



**ALLIANCEBERNSTEIN®**

Fourth Quarter 2020

# CAPITAL MARKETS OUTLOOK

The information herein reflects prevailing market conditions and our judgments, which are subject to change, as of the date of this document. In preparing this document, we have relied upon and assumed, without independent verification, the accuracy and completeness of all information available from public sources. Opinions and estimates may be changed without notice and involve a number of assumptions that may not prove valid. There is no guarantee that any forecasts or opinions in this material will be realized. Information should not be construed as investment advice.

Investment Products Offered:

- Are Not FDIC Insured
- May Lose Value
- Are Not Bank Guaranteed

# 3Q 2020 Returns Recap: Largely Positive Returns Across the Board

Returns in US Dollars



## Past performance does not guarantee future results.

Global corporates and Japan and euro-area government bonds in hedged USD terms. All other non-US returns in unhedged USD terms. An investor cannot invest directly in an index, and its performance does not reflect the performance of any AB portfolio. The unmanaged index does not reflect the fees and expenses associated with the active management of a portfolio.

\*Europe, Australasia and the Far East

†Returns reflect Morningstar US open-end fund category averages.

As of September 30, 2020

Source: Bloomberg Barclays, Morningstar Direct, S&P and AB



# The Three Pillars (Redux): Cracks in the Pillars Persist, Impacting Markets

**Flatten the Curve Part 1:  
Slow the Spread & Arm the  
Frontlines**

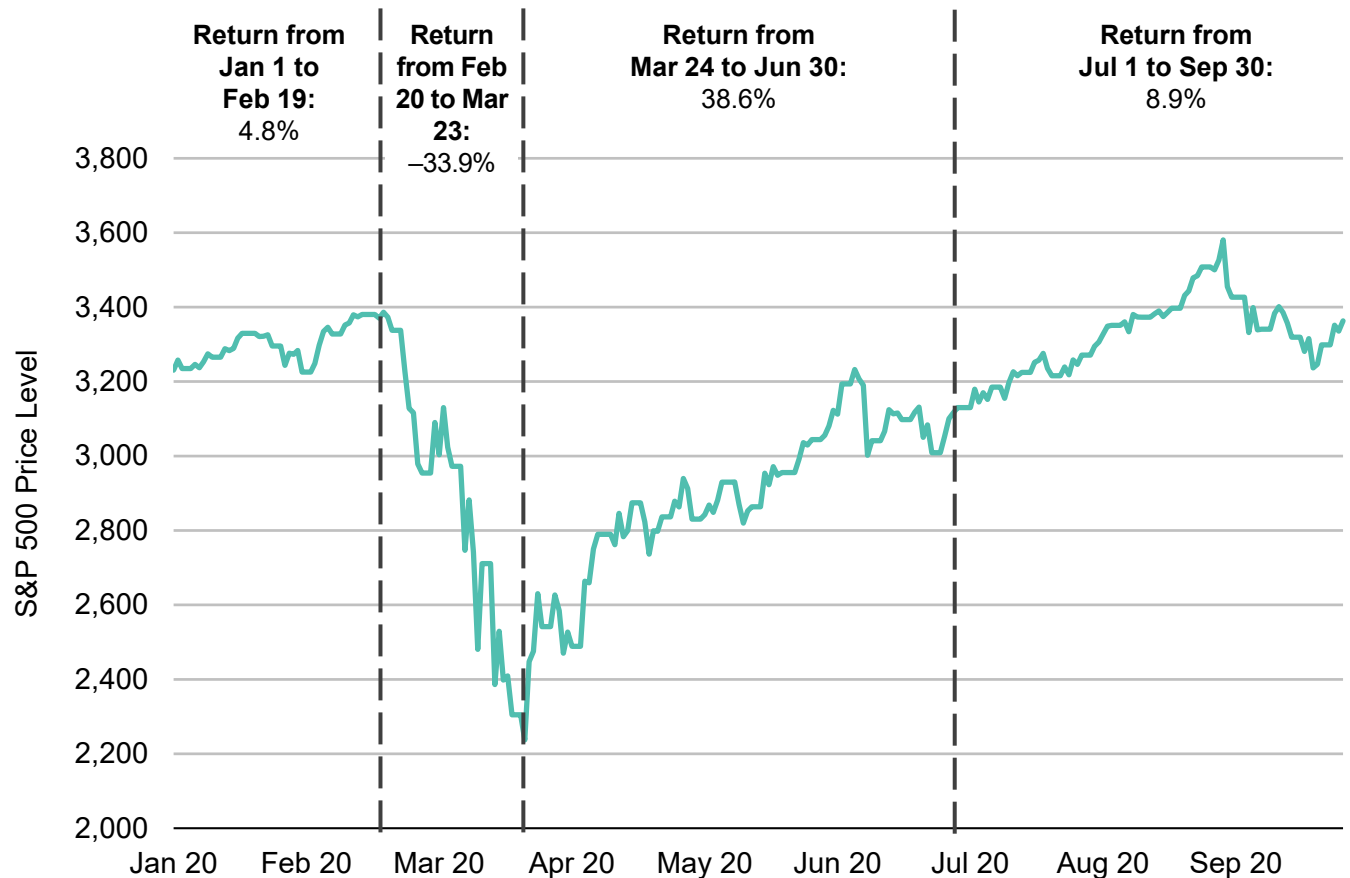
- + **Social Distancing**
- + **Fiscal Policy Support + Medical**
- + **Private Sector Support + Medical**
- + **Trials for Vaccines & Treatments**

**Flatten the Curve Part 2:  
Backstop “Victims” of Social  
Distancing**

- + **Backstop Businesses**
- + **Backstop Incomes**
- + **Employee Benefits**

**Flatten the Curve Part 3:  
Dust Off '08 Playbook + Provide  
Liquidity**

- + **Rates to Remain at Zero Bound**
- + **Quantitative Easing**
- + **Fed’s Lending Facilities**



**Analysis provided for illustrative purposes only and is subject to revision.**

S&P 500 Price Returns through September 30, 2020

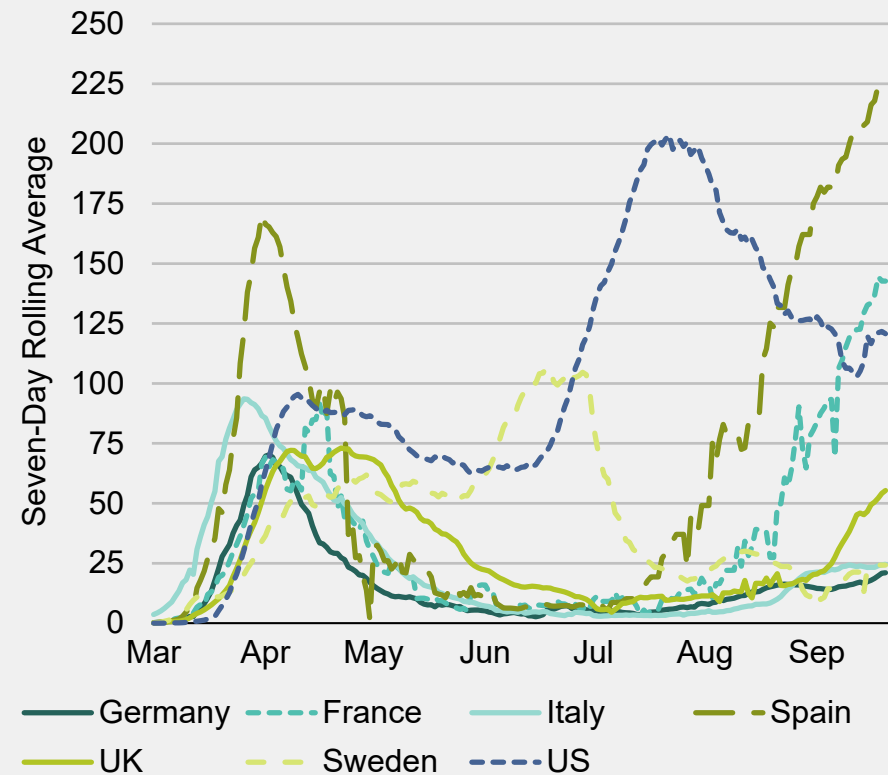
Source: Morningstar, S&P and AB



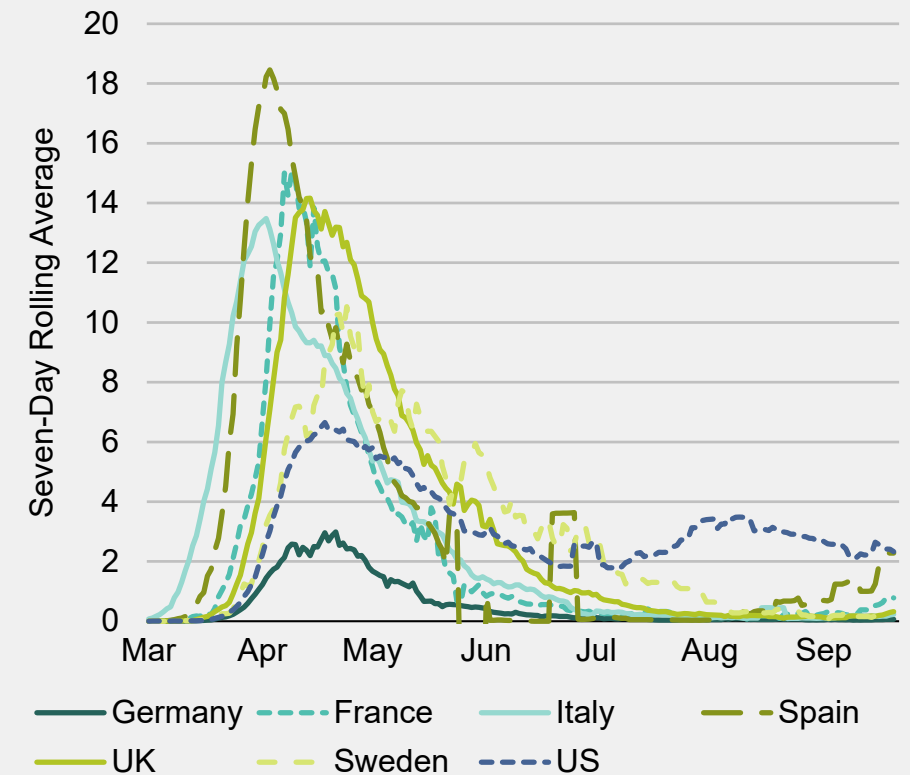
# Another COVID Case Wave, but Policy Reactions Will Likely Differ

Cases Picking Up Strongly, but Fatality Rates Remain Low

### COVID-19 Cases per Million People



### COVID-19 Deaths per Million People



Historical and current analysis does not guarantee future results.

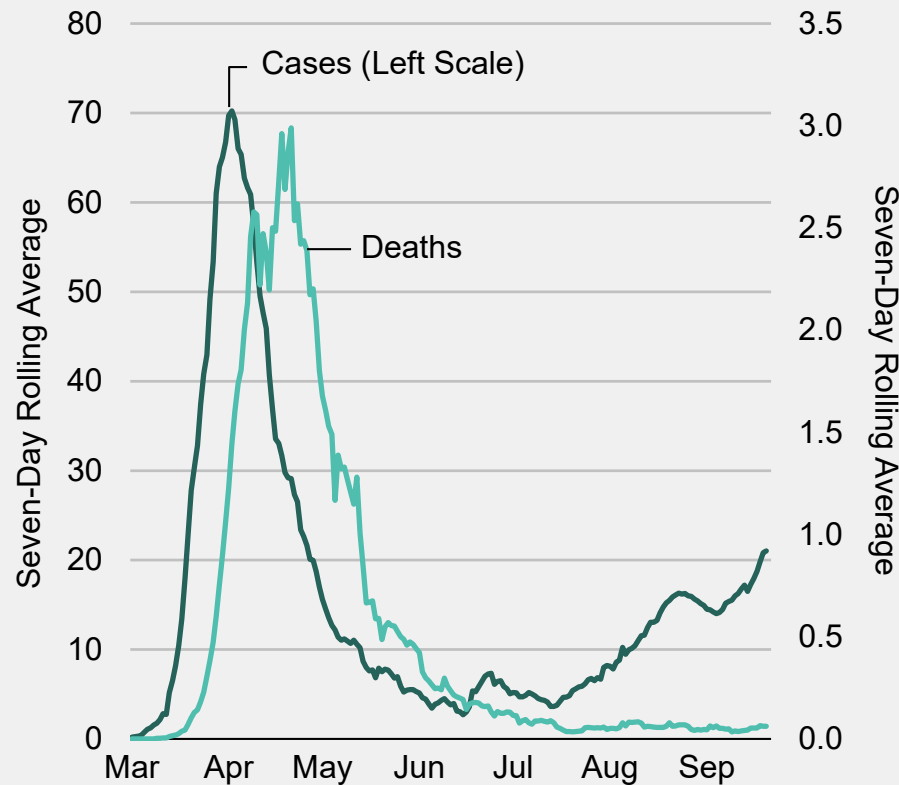
Through September 30, 2020

Source: British government and AB

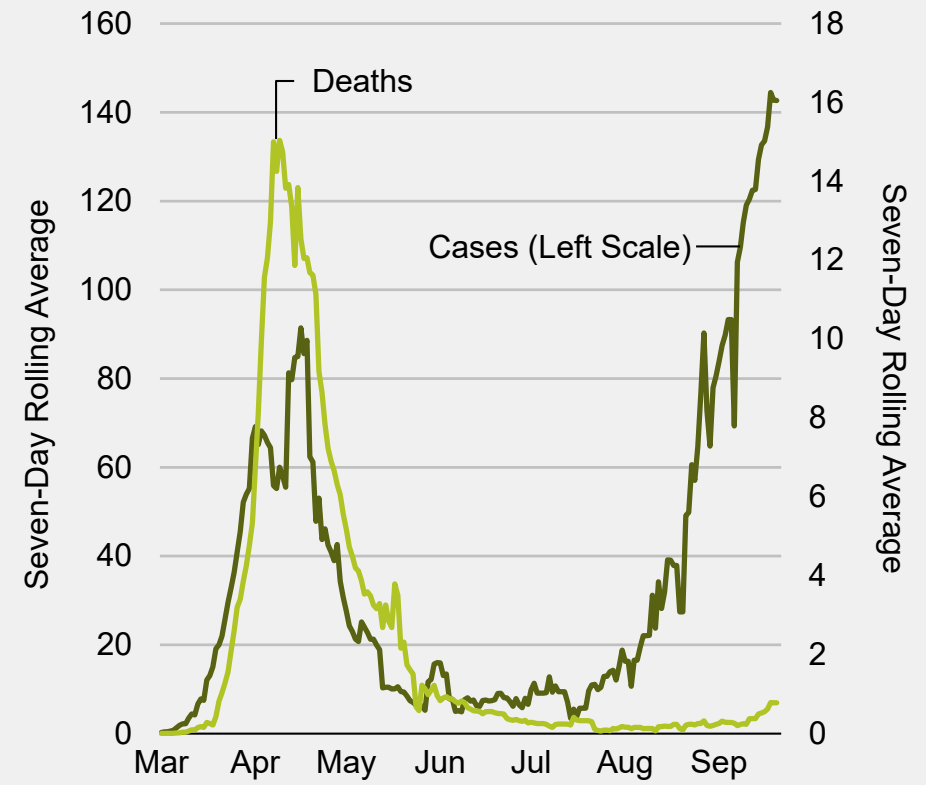


# Deaths Rates Expected to Rise, but Improved Treatment Approaches and Lower Age Cohorts May Keep It Below the Initial Wave

COVID-19 Cases/Deaths per Million People: Germany



COVID-19 Cases/Deaths per Million People: France



Historical and current analysis does not guarantee future results.

Through September 30, 2020

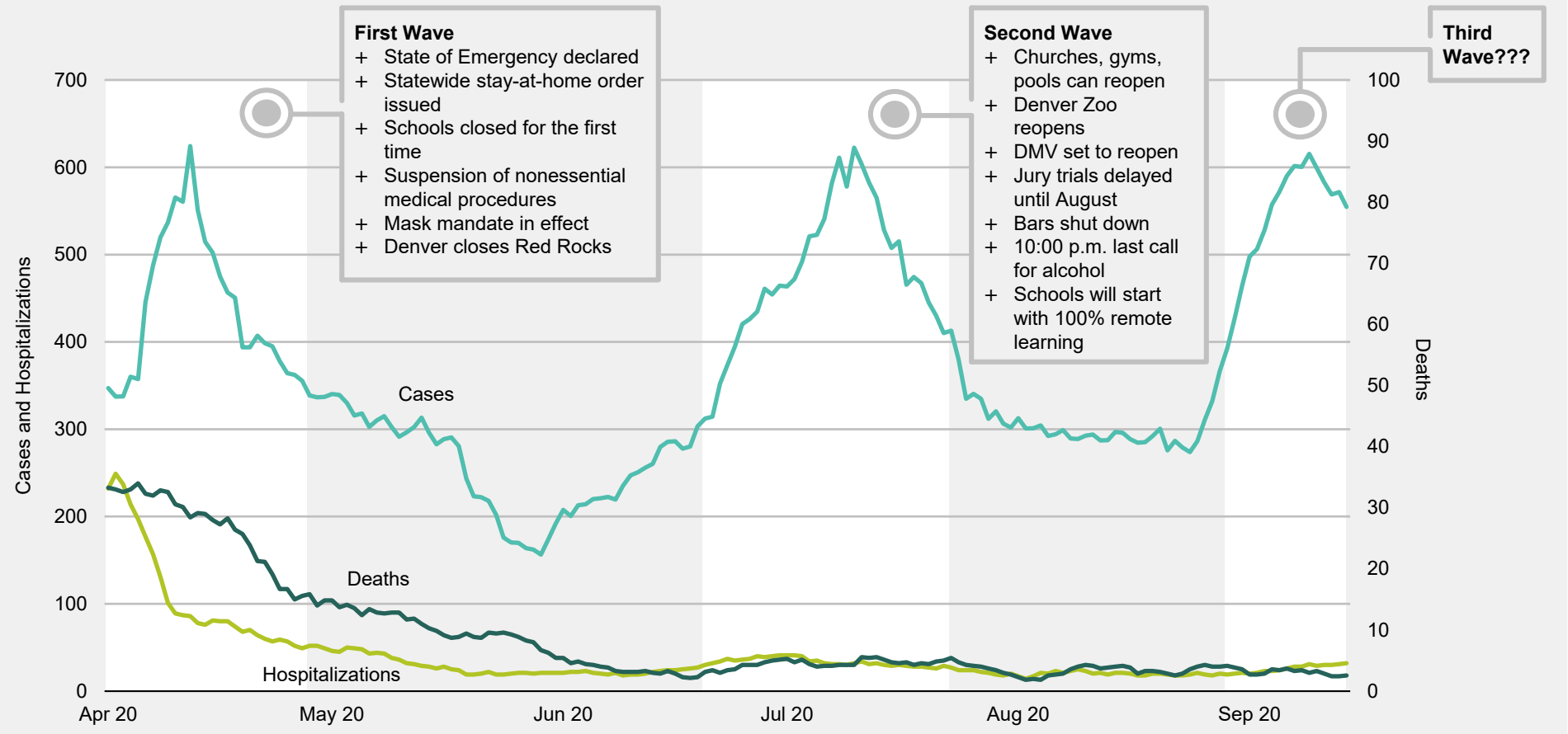
Source: British government and AB



# US State Example: Colorado's Response to COVID-19 Pandemic

## Third Wave? Watch State Hospitalizations for Severity

COVID-19 Cases/Deaths/Hospitalizations (Seven-Day Rolling Average)



**Historical and current analysis does not guarantee future results.**

As of October 1, 2020

Source: Colorado Department of Public Health & Environment

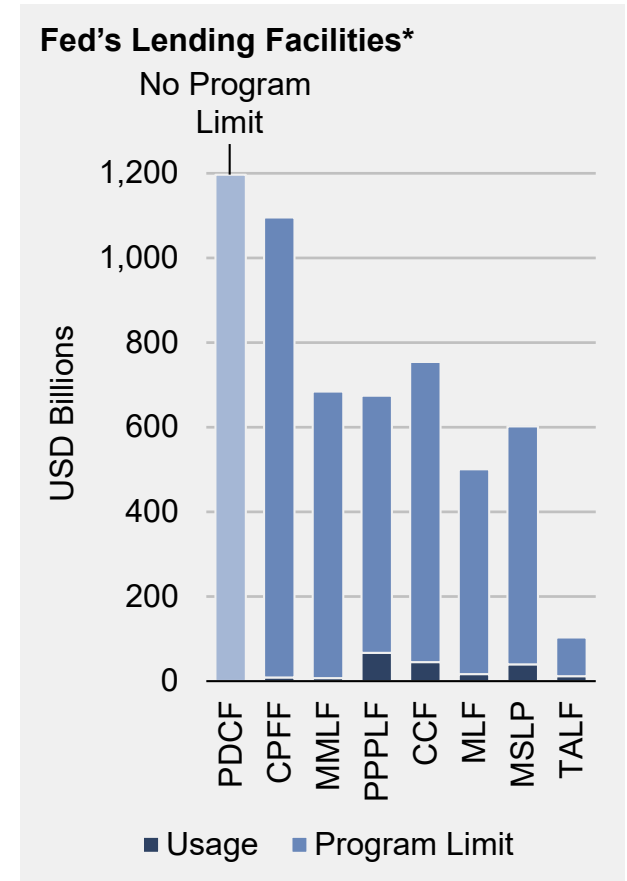
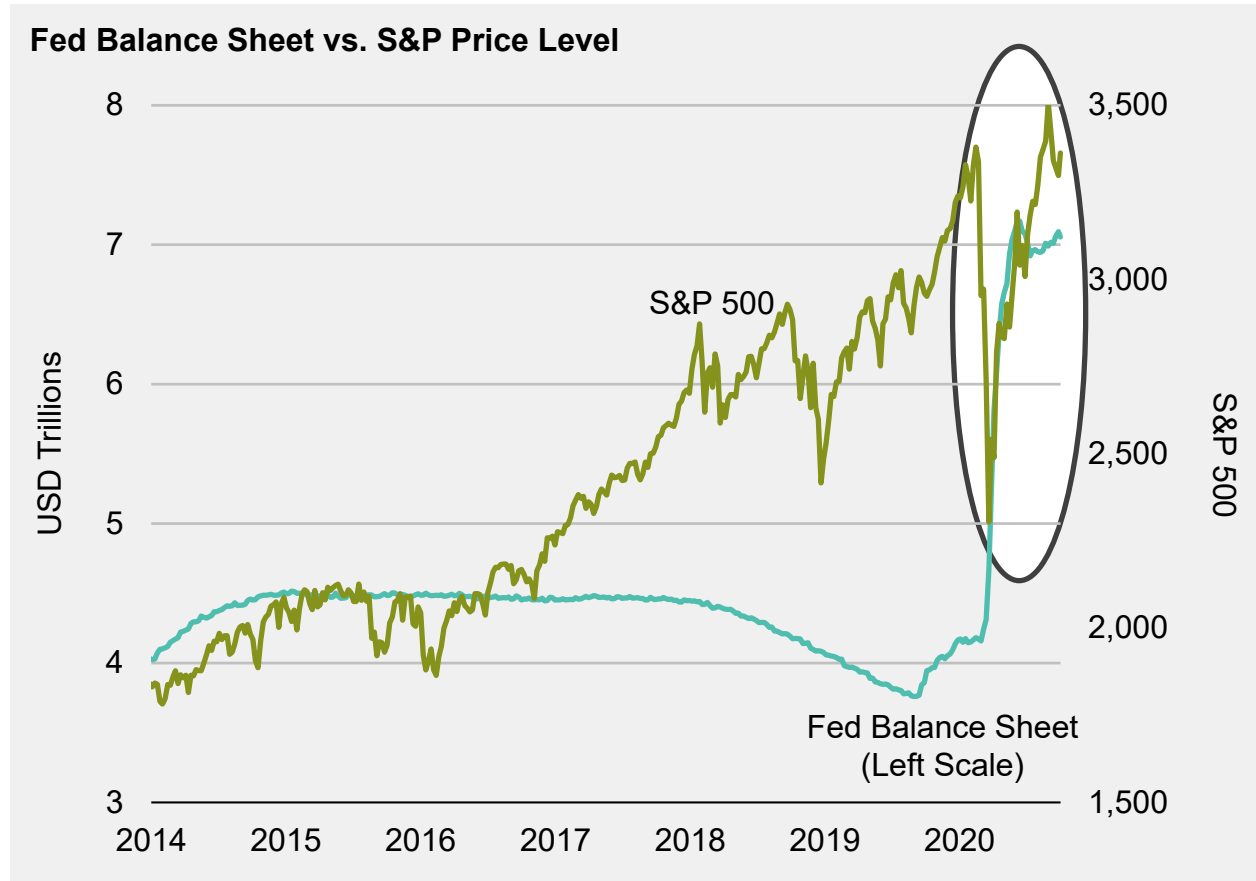


# The Critical Question



**Will the Fiscal and Monetary Bridge Be Long Enough and Strong Enough to Get to the Other Side of the Virus?**

# The Federal Reserve's Massive Program Continues...



**Past performance and historical analysis do not guarantee future results.** For illustrative purposes only.

\*The Fed's reported figures for certain usage of facilities include cash infusions from the US Department of Treasury that are earmarked to help set up the facilities.

Primary Dealer Credit Facility (PDCF), Money Market Mutual Fund Liquidity Facility (MMLF), Paycheck Protection Program Liquidity Facility (PPPLF), Corporate Credit Facilities (CCF: includes Primary Market Corporate Credit Facility [PMCCF] and Secondary Market Corporate Credit Facility [SMCCF]), Municipal Liquidity Facility (MLF), Main Street Lending Program (MSLP: includes Main Street New Loan Facility [MSNLF], Main Street Priority Loan Facility [MSPLF], and Main Street Expanded Loan Facility [MSELF]), Term Asset-Backed Securities Loan Facility (TALF)

As of September 30, 2020. Source: Bloomberg, Federal Reserve Bank of St. Louis, S&P, US Federal Reserve and AB

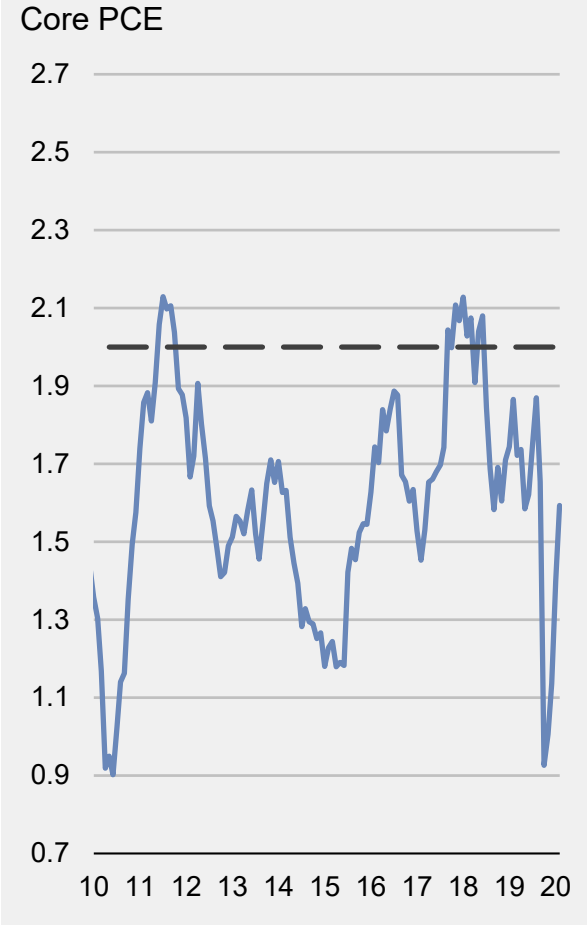


# ...and a Change in Fed's Inflation Approach Means Rates Lower for Longer

Fed Dot Plot\*: Current View Says Rates Will Be at Zero Beyond 2023

Percent	2020	2021	2022	2023	Longer Term
3.000					••
2.875					
2.750					•
2.625					
2.500					••••••••
2.375					•
2.250					•••
2.125					
2.000					•
1.875					
1.750					
1.625					
1.500					
1.375				•	
1.250					
1.125					
1.000					
0.875					
0.750					
0.625			•	•	
0.500					
0.375				••	
0.250					
0.125	••••••••••	••••••••••	••••••••••	••••••••	
0.000					

...and Maybe Well Beyond 2023



**Current analysis does not guarantee future results.**

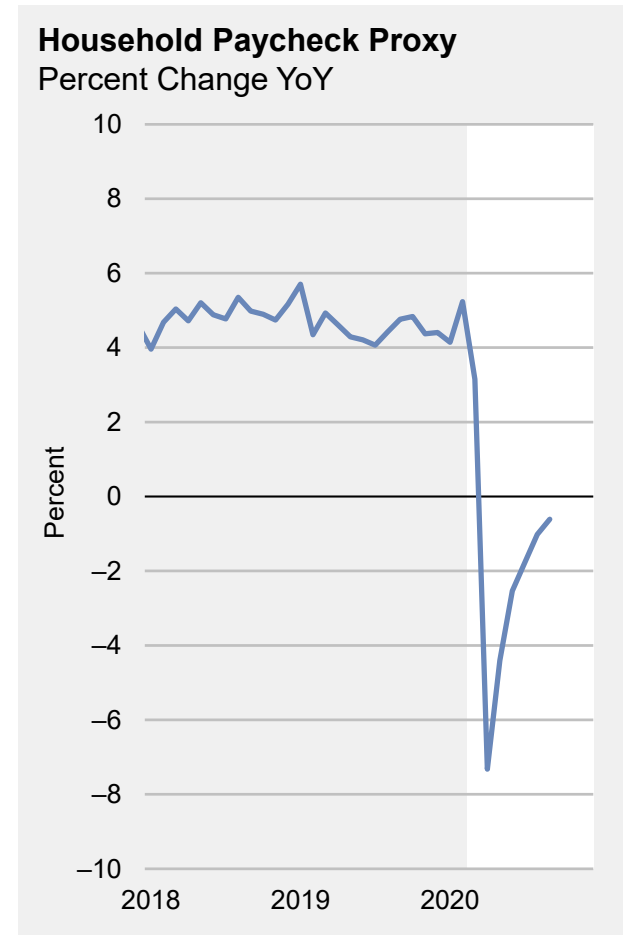
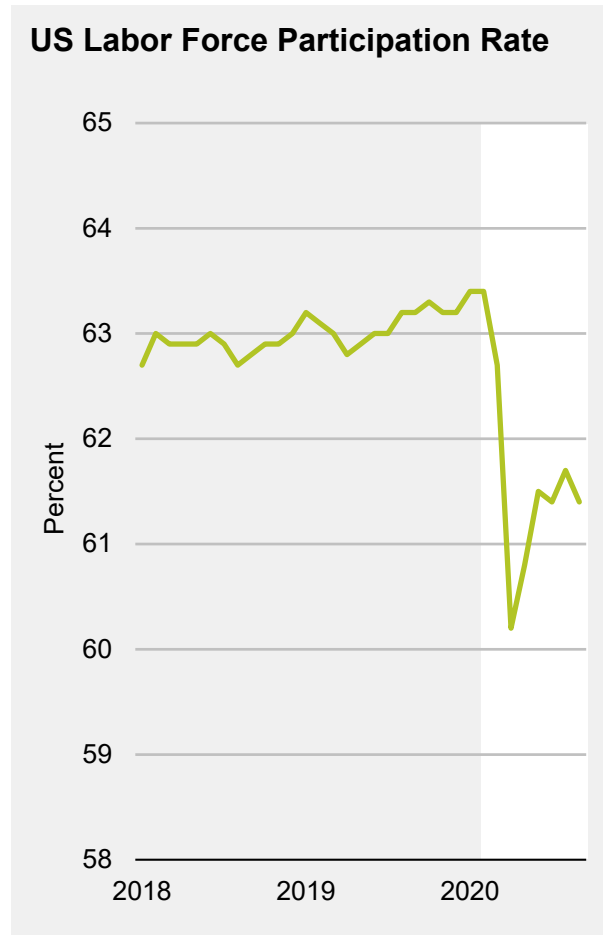
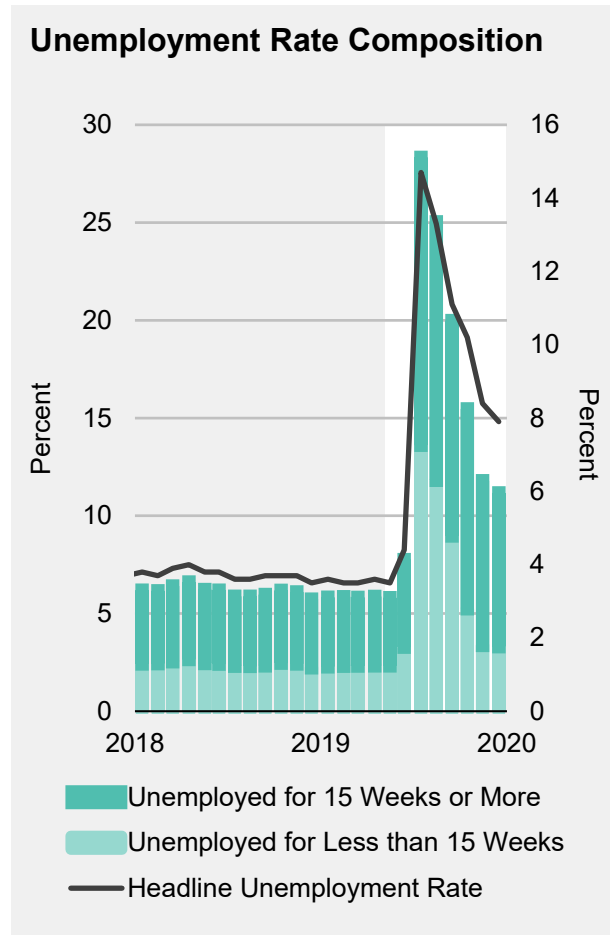
\*Each dot indicates the value of an individual participant's judgment of the midpoint of the appropriate target range for the fed funds rate or the appropriate target level for the fed funds rate at the end of the specified calendar year. Projections are from the September 16, 2020, meeting.

Left display as of September 16, 2020; right display as of August 31, 2020

Source: Bloomberg, US Federal Reserve and AB



# Employment Metrics Improving, but at a Diminishing Rate



**Historical and current analysis does not guarantee future results.**

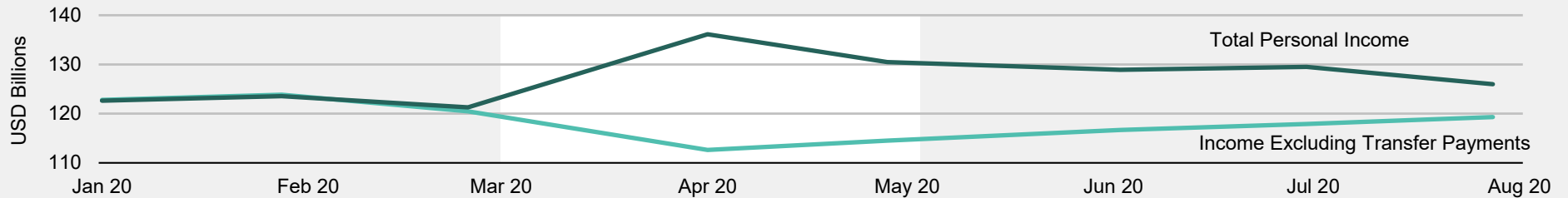
As of September 15, 2020

Source: Refinitiv

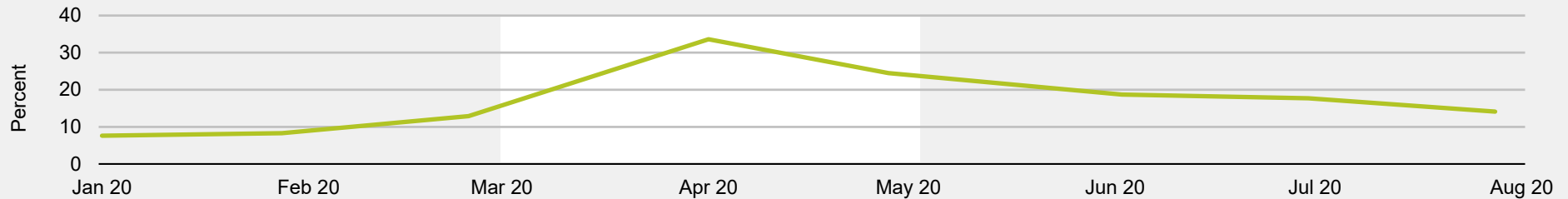


# The Critical Role of Fiscal Stimulus...and Why More Is Needed

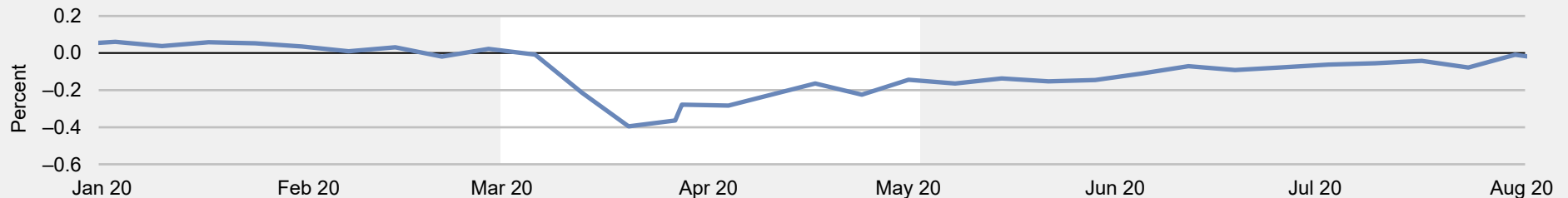
## Expiring Transfer Payments Jeopardize Income



## Saving as a Percent of Disposable Income



## YoY US Credit Card Spending (Weekly)



**Past performance and historical analysis do not guarantee future results.**

Top and middle displays through August 15, 2020; bottom display through October 2, 2020

Source: M Science, Refinitiv and AB



# The US Election Will Determine the Path of Fiscal Policy

- + Fiscal and monetary stimulus have played a critical role in restarting the economy and remain crucial to a continued expansion
- + Monetary stimulus is not subject to the election cycle: the Fed will be accommodative no matter who is in the White House
- + Fiscal stimulus, however, is very political and thus the path forward on fiscal policy is less certain
- + Financial markets have benefited significantly from stimulus, which has allowed risk assets to look past the current environment
- + If fiscal stimulus stops, however, financial markets are vulnerable
- + Therefore the short-term electoral question for financial markets is whether a given outcome is more or less likely to provide additional fiscal stimulus

## Republican White House Republican Senate

### Risk Asset Impact:

Short-Term Positive  
Medium-Term Positive

**Fiscal:** Expansionary  
**Fed:** Potential Shift in Fed Chair

## Democratic White House Republican Senate

### Risk Asset Impact:

Short-Term Negative  
Medium-Term Negative

**Fiscal:** Rediscovered Austerity  
**Fed:** Easy Policy

## Republican White House Democratic Senate

### Risk Asset Impact:

Short-Term Negative  
Medium-Term Negative

**Fiscal:** Status Quo  
**Fed:** Easy Policy

## Democratic White House Democratic Senate

### Risk Asset Impact:

Short-Term Negative  
Medium-Term Positive

**Fiscal:** Tax and Spend  
**Fed:** Easy Policy

### Current analysis does not guarantee future results.

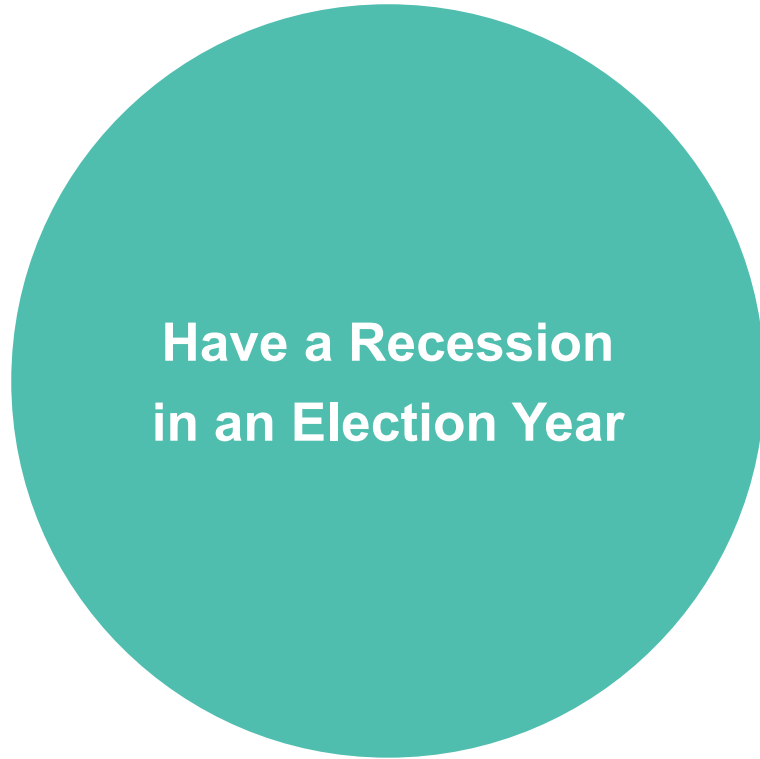
Assumes Democrats retain control of the House of Representatives

As of June 30, 2020

Source: AB



# Incumbent Presidents: Ways to Lose Reelection?

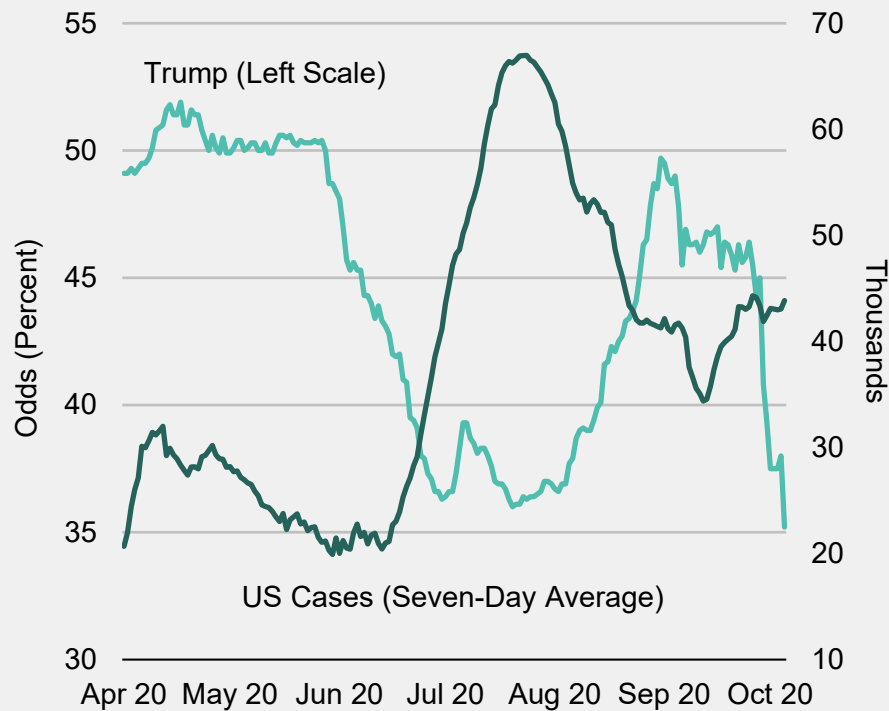


Source: AB

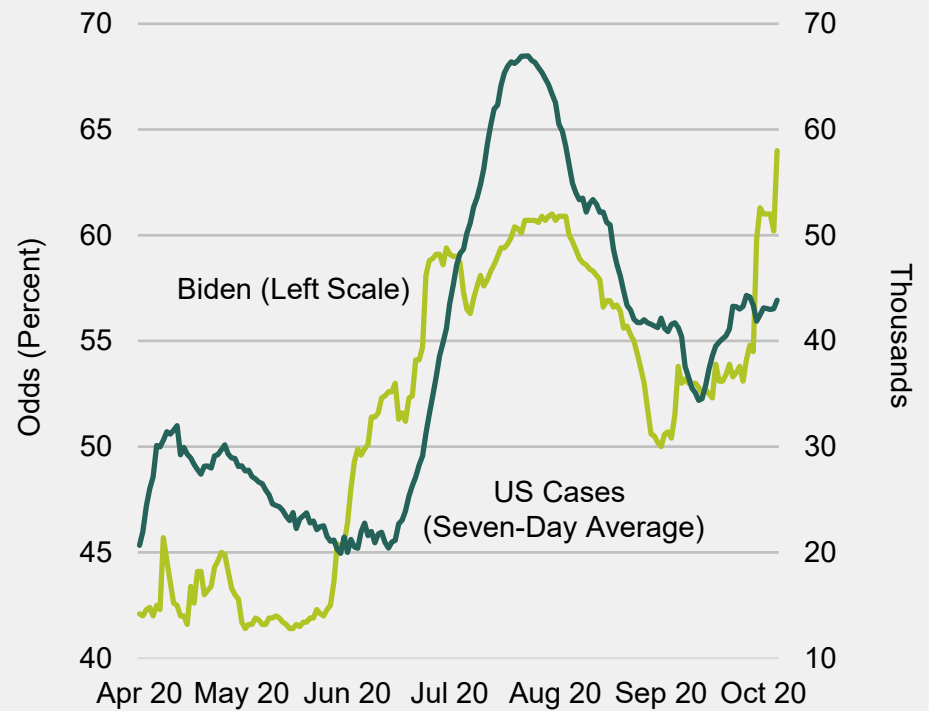


# Changing Fortunes: Presidential Odds vs. US COVID-19 Cases

**Donald Trump's Betting Odds of Winning US Presidential Election vs. US Daily New COVID-19 Cases**



**Joe Biden's Betting Odds of Winning US Presidential Election vs. US Daily New COVID-19 Cases**



**Analysis provided for illustrative purposes only and is subject to revision.**

Betting odds aggregated by RealClearPolitics

As of October 5, 2020

Source: Centers for Disease Control and Prevention, RealClearPolitics and AB

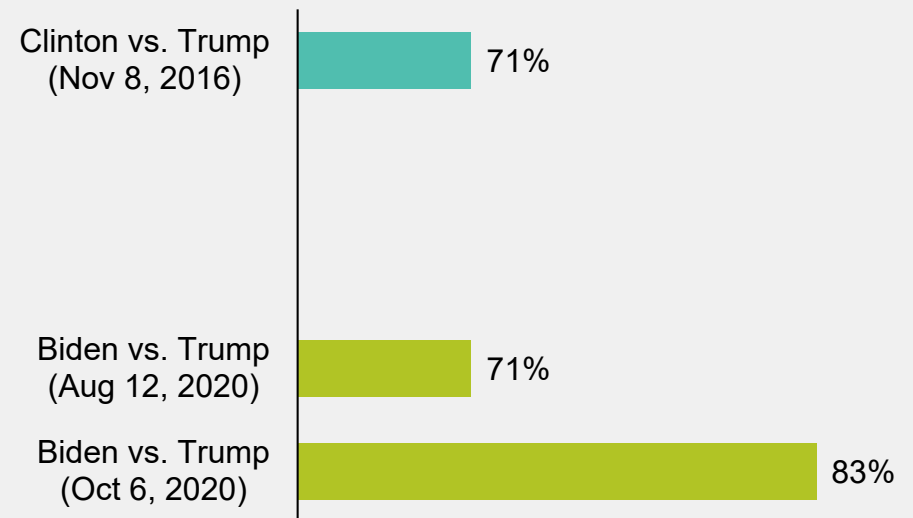


# Remember 2016? Biden Leads in the Polls...Almost Exactly as Someone Else Once Did- However the Gap is Widening, Where Clinton Narrowed

RealClearPolitics Average Poll	Trump vs. Biden (Oct 2020)	Trump vs. Clinton (Aug 2016)
National	Biden +9.0%	Clinton +7.3%
Michigan	Biden +6.2%	Clinton +6.6%
Wisconsin	Biden +5.6%	Clinton +9.4%
Pennsylvania	Biden +6.5%	Clinton +9.2%
Florida	Biden +3.5%	Clinton +2.2%
North Carolina	Biden +1.4%	Clinton +1.3%
Arizona	Biden +3.4%	Trump +0.3%

## FiveThirtyEight: Chances of Winning the US Presidency November 2016 vs. August 2020

Biden Had the Same Chance of Winning the Presidency as Hillary Clinton...but that Changed



**Analysis provided for illustrative purposes only and is subject to revision.**

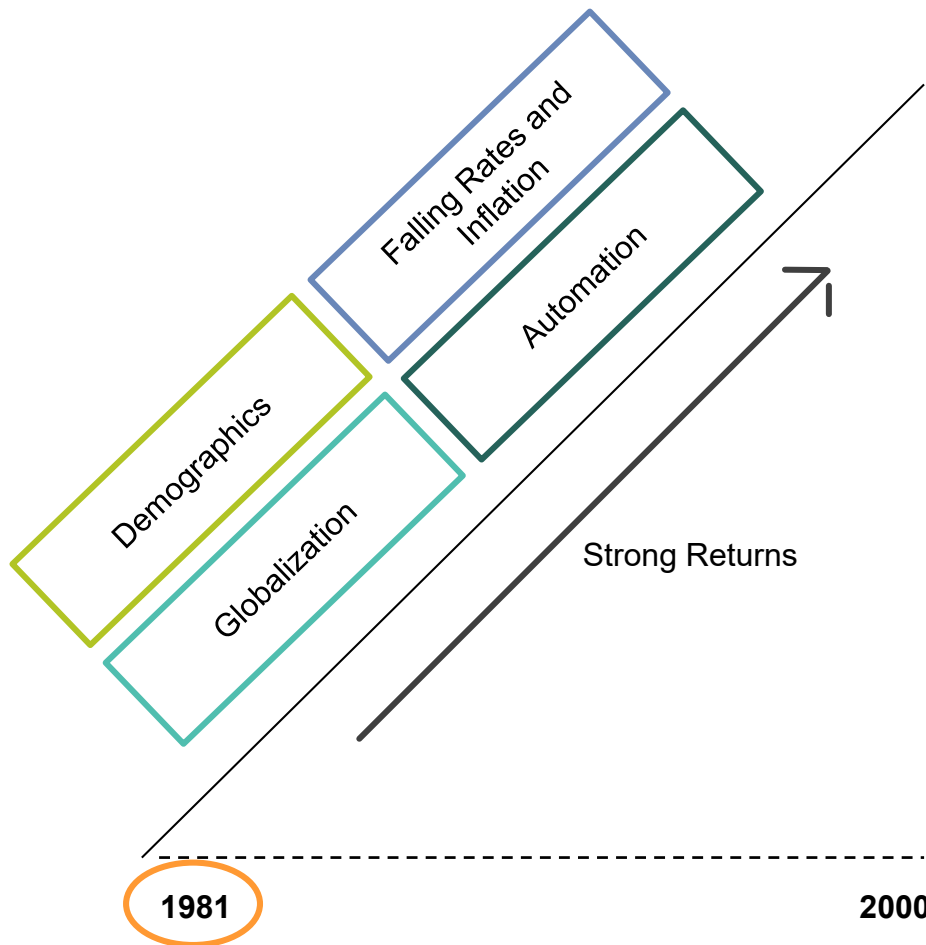
FiveThirtyEight calculated the chances of Hillary Clinton winning the 2016 election on November 8, 2016, and Biden winning the 2020 election on October 6, 2020.

As of October 6, 2020

Source: FiveThirtyEight, RealClearPolitics and AB



# 1981: The Most Powerful Fundamental Cocktail in Modern Financial History...



Jan 1, 1981–Dec 31, 1999:  
The Great Moderation

	Returns	Standard Deviation
US Stocks	17.2	14.8
US Bonds	10.4	5.8
60/40*	14.7	9.9

**Past performance does not guarantee future results.** An investor cannot invest in an index.

\*60% S&P 500/40% Bloomberg Barclays US Aggregate Bond

As of December 31, 2019

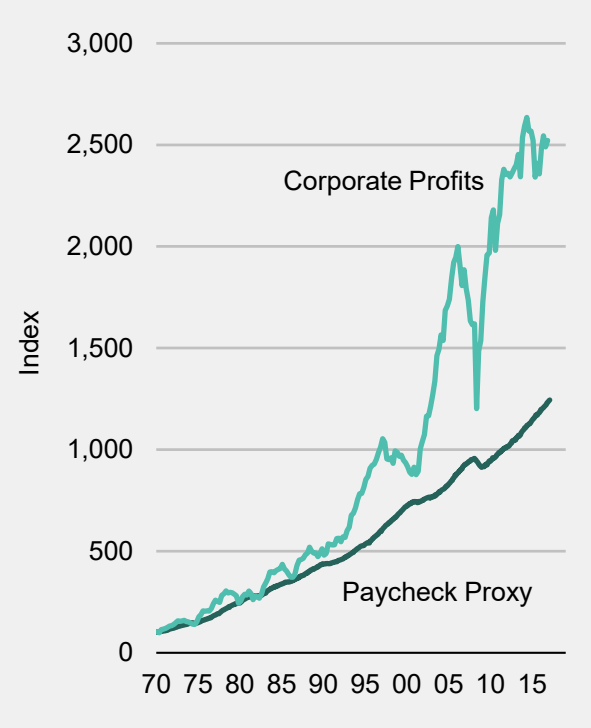
Source: Bloomberg, Morningstar Direct and AB





# ...and the Unintended Consequences that Drive Today's Political Agenda

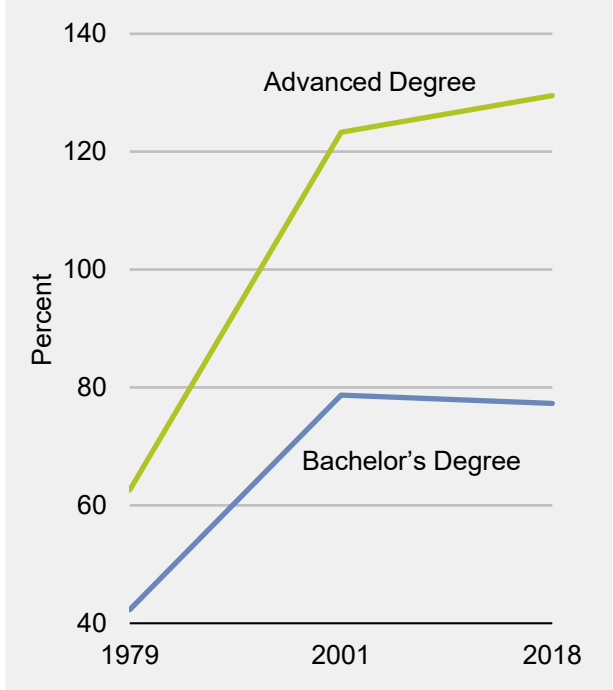
**Corporate Profits and Household Paycheck**



**Growth in National Income in the US Post-War Period**

Real Income Growth		
Income Group	1946–1980	1980–2014
Bottom 50%	102%	1%
Middle 40%	105%	42%
Top 10%	79%	121%
Top 1%	47%	205%
Top 0.1%	54%	321%

**College Degree Wage Premium and Advanced Degree Wage Premium Vs. High School Education or Less**



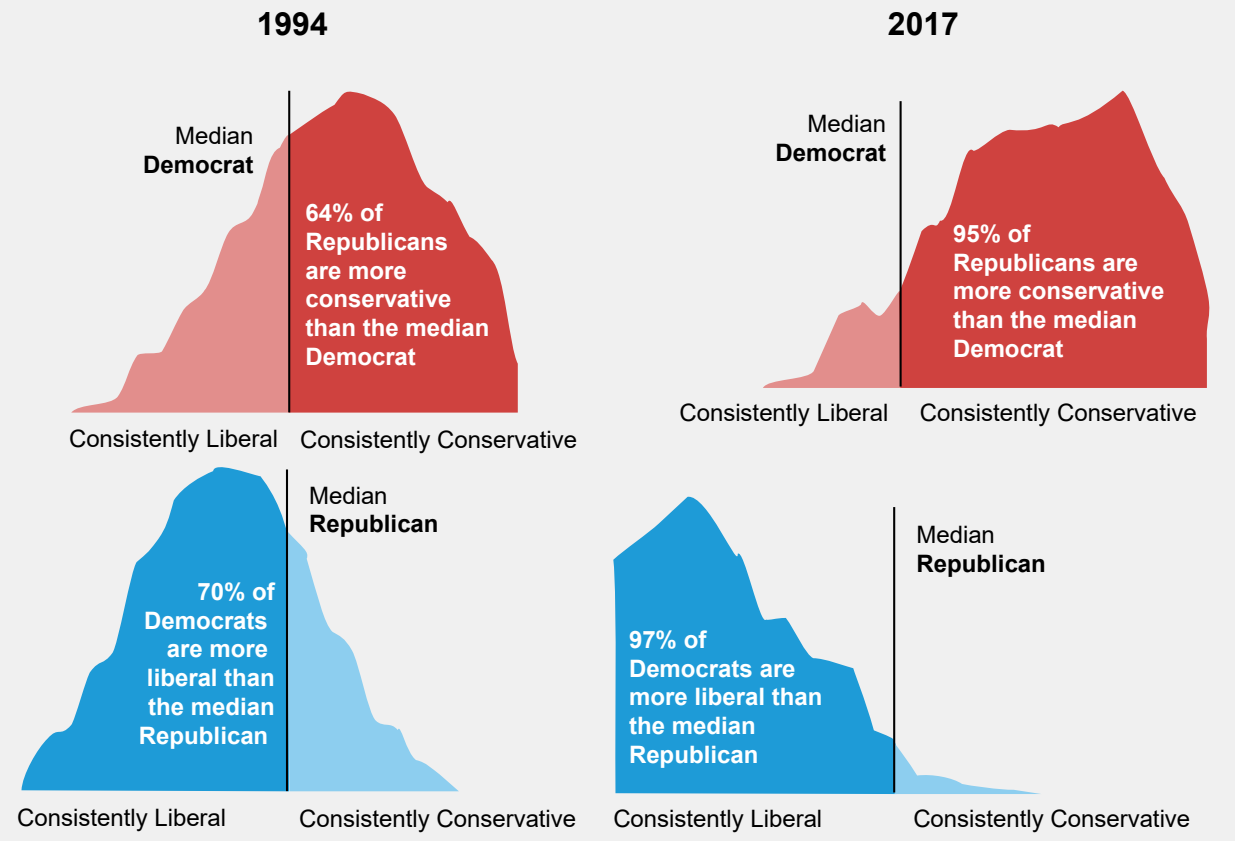
**Past performance does not guarantee future results.** Middle table: displays the cumulative real growth rates of pretax national income per adult over two 34-year periods (1946 to 1980 and 1980 to 2014). The unit is the adult individual (aged 20 or above). Fractiles are defined relative to the total number of adults in the population. Income is split equally among spouses. Pretax national income fractiles are ranked by pretax national income while post-tax national income, fractiles are ranked by post-tax national income. Right display: The higher education premium shows the percent difference between median wages received by workers with a bachelor's degree and advanced degree versus workers with a high school degree or less. Sample comprises nonfarm wage and salary workers who are 25–64 years old and provide sufficient information to compute an hourly wage. As of June 30, 2019. Source: Piketty, Saez and Zucman, “*Distributional National Accounts: Methods and Estimates for the United States*,” NBER WP22945, CRS estimates using Current Population Survey Outgoing Rotation Group data for 1979–2018 and Refinitiv

# Strong Partisan Divide Means Voters Are Less Swayed by the Economy

“It’s Not Just the Economy Anymore, Stupid”

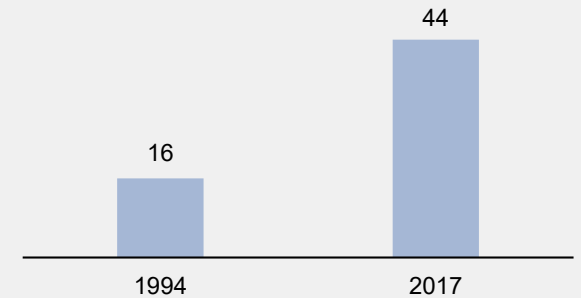
## Less Overlap in the Political Values of Republicans and Democrats

Distribution of Republicans and Democrats on a 10-Item Scale of Political Values

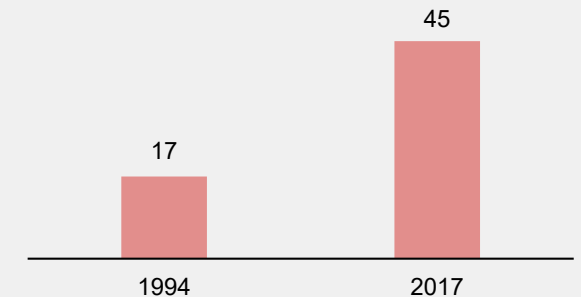


## Democrat and Republican Parties Continue to View Each Other “Very Unfavorably”

Percent of Democrats Who Have a Very Unfavorable Opinion of the Republican Party



Percent of Republicans Who Have a Very Unfavorable Opinion of the Democratic Party



### Historical and current analysis does not guarantee future results.

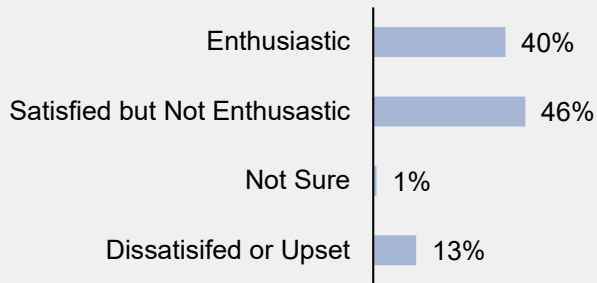
Surveys conducted on June 8–18, 2017. Left display: Ideological consistency based on a scale of 10 political value questions. Republicans include Republican-leaning independents, and Democrats include Democratic-leaning independents. As of December 31, 2017. Source: Pew Research Center and AB

# In a Polarized World, Party-Base Enthusiasm Is Critical

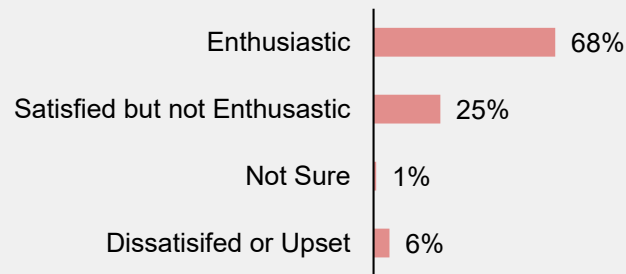
## Enthusiasm Is a Key Ingredient of Turnout

### Q: How Do You Feel About the Presidential Candidates?

#### Biden Supporters Rating Joe Biden



#### Trump Supporters Rating Donald Trump



### Largest Party Differences in Presidential Approval Ratings (Gallup Poll)

President	Poll Date	Republicans	Independents	Democrats	Rep-Dem Gap
Trump	Jun 8–30, 2020	91%	33%	2%	+89%
Trump	Feb 3–16, 2020	93	43	6	+87
Trump	Jan 16–29, 2020	94	42	7	+87
Trump	Apr 1–14, 2020	93	39	7	+86
Trump	Nov 1–14, 2019	90	38	4	+86

**Historical and current analysis does not guarantee future results.**








\*The Economist/YouGov poll conducted from June 26–July 21, 2020

As of July 31, 2020

Source: The Economist/YouGov, Gallup and AB



# 2016 Election Results: A Case Study in Turnout

State	Winning Margin (Percent)	Winning Margin (Votes)	Trump (Votes)	Clinton (Votes)	Stein (Votes)	Trump vs. Romney (Votes +/- 2012)	Clinton vs. Obama (Votes +/- 2012)
 Michigan	0.23	10,704	2,279,543	2,268,839	51,463	164,287	-295,730
 Pennsylvania	0.72	44,292	2,970,733	2,926,441	49,941	290,299	-63,833
 Wisconsin	0.77	22,748	1,405,284	1,382,536	31,072	-2,682	-238,449
 Florida	1.20	112,911	4,617,886	4,504,975	64,399	454,439	267,219
 New Hampshire	0.37	2,736	345,790	348,526	6,496	15,872	-21,035
 Minnesota	1.52	44,765	1,322,951	1,367,716	36,985	2,726	-178,451
 Nevada	2.42	27,202	512,058	539,260	0	48,491	7,887

**Historical analysis does not guarantee future results.**

270 electoral votes are needed to win the US election.

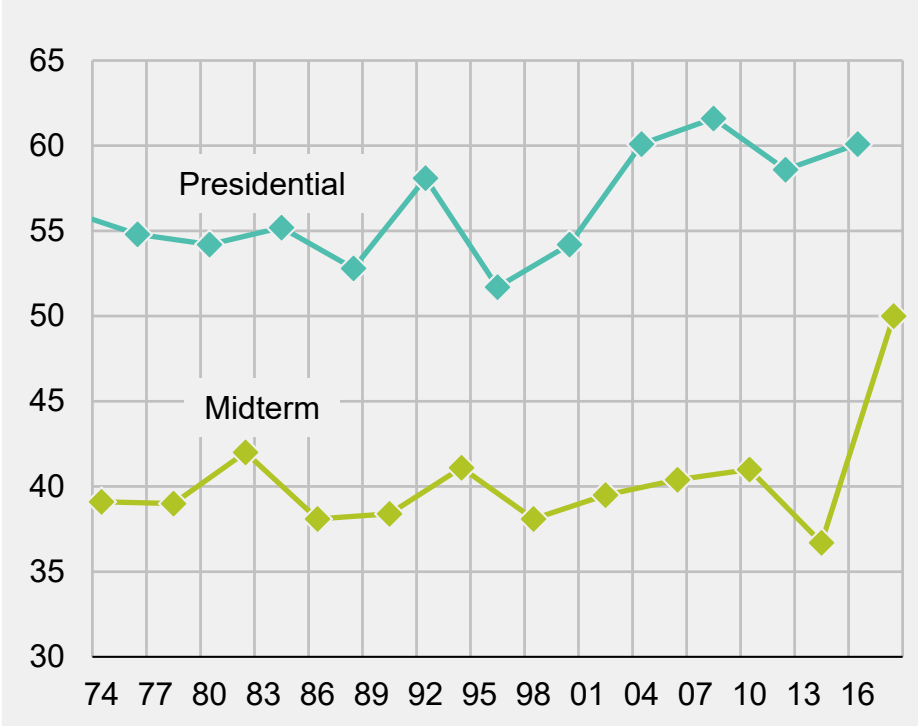
As of December 31, 2019

Source: US Federal Election Commission, US Elections Project and AB

# 2018 Midterms: A Second Case Study in Turnout...Just Two Years Later

## Big Spike in Voter Turnout in 2018 Midterm Elections

High Voter Turnout for the 2018 Midterms



	2014 Midterms	2016 Presidential	2018 Midterms
Florida	42.8%	64.5%	53.6%
Pennsylvania	36.1%	63.6%	51.4%
Michigan	42.7%	64.7%	56.5%
Wisconsin	56.6%	69.5%	61.4%

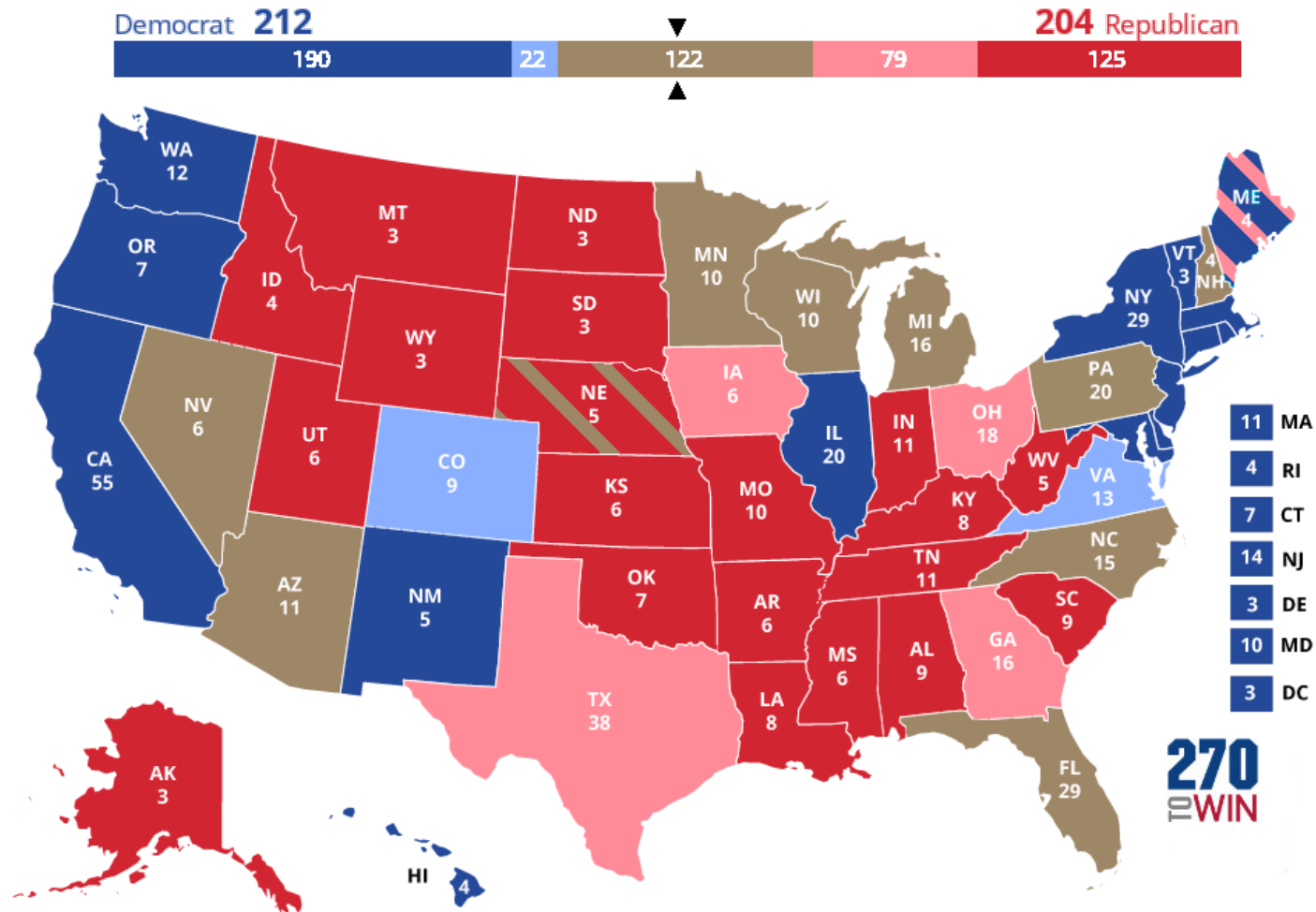
**Historical analysis does not guarantee future results.**

As of December 31, 2019

Source: FiveThirtyEight, US Elections Project and AB



# 2020 Electoral Map: The Sun Belt and Midwest Will Determine the Election



## Current analysis does not guarantee future results.

Battleground states are defined as states with less than a 4% margin of victory in 2016 election. 270 electoral votes are needed to win the US election. Maine and Nebraska allow electoral votes to be split.

As of June 30, 2020

Source: Electoral Ventures and AB



# Global Macro Outlook: What Does the Central Forecast Look Like?

## Key Assumptions

- + **Virus:** resurgent virus likely to weigh on Q4/Q1 growth but then fade as a macro factor
- + **Economy:** some disruption likely as emergency policy support is gradually wound down
- + **Fiscal Policy:** fiscal stimulus to provide sustained policy support throughout the recovery phase
- + **Monetary Policy:** central banks to keep yield curves anchored to facilitate fiscal stimulus

## Central Case

- + **Global growth:** after strong post-lockdown gains, growth likely to turn more patchy in Q4/Q1
- + **US/Europe:** this will probably mean a more modest pace of expansion in the US; in Europe, we expect a small contraction
- + **China:** steady recovery helped by ongoing policy support
- + **Fed:** rates to remain at zero; QE to continue
- + **ECB:** further increase in bond purchases; rate cut possible

## Upside Risks

- + Medical innovation
- + Policy effectiveness

## Downside Risks

- + Virus spread
- + Accidental/premature austerity
- + Populism/geopolitics

**Current analysis does not guarantee future results.**

As of September 30, 2020

Source: AB



# Macro Summary

## Global Growth Sharply Lower, but Better than Initial Estimates

### AB Global Economic Forecast: July 2020

	Real Growth (Percent)		Inflation (Percent)		Official Rates (Percent)		Long Rates (Percent)	
	20F	21F	20F	21F	20F	21F	20F	21F
Global	-4.3	4.7	1.7	2.3	1.55	1.47	1.59	1.71
Industrial Countries	-5.5	3.7	0.4	1.7	-0.07	-0.07	0.22	0.45
Emerging Countries	-2.4	6.4	3.8	3.4	4.07	3.82	3.77	3.66
<b>US</b>	<b>-3.8</b>	<b>3.7</b>	<b>0.5</b>	<b>2.5</b>	<b>0.13</b>	<b>0.13</b>	<b>0.65</b>	<b>1.00</b>
Euro Area	-7.5	4.3	0.3	0.7	-0.50	-0.50	-0.50	-0.35
UK	-10.0	3.5	0.8	1.6	0.10	0.10	0.25	0.40
Japan	-5.6	2.2	0.2	0.5	-0.10	-0.10	0.00	0.00
China	2.0	8.0	2.8	2.3	4.35	4.10	3.00	2.80

#### Historical analysis and current forecasts do not guarantee future results.

Growth and inflation forecasts are calendar-year averages. Interest rates are year-end forecasts. Real growth aggregates represent 48 country forecasts, not all of which are shown. Long rates are 10-year yields.

As of October 1, 2020

Source: AB



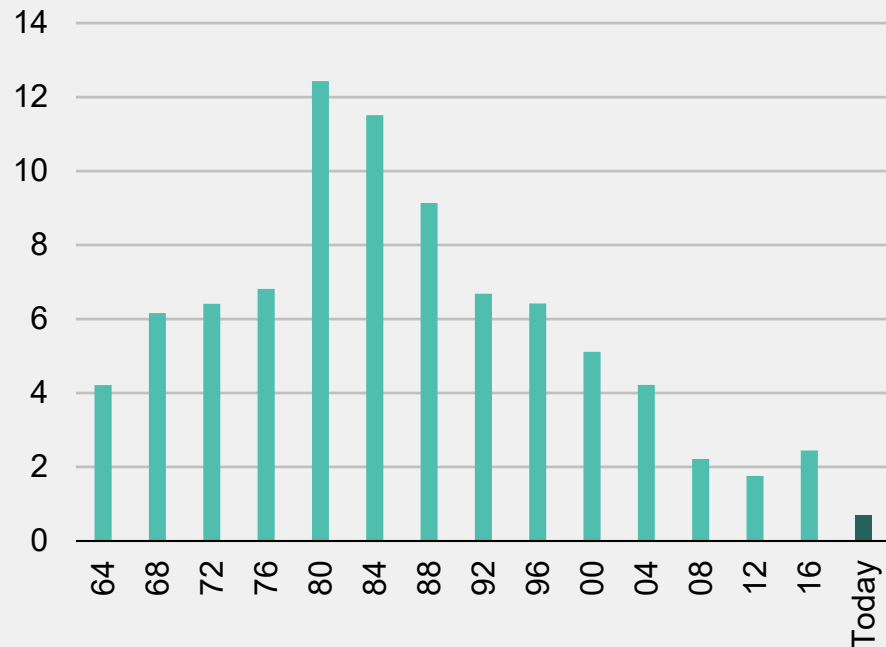


# While Markets Are Dynamic, 2020 Is a Standout

## Tough Comps vs. Prior Election Years

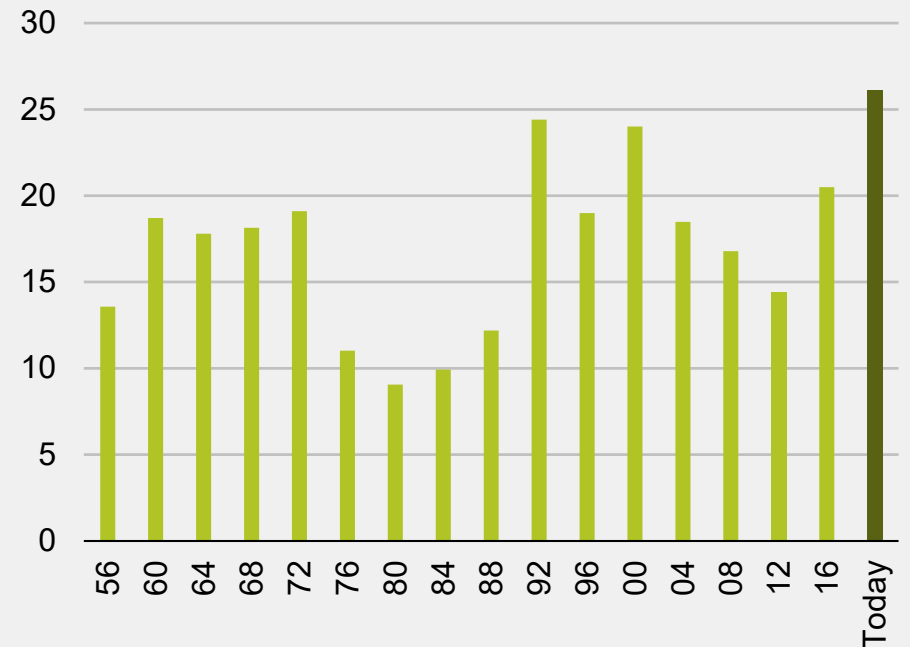
### Lower for Longer...

10-Year Yield: Election Years



### ...and P/Es Higher Than Other Years

Price-to-Earnings Ratio LTM: Election Years



**Historical analysis and current forecasts do not guarantee future results.**

As of September 30, 2020

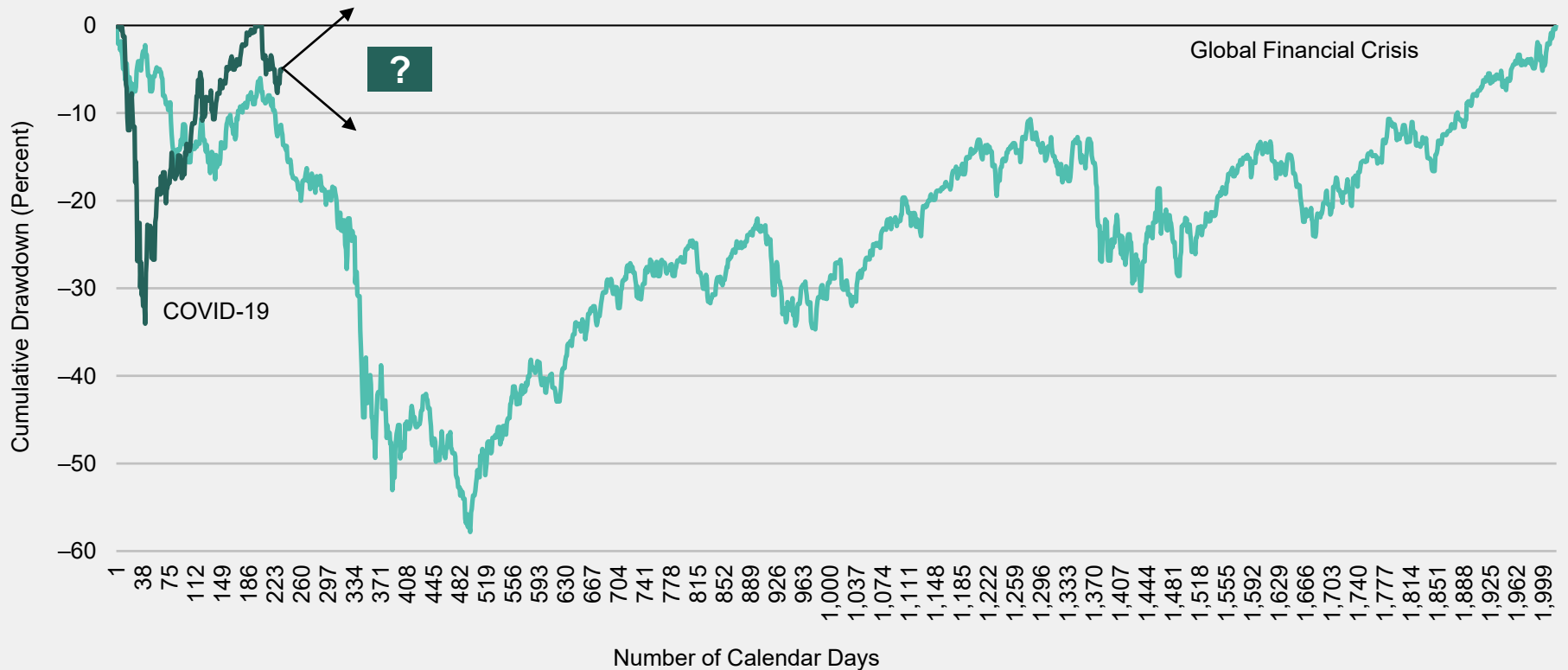
Source: Bloomberg and AB



# COVID-19 Market Recovery Occurred Rapidly

Re-openings, Improved Coronavirus Trends, and Better Economic Data Were Contributors

## COVID-19 Snapback vs. Prior Peak: Faster than the GFC



**Historical analysis and current forecasts do not guarantee future results.**

Global equities represented by MSCI World (USD)

As of September 30, 2020

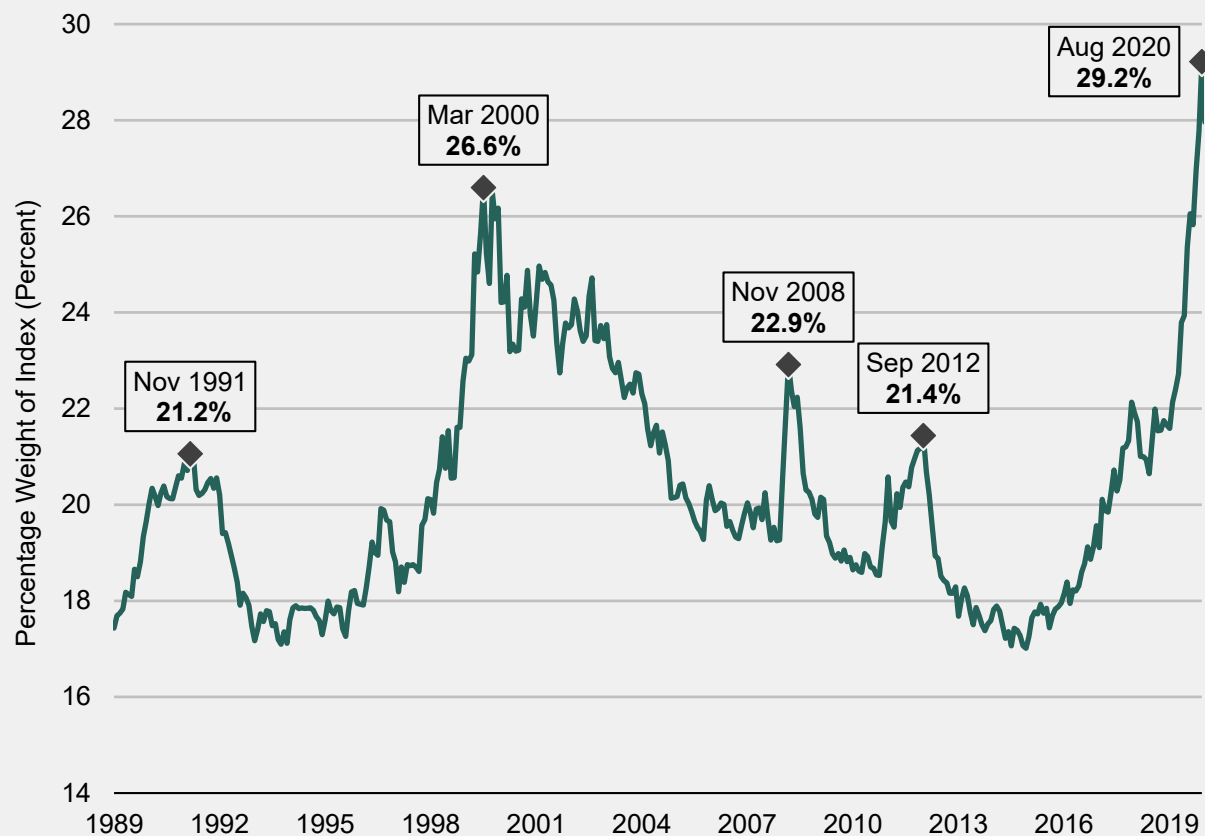
Source: Morningstar, MSCI and AB



# US Large Cap Returns Driven by Continued, Narrow Leadership

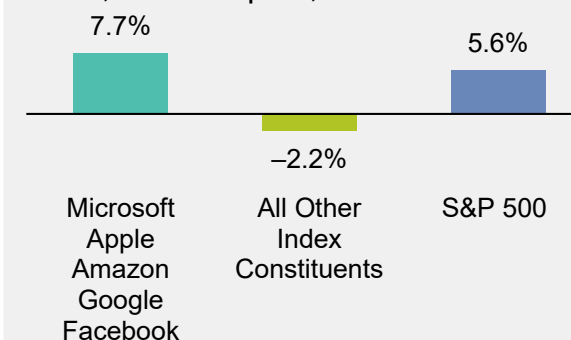
## September's Reversal Was Another Reminder

10 Largest Companies in the S&P 500 Index



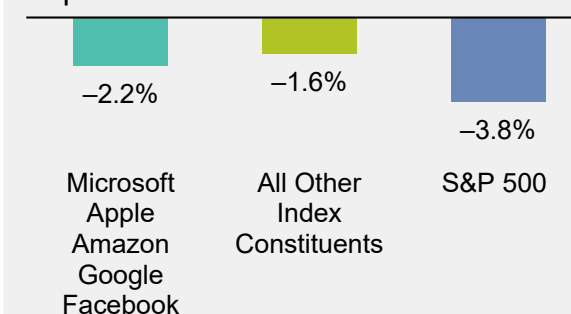
Return Contribution of Five Largest Companies in the S&P 500 Index\*

Jan 1, 2020–Sep 30, 2020



Return Contribution of Five Largest Companies in the S&P 500 Index

Sep 2020



**Historical analysis and current forecasts do not guarantee future results.**

Peaks shown are for the last day of each month displayed.

\*Numbers may not sum due to rounding.

As of September 30, 2020

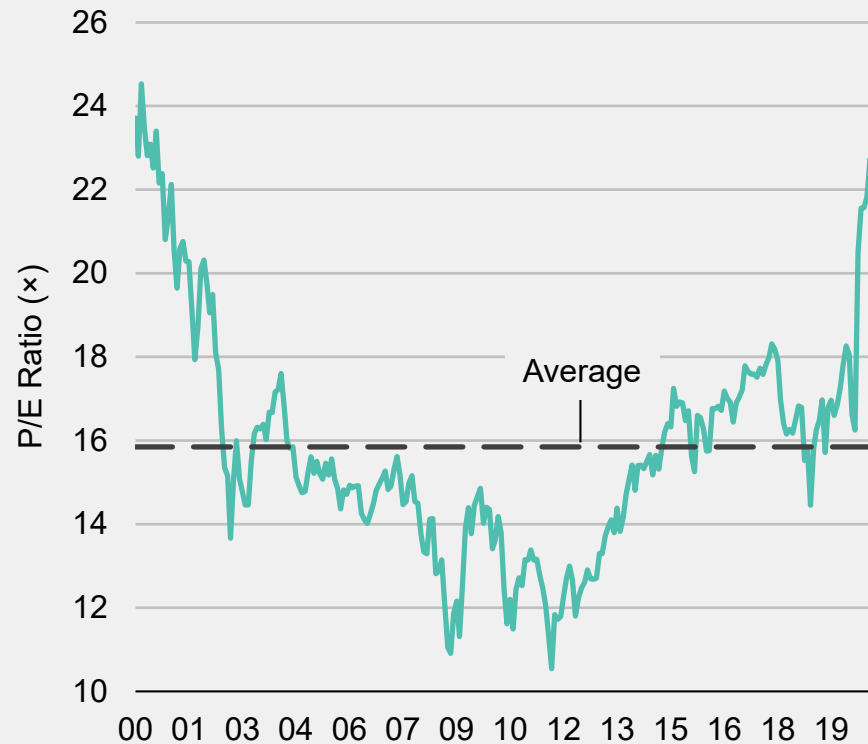
Source: Bloomberg, Morningstar, S&P and AB



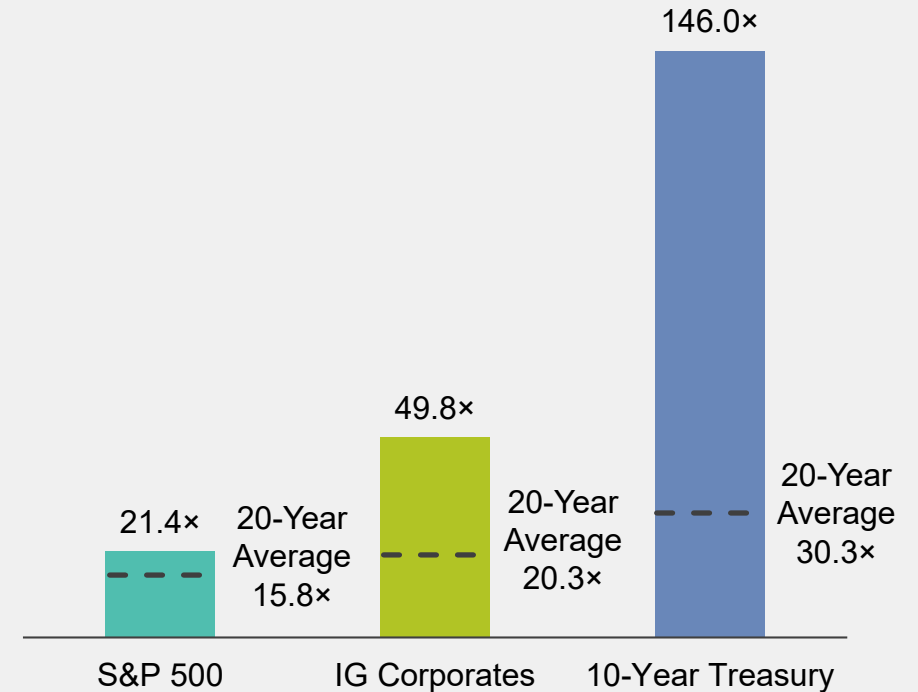
# Valuations Remain Elevated, but Low Rates Are Supportive

## S&P 500 Price to Earnings Ratio\*

Well Above the Long-Term Average



## S&P 500 Price/Earnings Ratio vs. Investment-Grade Credit and 10-Year Treasury Valuations†



**Historical analysis and current forecasts do not guarantee future results.**

\*All data are for S&P 500. Earnings estimates are represented by Bloomberg consensus blended forward 12-month estimates.

†Treasury valuation is calculated as  $100/0.66\%$ , which estimates the price an investor pays for the income on the government bond. The same methodology using the Bloomberg Barclays US Aggregate Corporate yield to worst is utilized to estimate the price an investor pays for the income on Investment Grade Corporate bonds.

As of September 30, 2020

Source: Bloomberg, S&P and AB



# Quality Is a Durable Factor, That Can Be Found in Both Value and Growth

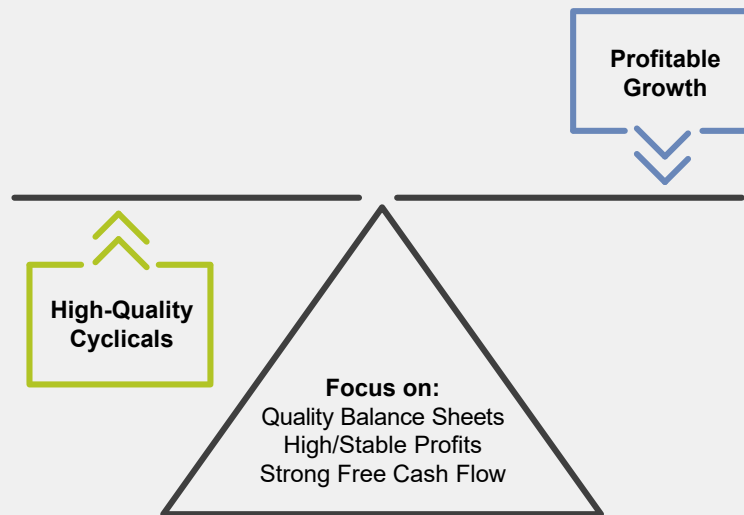
## A Favorable Mix that Participates and Defends

Crisis	Period	S&P 500 Quality Relative Returns	S&P 500	Market Capture
Asian Crisis/ Russian Currency Devaluations	1998	3.6%	-15.4%	77%
Tech Sector Crash	2000-2002	30.9	-43.8	29
Global Financial Crisis	2007-2009	6.5	-51.0	87
European Debt Crisis	2011	7.8	-16.3	52
Coronavirus Pandemic	2020 Feb-Mar	2.8	-19.6	86
Coronavirus Pandemic	2020 Apr-Sep	-0.8	31.3	97

	Period	S&P 500 Quality Relative Returns	S&P 500	Average Upside Capture	Average Downside Capture
<b>Index Returns</b>	<b>1995-2020</b>	<b>3.2</b>	<b>10.1</b>	<b>97</b>	<b>77</b>

■ Measures Up Capture Ratio    ■ Measures Down Capture Ratio

Low Economic and Earnings Certainty Suggests Overexposure to Strong Business Models, While...



...Higher Visibility into an Economic Recovery Could Suggest Rebalancing

### Historical analysis and current forecasts do not guarantee future results.

The S&P Quality Index was launched in 2014. Data shown reflect back-calculated retroactive data by S&P, using its index methodology, since 1994. Table based on downturns of more than 10% in the S&P 500. Asian crisis/Russian currency devaluation from July 1, 1998, through August 31, 1998; tech sector crash from April 1, 2000, through September 30, 2002; global financial crisis from November 1, 2007, through February 28, 2009; European debt crisis from May 1, 2011, through September 30, 2011; coronavirus pandemic from February 1, 2020, through March 31, 2020, and April 1, 2020, through September 30, 2020

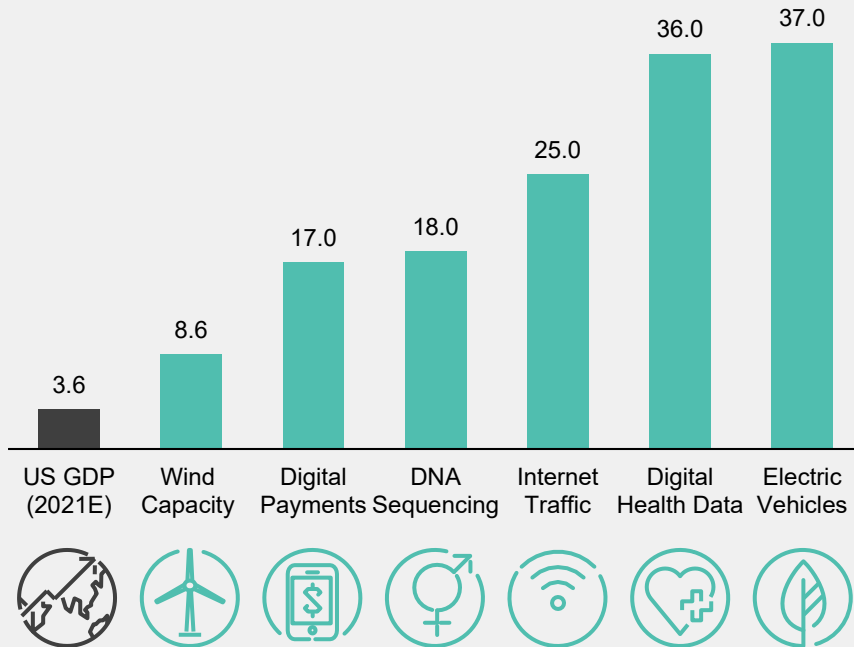
As of September 30, 2020

Source: FactSet, S&P and AB

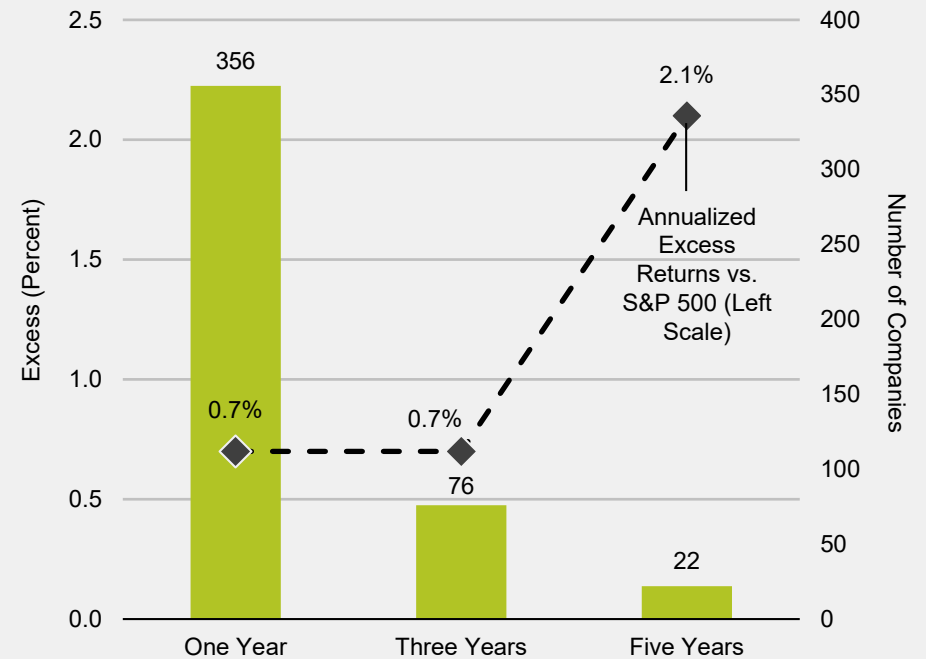
# Paths to Quality: Persistent Themes and Profitability

## Secular Trends

Compounded Annual Growth Rates (Percent)



## Companies Persisting with $\geq 10\%$ YoY Earnings Growth Top 1,000 US Companies (1979–2019)\*



### Current forecasts do not guarantee future results.

US GDP estimate from AB economists as of March 31, 2020. Wind capacity 2019–2025; global digital payments 2020–2024; global DNA sequencing 2020–2023; global internet traffic 2015–2020; digital health data 2018–2025; and electric vehicle units 2020–2025

\*Universe consists of the top 1,000 companies by market cap each year from 1979 through 2018 with annual rebalancing.

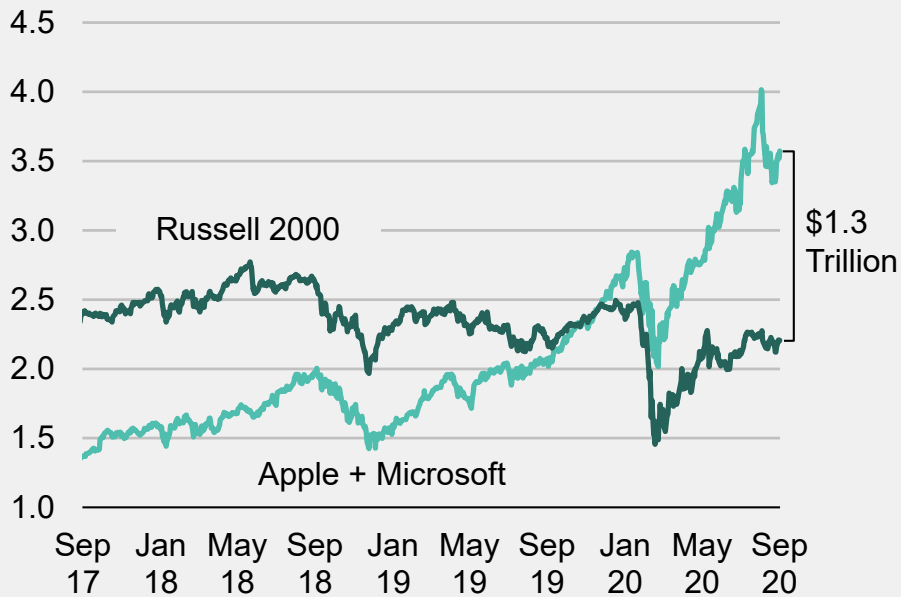
Left display as of June 30, 2020; right display as of December 31, 2019

Source: BCC Research, Center for Research in Security Prices, Cisco Systems, FactSet, Global Wind Energy Council, IDC, Morgan Stanley, S&P Compustat, Statista and AB

# Smaller Caps Are Less Crowded, Selectivity Is Advised...

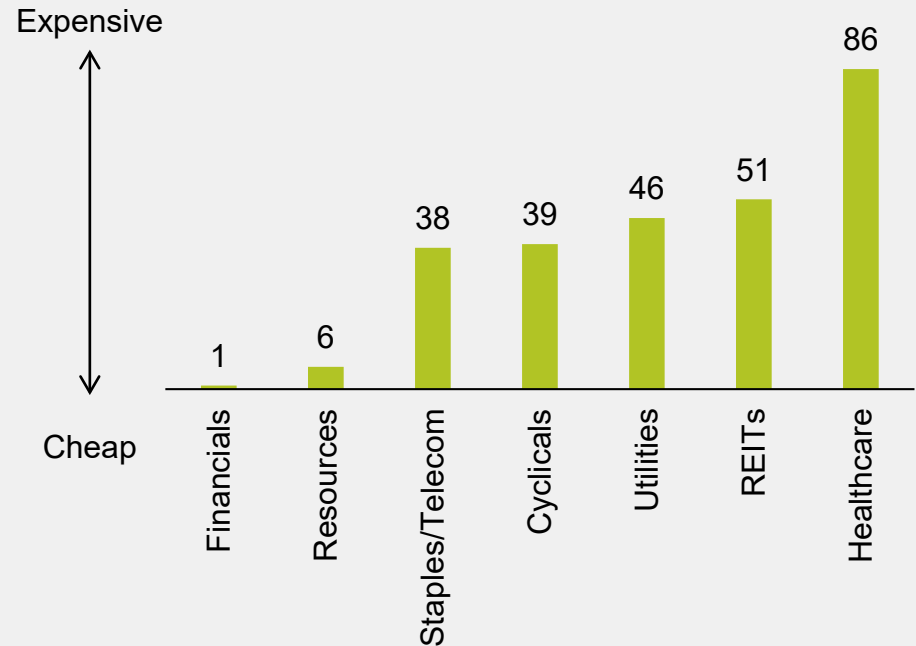
## The \$1.3 Trillion Obfuscation: Some Perspective on Market Cap

Smaller Caps Are Where the Future Giants Are Hiding



## Valuation Percentile Relative to Russell 2000\*

Historical Percentiles: Jan 90–Jun 20

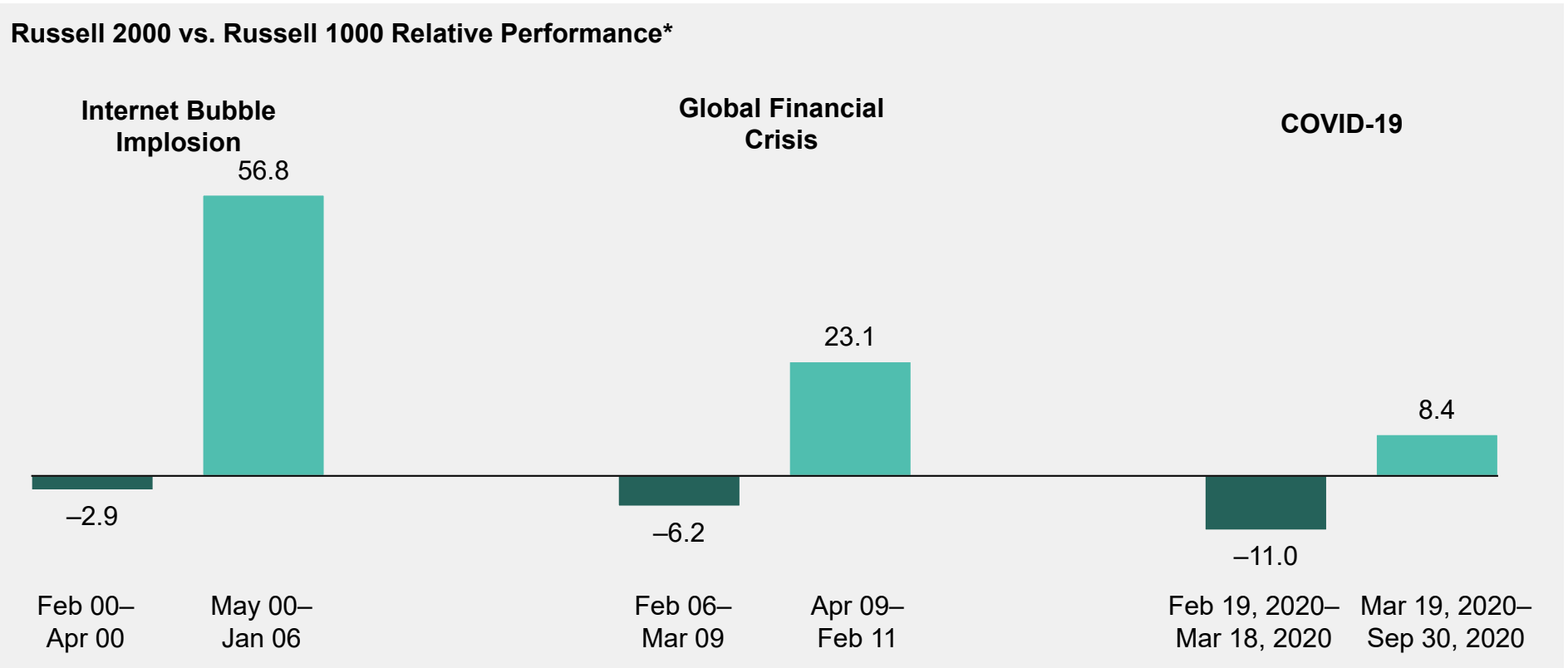


**Historical results and current analysis do not guarantee future results.** \*Indices are used for purposes of comparison only. An investor generally cannot invest in an index. Real estate sector adjusted for mortgage REITs post-GICS sector reconstitution to make it comparable with historical data. Financials consists of financials; resources consists of energy and materials; REITs consist of real estate investment trusts; cyclicals consists of technology, consumer discretionary and industrials; staples/telecom consists of staples and telecom; healthcare consists of healthcare; utilities consists of utilities. Valuation percentiles for utilities and REITs are based on 50% weighting on price to book and 50% weighting on price to FY1 relative to benchmark and relative to their own history. For all other sectors, valuation percentiles are based on 50% weighting on price to free cash flow and 50% weighting on price to FY1 relative to benchmark and relative to their own history.

Left display through September 30, 2020; right display through June 30, 2020

Source: Bloomberg, FTSE Russell and AB

# ...and Small-Cap Stocks Do Well in Recoveries



**Past performance and historical analysis do not guarantee future results.**

\*Cumulative returns were used for all time periods shown

As of September 30, 2020

Source: FTSE Russell and AB

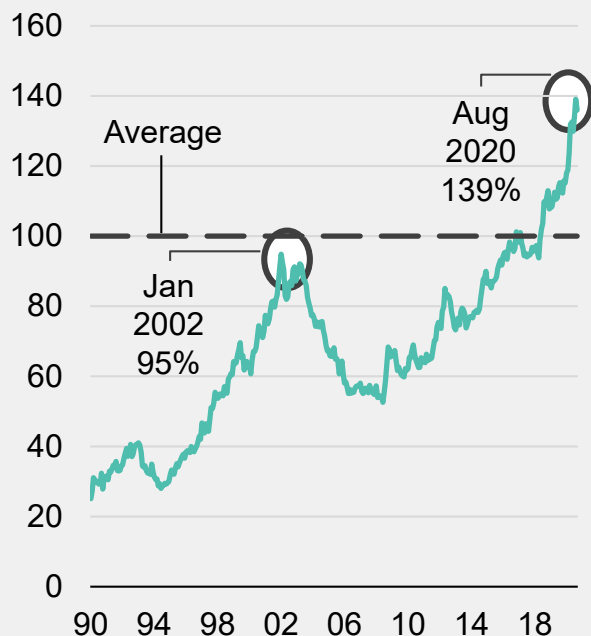




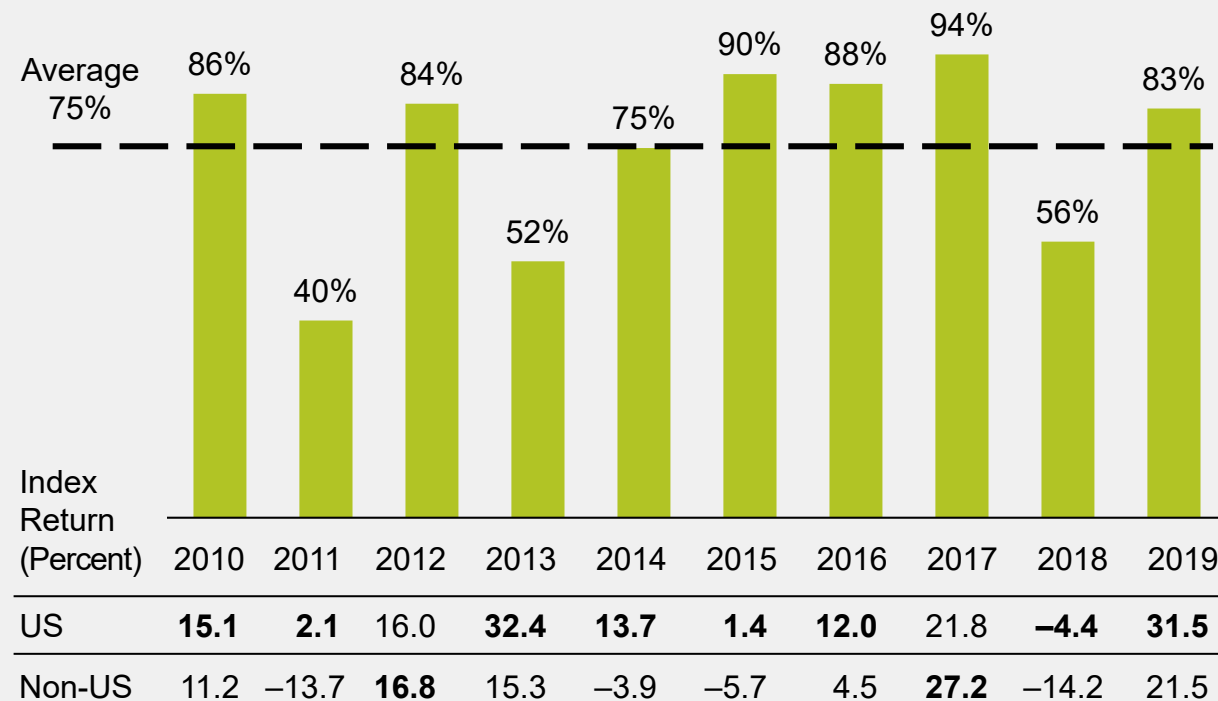
# International Equities: Plenty of Room and Exceptional Performers Exist

Provides Diversification Away from US Index Concentration Issues

**Market Value of 100 Largest US Companies as a Percentage of All Non-US Developed Markets (USD)\***



**Annual Percentage of the Top 50 Stocks That Were Non-US†**



Index Return (Percent)	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
US	15.1	2.1	16.0	32.4	13.7	1.4	12.0	21.8	-4.4	31.5
Non-US	11.2	-13.7	16.8	15.3	-3.9	-5.7	4.5	27.2	-14.2	21.5

**Historical analysis and current forecasts do not guarantee future results.**

\*S&P 100 market value as a percentage of MSCI EAFE Index

†Top 50 stocks are the companies with the highest total returns in the MSCI ACWI each year. Returns table uses S&P 500 and MSCI ACWI ex US in USD for US and non-US, respectively.

Left display through September 30, 2020; right display through December 31, 2019

Source: Bloomberg, FactSet, FTSE Russell, MSCI, S&P and AB

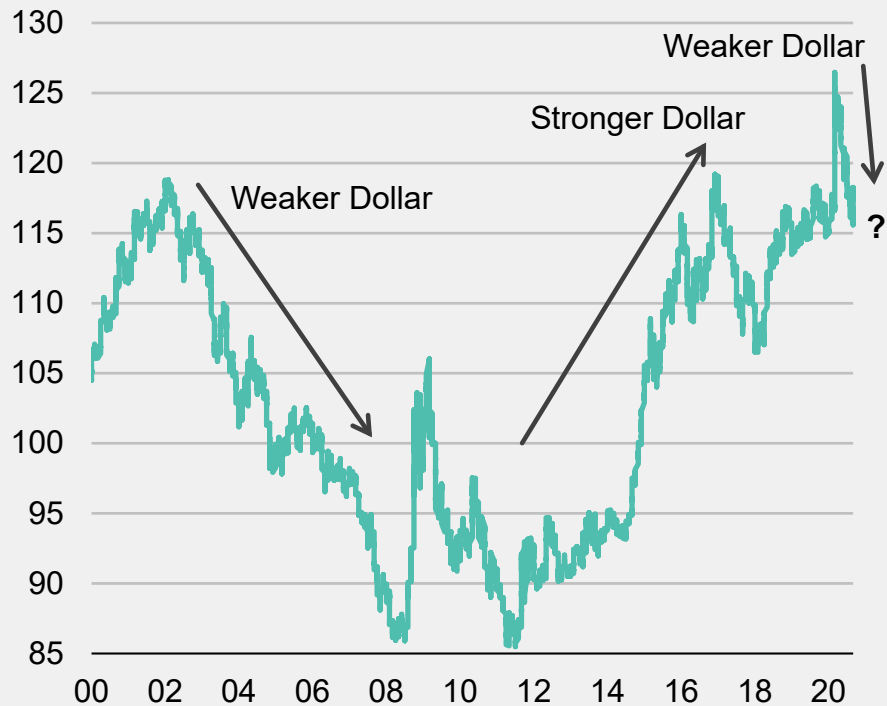


# Currency: Elongated Cycles That Influence US Investor Returns

A Weaker US Dollar Has Led to Recent Improved Performance That May Persist

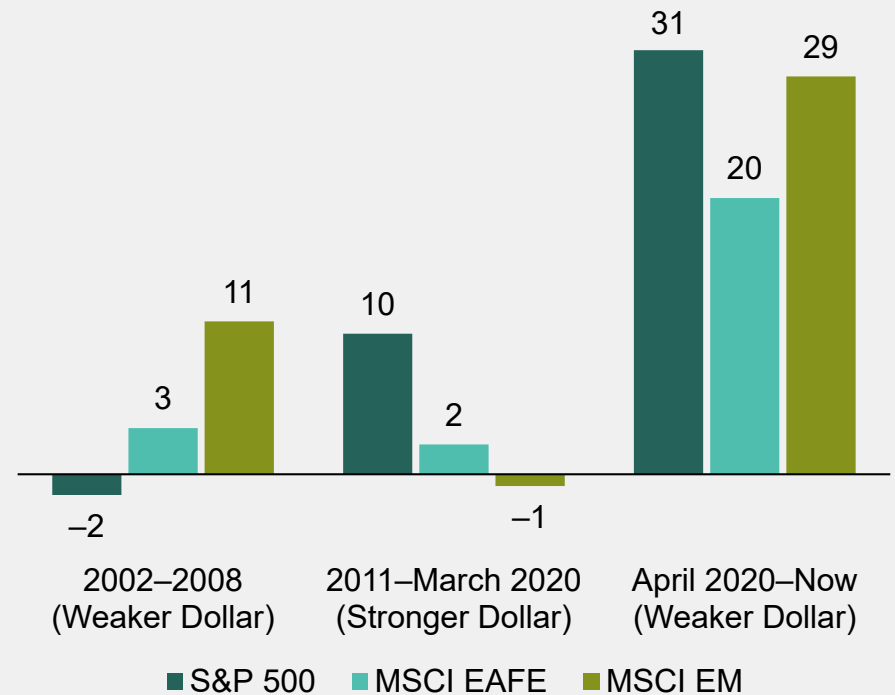
## Currencies Move in Cycles

Daily Trade-Weighted Dollar Index 1997=100



## Weaker Dollar Boosts International Equity Returns

Annualized Asset Class Returns (in USD) in Different Currency Environments (Percent)



**Past performance does not guarantee future results.**

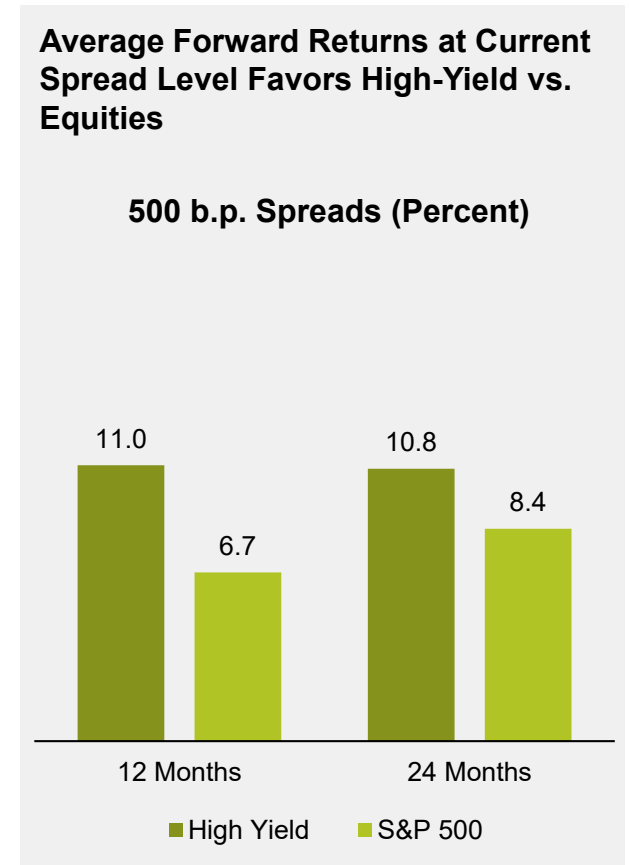
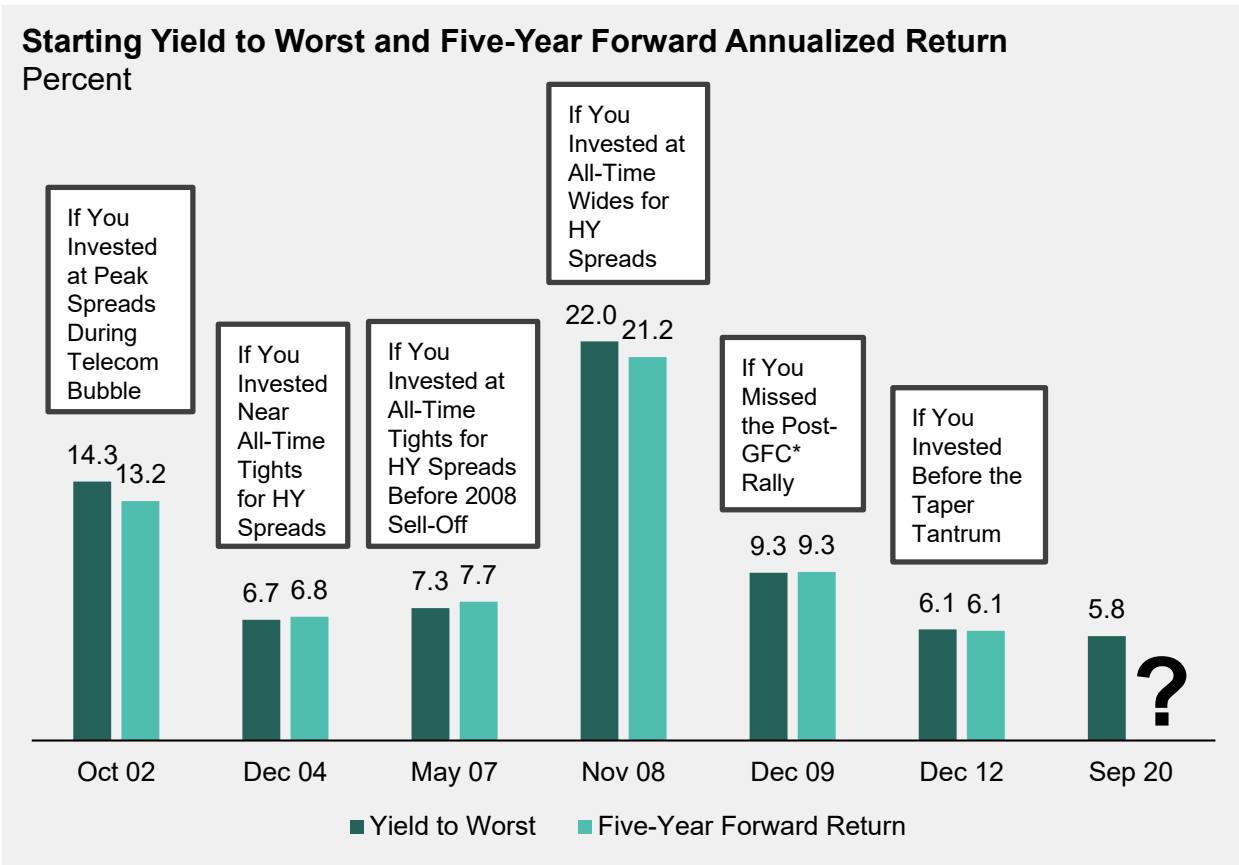
As of September 30, 2020

Source: Bloomberg, Morningstar and AB



# Better Beta: Using High Yield to De-risk Equities

Yield to Worst, Historically a Strong Predictor of Future Returns, Is Near Current Equity Expectations



**Historical and current analyses and current forecasts do not guarantee future results.**

US corporate high yield is represented by Bloomberg Barclays US Corporate High Yield (USD Hedged). Any benchmark or index cited herein is used for comparison purposes only. An investor cannot invest directly in an index. The unmanaged index performance does not reflect any fees and expenses associated with the active management of an AB portfolio. \*Global financial crisis. The above returns are calculated based on month-end option-adjusted spread levels.

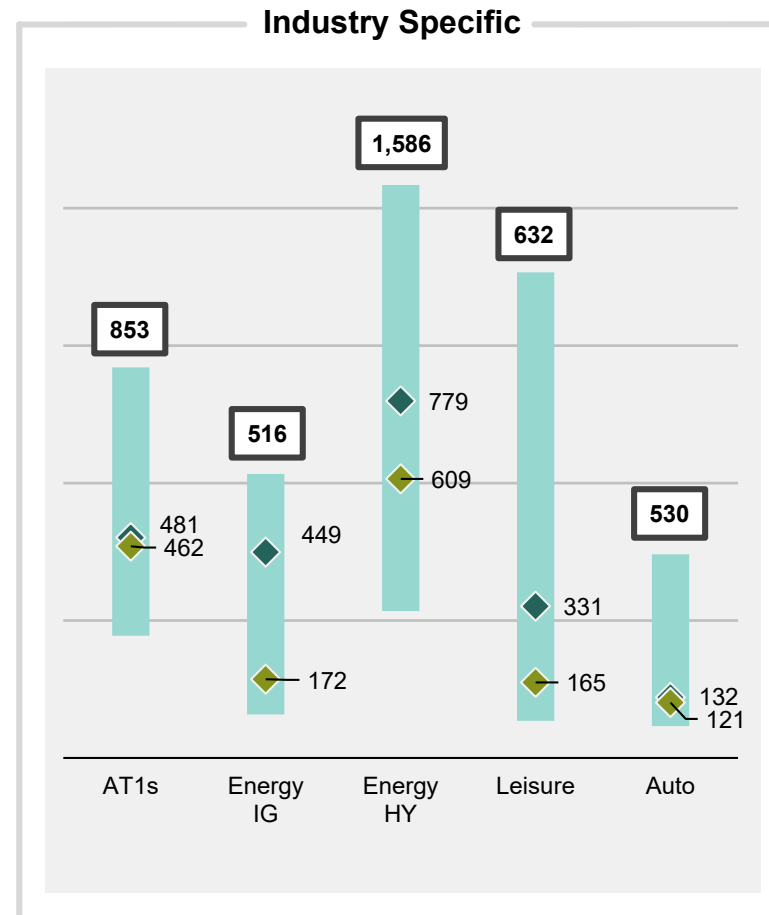
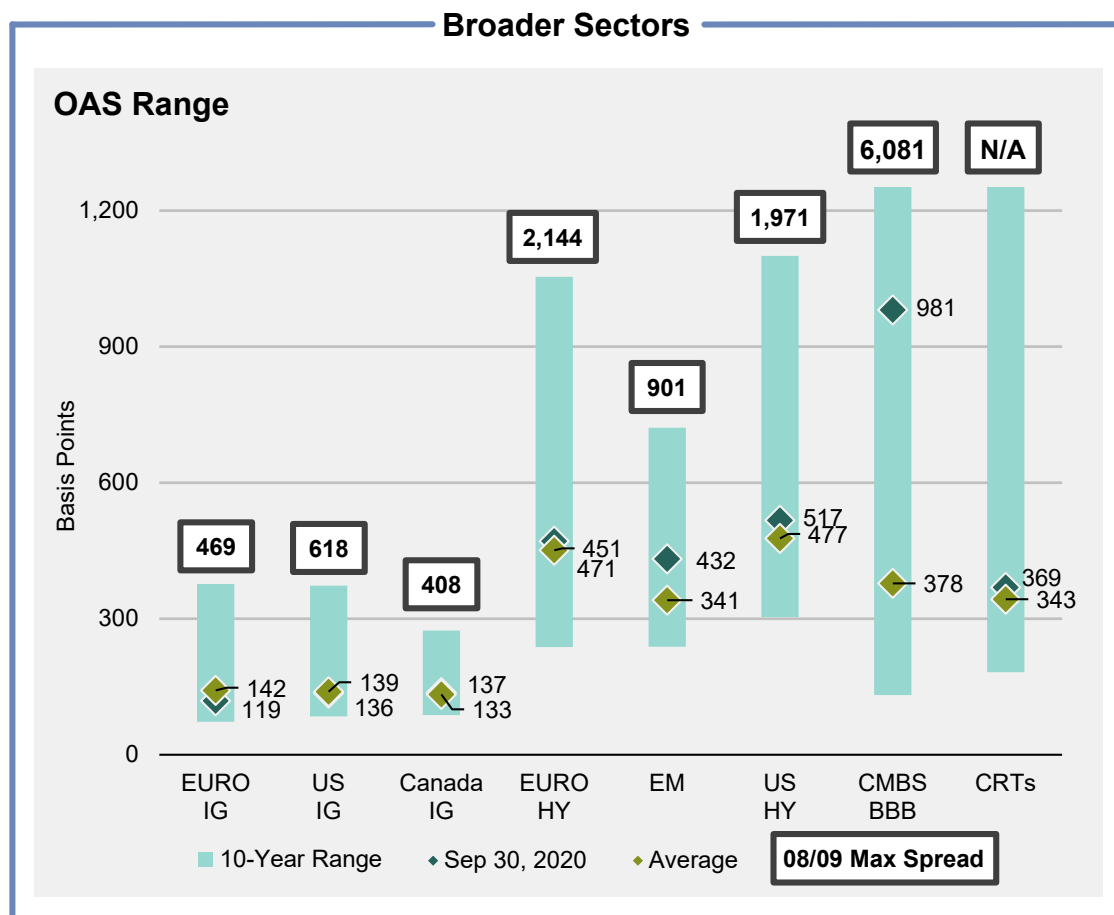
Left display as of September 30, 2020; right display from January 1994 through September 2020

Source: Bloomberg Barclays, Morningstar, S&P and AB



# IG and HY Spreads Compress Toward 10-Year Averages

Targeted Opportunities Remain at the Industry-Specific Level



**Current analysis and forecasts do not guarantee future results.**

IG is investment grade; HY is high yield; CMBS is commercial mortgage-backed securities; CRT is credit risk-transfer securities; CRT spreads are based on a representative bond; EM is JPM EMBI Global Diversified Index. \*The Tier 1 component of Bloomberg Barclays Global Capital Securities | May 2014 inception

As of September 30, 2020

Source: Bloomberg Barclays, BofA Securities, J.P. Morgan and AB



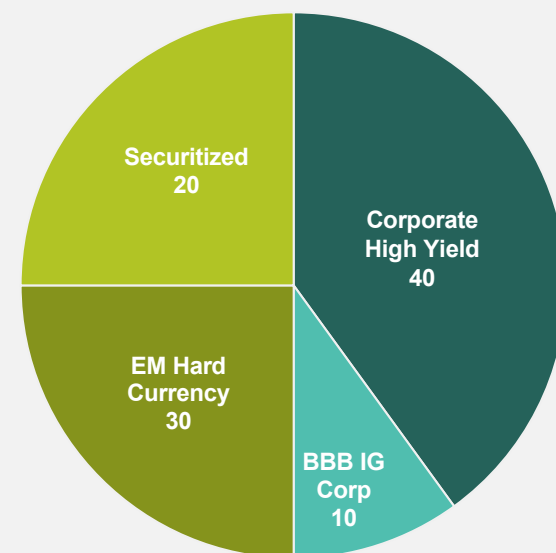
# By the Numbers

## A Blended Credit Portfolio Offers a Better Income-to-Risk Profile Today

### Hypothetical Portfolio Characteristics

	Corporate Credit		Emerging-Market Hard Currency		Securitized Credit		Hypothetical Portfolio	US High Yield Index
	Global High Yield	BBB IG Corp	EM USD Sovereign	EM HC Corp	CRTs	BBB CMBS	Global High Yield Strategy	US High Yield Index
Percent Market Weight	45.0%	7.5%	20.0%	10.0%	10.0%	7.5%	100.0%	100%
YTW (Percent)	5.9	2.4	7.4	7.2	5.7	10.4	6.4	5.8
OAS (b.p.)	556	173	677	685	595	981	600	517
Credit Quality	B+	BBB	B	BB	B	BBB	Ba/B	Ba/B
Duration (Years)	4.3	8.5	6.9	4.1	0.3	3.9	4.6	3.8

### Sector Allocation: Market Weight Percent



### Past performance does not guarantee future results.

Simulated or hypothetical performance results have certain inherent limitations. Unlike the results shown in an actual performance record, these results do not represent actual trading. Results include estimates of trading costs and market impact; however, because these trades have not actually been executed, results may have under- or overcompensated for these costs. Simulated or hypothetical trading programs in general are also subject to the fact that they are designed with the benefit of hindsight. No representation is being made that any account will or is likely to achieve returns or a volatility profile similar to those being shown. BBB IG Corp: Investment-Grade Corporates; Securitized includes Agency CRTs; BBB Commercial Mortgage-Backed Securities; EM Hard Currency includes USD denominated EM Corporate and Sovereign Debt

As of September 30, 2020

Source: Bloomberg Barclays and AB



# Credit Considerations Through COVID and Election Filters

Striking a Balance Between Meeting Clients' Income Needs in a Low-Yielding World, While Trying to Provide Protection from Potential Volatility

Corporates	Securitized	Emerging Markets	Rates
<ul style="list-style-type: none"><li>+ Spreads have tightened significantly since March wides due to the Fed stepping in and providing immediate support to the corporate market, but it is <b>still an attractive place to generate income</b></li><li>+ <b>Be mindful of taking high-yield risk in industries heavily impacted by COVID</b> (gaming, hospitality, cruise lines)</li><li>+ Instead, go up in credit quality (BBBs) to take COVID risk, seeking to <b>exploit names rated IG but trade at BB/B spreads</b></li></ul>	<ul style="list-style-type: none"><li>+ CRTs have performed well, but <b>still have upside and continue to offer solid fundamentals</b> at a time when corporate credit metrics look stretched</li><li>+ The residential mortgage space has been supported by a number of positive developments (flattening of forbearance requests, steady rise in home prices, record-low mortgage rates)</li><li>+ Secured investments typically provide <b>strong loss-adjusted yields in stressed markets compared to HY, EM</b></li></ul>	<ul style="list-style-type: none"><li>+ EM countries have benefitted from multilateral and bilateral debt support, which eased their financing needs this year</li><li>+ <b>Valuations remain attractive in many IG-rated names (relative to DM)</b>, particularly in the corporate space, given very strong investor demand for IG-rated assets, in a world where global fixed income yields remain exceptionally low</li><li>+ In the local currency space, <b>selectivity is key</b> in finding countries with steep local yield curves and attractive hedged yield and roll</li></ul>	<ul style="list-style-type: none"><li>+ With rates near record-low levels, investors have questioned their ability to offset credit risk. If we get a contested election, investors will be well served to have exposure to rates</li><li>+ <b>Shift duration exposure further out on the curve.</b> That should serve as a hedge if equities and risk assets were to take a move lower</li><li>+ Over the last few months, on days <b>when equity markets do poorly, 30-year yields have fallen by more than 10-year yields</b> ("30s are the new 10s")</li></ul>

Current analysis does not guarantee future results.

As of September 30, 2020

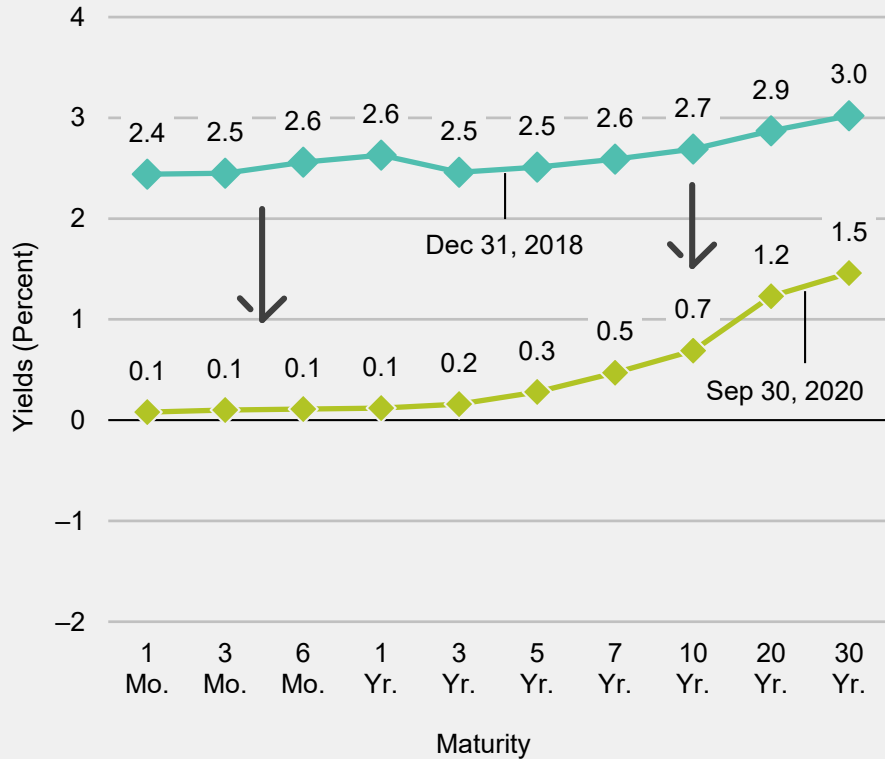
Source: AB



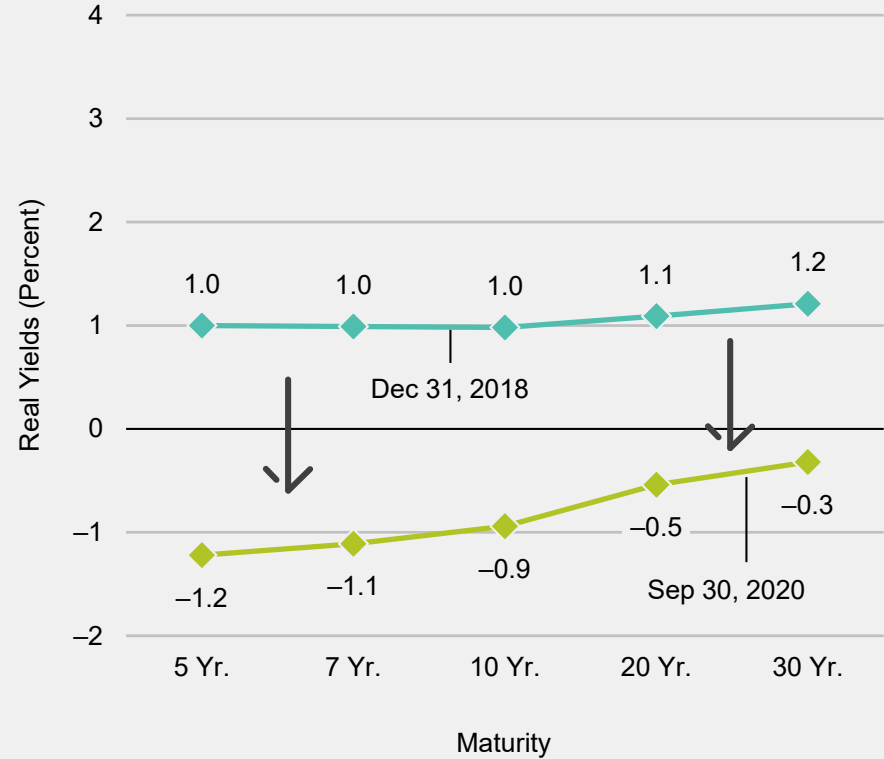
# Generating Income in Today's Low-Yield, Flat-Curve Environment

Income Per Unit of Duration Favors the Front End of the Curve

US Treasury: Nominal Yield Curve Change



US Treasury: Real Yield Curve Change



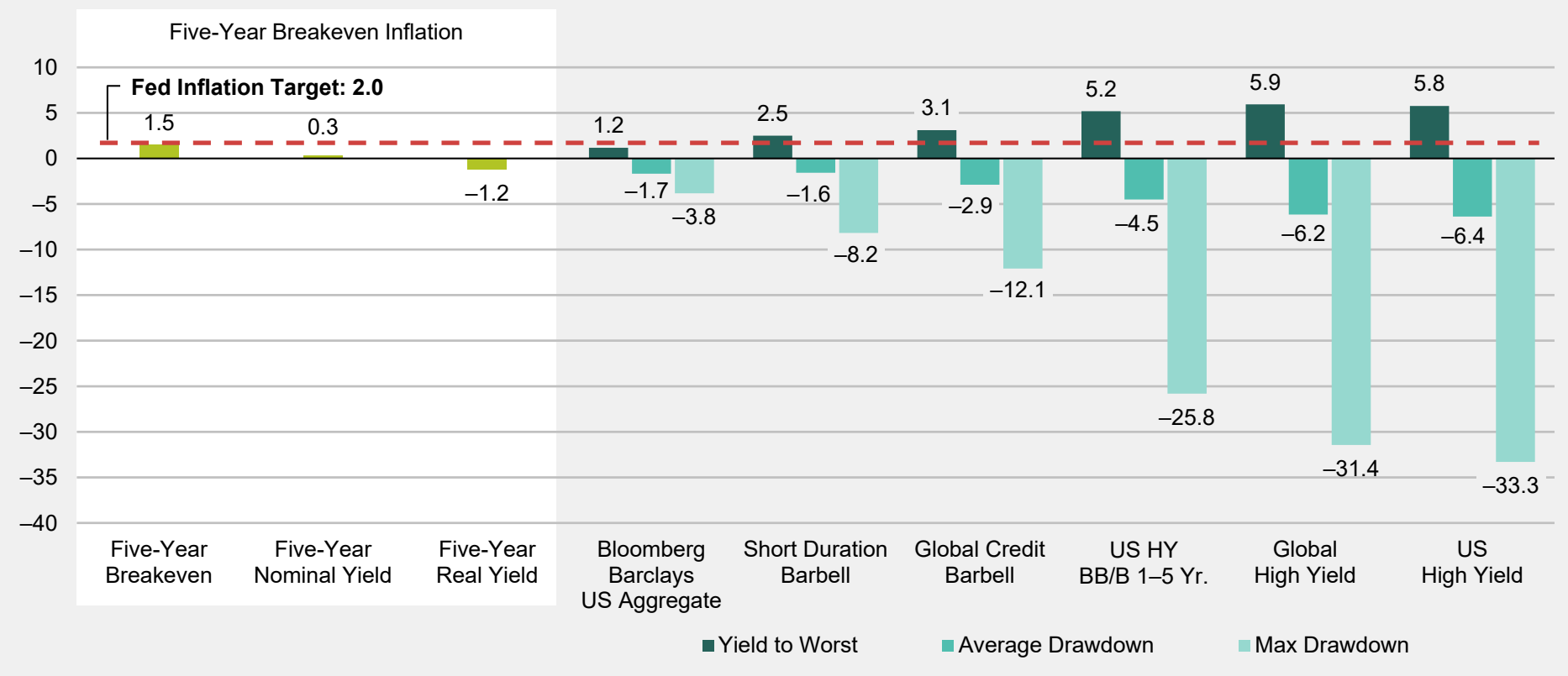
Past performance and current analysis do not guarantee future results. For illustrative purposes only  
 Source: US Department of the Treasury and AB



# Focus on Efficient Income in a Low-Yield Environment to Beat Inflation

## Yield-to-Worst and Historical Drawdowns (Percent)

Jan 2007–Sep 2020



### Past performance does not guarantee future results.

Short Duration Barbell is a hypothetical risk-weighted portfolio made up of 65% Bloomberg Barclays US Treasury 1–5 Yr. Index and 35% Bloomberg Barclays US High-Yield BB/B 1–5 Yr. Index and leveraged 30%. Global credit barbell is a hypothetical risk-weighted portfolio made up of 65% Bloomberg Barclays US Treasury and 35% Bloomberg Barclays Global High-Yield and leveraged 30%. Any benchmark or index cited herein is used for comparison purposes only. An investor cannot invest directly in an index. The unmanaged index performance does not reflect any fees and expenses associated with the active management of an AB portfolio.

As of September 30, 2020. Source: Morningstar Direct and AB



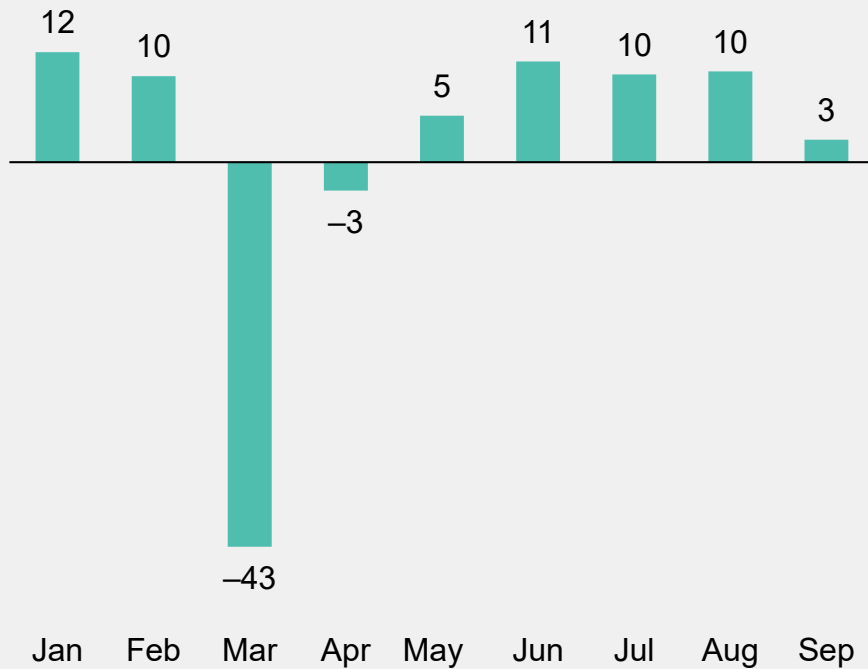


# Positive Flows Drive Municipal Performance

Mid-Grade and HY Muni Outperformed in 3Q:2020

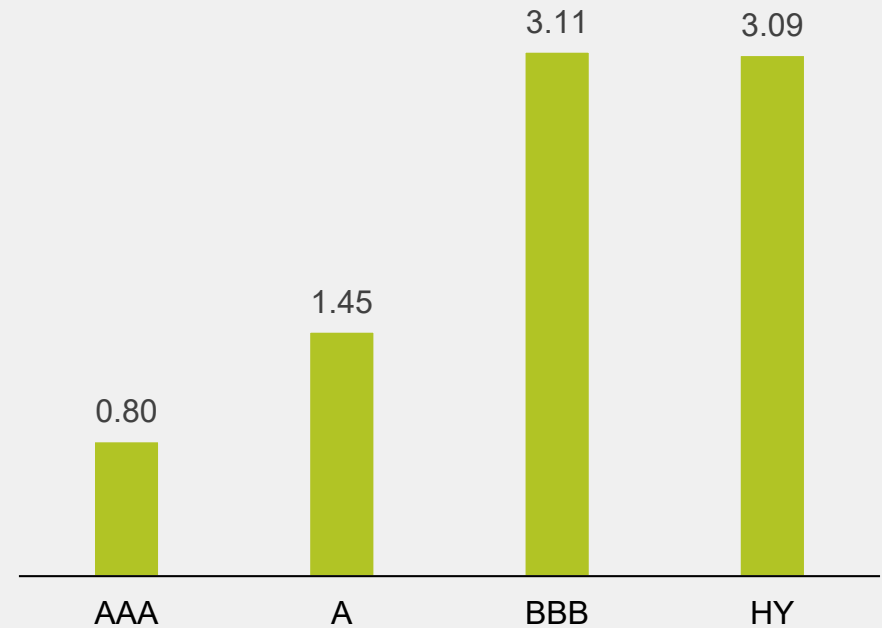
## Monthly Municipal Mutual Fund Flows

USD Billions



## Q3 Performance by Credit Quality

Percent



**Current analysis does not guarantee future results.**

Bloomberg Index returns are used for each respective rating category. Flows are taken from the municipal bond universe in Morningstar.

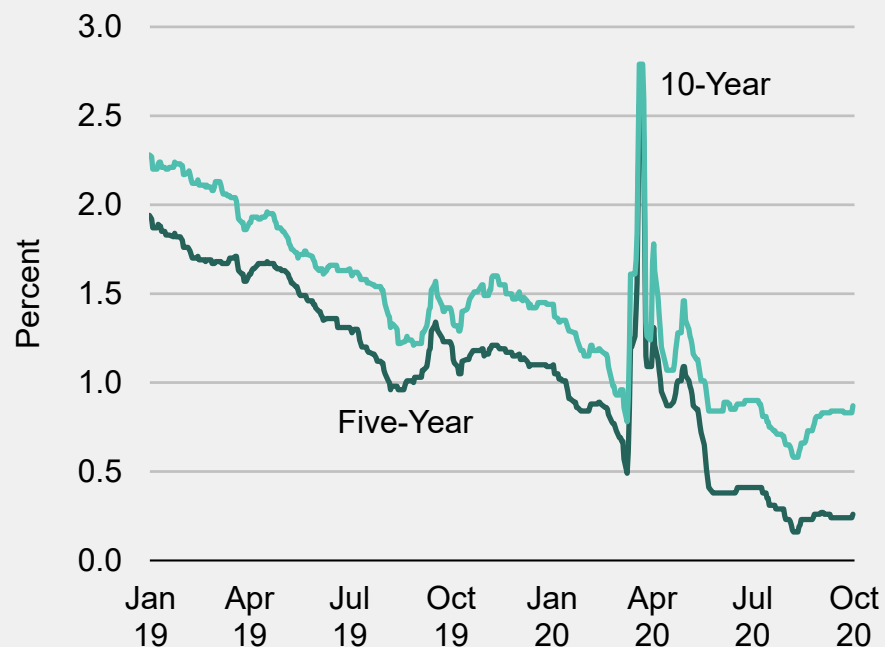
As of September 30, 2020

Source: Bloomberg, Morningstar and AB



# As with Taxable Fixed Income, Generating Positive Real Yields Requires Credit...Also Offering Total Return Potential Through Spread Reversion

AAA Municipal Inside 10-Year Offer Sub 1% Yields



Municipal Ladders Lock in Yields Lower than Inflation

Five-Year Inflation Breakeven		1.50
Strategy Mandate	Yield to Worst	Duration
60/40 Blend (AA/BBB)	1.71%	5.71
1–5-Year Ladder	0.23%	2.63
1–10-Year Ladder	0.47%	5.50
1–15-Year Ladder	0.72%	6.93
5–15-Year Ladder	0.91%	8.67

**Current analysis does not guarantee future results. There is no guarantee any investment objective will be achieved.**

As of September 30, 2020

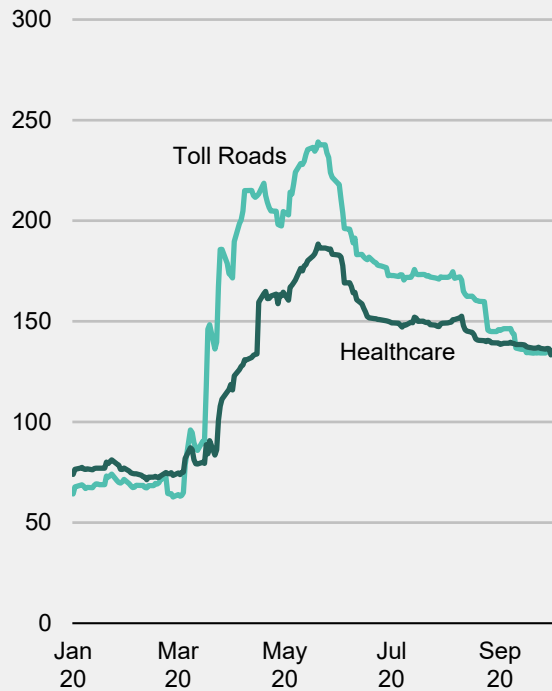
Source: Bloomberg, Federal Reserve Bank of St. Louis and AB



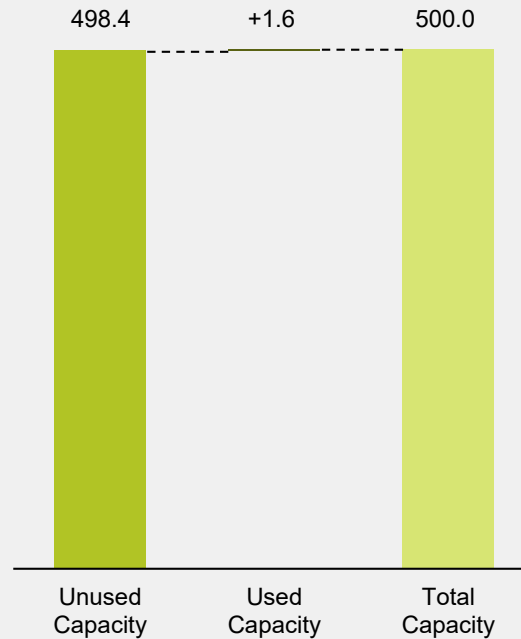
# Why Mid-Grade Municipal Credit

Relative Valuations, Strong Liquidity and Federal/State Support, Potential for Total Return

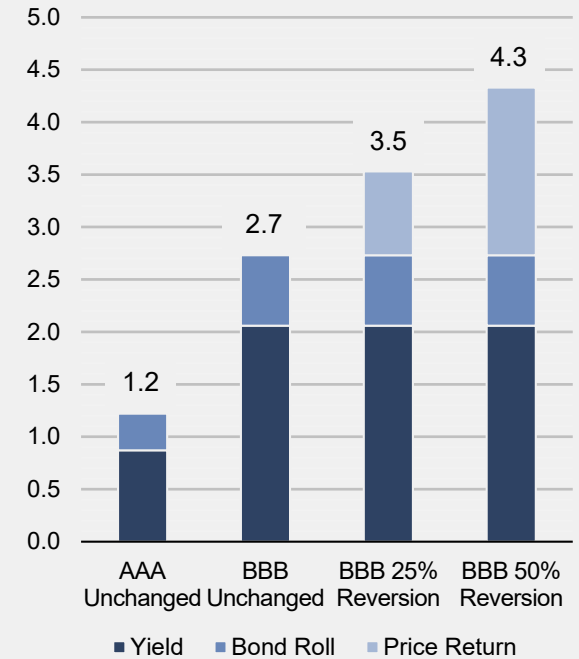
**Target Sector Spreads**



**Municipalities Have Not Needed to Tap Fed “MLF” Yet**  
USD Billions



**Muni BBB-Spread Reversion Scenario**  
12-Month Hypothetical Return



**Historical analysis does not guarantee future results.**

As of September 30, 2020

Source: Bloomberg, Citi Research and AB



# 2020 Presidential Candidate Proposals

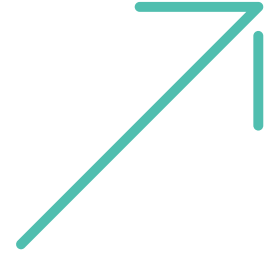
## And Possible Municipal Market Implications

Policy Proposals	Biden	Trump	Implications
Personal Income Tax Policy (Top Rate)	37% to 39.6%	37%	Tax hikes would increase demand for munis
Corporate Tax	21% to 28%	21%	Increasing corporate tax rate could make the tax-exempt market more appealing for Banks and P&C Insurers
SS/ Payroll Tax	Apply current 12.4% rate (split 50/50 between employer and employee) to earned incomes over \$400k. Current tax applies only to earned income up to \$137.7k	Status quo: 12.4% applies to earned income up to first \$137.7k	The payroll tax is applied to earned income, not investment income.
SALT	Biden has not commented. Democratic leadership has proposed elimination of SALT caps	Status quo: SALT remains capped at \$10,000	In-state bond demand could retract in favor of national investment opportunities
Advance Refunding	Biden has not commented. Democratic leadership included reinstatement in the 'Moving Forward Act' which was not signed into law	Status quo: TCJA eliminated the tax-exempt status of advance refunding municipal bonds	Reinstating advance refunding would likely lead to increased issuance in the tax-exempt market
Infrastructure	\$2 trillion "accelerated" infrastructure spending, with a tilt to net-zero emissions goals	\$1 trillion infrastructure program covers many areas, including money for transportation and deep rural projects	Could lead to more municipal issuance depending on what form the debt would take. BAB's program came in the form of taxable muni's

### Historical analysis does not guarantee future results.

The views expressed herein do not constitute research, investment advice or trade recommendations, do not necessarily represent the views of all AB portfolio-management teams, and are subject to revision over time.

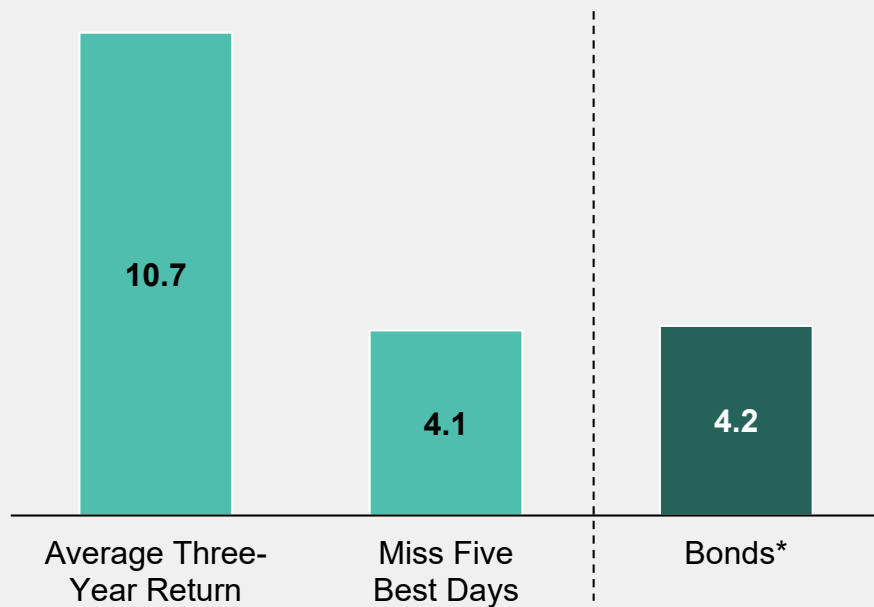
Source: Committee for a Responsible Federal Budget (CRFB), TaxFoundation.org, Trump-Pence and Biden-Harris campaign websites, and AB



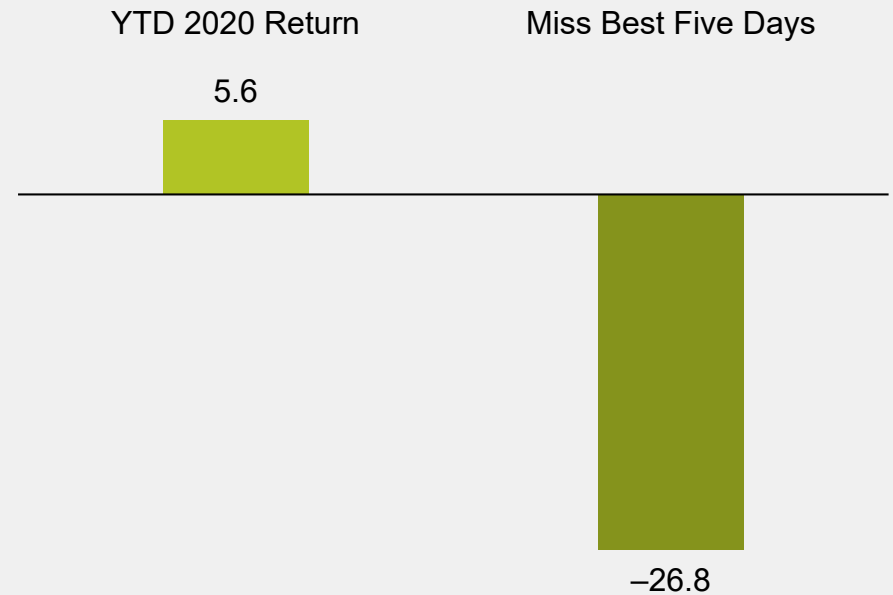
# APPENDIX

# Timing the Market Means Getting Out and Getting Back In

**S&P 500 Rolling Three-Year Returns**  
Annualized from 1988 through 2019 (Percent)



**The Cost of Missing Out: S&P 500 Return in 2020**  
Percent

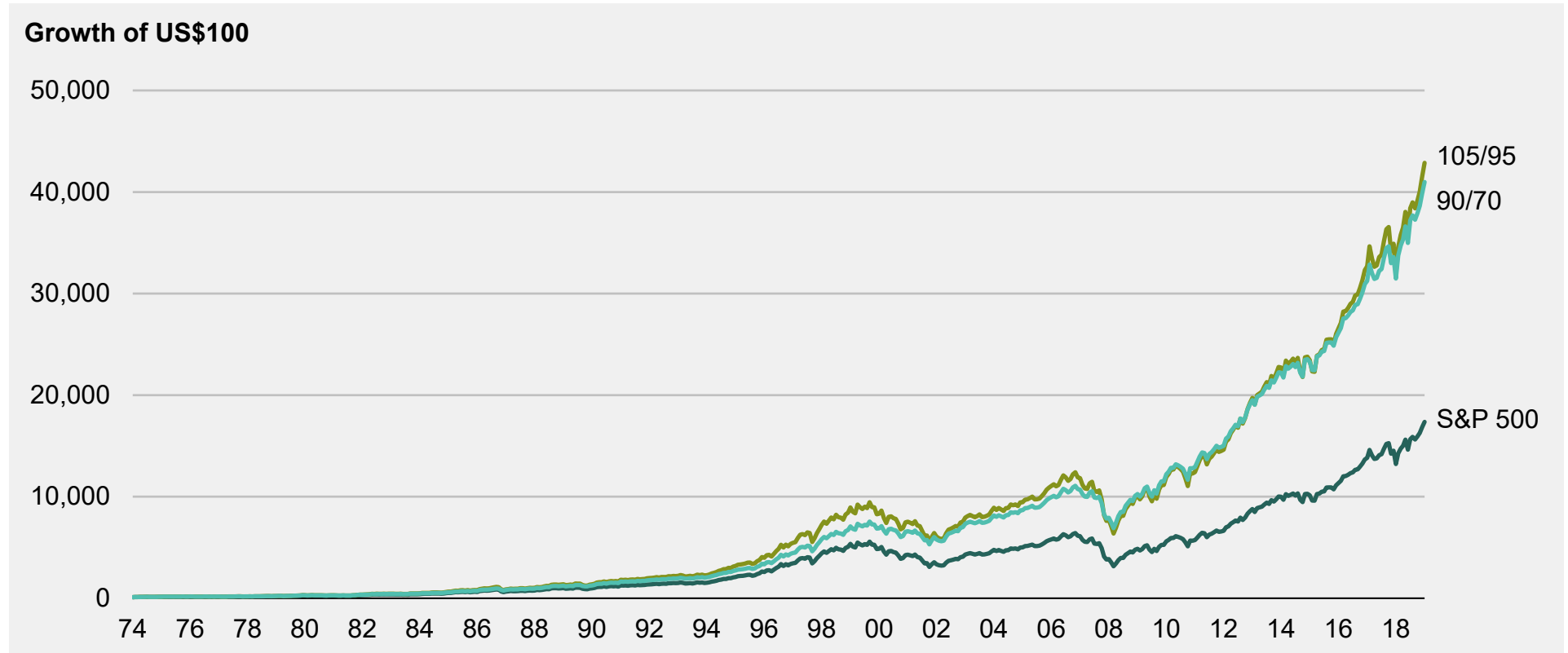


**Historical analysis and current forecasts do not guarantee future results.**

\*Bonds represented by Lipper Short/Intermediate Municipal Bond Fund Average  
Left display through December 31, 2019; right display as of September 30, 2020  
Source: Bloomberg, Lipper, Morningstar, S&P and AB



# Quality Stocks Foster Better Upside/Downside Capture and Outperformance



## Past performance does not guarantee future results.

Returns shown are for illustrative purposes and not representative of any AB fund. It is not possible to invest in an index.

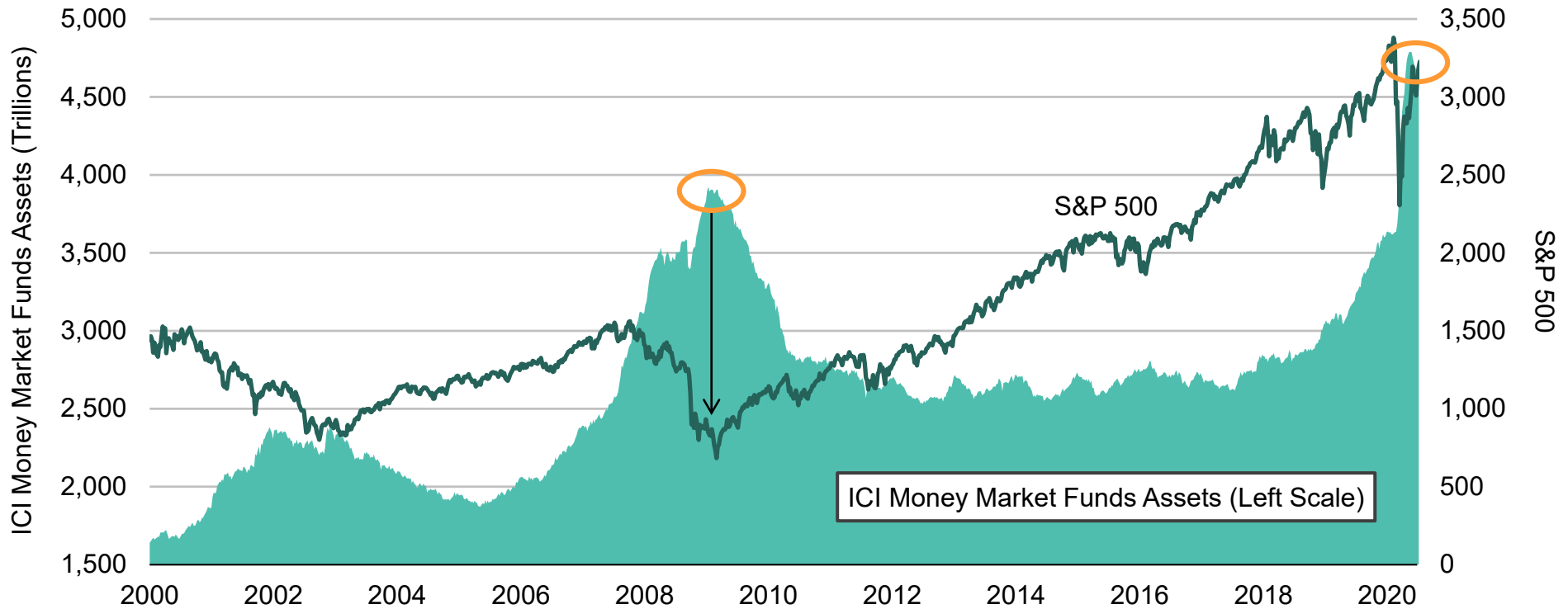
Performance calculated by multiplying all positive monthly returns (0% or greater) of the S&P 500 by 105% or 95% and all negative returns (less than 0%) by 95% or 70%; shown in logarithmic scale

Source: S&P and AB



# Cash in Money Market Funds Remains at Modern-Day Highs

Added Buying Power When Confidence Returns



**Historical analysis and current forecasts do not guarantee future results.**

ICI Money Market Funds Assets (MMFA): total assets in money market funds for the week. Figure is a total of taxable and tax-exempt funds that report to the Investment Company Institute.

As of September 30, 2020

Source: Bloomberg and AB

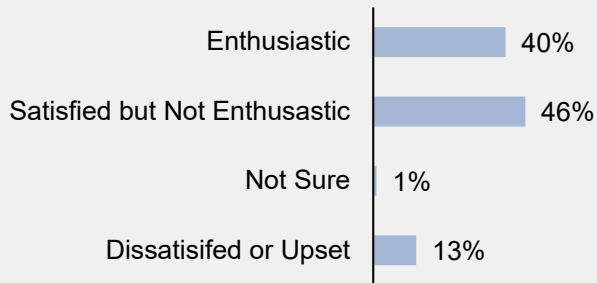




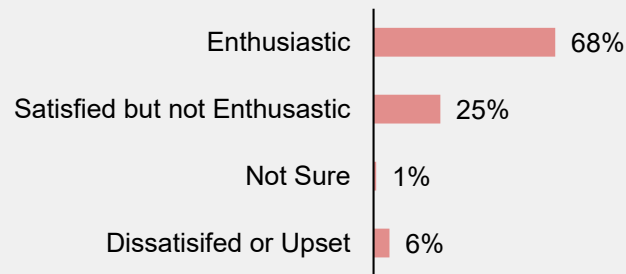
# Enthusiasm Leads to Higher Voter Turnout

## Q: How Do You Feel About the Presidential Candidates?

### Biden Supporters Rating Joe Biden



### Trump Supporters Rating Donald Trump



	Romney 2012 (Votes)	Trump 2016 (Votes)	Difference
Florida	4,163,447	4,617,886	+454,439
Pennsylvania	2,680,434	2,970,733	+290,299
Michigan	2,115,256	2,279,543	+164,287
Wisconsin	1,407,996	1,405,284	-2,682

	Obama 2012 (Votes)	Clinton 2016 (Votes)	Difference
Florida	4,237,756	4,504,975	+267,219
Pennsylvania	2,990,276	2,926,441	-63,833
Michigan	2,564,569	2,268,839	-295,730
Wisconsin	1,620,985	1,382,536	-238,449

**Past performance does not guarantee future results.**

\*The Economist/YouGov poll conducted from June 26–July 21, 2020

As of July 31, 2020

Source: The Economist/YouGov, Gallup and AB



# Bad Medicine: Current Polling Indicates Trump Administration's Handling of COVID-19 Is Damaging Reelection Chances

<b>Net Approval Rating Greater than +10%</b>	<ul style="list-style-type: none"> <li>+ 1984 Ronald Reagan (525 electoral votes)</li> <li>+ 1996 Bill Clinton (379 electoral votes)</li> </ul>
--	---

<b>Net Approval Rating Between -10% and +10%</b>	<ul style="list-style-type: none"> <li>+ 2004 George W. Bush (286 electoral votes)</li> <li>+ 2012 Barack Obama (332 electoral votes)</li> </ul>
--	--

<b>Net Approval Rating Less than -10%</b>	<ul style="list-style-type: none"> <li>+ 1980 Jimmy Carter (49 electoral votes)</li> <li>+ 1992 George H.W. Bush (168 electoral votes)</li> <li>+ 2020 Donald Trump (?)</li> </ul>
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Swing State/ National	RealClearPolitics Average Poll: Mar 1	RealClearPolitics Average Poll: Aug 10	Change (Percent)
National	Biden +5.4%	Biden +6.9%	1.5
Arizona	Trump +0.6%	Biden +2.2%	2.8
Florida	Biden +1.7%	Biden +4.0%	2.3
North Carolina	Biden +3.0%	Biden +2.0%	-1.0
Georgia	Trump +2.1%	Trump +1.0%	-1.1
Texas	Trump +2.6%	Trump +2.0%	-0.6
Wisconsin	Trump +1.7%	Biden +6.0%	7.7
Pennsylvania	Biden +3.0%	Biden +5.7%	2.7
Michigan	Biden +4.7%	Biden +6.3%	1.6

**Current analysis does not guarantee future results.**

Net approval rating is approval rating minus disapproval rating. Each net approval rating is taken on day 1,290 of the first presidential term.

270 electoral votes are needed to win the presidency.

As of August 10, 2020

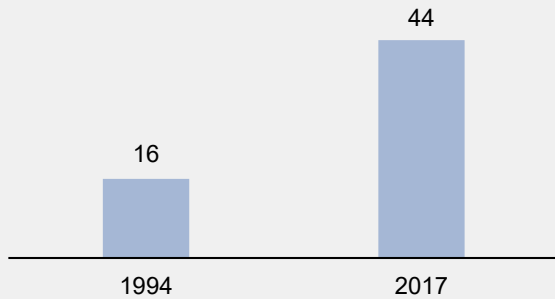
Source: RealClearPolitics and AB



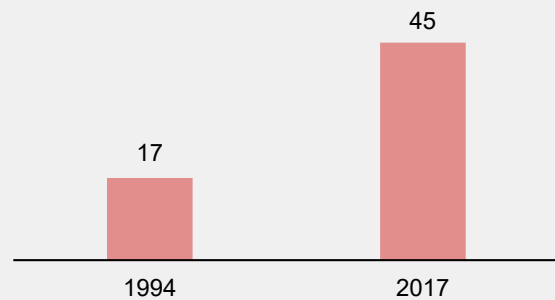
# Growing Partisan and Ideological Divide

## Growing Partisan Divide\*

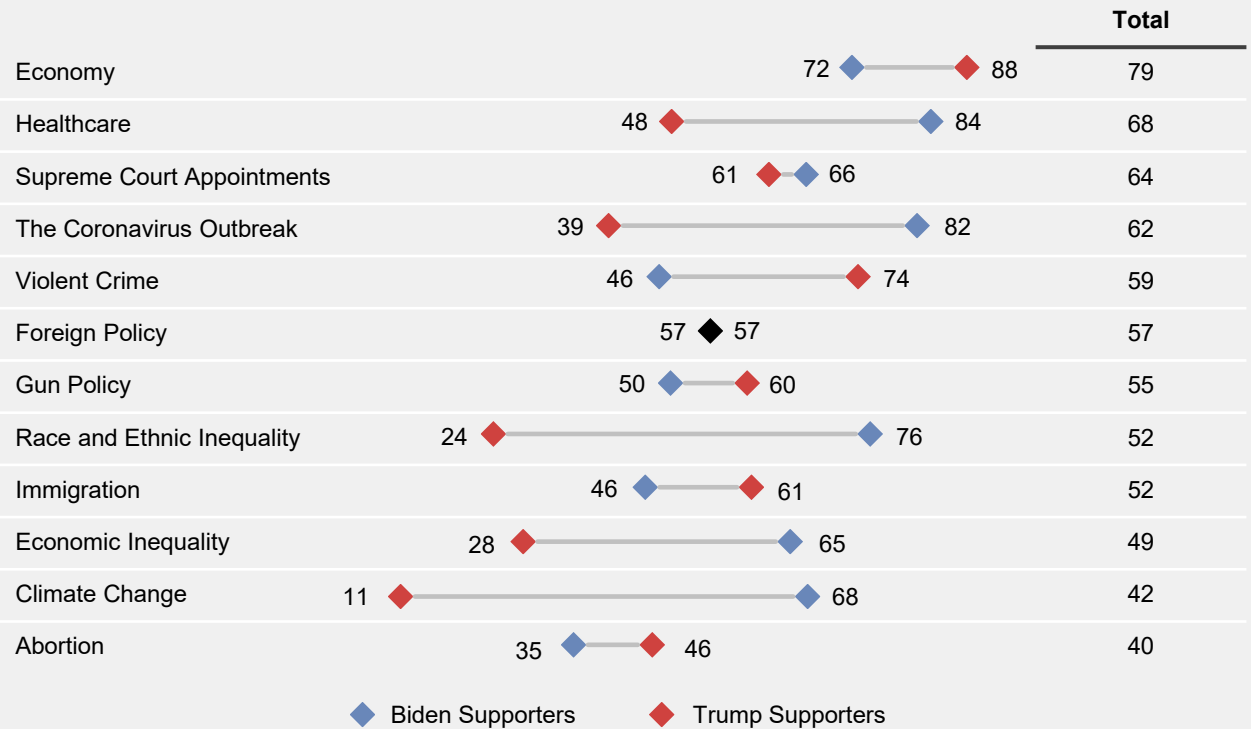
Percent of Democrats Who Have a Very Unfavorable Opinion of the Republican Party



Percent of Republicans Who Have a Very Unfavorable Opinion of the Democratic Party



## Percent of Registered Voters Saying Each Is “Very Important” to Their Vote in the 2020 Presidential Election†



**Past performance does not guarantee future results.** Analysis provided for illustrative purposes only and is subject to revision.

\*Surveys conducted from June 8 through June 18, 2017

†Based on registered voters. Survey of US adults conducted from July 27, 2020, through August 2, 2020

Left display through December 31, 2017; right display as of August 2, 2020

Source: Pew Research Center and AB



# A Word About Risk

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## **Important Risk Information Related to Investing in Equity and Short Strategies**

All investments involve risk. Equity securities may rise and decline in value due to both real and perceived market and economic factors as well as general industry conditions.

A short strategy may not always be able to close out a short position on favorable terms. Short sales involve the risk of loss by subsequently buying a security at a higher price than the price at which it sold the security short. The amount of such loss is theoretically unlimited (since it is limited only by the increase in value of the security sold short). In contrast, the risk of loss from a long position is limited to the investment in the long position, since its value cannot fall below zero. Short selling is a form of leverage. To mitigate leverage risk, a strategy will always hold liquid assets (including its long positions) at least equal to its short position exposure, marked to market daily.

## **Important Risk Information Related to Investing in Emerging Markets and Foreign Currencies**

Investing in emerging-market debt poses risks, including those generally associated with fixed-income investments. Fixed-income securities may lose value due to market fluctuations or changes in interest rates. Longer-maturity bonds are more vulnerable to rising interest rates. A bond issuer's credit rating may be lowered due to deteriorating financial condition; this may result in losses and potentially default, or failure to meet payment obligations. The default probability is higher in bonds with lower, noninvestment-grade ratings (commonly known as "junk bonds").

There are other potential risks when investing in emerging-market debt. Non-US securities may be more volatile because of the associated political, regulatory, market and economic uncertainties; these risks can be magnified in emerging-market securities. Emerging-market bonds may also be exposed to fluctuating currency values. If a bond's currency weakens against the US dollar, this can negatively affect its value when translated back into US-dollar terms.

## **Bond Ratings Definition**

A measure of the quality and safety of a bond or portfolio, based on the issuer's financial condition, and not based on the financial condition of the fund itself. AAA is highest (best) and D is lowest (worst). Ratings are subject to change. Investment-grade securities are those rated BBB and above. If applicable, the Pre-Refunded category includes bonds which are secured by US government securities and therefore are deemed high-quality investment grade by the advisor.

# Index Definitions

Following are definitions of the indices referred to in this presentation. It is important to recognize that all indices are unmanaged and do not reflect fees and expenses associated with the active management of a mutual fund portfolio. Investors cannot invest directly in an index, and its performance does not reflect the performance of any AB mutual fund.

- + **Bloomberg Barclays Global Aggregate Corporate Bond Index:** Tracks the performance of investment-grade corporate bonds publicly issued in the global market and found in the Global Aggregate. (Represents global corporate on slide 2.)
- + **Bloomberg Barclays Global High-Yield Bond Index:** Provides a broad-based measure of the global high-yield fixed-income markets. It represents the union of the US High-Yield, Pan-European High Yield, US Emerging Markets High-Yield, CMBS High Yield and Pan-European Emerging Markets High-Yield indices.
- + **Bloomberg Barclays Global Treasury Index:** Tracks fixed-rate local currency government debt of investment-grade countries. The index represents the Treasury sector of the Global Aggregate Bond Index.
- + **Bloomberg Barclays Global Treasury: Euro Bond Index:** Includes fixed-rate, local-currency sovereign debt that makes up the Euro Area Treasury sector of the Global Aggregate Bond Index. (Represents euro-area government bonds on slide 2.)
- + **Bloomberg Barclays Global Treasury: Japan Bond Index:** Includes fixed-rate, local-currency sovereign debt that makes up the Japanese Treasury sector of the Global Aggregate Bond Index. (Represents Japan government bonds on slide 2.)
- + **Bloomberg Barclays Municipal Bond Index:** A rules-based, market value-weighted index engineered for the long-term tax-exempt bond market. (Represents municipals on slide 2.)
- + **Bloomberg Barclays US Aggregate Bond Index:** A broad-based benchmark that measures the investment-grade, US dollar-denominated, fixed-rate, taxable bond market, including US Treasuries, government-related and corporate securities, mortgage-backed securities (MBS [agency fixed-rate and hybrid ARM pass-throughs]), asset-backed securities (ABS), and commercial mortgage-backed securities (CMBS).
- + **Bloomberg Barclays US Corporate High-Yield Bond Index:** Represents the corporate component of the Bloomberg Barclays US High-Yield Index. (Represents US high yield on slide 2.)
- + **Bloomberg Barclays US Treasury Index:** Includes fixed-rate, local-currency sovereign debt that makes up the US Treasury sector of the Global Aggregate Index. (Represents US government bonds on slide 2.)
- + **Credit Suisse Leveraged Loan Index:** Tracks the investable market of the US dollar-denominated leveraged loan market. It consists of issues rated 5B or lower, meaning that the highest-rated issues included in this index are Moody's/S&P ratings of Baa1/BB+ or Ba1/BBB+. All loans are funded term loans with a tenor of at least one year and are made by issuers domiciled in developed countries.

# Index Definitions (cont.)

- + **HFRI Equity Hedge Index:** Investment managers who maintain positions both long and short in primarily equity and equity derivative securities. A wide variety of investment processes can be employed to arrive at an investment decision, including both quantitative and fundamental techniques; strategies can be broadly diversified or narrowly focused on specific sectors and can range broadly in terms of levels of net exposure, leverage employed, holding period, concentrations of market capitalizations and valuation ranges of typical portfolios. Equity Hedge managers would typically maintain at least 50% exposure to, and may in some cases be entirely invested in, equities, both long and short.
- + **J.P. Morgan Emerging Market Bond Index Global:** A benchmark index for measuring the total return performance of government bonds issued by emerging-market countries that are considered sovereign (issued in something other than local currency) and that meet specific liquidity and structural requirements. In order to qualify for index membership, the debt must be more than one year to maturity, have more than \$500 million outstanding, and meet stringent trading guidelines to ensure that pricing inefficiencies don't affect the index. (Represents emerging-market debt on slide 2.)
- + **MSCI EAFE Index:** A free float-adjusted, market capitalization-weighted index designed to measure developed-market equity performance, excluding the US and Canada. It consists of 22 developed-market country indices. (Represents EAFE on slide 2.)
- + **MSCI Emerging Markets Index:** A free float-adjusted, market capitalization-weighted index designed to measure equity market performance in the global emerging markets. It consists of 21 emerging-market country indices. (Represents emerging markets on slide 2.)
- + **MSCI Europe ex UK Index:** Captures large- and mid-cap representation across 14 developed markets countries in Europe. With 345 constituents, the index covers approximately 85% of the free float-adjusted market capitalization across European developed markets, excluding the UK.
- + **MSCI Japan Index:** Designed to measure the performance of the large- and mid-cap segments of the Japanese market. With 321 constituents, the index covers approximately 85% of the free float-adjusted market capitalization in Japan.
- + **MSCI United Kingdom Index:** Designed to measure the performance of the large- and mid-cap segments of the UK market. With 97 constituents, the index covers approximately 85% of the free float-adjusted market capitalization in the UK.
- + **MSCI World Index:** A market capitalization-weighted index that measures the performance of stock markets in 24 countries.
- + **Russell 1000 Index:** A stock market index that represents the highest-ranking 1,000 stocks in the Russell 3000 Index, representing about 90% of the total market capitalization of that index.
- + **Russell 2000 Index:** Measures the performance of the small-cap segment of the US equity universe. It is a subset of the Russell 3000 Index, representing approximately 8% of the total market capitalization of that index. It includes approximately 2,000 of the smallest securities based on a combination of their market cap and current index membership. (Represents US small-cap on slide 2.)

# Index Definitions (cont.)

+ **S&P 500 Index:** Includes a representative sample of 500 leading companies in leading industries of the US economy. (Represents US large-cap on slide 2.)

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## Notes on Simulation Results

Hypothetical or simulated performance results have certain inherent limitations. Unlike an actual performance record, simulated results do not represent actual trading. Also, since the trades have not actually been executed, the results may not reflect the impact that certain material economic and market factors might have had on an investment adviser's actual decision-making if they were reflected of a managed account. Simulated trading programs in general are also subject to the fact that they are designed with the benefit of hindsight. No representation is being made that any account will, or is likely to, achieve profits or losses similar to those shown.





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