# Third Quarter 2023 Investment Environment

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## Agenda

- The Economy
- Government Fiscal and Monetary Activity
- Investment Backdrop

# The Economy

## World Economic Snapshot- 1

	Real Y	ear-Over-Year GDP Gro	wth		CPI Growth		Sh	ort Term Interest R	ate		ISM Services		
	Latest Available	Previous Quarter	12 Months Ago	1 Month Ago	3 Months Ago	12 Months Ago	Latest Available	3 Months Ago	12 Months Ago	Latest Available	3 Months Ago	12 Months Ago	
United States	1.80%	0.88%	3.68%	4.96%	5.99%	8.50%	5.23%	4.75%	0.96%	54.89	50.57	53.35	
Eurozone	1.00%	1.83%	5.49%	6.96%	8.51%	8.07%	2.90%	2.52%	-0.63%	44.84	48.45	54.62	
United Kingdom	0.23%	0.57%	10.56%	8.66%	10.42%	9.08%	4.45%	3.96%	1.08%	47.06	49.26	54.63	
France	0.87%	0.58%	4.49%	5.90%	6.51%	5.33%	3.12%	2.58%	-0.60%	45.69	47.41	54.60	
Germany	-0.52%	0.84%	3.75%	7.09%	8.65%	7.14%	2.88%	2.52%	-0.61%	43.21	46.30	54.83	
Canada	2.21%	2.07%	3.18%	4.28%	5.45%	7.69%	4.45%	4.46%	1.38%	49.03	52.35	56.81	
South Korea	1.01%	1.35%	3.10%	3.70%	4.82%	5.40%	3.34%	3.45%	1.85%	48.38	48.53	51.76	
Japan	1.79%	0.42%	0.59%	3.45%	3.27%	2.52%	-0.17%	-0.16%	-0.13%	50.64	47.74	53.26	
China	4.55%	2.90%	4.80%	0.29%	0.98%	2.09%	1.83%	1.94%	1.69%	50.86	51.56	48.12	
India	6.06%	4.46%	3.96%	5.09%	6.16%	6.97%	6.86%	6.66%	4.53%	58.70	55.35	54.57	
Brazil	3.45%	2.50%	2.33%	4.18%	5.60%	11.73%	14.22%	14.03%	13.51%	47.06	49.15	54.19	
Russia	#N/A	#N/A	#N/A	-	-	-	235.18%	270.02%	773.24%	53.46	53.56	50.76	

Economic growth is modest in most developed nations and stronger in emerging economies.

Inflation has moderated but remains elevated in most nations Most central banks are raising rates to reign in inflation.

Services are contractionary in most developed markets and expansionary in emerging markets

Source: FactSet

## World Economic Snapshot - 2

	Long Term Rates				Unemployment Ra	ite	Retail Sales Growth			ISM Manufacturing		
	Latest Available	3 Months Ago	12 Months Ago	2 Month Ago	3 Months Ago	12 Months Ago	2 Months Ago	3 Months Ago	12 Months Ago	Latest Available	3 Months Ago	12 Months Ago
United States	3.57%	3.75%	2.90%	3.40%	3.60%	3.60%	0.19%	3.93%	8.98%	48.36	47.30	56.97
Eurozone	2.28%	2.67%	1.14%	6.50%	6.60%	6.70%	4.96%	6.50%	9.04%	44.84	48.45	54.62
United Kingdom	3.92%	3.44%	1.89%	-	3.90%	3.80%	4.40%	5.36%	4.20%	47.06	49.26	54.63
France	2.93%	2.87%	1.51%	-	6.90%	7.40%	0.72%	3.51%	5.30%	45.69	47.41	54.60
Germany	2.35%	2.41%	1.00%	2.90%	3.00%	3.00%	3.87%	3.90%	6.87%	43.21	46.30	54.83
Canada	3.04%	3.18%	2.92%	5.00%	5.00%	5.10%	2.95%	4.08%	15.40%	49.03	52.35	56.81
South Korea	3.40%	3.44%	3.30%	2.60%	2.60%	2.90%	14.97%	20.61%	8.09%	48.38	48.53	51.76
Japan	0.40%	0.50%	0.23%	2.60%	2.60%	2.60%	5.22%	7.44%	3.89%	50.64	47.74	53.26
China	2.75%	2.92%	2.83%	2.60%	5.60%	5.90%	18.41%	-	-6.67%	50.86	51.56	48.12
India	7.01%	7.33%	7.34%	-	-	-	-	-	-	58.70	55.35	54.57
Brazil	12.10%	13.56%	12.72%	5.20%	8.60%	9.80%	3.49%	8.85%	14.35%	47.06	49.15	54.19
Russia	60.28%	60.28%	67.03%	-	-	-	-	-	-	53.46	53.56	50.76

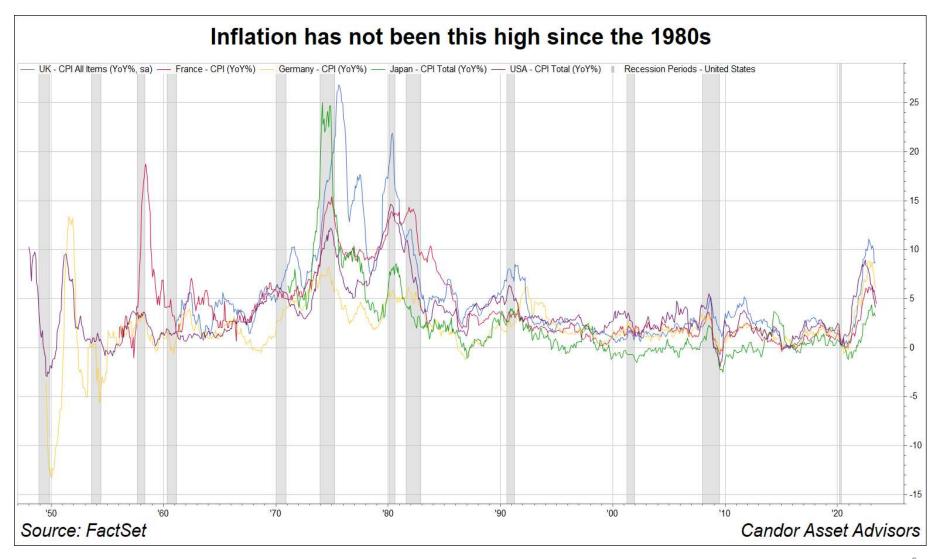
Long term rates have declined sequentially in most areas as investors have anticipated a recession

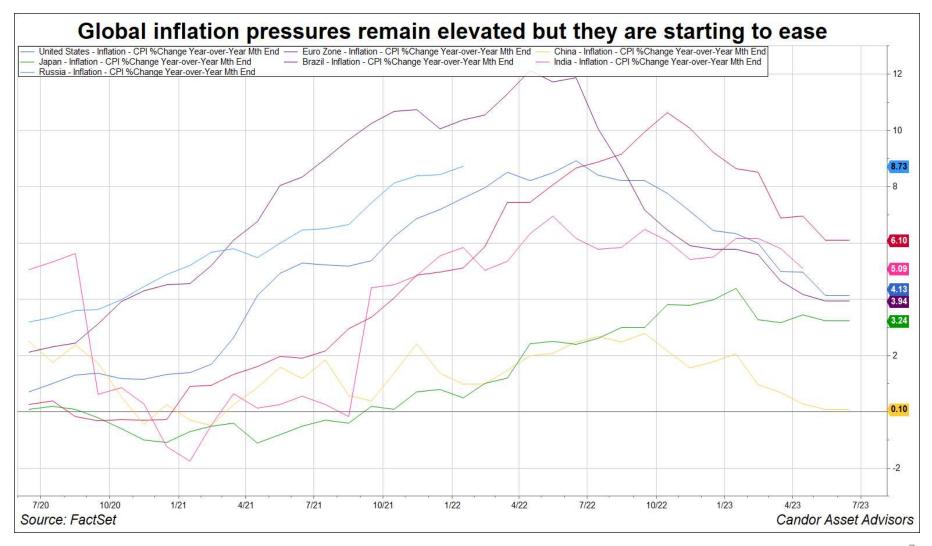
Unemployment remains near historic lows. Most central banks feel they have leeway to raise rates.

Retail sales growth has weakened in most areas

Manufacturing is contractionary in most developed economies and expansionary in emerging markets

Source: FactSet

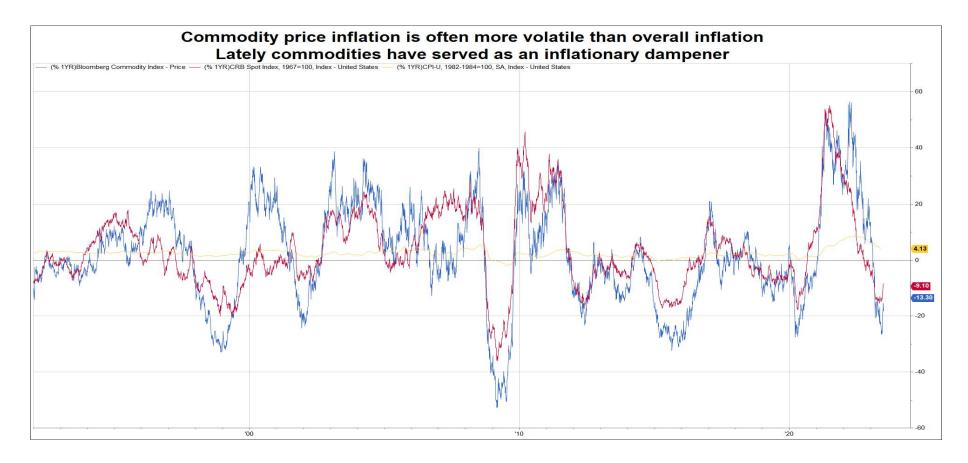




Commodity prices are down 10% year-to-date with a modest distinction between commodities where Russia and Ukraine represent a larger % of global exports.

Most of the Russia/Ukraine war related commodity price pressures were felt by July 2022.

		(	Commodity	Price Changes	;	Share	of Pre-War Globa	al Exports
	Start Date	12/31/2021	2/23/2022	6/30/2022	12/31/2022			
	End Date	2/23/2022	6/30/2022	12/31/2022	6/29/2023	Russia	Ukraine	Combined
ENERGY								
Natural Gas		20.2%	42.5%	-46.2%	-29.3%	13%	0%	13%
Crude Oil		24.5%	18.6%	-25.2%	-4.4%	11%	1%	12%
Oil Products		22.2%	32.4%	-28.9%	10.9%	10%	1%	11%
BULKS								
Iron Ore*		27.1%	-9.1%	-14.4%	0.1%	1%	3%	4%
PRECIOUS METALS								
Gold*		4.5%	-5.5%	0.9%	4.5%	5%	0%	5%
Platinum*		13.0%	-17.6%	19.5%	-6.9%	1%	3%	4%
Palladium		27.8%	-21.7%	-6.3%	-36.1%	24%	1%	25%
BASE METALS								
Aluminum		18.4%	-27.9%	-1.5%	-25.0%	9%	1%	10%
Copper*		0.6%	-17.1%	2.4%	-17.5%	4%	0%	4%
Nickel		19.2%	-7.4%	31.7%	-5.6%	21%	1%	22%
Zinc*		-0.4%	-10.1%	-7.0%	-35.9%	2%	0%	2%
AGRICULTURE								
Fertilizers*		3.7%	12.8%	-12.5%	20.4%	12%	1%	13%
Corn		14.6%	17.9%	-15.3%	0.5%	1%	13%	14%
Wheat		10.1%	-3.5%	-4.1%	-17.3%	18%	<u>9%</u>	26%
Simple Averages		14.7%	0.3%	-7.6%	-10.1%	9%	2%	12%
Average where		17.9%	-4.3%	-3.3%	-9.5%			
Russia & Ukraine repres	ent a combined 10%	+ of total export	S					
Natural Gas- Henry Hub	NYMEX Spot \$/Mmbt	:u; Crude Oil - ICE	Brent \$/gal;					
Oil Products - NY Conve	ntional Gasoline \$/ga	l; Iron Ore - Iron	Ore 62% Fe 0	FR China Casl	n \$/mt;			
Palladium - \$/ozt; Gold -	NY \$/ozt, Platinum -	\$/ozt;						
Aluminum, Nickel, Zinc-	LME Cash \$/t, Copper	- NYMEX Cash \$	/lb					
Fertilizer - Potash and P	hosphorus USDA Inde	ex, Corn - Central	Illinois \$/bu;	Wheat - CBO	T \$/bu			

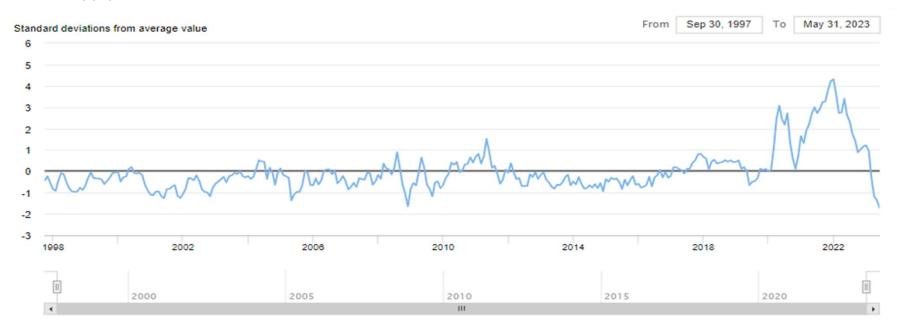


	Weighting In Indices								
	Energy	Agriculture	Precious Metals	Industrial Metals					
Bloomberg	29.8%	35.2%	19.8%	15.5%					
CRB Spot	39.0%	41.0%	7.0%	13.0%					

Source: FactSet, Wikipedia

## Global supply chains issues have mostly been addressed

#### **Global Supply Chain Pressure Index**

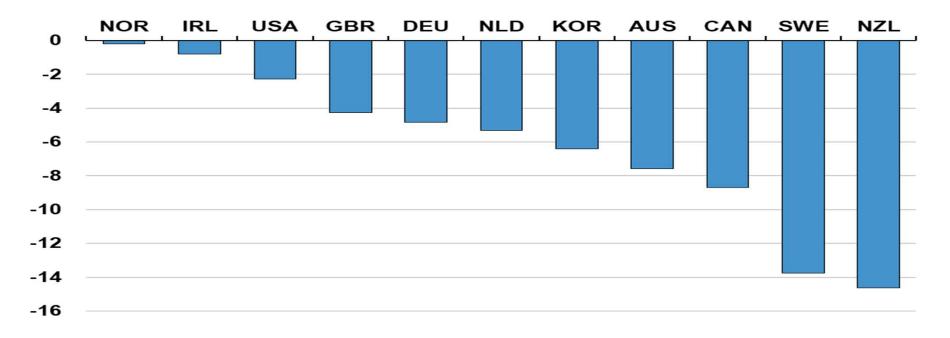


Sources: Bureau of Labor Statistics; Harper Petersen Holding GmbH; Baltic Exchange; IHS Markit; Institute for Supply Management; Haver Analytics; Refinitiv; authors' calculations.

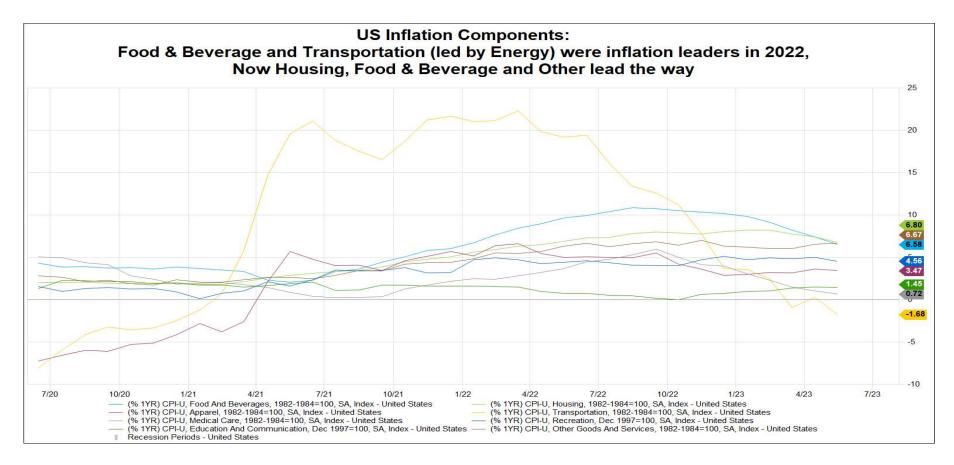
Notes: GSCPI readings for the most recent months can be revised as realized data become available, replacing the imputed values generated through principal component analysis. Further, for some series, mainly the BLS airfreight cost indices, each new release comes with revisions to up to twelve months of previous data. Thus, revisions can have an impact up to a year back in time.

Source: New York Federal Reserve

# Housing prices are down from 2022 peaks in a number of countries

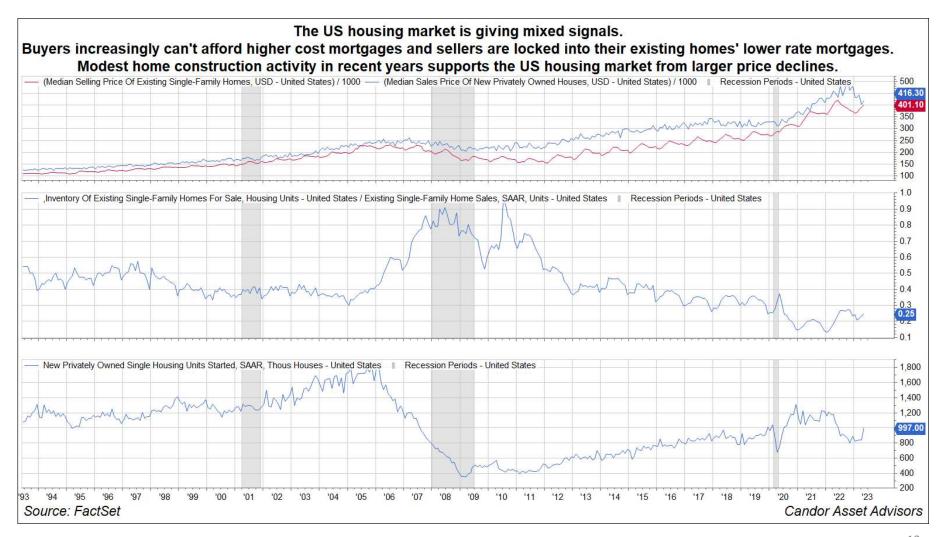


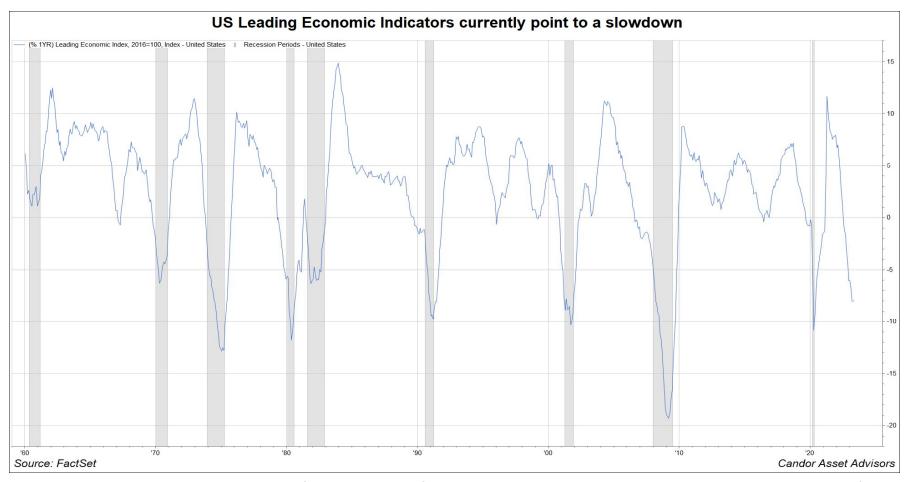
Source: OECD June 2023 economic outlook



Note: housing, transportation (tied to energy prices) and food & beverage are the most important inflation components representing 42%, 18% and 14% of US consumer price indices.

Source: BLS & FactSet



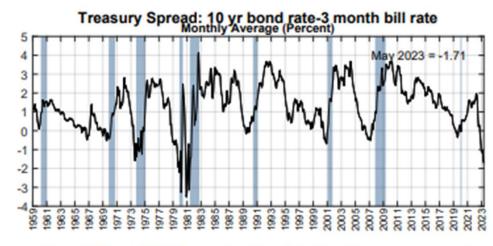


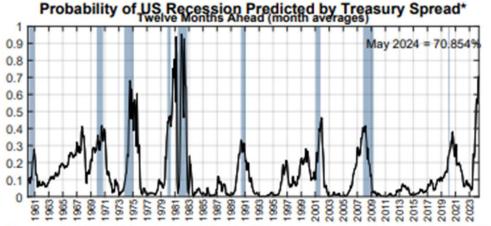
According to NBER, a recession is defined as a significant decline in economic activity lasting more than a few months. Economic activity has slowed recently. Whether we are already in a recession is debatable.

The New York Fed's
Recession Probability
Model has predicted
all recessions since the
1960s

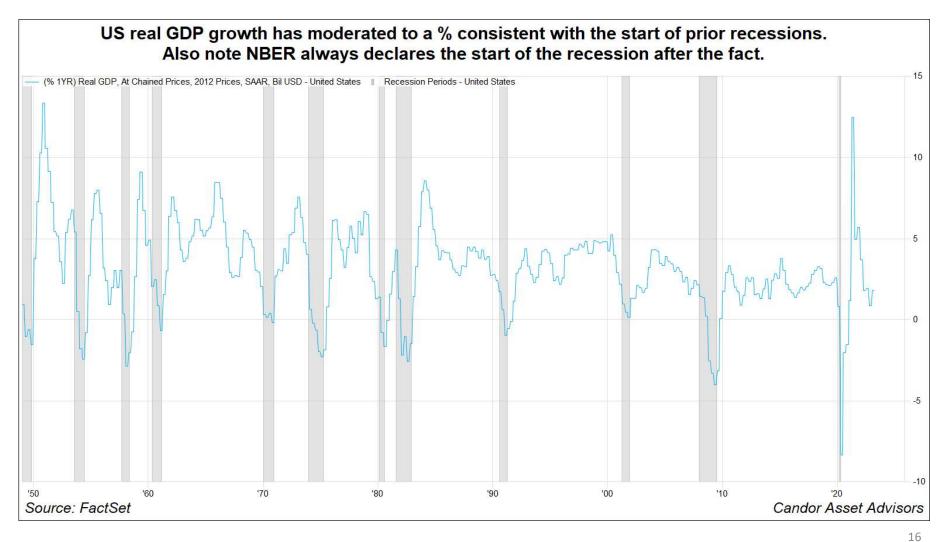
Today's reading suggests an elevated probability of a recession

Source: New York Federal Reserve





"Parameters estimated using data from January 1959 to December 2009, recession probabilities predicted using data through May 2023. The parameter estimates are a ≈ 0.5333, ⇒ 0.6330. Updated 03-Jun-2023



## Most economists expect GDP growth and inflation to moderate

	Real GE	P Growth F	orecast	Infl	ation Forec	ast
	2022	2023	2024	2022	2023	2024
USA	2.1%	1.6%	1.0%	6.3%	3.9%	2.6%
Euro Area	3.5%	0.9%	1.5%	8.4%	5.8%	3.2%
France	2.5%	0.8%	1.3%	5.9%	6.1%	3.1%
Germany	1.9%	0.0%	1.3%	8.7%	6.3%	3.0%
Canada	3.4%	1.4%	1.4%	6.8%	3.5%	2.3%
Korea	2.6%	1.5%	2.1%	5.1%	3.4%	2.6%
Japan	1.0%	1.3%	1.1%	2.5%	2.8%	2.0%
China	3.0%	5.4%	5.1%	1.9%	2.1%	2.0%
India	7.2%	6.0%	7.0%	6.7%	4.8%	4.4%
Brazil	3.0%	1.7%	1.2%	9.3%	5.6%	4.7%
Russia	-2.0%	-1.5%	-0.4%	13.7%	5.4%	5.2%
OECD	3.0%	1.4%	1.4%	9.4%	6.6%	4.3%
G20	3.1%	2.8%	2.9%			
World	3.3%	2.7%	2.9%			
Source: OEC	D June 2023	3 Forecast				

US recessions have averaged 10 months since 1945 and caused a 1-10% decline in real GDP.

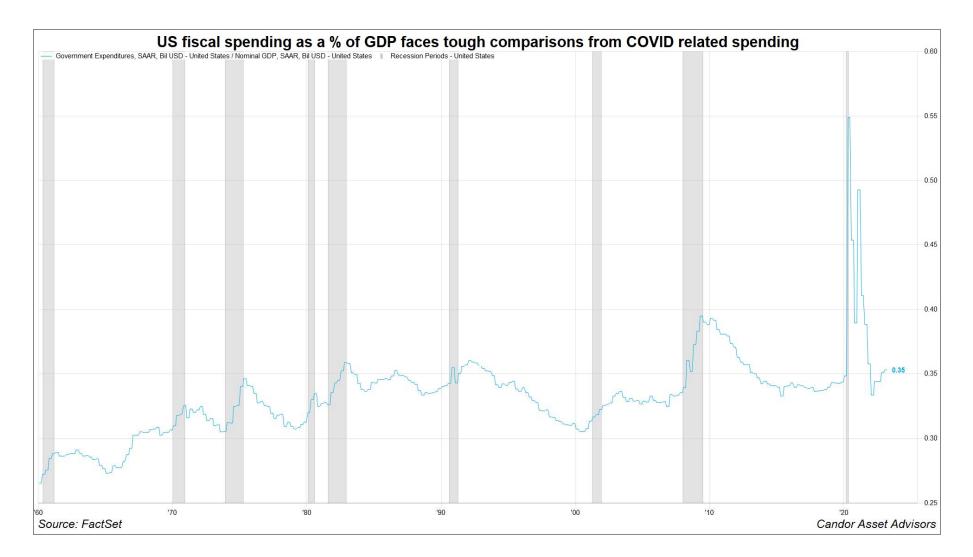
Notice how expansions exceed recessions in duration.

Source: National Bureau of

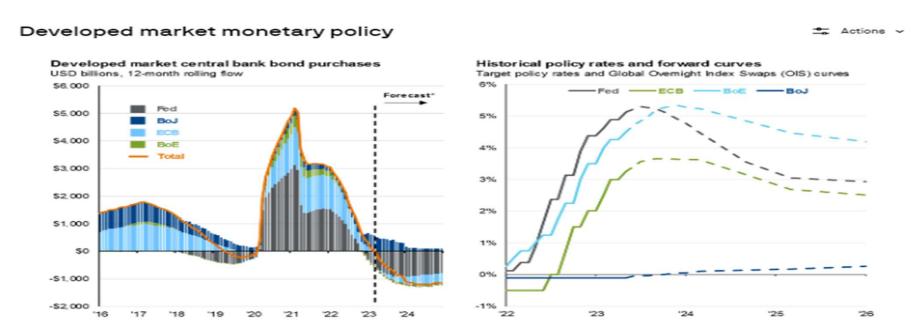
**Economic Research** 

Peak month	Trough month	Contraction	Expansion	Cy	rcle
		Duration,	Duration,	Duration,	Duration
(Peak Quarter)	(Trough Quarter)	peak to	trough to	trough to	peak to
		trough	peak	trough	peak
	December 1854 (1854Q4)				
June 1857 (1857Q2)	December 1858 (1858Q4)	18	30	48	
October 1860 (1860Q3)	June 1861 (1861Q3)	8	22	30	40
April 1865 (1865Q1)	December 1867 (1868Q1)	32	46	78	54
June 1869 (1869Q2)	December 1870 (1870Q4)	18	18	36	50
October 1873 (1873Q3)	March 1879 (1879Q1)	65	34	99	52
March 1882 (1882Q1)	May 1885 (1885Q2)	38	36	74	101
March 1887 (1887Q2)	April 1888 (1888Q1)	13	22	35	60
July 1890 (1890Q3)	May 1891 (1891Q2)	10	27	37	40
January 1893 (1893Q1)	June 1894 (1894Q2)	17	20	37	30
December 1895 (1895Q4)	June 1897 (1897Q2)	18	18	36	35
June 1899 (1899Q3)	December 1900 (1900Q4)	18	24	42	42
September 1902 (1902Q4)	August 1904 (1904Q3)	23	21	44	39
May 1907 (1907Q2)	June 1908 (1908Q2)	13	33	46	56
January 1910 (1910Q1)	January 1912 (1911Q4)	24	19	43	32
January 1913 (1913Q1)	December 1914 (1914Q4)	23	12	35	36
August 1918 (1918Q3)	March 1919 (1919Q1)	7	44	51	67
January 1920 (1920Q1)	July 1921 (1921Q3)	18	10	28	17
May 1923 (1923Q2)	July 1924 (1924Q3)	14	22	36	40
October 1926 (1926Q3)	November 1927 (1927Q4)	13	27	40	41
August 1929 (1929Q3)	March 1933 (1933Q1)	43	21	64	34
May 1937 (1937Q2)	June 1938 (1938Q2)	13	50	63	93
February 1945 (1945Q1)	October 1945 (1945Q4)	8	80	88	93
November 1948 (1948Q4)	October 1949 (1949Q4)	11	37	48	45
July 1953 (1953Q2)	May 1954 (1954Q2)	10	45	55	56
August 1957 (1957Q3)	April 1958 (1958Q2)	8	39	47	49
April 1960 (1960Q2)	February 1961 (1961Q1)	10	24	34	32
December 1969 (1969Q4)	November 1970 (1970Q4)	11	106	117	116
November 1973 (1973Q4)	March 1975 (1975Q1)	16	36	52	47
January 1980 (1980Q1)	July 1980 (1980Q3)	6	58	64	74
July 1981 (1981Q3)	November 1982 (1982Q4)	16	12	28	18
July 1990 (1990Q3)	March 1991 (1991Q1)	8	92	100	108
March 2001 (2001Q1)	November 2001 (2001Q4)	8	120	128	128
December 2007 (2007Q4)	June 2009 (2009Q2)	18	73	91	81
February 2020 (2019Q4)	April 2020 (2020Q2)	2	128	130	146
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Average	1854-2020	17.0	41.4	58.4	59.2
Average	1854-1919	21.6	26.6	48.2	48.9
Average	1919-1945	18.2	35.0	53.2	53.0
Average	1945-2020	10.3	64.2	74.5	75.0

# Government Fiscal and Monetary Activity

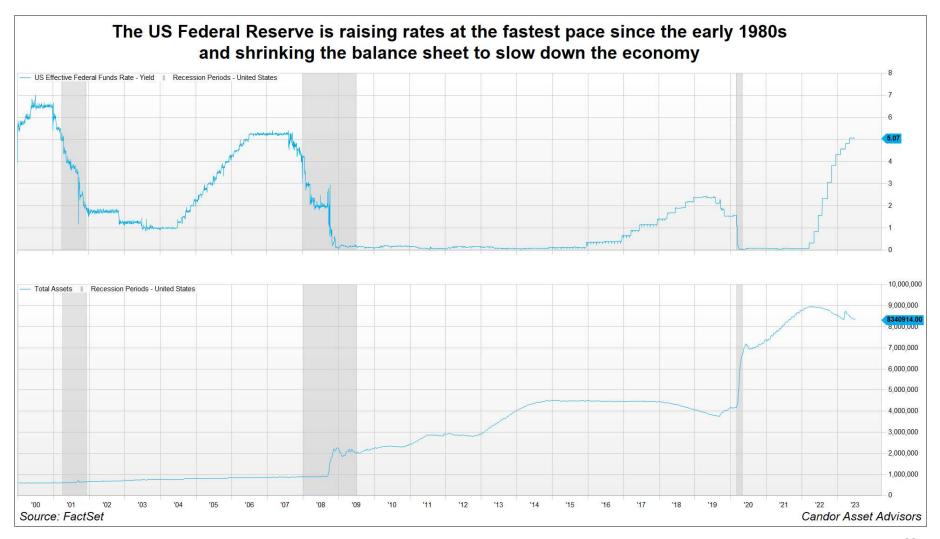


Central banks are providing less monetary support given inflationary pressures. The US and UK are leading the way.



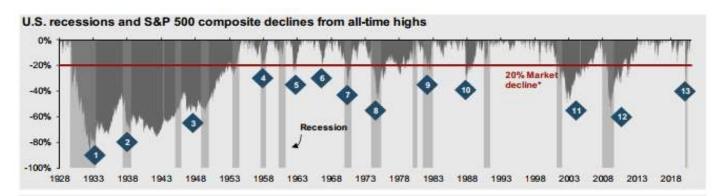
(Left) Bank of England (BoE), Bank of Japan (BoJ), European Central Bank (ECB), Federal Reserve System (Fed), J.P. Morgan Global Economic Research. \*DM bond purchase forecasts are internal assumptions based on government bond purchases as outlined in the most recent monetary policy announcements from the BoE, BoJ, ECB and Federal Reserve through December 2024.

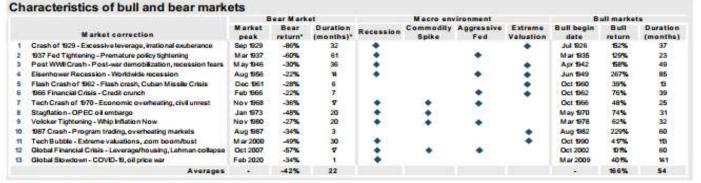
Source: BIS, Bloomberg, FactSet, JP Morgan Guide to the Markets May 31, 2023



## Investment Backdrop

Stock bear market history- We are dealing with greater risks today with central bank tightening and higher odds of a recession





Source: FactSet, NBER, Robert Shiller, Standard & Poor's, J.P. Morgan Asset Management.

\*A bear market is defined as a 20% or more decline from the previous market high. The related market return is the peak to trough return over the cycle. Periods of "Recession" are defined using NBER business cycle dates. "Commodity spikes" are defined as movement in oil prices of over 100% over an 18-month period. Periods of "Extreme Valuations" are those where S&P 500 last 12-months P/E levels were approximately two standard deviations above long-run averages, or time periods where equity market valuations appeared expensive given the broader macroeconomic environment. "Aggressive Fed Tightening" is defined as Federal Reserve monetary tightening that was unexpected and/or significant in magnitude. Bear and bull returns are price returns.

\*\*Guide to the Markets = U.S. Data are as of December 31, 2020.



Sources of bear markets:

% of the time

- 77% recessions
- 54% extreme valuations
- 46% aggressive fed actions
- 31% commodity spikes

The % of time a recession occurs due to

- 23% one factor
- 46% two factors
- 31% three factors

#### Source: JP Morgan Asset Management

Past performance is not a guarantee or predictor of future performance.

Consumer price inflation registered 4.1% year-over-year in the most recent period. How much and how fast it falls will be a key thing to watch. Worth noting, 2022 was a tough year for most asset classes in part due to above average inflation.

#### Average annual real returns since 1926 are cited below

	US Large Cap Stocks	US Small Cap Stocks	20 year Corporate Fixed Income	20 year Govt. Fixed Income	5 year Govt. Fixed Income	30 Day T-Bills
Real Returns	00 20180 00p 0100m	o o o o o o o o o o o o o o o o o o o				00 2 4 7 1 2 1110
Average	9.0%	13.0%	3.4%	2.6%	2.0%	0.3%
Median	11.6%	14.9%	2.1%	1.0%	0.8%	0.0%
When Inflation						
Is Negative	17.2%	13.1%	9.5%	9.8%	7.9%	5.8%
0-5%	11.1%	16.2%	5.4%	5.0%	3.3%	0.7%
5-10%	-1.4%	0.9%	-5.1%	-8.3%	-4.5%	-3.0%
10%+	-9.9%	-1.1%	-16.1%	-14.3%	-10.4%	-6.6%

#### Conclusions

- Stock and fixed income returns are often compelling when annual inflation is less than 5%. Stocks outperform fixed income.
- When annual inflation is 5-10%, most real returns are negative. Stock often outperform fixed income.
- All asset real returns are negative when inflation is 10%+.

#### Source: CFA Institute, Ibbotson and Candor Asset Advisors

Past performance is not a guarantee or predictor of future performance. Stocks are not guaranteed and have been more volatile than other asset classes. Government bonds and Treasury bills are guaranteed by the full faith and credit of the United States government as to the timely payment of principal and interest. Diversification does not eliminate the risk of experiencing investment losses.

The Federal Reserve expects to raise rates by an additional 0.5% in 2023. This factor should serve as a diminishing headwind. The Fed raised rates by 4.75% from March 2022 through May 2023.

	US Large Cap Stocks	US Small Cap Stocks	US 20 Year Corporate Bonds	US 20 Year Govt. Bonds	US 5 Year Govt. Bonds	US 30 Day T-Bills	US Inflation
Since 1954 Through April 2023							
Average Monthly Returns	0.95%	1.20%	0.56%	0.51%	0.47%	0.34%	0.29%
Median Monthly Returns	1.26%	1.48%	0.45%	0.30%	0.33%	0.32%	0.29%
Fed Tightening Periods Average Monthly Returns	0.65%	0.49%	-0.04%	-0.18%	0.08%	0.39%	0.37%
Fed Tightening Periods Median Monthly Returns	0.95%	0.76%	0.03%	-0.21%	0.07%	0.32%	0.33%

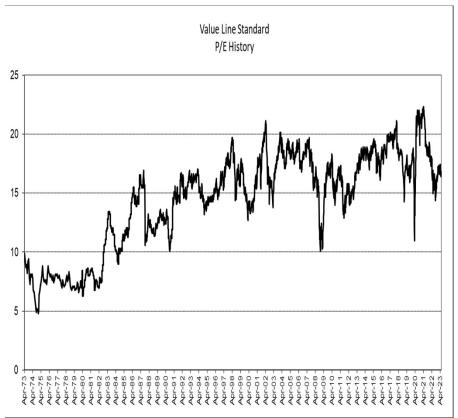
#### Conclusions:

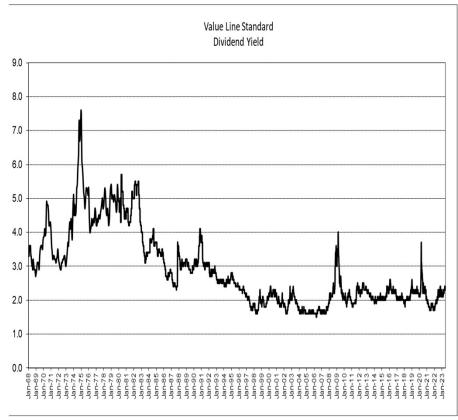
- Significant fed hikes often depress investment returns
- When the Fed hiked significantly
  - In 10 of 13 instances a recession occurred within 12 months of fed actions
  - In 3 of 13 instances a bear market occurred within 12 months of fed actions

#### Source: CFA Institute, Ibbotson, Candor Asset Advisors

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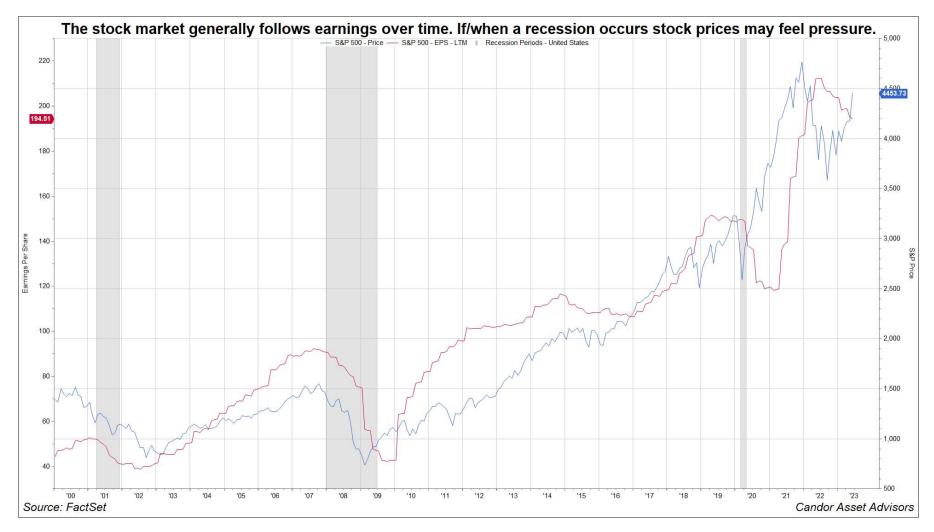
## US stock valuations are near historic averages since the late 1990s





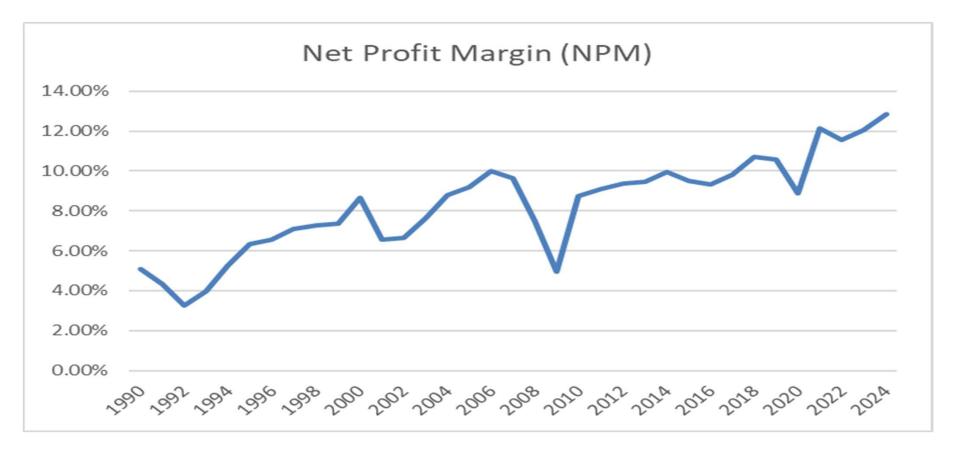
Source: Value Line Investment Survey

Past performance is not a guarantee or predictor of future performance. Stocks are not guaranteed and have been more volatile than other asset classes.



Past performance is not a guarantee or predictor of future performance.

S&P profit margins will be a key factor to watch. Margins are near historic highs and consensus expects margins to hold up.



Source: FactSet

Consensus estimates appear vulnerable if/when a recession occurs. Fortunately, companies' earnings to date have been holding up relatively well.

	Cons	ensus Estima	ites	Past Recessions	If Recession Starts in	Implied
	2021A	2022E	2023E	Since 1990	2023E	Revision
Sales Per Share	\$1,533.65	\$1,758.00	\$1,807.90		\$1,762.85	-2.5%
Annual Growth	14.0%	14.6%	29.5%	0.3%		
EPS	\$186.79	\$218.13	\$229.86		\$178.00	-22.6%
Annual Growth	55.9%	16.8%	5.4%	-18.4%		
Dividend Per Share	\$57.69	\$65.50	\$68.97		\$65.56	-4.9%
Annual Growth	2.4%	13.5%	5.3%	0.1%		

Revisions were as follows from January 2023 to June 2023 2022 Estimate to Actual: Sales +0.4%, EPS -6.6%, Dividends Per Share -2.6% 2023 Estimate to Estimate: Sales +0.5%, EPS -4.7%, Dividends Per Share -0.6%

Source: Candor Asset Advisors and FactSet

Stock returns are often depressed right before and during recessions. Fixed income often outperforms during recessions. Recessions raise the risk of stock bear markets.

Since 1926 through April 2023	US Large Cap Stocks	US Small Cap Stocks	US 20 Year Corporate Bonds	US 20 Year Govt. Bonds	US 5 Year Govt. Bonds	US 30 Day T- Bills	US Inflation
Average Monthly Returns	0.96%	1.24%	0.51%	0.45%	0.41%	0.27%	0.24%
Median Monthly Returns	1.30%	1.45%	0.40%	0.31%	0.26%	0.22%	0.24%
Average Monthly Return 6 Months Prior to Recession	0.47%	0.62%	0.13%	0.23%	0.33%	0.38%	0.33%
Average Monthly Return 12 Months Prior to Recession	0.94%	5.98%	0.16%	0.14%	0.28%	0.35%	0.35%
Average Recession Monthly Returns	-0.25%	-0.59%	0.71%	0.79%	0.68%	0.29%	0.03%
Median Recession Monthly Returns	0.17%	-0.79%	0.53%	0.55%	0.49%	0.18%	0.00%

#### Conclusions

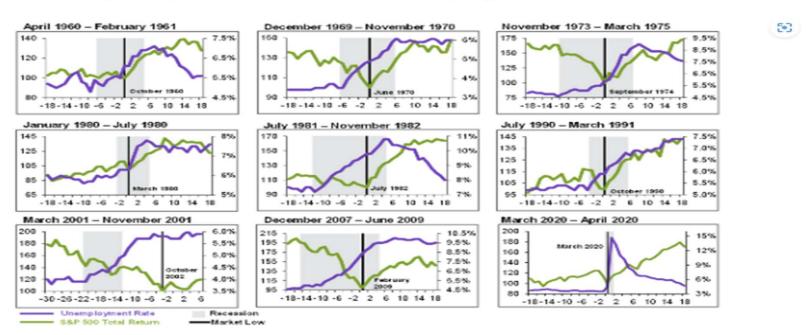
- Stock and fixed income returns generally moderate 6 to 12 months before a recession.
- Fixed income returns are relatively flat 0 to 6 months prior to a recession.
- During recessions fixed income and particularly long-term debt outperform stocks.
- 54% of the time there has been a recession, a bear market has occurred at the same time or soon after.
- 70% of stock bear markets occur around the same time or soon after a recession.

#### Source: CFA Institute, Ibbotson, Candor Asset Advisors

Past performance is not a guarantee or predictor of future performance. Stocks are not guaranteed and have been more volatile than other asset classes. Government bonds and Treasury bills are guaranteed by the full faith and credit of the United States government as to the timely payment of principal and interest. Diversification does not eliminate the risk of experiencing investment losses.

History suggests the stock market typically bottoms during the recession as investors increasingly focus on the pending recovery





Time zero represents the numeric low of the S&P 500 Total Return Index associated with the recessionary period defined by the shaded grey area; data shown in months. S&P 500 Index is rebased to 100 at time zero.

Source: BLS, Ibbotson, J.P. Morgan Asset Management Guide to the Markets May 31, 2023

🚅 Actions 🗸

## Stock market declines regularly occur

#### A history of market declines

Standard & Poor's 500 Composite Index (1951-2021)

Size of decline	-5% or more	-10% or more	-15% or more	-20% or more
Average frequency	About three times per year	About once per year	About once every three years	About once every six years
Average length <sup>†</sup>	43 days	110 days	251 days	370 days
Last occurrence	October 2021	September 2020	March 2020	March 2020

<sup>\*</sup>Assumes 50% recovery of lost value.

Sources: Capital Group, RIMES, Standard & Poor's. As of 12/31/21.

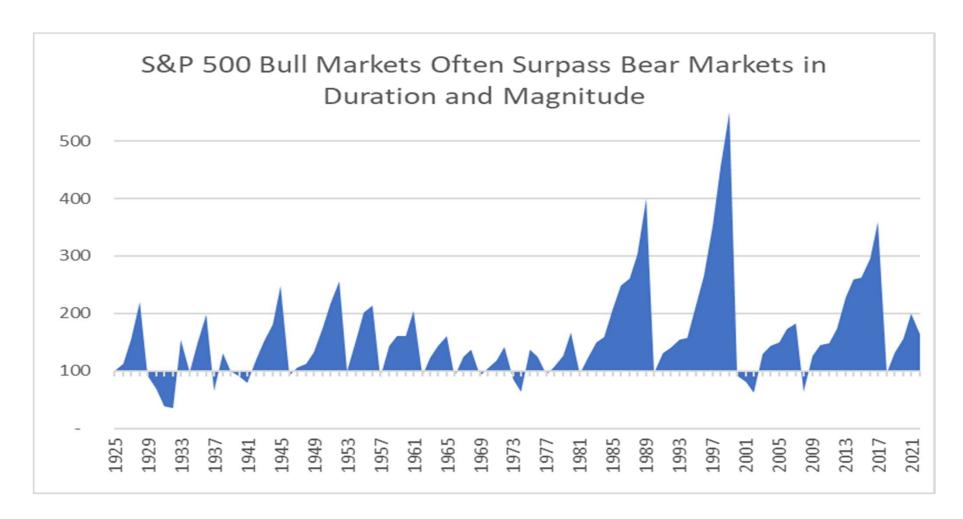
<sup>&</sup>lt;sup>†</sup> Measures market high to market low.

The S&P has now rebounded 17% from recent lows and some of the recession risk does not appear to be priced in. With that said, riding out a potential rough patch is usually the best advice for most stock investors.

		10 Year Compou	and Annual Growth Rate	e From Start Date
Month Where US Large Cap Stocks Total Return Cumulative Decline Surpassed 20%	10 years Hence	Ride it Out	Sell out and Invest 3 years Later	Sell Out and Invest 5 Years Later
October-29	October-39	-1.0%	10.1%	6.4%
May-31	May-41	2.3%	3.5%	-1.5%
September-31	September-41	6.3%	5.0%	-1.7%
December-31	December-41	6.4%	3.0%	-3.8%
April-32	April-42	8.7%	2.0%	-4.5%
May-32	May-42	12.3%	2.3%	-3.8%
November-32	November-42	9.4%	0.7%	1.3%
October-37	October-47	8.1%	7.4%	7.7%
March-38	March-48	11.9%	6.9%	11.9%
May-40	May-50	13.8%	8.6%	5.2%
September-46	September-56	18.4%	15.8%	9.7%
June-62	June-72	10.5%	4.8%	3.3%
August-74	August-84	14.2%	9.1%	6.0%
October-87	October-97	17.2%	13.8%	9.5%
July-02	July-12	6.3%	2.6%	0.6%
October-08	October-18	13.2%	14.3%	5.5%
March-20	March-21	?	?	?
Averages		9.9%	6.9%	3.2%
Pre 1950 Averages		7.2%	4.5%	1.3%
Since 1950 Averages		13.4%	9.9%	5.7%

Source: CFA Institute, Ibbotson, Candor Asset Advisors

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## For more information

Check out our website at:

#### www.candorassetadvisors.com



Candor Asset Advisors, LLC is an investment management and financial advisory firm located in Austin, Texas. We help our clients identify, refine and achieve their financial goals by providing sound investment advice, focused planning, prudent asset allocation and effective portfolio management.

Achieving these financial goals helps you realize what's important to you – whether that's purchasing a home, funding a child's education, taking the vacation of your dreams, starting a business, providing care for loved ones, making charitable donations, or retiring on your terms.

Honesty, integrity and customer service are at the heart of everything we do. We believe open communication is essential. We employ a collaborative process to understand your goals, constraints, life events, risk tolerance and time horizon so that we can tailor our recommendations to you.

Thank you for your interest in our firm. Please reach out if you would like to know more

- We discuss where we see opportunities in stocks, fixed income and other asset classes in our investment strategy commentaries
- Sign up to receive our insights by emailing us @:
  - info@candorassetadvisors.com
- To schedule a conversation, use the following link:
  - <a href="https://calendly.com/bhawes-1/brief">https://calendly.com/bhawes-1/brief</a> conversation

#### William E. Hawes, CFA, CFP® President and Chief Investment Officer

With over 24 years of industry experience, Bill brings a wealth of knowledge in investment management and financial planning. Prior to earning his MBA, Bill worked in mortgage banking and insurance, and the insights gained provided him with a broader perspective of the financial issues facing clients.

Bill has been a Chartered Financial Analyst since 2000 and is a Certified Financial Planner. Bill also enjoys golf, travel, studying history, watching his favorite sports teams, and spending time with family.

Before founding Candor Asset Advisors™, Bill co-created and managed Century Management's Large Cap Absolute Value and Large Cap Value strategies. Bill also analyzed companies in a variety of industries for the firm's all-cap value strategy.

Prior to moving back to Texas, Bill served as an equity analyst for Engemann Asset Management in Southern California. He co-managed a mid-cap growth fund and served as a multi-sector analyst for the mid-cap and large-cap growth teams.

After graduate school, Bill served as co-portfolio manager and equity analyst at Franklin Templeton. While there he served as portfolio manager on All Cap, Large Cap Core, and Consumer Sector portfolios. Notable institutional clients included CalPers, Mitsui Trust, Norges Bank, and Penn Mutual. He also spent considerable time analyzing auto, transportation, and consumer stocks.

Bill earned his Master in Business Administration from the University of Southern California. While there he also served on USC's MBA student investment fund.

Between his graduate and undergraduate studies, Bill worked at North American Mortgage Company in California as a management trainee and later as a financial analyst and marketing coordinator. The experience gave him a better understanding of the mortgage and real estate markets which he leverages to this day.

Bill earned his Bachelor of Business Administration from the University of Texas at Austin. While a student, he also served as a special agent for Northwestern Mutual. The experience gave him an understanding of life and disability insurance and the work ethic, tools, and temperament needed to grow a financial services practice.





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