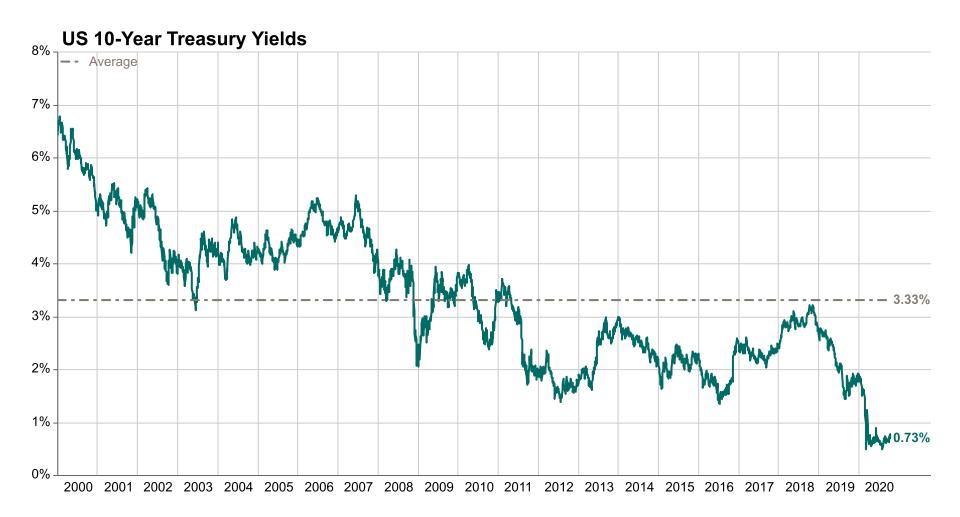


Shown are historical yields earned on two fixed income securities. The BofA ML High Yield Index is shown to display the yield on a basket of various higher-yielding fixed income securities. Yield of the 10-year U.S. Treasury bond is a widely followed barometer of the current U.S. interest rate environment. The spread is the difference in yield between the two securities, which can be used to interpret the premium investors require to take on the difference in risk between the two.



U.S. Interest Rates: 10-Year Treasury

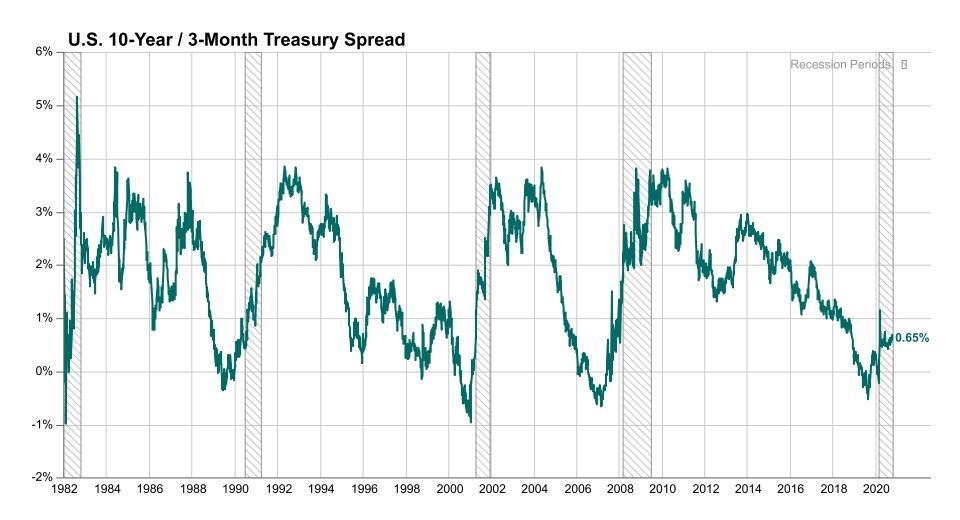
Long-term yields dropped to record lows in 3Q20





U.S. Interest Rates: 10-Yr / 3-Mos

Spread widened following early economic recovery

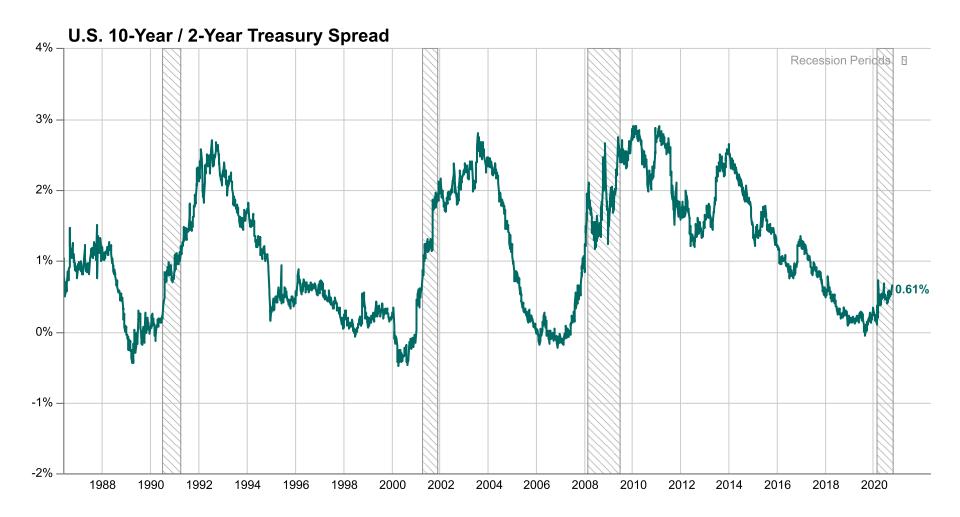


Yield of the 10-year and 3-Month U.S. Treasury bonds are widely followed barometers of the current U.S. interest rate environment. The spread is the difference in interest rates between the two securities.



U.S. Interest Rates: 10-Yr / 2-Yr

Key long-term vs. short-term yield spread has widened

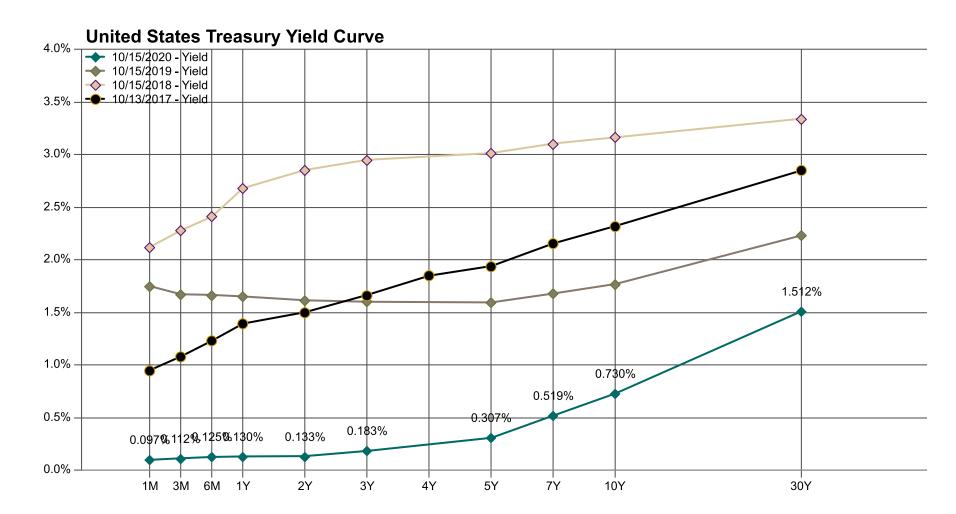


Yield of the 10-year and 2-Year U.S. Treasury bonds are widely followed barometers of the current U.S. interest rate environment. The spread is the difference in interest rates between the two securities.



U.S. Treasury Yield Curve

Yields low across the curve, but positively sloped

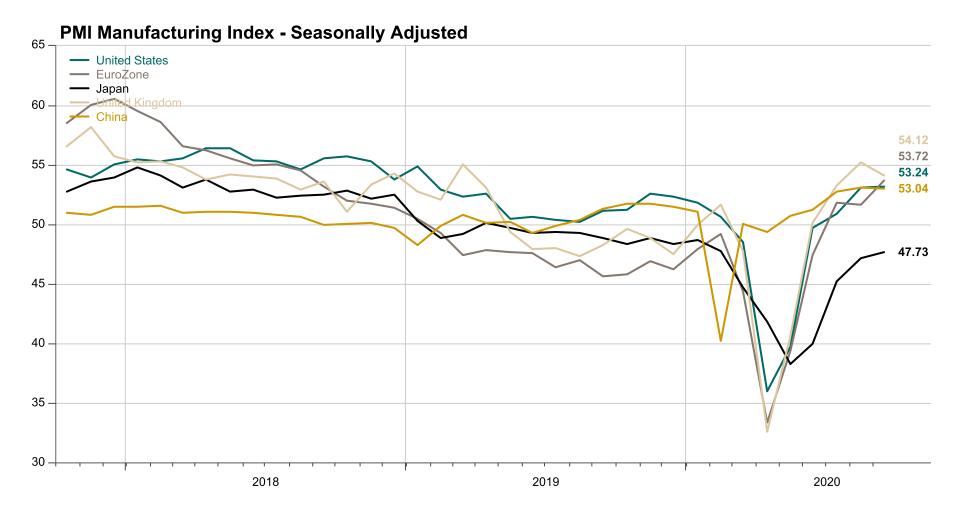


The chart above shows the yield curve of U.S. Treasury bonds on various dates. Yield curve displays the market interest rate across different contract lengths for U.S. Treasury bonds, indicating the relationship between the interest rate and the time ("term") to maturity. Yield curve "inversion" occurs when a shorter-term bond has a higher yield than a longer-term bond, and is seen as a historically reliable predictor of a future recession.



Global Manufacturing Surveys

Global PMIs reflect post-recession recovery

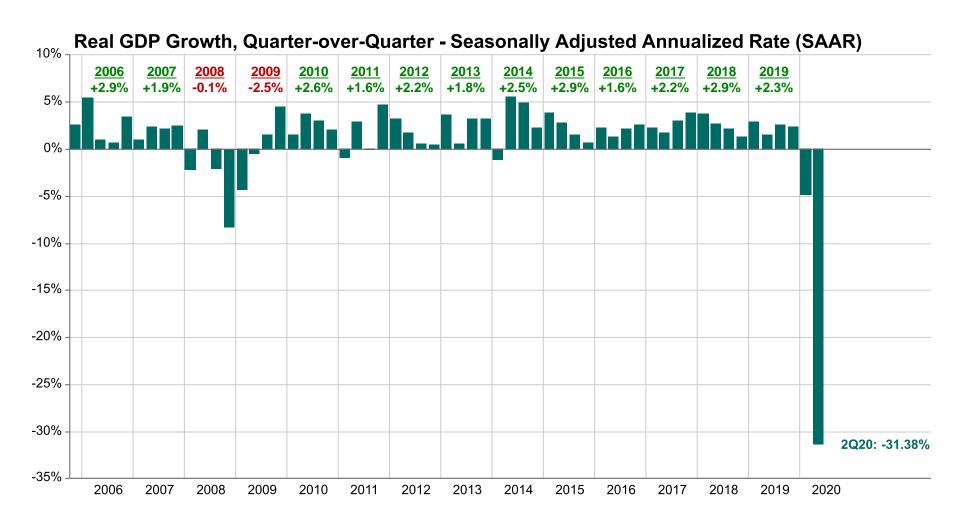


A Purchasing Managers' Index (PMI) is an indicator of the outlook for the manufacturing (PMI – Manufacturing) and services (PMI – Services) sectors of the economy. The index is based on a wide survey of company executives in these sectors. A reading above 50 indicates expectation for expansion compared to the previous month; a reading below 50 suggests contraction. Seasonally adjusted (SA) is used to normalize data by adjusting for seasonal changes in business and economic data for a more accurate comparison between different time periods. United States and Euro Zone data is provided by IHS Markit, Japan data is provided by Nikkei, United Kingdom data is provided by the Chartered Institute of Procurement & Supply, and China data is provided by Caixin.



U.S. GDP Quarterly

1Q20 & 2Q20 reflect recession, GDP growth expected 3Q

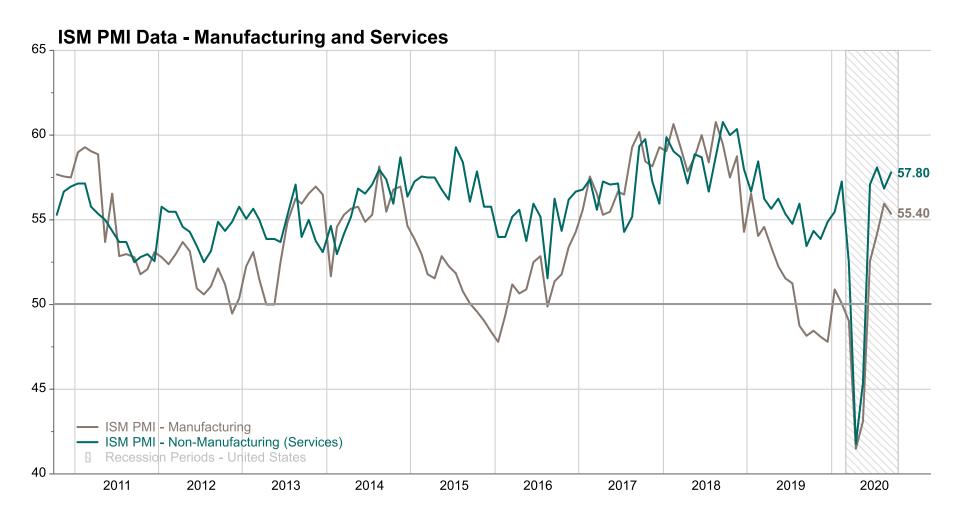


Gross Domestic Product (GDP) is one of the primary economic indicators used to gauge the overall health of the economy and measures the total dollar value of all goods and services produced over a specific time period. Seasonally adjusted annual rate (SAAR) is used to normalize data by adjusting for seasonal changes in business and economic data for a more accurate comparison between different time periods.



U.S. Economic Surveys

Big COVID-19 drop, then recovery and recent stall

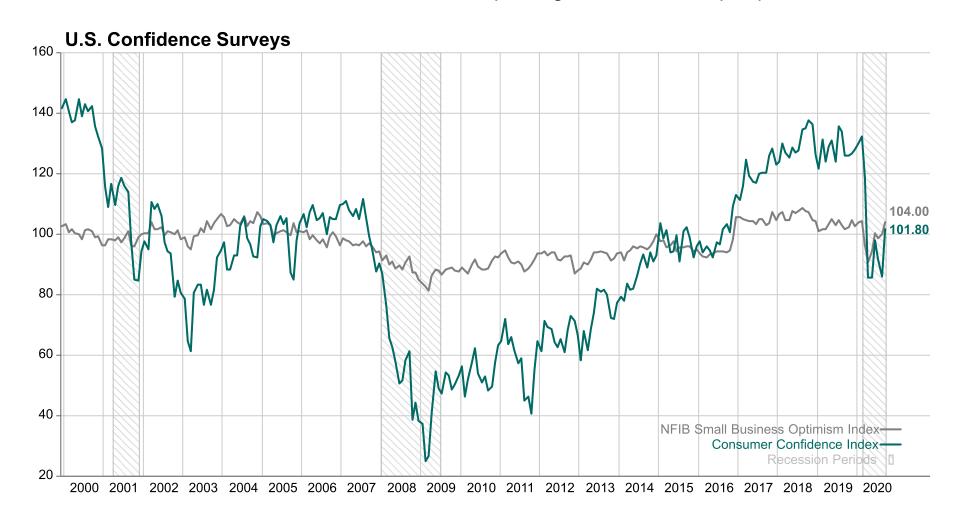


The ISM Purchasing Managers' Index (PMI) is an indicator of the outlook for the manufacturing (ISM PMI – Manufacturing) and services (ISM PMI – Services) sectors of the economy. The index is based on a wide survey of company executives in these sectors. A reading above 50 indicates expectation for expansion compared to the previous month; a reading below 50 suggests contraction



U.S. Confidence Surveys

Outlook improving, remains below pre-pandemic levels



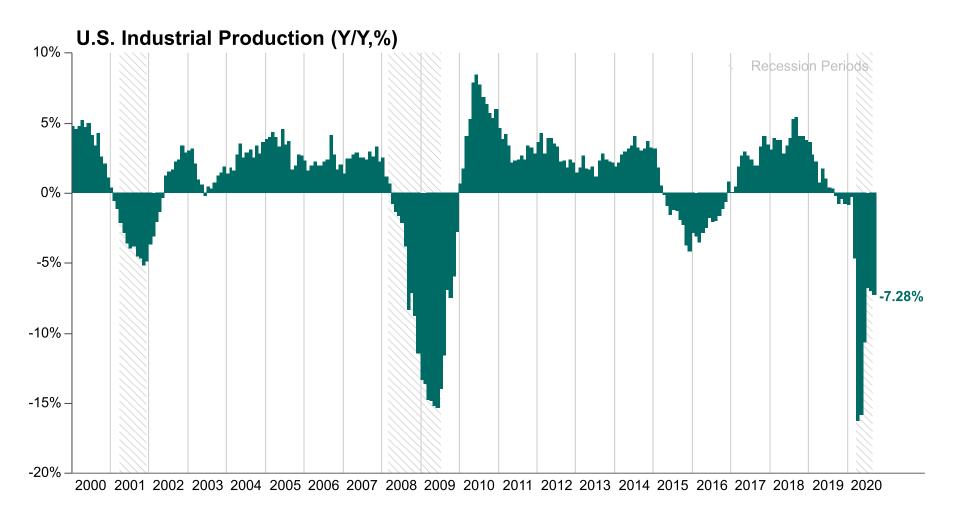
NFIB Index is based on 10 survey indicators. The NFIB Research Foundation has collected Small Business Economic Trends data from a sample of members from the National Federation of Independent Business (NFIB). Source: National Federation of Independent Business (NFIB)

The Consumer Confidence Survey® reflects prevailing business conditions and likely developments for the months ahead. The Conference Board's Consumer Confidence Survey is a monthly measure of the public's confidence in the health of the U.S. economy.



U.S. Industrial Production

Manufacturing has rebounded from lows, remains depressed



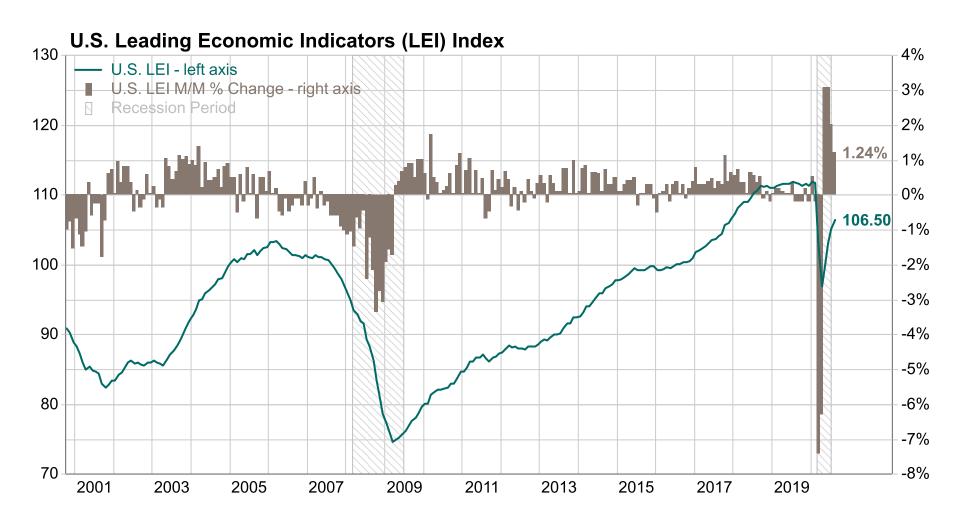
Industrial production (IP) measures the real output of the manufacturing, mining, and electric and gas utilities industries. The industrial sector, together with construction, accounts for the bulk of the variation in national output over the course of the business cycle. These data series help illuminate structural developments in the economy. Data is seasonally adjusted.

Data source: FactSet; through 9/30/20



Conference Board Leading Index

Volatile during the shutdown, recent improvement, but still low

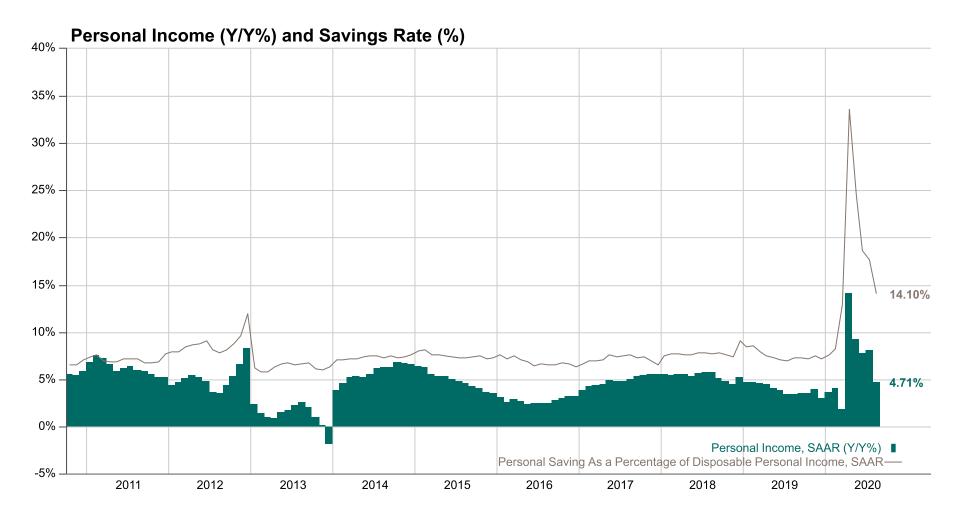


The Conference Board Leading Economic Index® is a composite average of ten widely-followed leading (forward-looking) economic indicators, and is meant to summarize and reveal common turning point patterns in the data.



U.S. Personal Income & Savings

Income and savings aided by COVID-19 relief

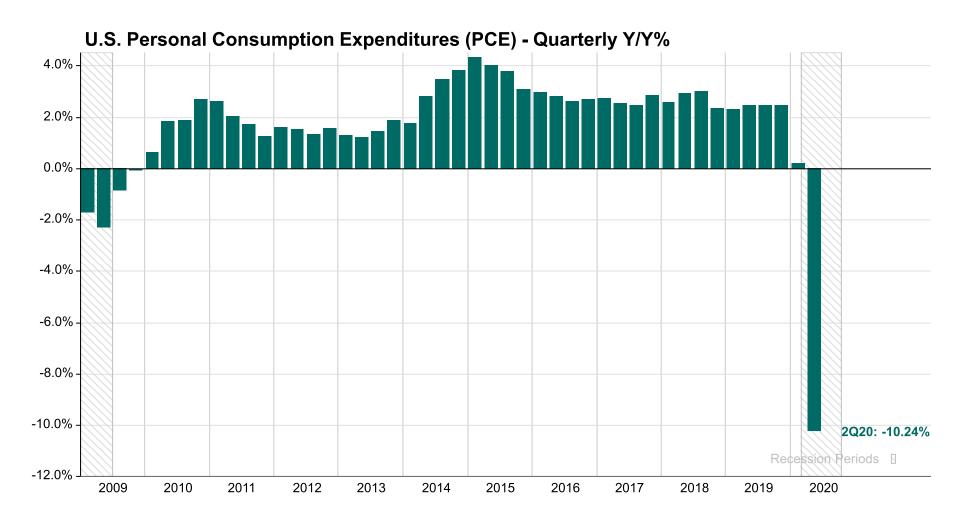


The Bureau of Labor Statistics compiles U.S. labor statistics from two monthly surveys. Personal Income measures the income people receive from wages and salaries, Social Security, and other government benefits, dividends, business ownership, and other sources. Personal Savings as a % of Disposable Personal Income is the percentage of disposable personal income minus consumer outlays times the saving rate to disposable income after the payment of taxes. Seasonally adjusted annual rate (SAAR) is used to normalize data by adjusting for seasonal changes in business and economic data for a more accurate comparison between different time periods.



U.S. Consumer Spending-Quarterly

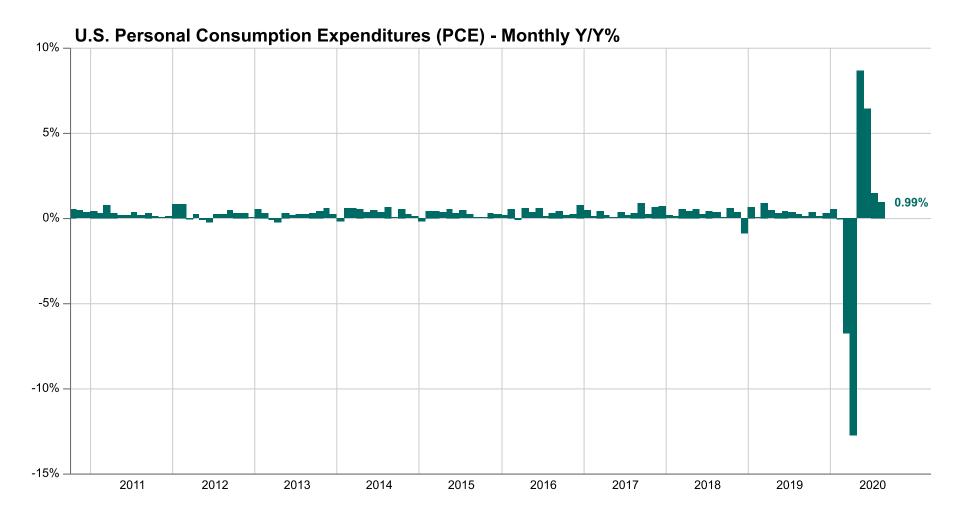
Spending drop in Q2 shows COVID-19 recession





U.S. Consumer Spending-Monthly

Monthly shows big May/Jun rebound, slowing in Jul/Aug

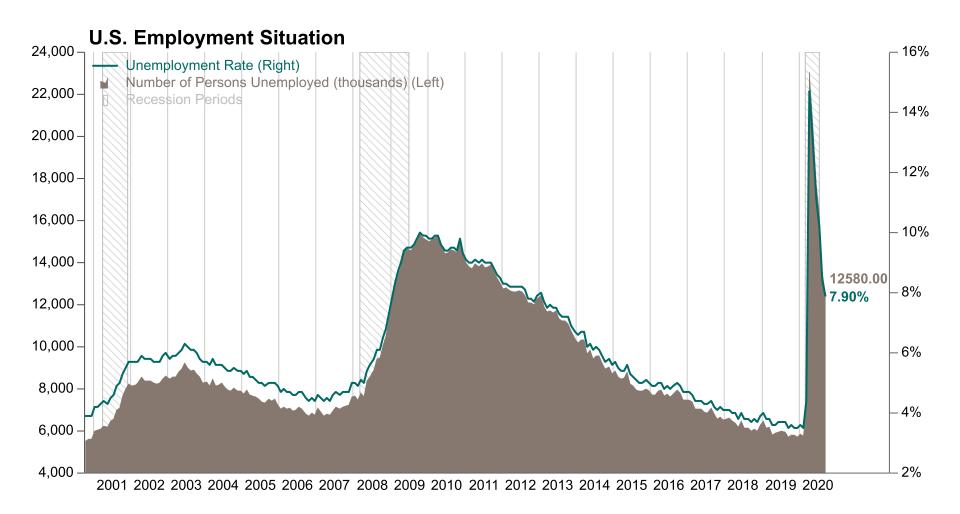


U.S. Personal Consumption Expenditures (PCE) is an indicator of the growth in consumer spending. Monthly data is reported in the Personal Income and Outlays release from the U.S. Bureau of Economic Analysis. It measures the amount of money Americans spend on goods and services.



U.S. Jobs & Unemployment Rate

Big jobs recovery, remains far below full-employment

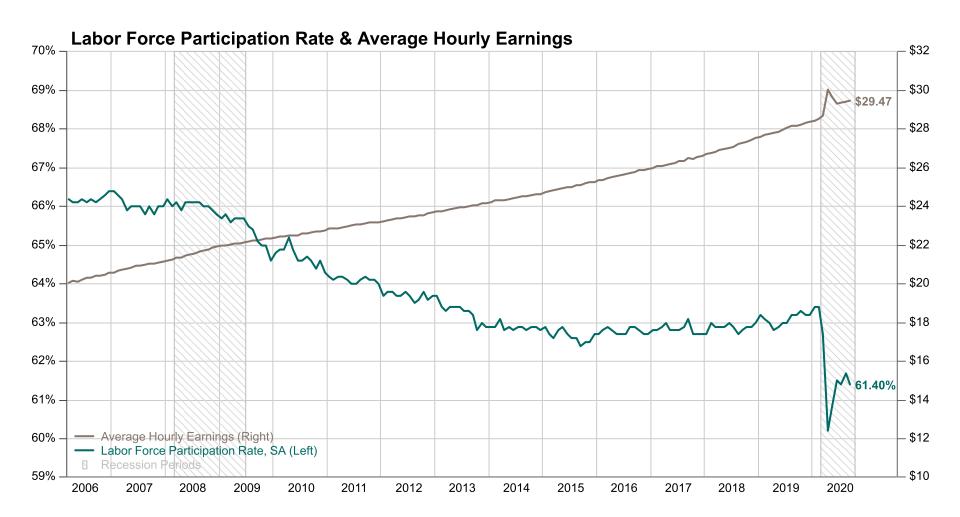


The Bureau of Labor Statistics compiles U.S. labor statistics from two monthly surveys. The household survey measures labor force status by demographics; the establishment survey measures nonfarm employment and data by industry. The nonfarm payrolls component of the establishment survey are drawn from private businesses and government entities. The nonfarm payrolls number is among the most widely used data points to assess U.S. employment trends. The unemployment rate is the percentage of the labor force that is jobless and actively willing and available to work.



U.S. Wages & Participation Rate

Participation remains low, wage growth favors high earners

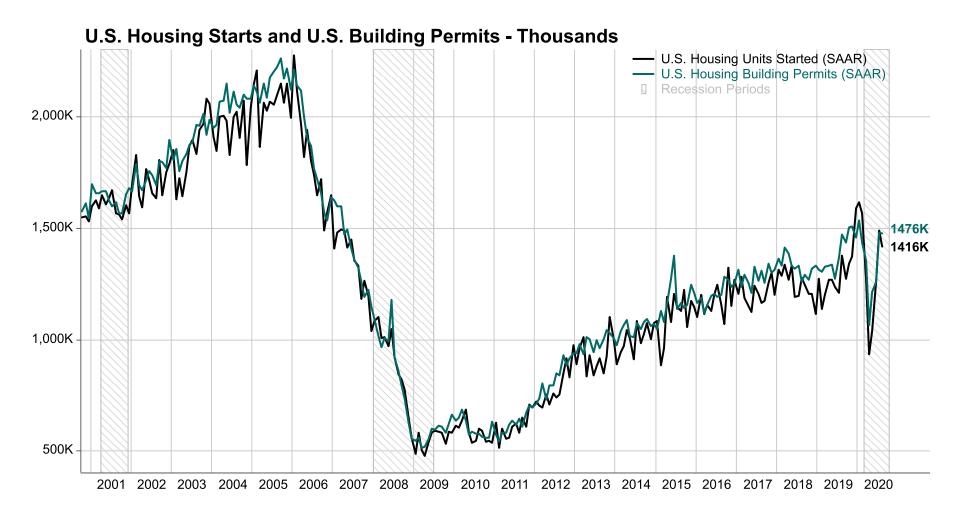


The Labor Force Participation Rate measures the percentage of total people who are either employed or actively looking for work in relation to the total working age population. Average Hourly Earnings is the average amount employees make per hour in a given month.



Housing Starts

Rapid recovery from shutdown lows

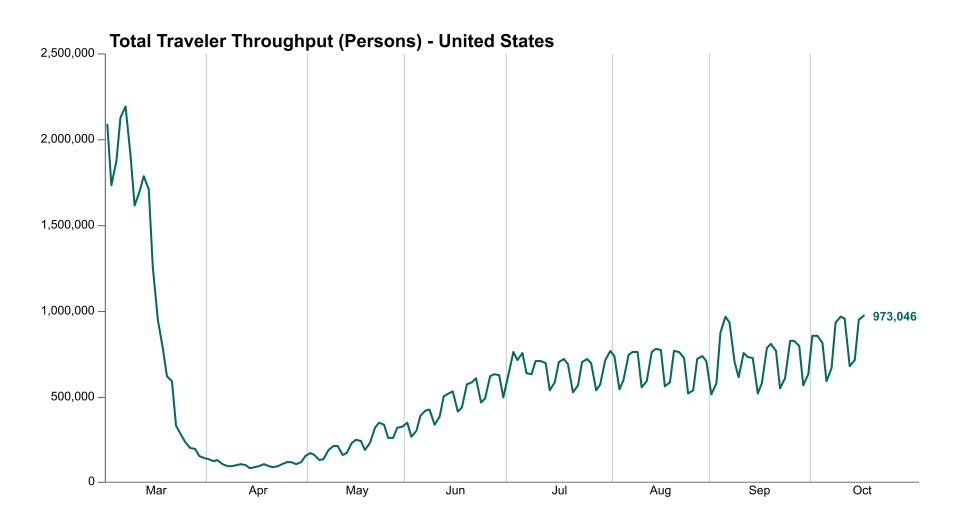


The U.S. Census Bureau compiles data related to housing starts, permits, and completions to present a comprehensive picture of housing in the United States. Housing Starts are the number of privately-owned new houses on which construction has been started in a given period; Housing Building Permits are the number of new housing units authorized by building permits within the period; and, Housing Units Completed are the number of private-owned new houses on which construction has been completed in the period. Seasonally adjusted annual rate (SAAR) is used to normalize data by adjusting for seasonal changes in business and economic data for a more accurate comparison between different time periods.



Daily Airline Travel

Daily traffic trends higher from April lows, still more to go

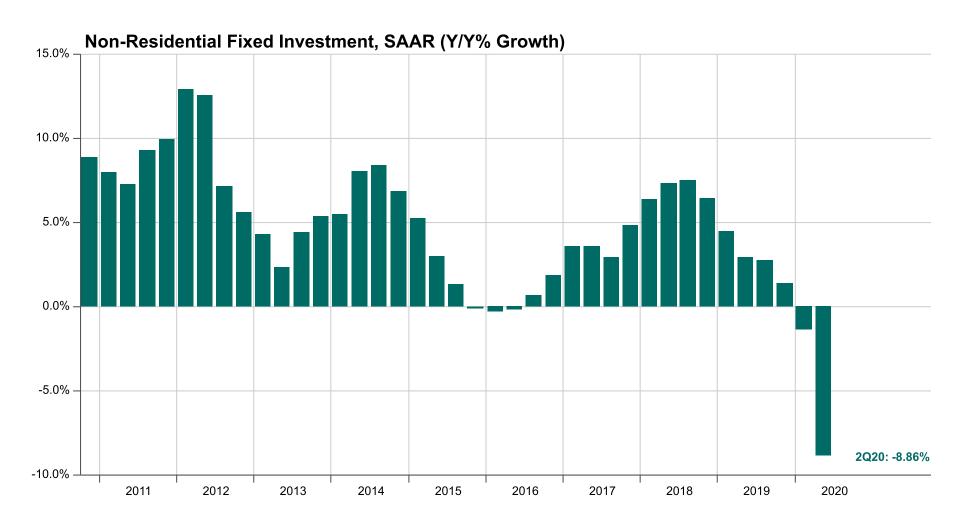


Total Traveler Throughput is reported daily by the Transportation Security Administration (TSA). It reflects daily passengers screened at TSA checkpoints at airports in the U.S. We believe it is an accurate measure of daily airline passengers on domestic flights.



Business Fixed Investment

COVID-19 capital investment collapse, expect improvement

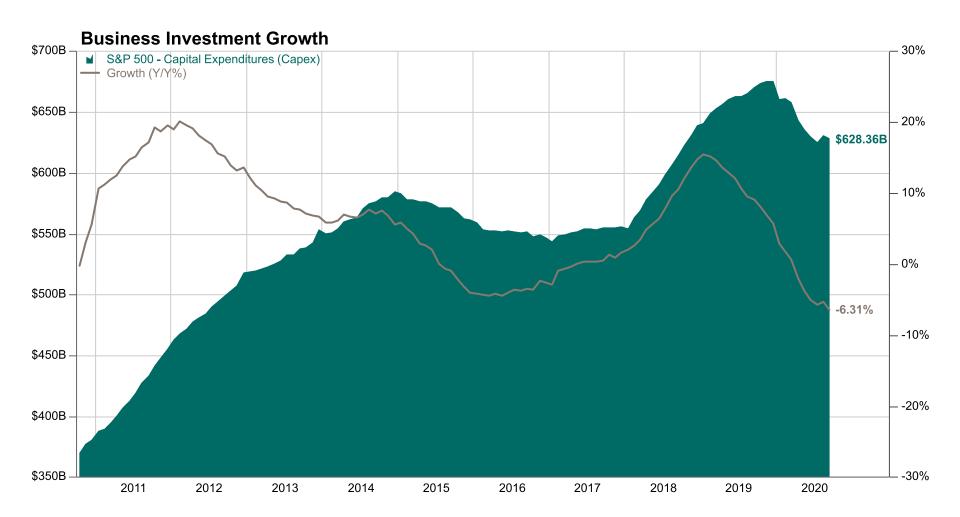


Non-residential fixed investment is an indicator U.S. corporate capital expenditures (capex), measured by the amount spent on structures, equipment, and software. Seasonally adjusted annual rate (SAAR) is used to normalize data by adjusting for seasonal changes in business and economic data for a more accurate comparison between different time periods.



Business Investment Growth

Early sign that capital spending has bottomed

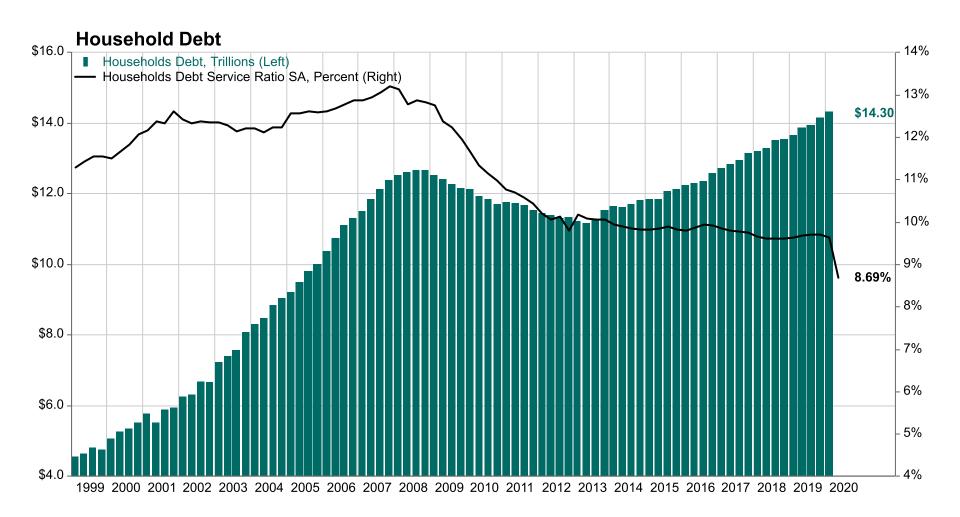


The chart shows the dollar level of capital expenditures (business investment) for all S&P 500 members over the most recent prior twelve months reported in SEC filings. The line graph growth rate compares the twelve month total ending each month to the twelve month period for the same period one year ago. Capital expenditure growth is one sign that companies have a positive outlook for their businesses.



Household Debt: Service Ratio

Debt higher but consumer balance sheets in good shape



Household Debt is the combined debt of all people in a household, including consumer debt and mortgage loans. Further breakdown of the components of Household Debt can be found on Slide 35. Household Debt Service Ratio is the total required debt payment per period divided by total disposable income. Seasonally adjusted (SA) is used to normalize data by adjusting for seasonal changes in business and economic data for a more accurate comparison between different time periods.

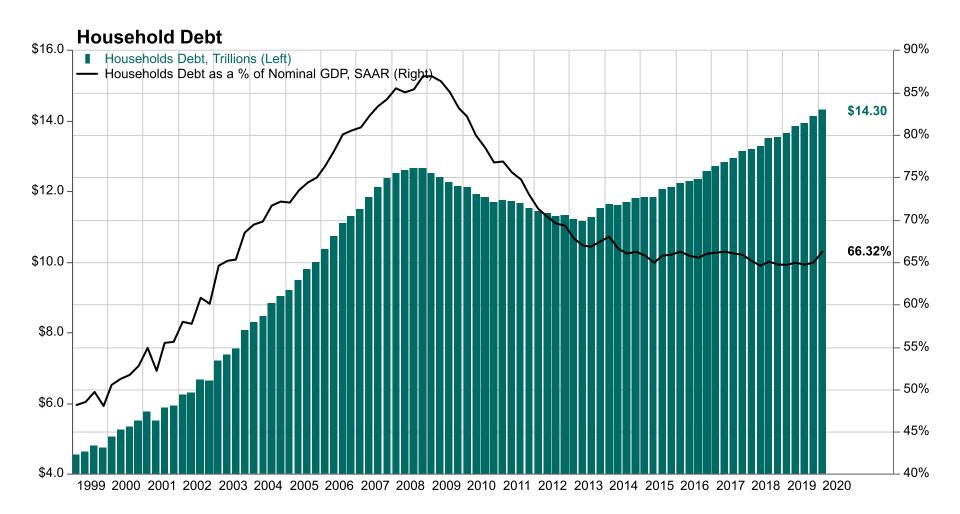
Data source: FactSet; Household Debt through 3/31/20, Household Debt Service Ratio through 6/30/20; Household Debt Service Ratio = total required household debt payment / total disposable personal income

33



Household Debt: As % of GDP

Slight uptick in 2020, but far below 2008 peak

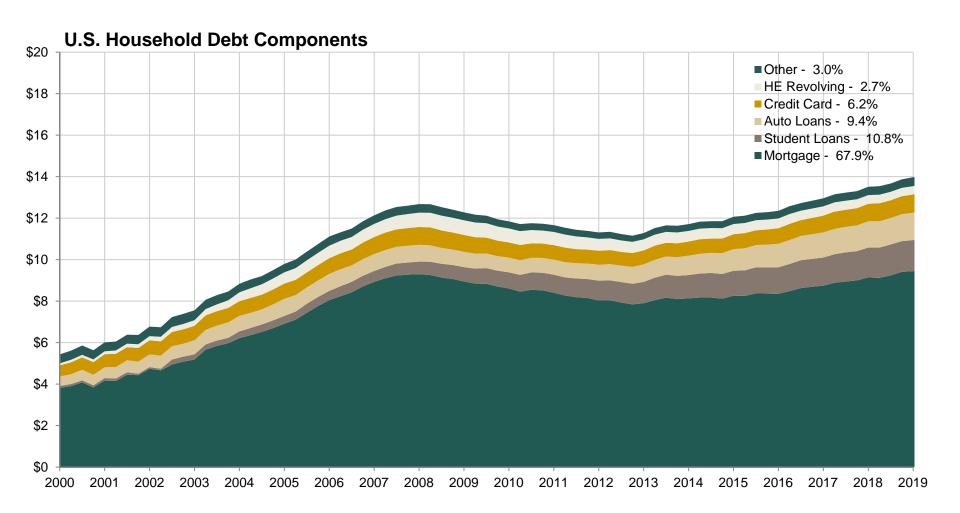


Household Debt is the combined debt of all people in a household, including consumer debt and mortgage loans. Further breakdown of the components of Household Debt can be found on Slide 35. Household Debt as a % of Nominal GDP is the percentage of total Household Debt to the total national nominal gross domestic output. Seasonally adjusted annual rate (SAAR) is used to normalize data by adjusting for seasonal changes in business and economic data for a more accurate comparison between different time periods.



Household Debt: Major Components

Mortgages largest portion of household debt, student loans #2

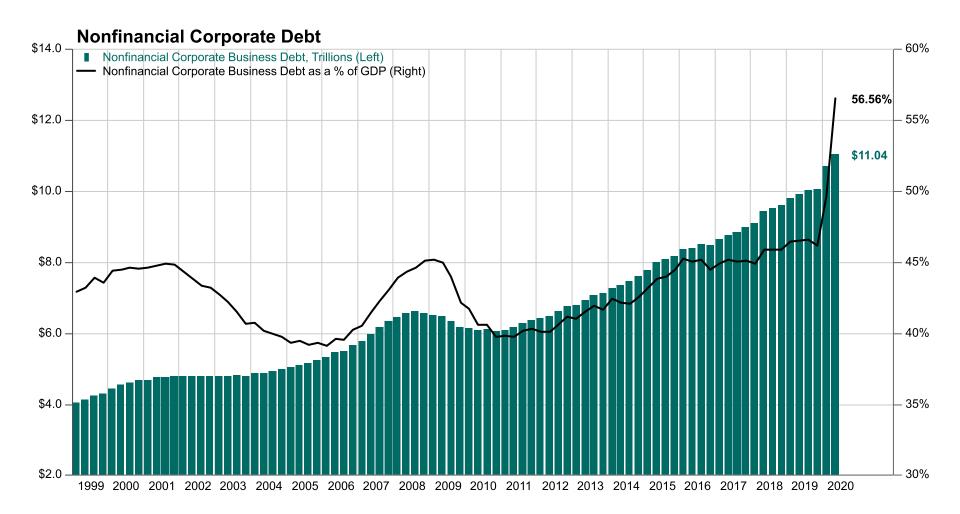


Household Debt is the combined debt of all people in a household, including consumer debt and mortgage loans. The chart above displays each component of Household Debt as a % of total Household Debt.



Nonfinancial Corporate Debt

Rising in 2020, increasing % of GDP

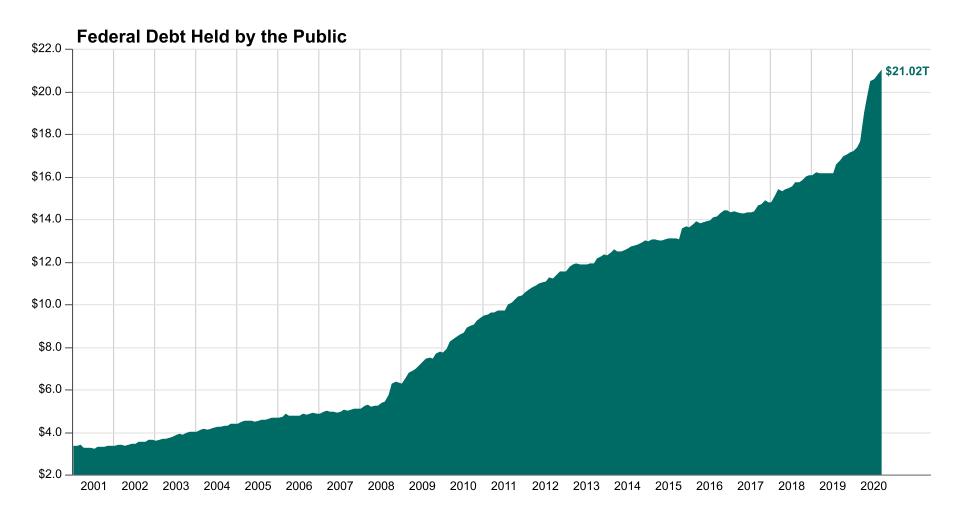


Nonfinancial Corporate Business Debt is the amount of debt held by all private and public, non-financial companies. Nonfinancial Corporate Business Debt as a % of GDP is the percentage of nonfinancial corporate debt to the total gross domestic product.



Federal Debt: Total Value

2020 reflects debt increase due to pandemic relief

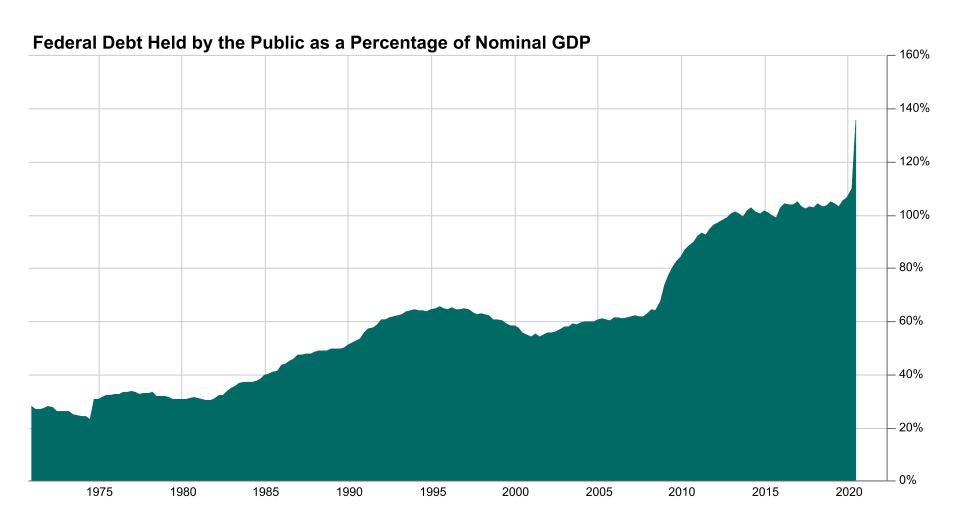


Federal Debt Held by the Public is the debt owed by the U.S. government held by individuals, corporations, state or local governments, Federal Reserve Banks, foreign governments, and other entities outside the U.S. government.



Federal Debt: % of GDP

Multi-decade high as % of GDP, following 2020 deficit

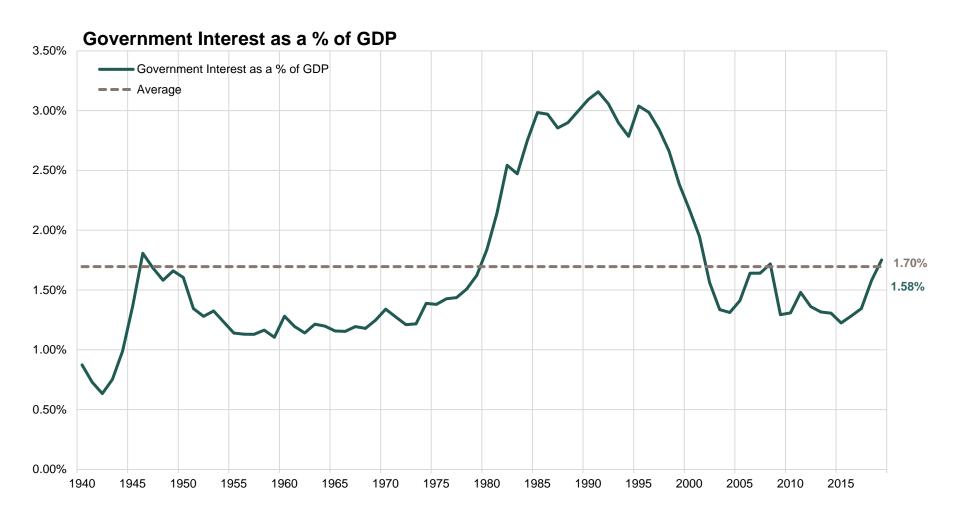


Federal Debt Held by the Public is the debt owed by the U.S. government held by individuals, corporations, state or local governments, Federal Reserve Banks, foreign governments, and other entities outside the U.S. government.



Federal Debt: Government Interest

Low rates keep interest burden low, but debt rising

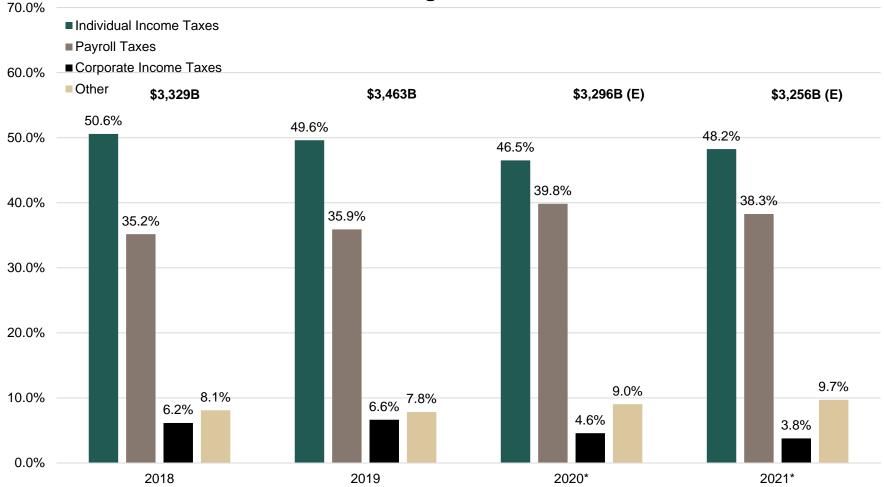




U.S. Federal Revenue: Sources

Individual and Payroll Taxes are 85% of revenue

Government Revenues as a Percentage of Total Revenue



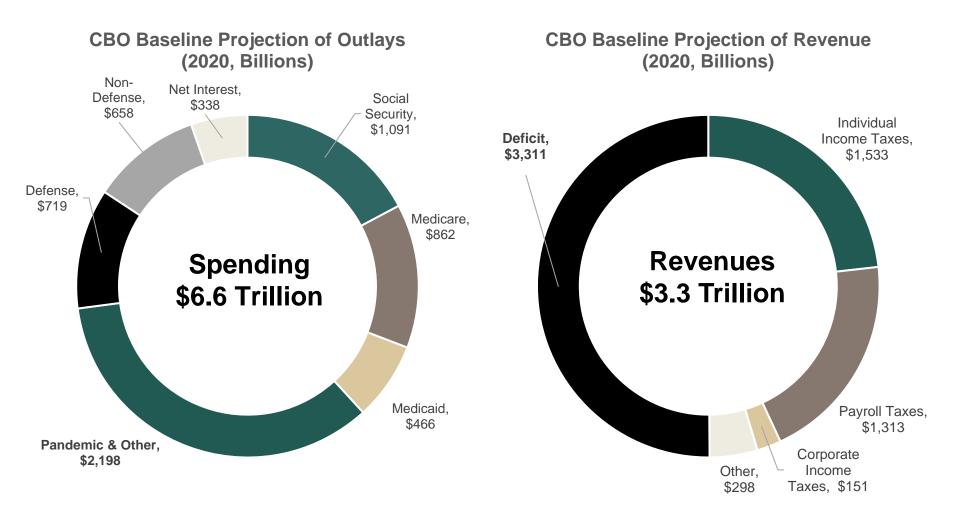
The above chart shows the percentage of total government revenues attributable to each source of government income.

Data source: Congressional Budget Office data through 12/31/19; projections as of 9/2/20; *2020 and 2021 are budget projection for Fiscal 2020 ending 9/30/20 and Fiscal 2021 ending 9/30/21



U.S. Federal Income Statement

Budget deficit at record due to recession and COVID-19 relief

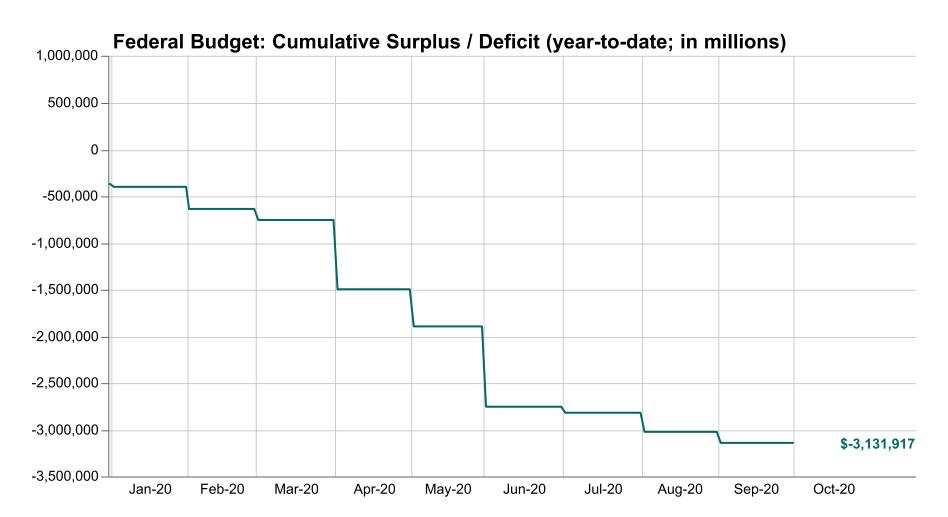


The above chart shows the Congressional Budget Office's (CBO) projection of U.S. government outlays and sources of revenue. The deficit shown in the chart on the right is the difference between government spending and revenue. Data is adjusted by the CBO to account for offsetting receipts and timing shifts.



Federal Surplus / Deficit

The 2020 budget deficit accelerated in April to June

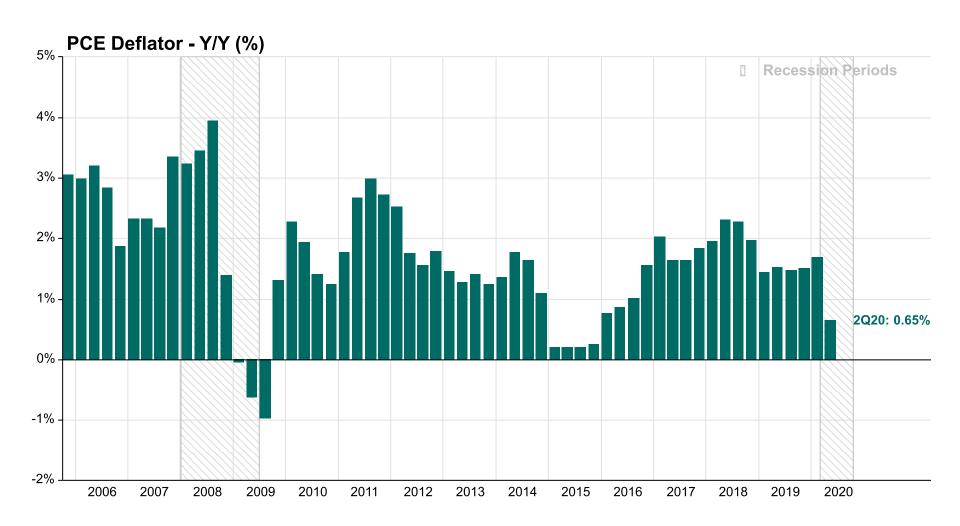


The Congressional Budget Office publishes updated budget outlooks throughout the year using data from Daily Treasury Statement from the Department of the Treasury. The government fiscal year ends in September with final budget information expected by late October. In fiscal 2020, the CBO discusses two distinct periods; over the first six months of the fiscal year, the deficit was 8% higher than the previous year six months; over the second six months the CBO estimates that due to COVID-19 relief and recession the deficit was 8x higher year-over-year. The latest update was published on 10/8/20.



U.S. Inflation

PCE inflation remains low, Fed will let inflation run above 2%

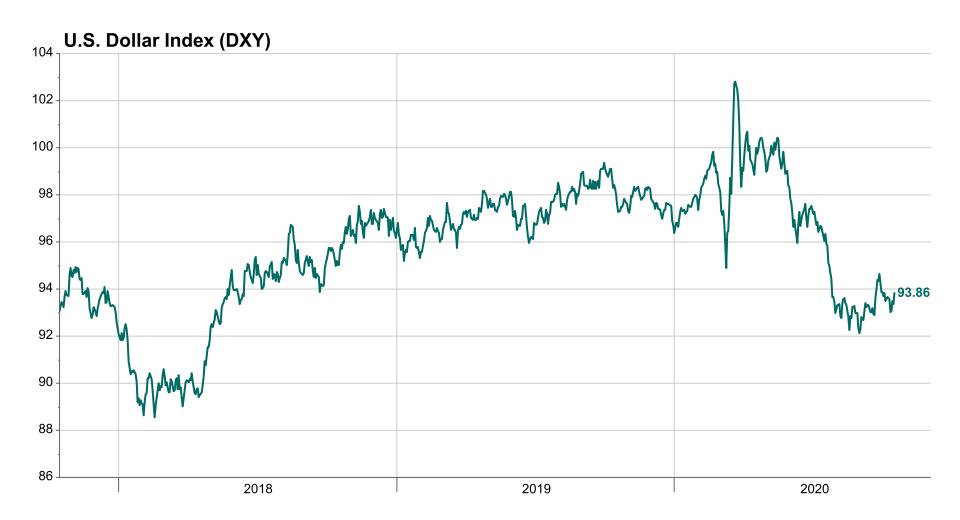


U.S. Personal Consumption Expenditures (PCE) Deflator is an index that measures the prices paid by consumers for goods and services. The chart above shows the year-over-year (Y/Y) change in the index on a quarterly basis.



U.S. Dollar Index

Dollar weaker following COVID-19 shutdown

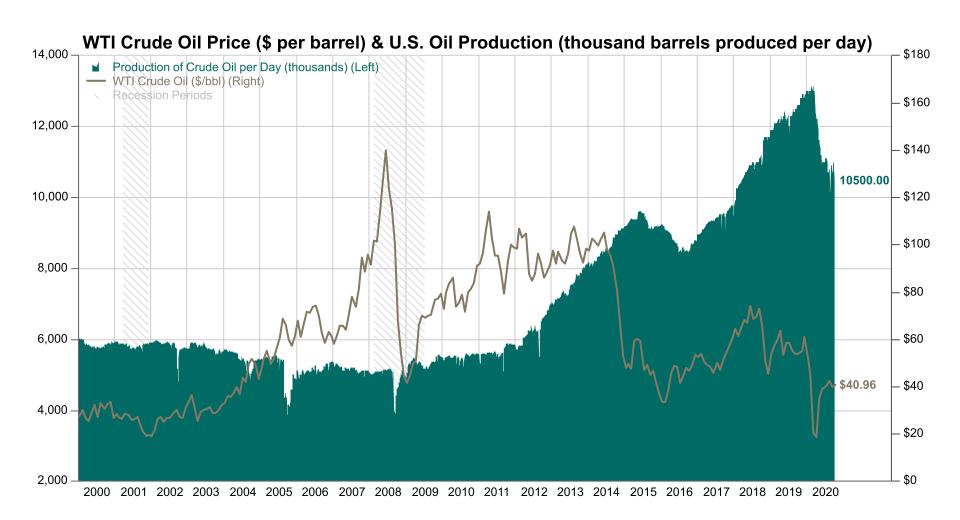


The U.S. Dollar Index (DXY) is an index that measures the value of the U.S. dollar relative to a basket of foreign currencies, primarily those of trade partners. An increase in the DXY indicates the U.S. dollar has appreciated relative to the currency of its trade partners; a decrease in the DXY indicates the U.S. dollar has depreciated relative to the currency of its trade partners.



U.S. Oil Production & Prices

Production lower due to global recession and low prices



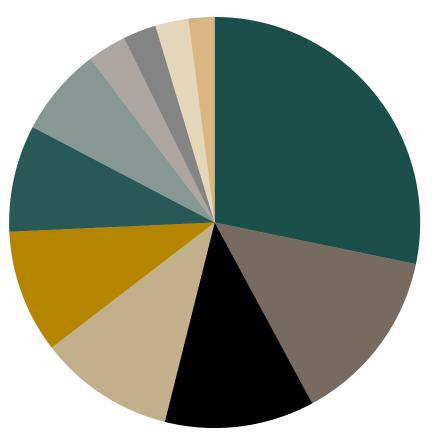
The price per barrel of Western Texas Intermediate (WTI) Crude Oil is the most commonly followed price of oil sold from the United States. West Texas intermediate is the name associated with the grade of the oil and is the underlying commodity of New York Mercantile Exchange's oil futures contracts. U.S. Oil Production is the amount of barrels of oil produced per day within the United States (in thousands) as reported by the U.S. Energy Information Administration (EIA).



U.S. Equity Market: Sector Weights

Technology now 2x larger than #2 sector

S&P 500 Sector Weightings



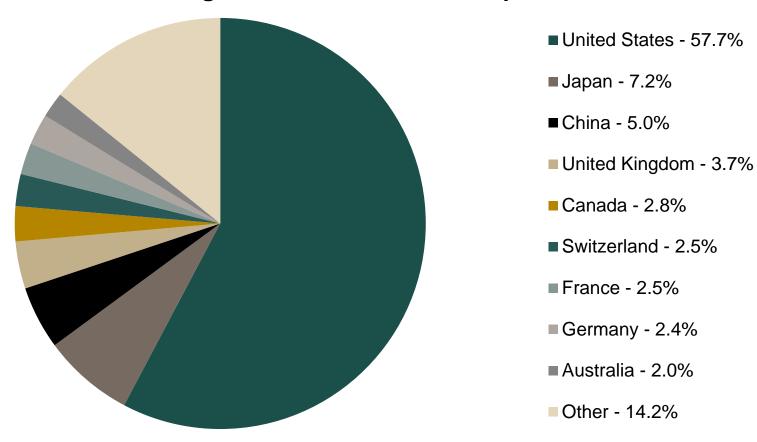
- Information Technology 28.2%
- Health Care 13.9%
- Consumer Discretionary 11.8%
- Communication Services 10.7%
- Financials 9.7%
- Industrials 8.4%
- Consumer Staples 7.0%
- Utilities 3.1%
- Materials 2.6%
- Real Estate 2.6%
- Energy 2.0%



Global Equities: Country Weights

Current geographic weightings

Weights in FTSE Global All Cap Index



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