## A long year ahead and opportunity cash now pays interest: Be patient!



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2023 starts with a global stock market rally: Our strategy is to be patient
After December and 2022 disappointed, 2023 started with glass half full views pushing the S\&P 500 up $3.5 \%$ in the first three weeks of the year. A rally on signs of softening inflation from 40-year highs, hopes for a US soft landing as jobs still climb, China's tolerance for some decentralization and a frenzied re-opening and just a shallow recession in Europe as winter energy supplies appear adequate. However, the S\&P 500 remains range-bound between 3600-4100 since last September with even 4000 putting up resistance. We think this range holds for much of 2023 and our tactical strategy is to be patient. Lots of 2023 is still ahead and markets remain very volatile. Most equity indices, regions and sectors are already at our full yearend targets. It's still good to wait in $4 \%+$ yielding short term bonds. The fight with inflation isn't over, the most difficult part lies ahead with getting it well under 4\% and back toward 2\%. Inflation is still far above the Fed's 2\% target and unemployment at post war lows. Disinflation is narrow to commodities and goods because we are entering a goods consumption/manufacturing led recession. Broad based inflation remains sticky at services and wages are rising at mid-single digit rates with little to no productivity gains supporting it. Markets are not helping the Fed with its inflation fight in the new year; as stocks rally, yields fall and the dollar slips. Oil and commodity inflation could strike again. We expect the Fed to hike 25 bp two or three more times to $5-5.25 \%$. Thus, the fight is now likely to spill into spring. And a super hiking cycle might be followed by a mini hiking cycle.
Despite resilient jobs, profit recession in progress: S\&P EPS flat / down until 4Q
Whether the economy slips into recession or not, there are now clear signs of an earnings or profit recession in progress. S\&P EPS will be at best flat y/y in 4Q22 and this is what's likely through 2023 unless there is a sharp rebound in oil prices and industrial activity in US and worldwide. Our standing S\&P EPS estimates for 1 Q and 2Q of 2023 are $\$ 53$ and $\$ 56$, both down $3-4 \%$ on $y / y$ basis, but we expect S\&P EPS $y / y$ growth to be positive in $2^{\text {nd }}$ half of 2023. 4Q earnings season has just begun with mostly Financials reporting. Bottomup 4Q EPS is now $\$ 53.27$ and the aggregate EPS surprise is $+2.5 \%$. If the rest of companies beat by similar amount then 4Q EPS will finish exactly at our $\$ 54$ estimate, flat y/y over 4Q21. Loan growth has been rising to a strong $12 \% \mathrm{y} / \mathrm{y}$. Banks' net interest margin also climbed to $3.2 \%$, which is near the $3.4 \%$ before the pandemic. Loan loss reserves and loan loss provisions are prudent in preparation of a moderate recession. We don't expect credit cost to shoot up in this downturn and Bank profits shouldn't drop.
Our preference across equity regions/sizes: China, EAFE, US Small, US Large
While we expect a shallow recession, we also expect a shallow recovery, not V-shaped. China is finally re-opening its travel and social interaction economy. This will benefit the service side of China's economy with small impact to its manufacturing and construction. China construction is suffering a housing glut and manufacturing faces sluggish US and European goods demand. We think China's economy will be challenged over the next couple of years, contributing to tepid global growth. But as China gets moving again its oil demand will rise. Moreover, we see growth at China Tech stocks and large valuation upside potential. China Tech is our most favored equity segment right now. We remain cautious on US and Europe large caps. Both Fed and ECB are fighting inflation, raising the cost of capital and earnings will be down in 2023 for both regions. Since October end, we prefer Europe over US (especially S\&P 500), but we're still cautious about getting good gains for both. In the US, we still prefer small caps over large, but we're still cautious both tactically given our Down $5 \%+$ call on S\&P 500. But the decade looks promising for small vs. large.

## Our most favored sectors remain Health Care, Financials and Communications

Our global equity team recently upgraded Communication Services to outperform. They expect improving cashflows due to the fading 5G and fiber capex cycle. During the past 12 months, social media stocks have seen a significant reset of earnings expectation and valuations. Many defensive stocks have become too expensive in Europe as investors moved to safe havens upon a slowing economy. They can't see sector specific catalysts to extend this $20-30 \%$ PE premium and therefore downgraded Consumer Staples to underweight and Health Care to neutral. In the US, our favored equity sectors remain Health Care, Communications, Financials, Tech Services. Least favored: Cap Markets, Retailers, Auto, Semiconductors, Machinery, Materials and most Staples. We are slightly overweight (OW) Energy mostly Oil Services. We're cautious Industrials, but OW Aerospace \& Defense.

Contributor: Ju Wang, Portfolio Manager Equity

| Global Equity Index Forecasts: 12-months |  |  |  |
| :---: | :---: | :---: | :---: |
| Index | $\begin{aligned} & \text { Dec } \\ & 2023 F \end{aligned}$ | NTM EPS Growth | Target PE |
| S\&P 500 | 4,100 | 1.4\% | 18.2 |
| EuroStoxx 50 | 4,000 | -2.0\% | 12.2 |
| Stoxx 600 | 445 | -1.0\% | 13.0 |
| MSCI Japan | 1,250 | 2.0\% | 13.3 |
| MSCI Asia xJ | 625 | 2.0\% | 13.6 |
| MSCI EM | 990 | 0.0\% | 12.5 |
| S\&P 500 Outlook at Yearend |  |  |  |
|  | 2021 | 2022F | 2023F |
| S\&P 500 | 4766 | 3800 | 4100 |
| Dividend Yield | 1.3\% | 1.75\% | 1.75\% |
| S\&P EPS | \$210 | \$222 | \$225 |
| Trailing PE | 22.7 | 17.1 | 18.2 |
| DPS | \$61 | \$68 | \$70 |
| Next 5\%+ Price Move |  |  |  |


| Risk of near-term 10\%+ correction ( Low / Moderate / High ) |  |  |
| :---: | :---: | :---: |
| Taxable U.S. Investor Asset Allocations |  |  |
| Asset Class | Long-term | Current |
| Fixed Income/Cash | 30-35\% | 37.0\% |
| Equities | 55-60\% | 53.5\% |
| US Equities | 40\% | 35.0\% |
| S\&P 500 | 35\% | 32.0\% |
| Small Caps | 0-10\% | 3.0\% |
| Foreign DM | 10-15\% | 11.5\% |
| Foreign EM | 0-10\% | 7.0\% |
| Alternatives | 10\% | 9.5\% |
| Key CIO Views |  |  |
| Macro signal: | Current | Dec 2023F |
| U.S. Fed Funds rate | 3.75\%-4\% | 5\%-5.25\% |
| 10yr Treasury yield | 3.60\% | 4.20\% |
| US IG Corp Spreads | 180bp | 130bp |
| US High Yield Spreads | 500bp | 500bp |
| Crude Oil (WTI) \$/bbl | 71 | 100 |
| EUR / USD FX rate | 1.06 | 1.05 |
| GDP Forecasts |  |  |
| Region 2021 | 2022F | 2023F |
| US 5.7\% | 1.8\% | 0.4\% |
| World $6.0 \%$ | 3.2\% | 2.8\% |
| Euro area 5.2\% | 3.2\% | 0.3\% |
| China 8.1\% | 3.3\% | 5.0\% |
| Japan 1.7\% | 1.6\% | 1.2\% |

## * Q4/Q4 GDP growth.

EPS = Earnings Per Share
GDP = Gross Domestic Product
FX = Foreign Exchange
TIPs - Treasury Inflation Protected Securities
Source: DWS Investment Management GmbH. All opinions and claims are based upon data on $1 / 23 / 2023$ and may not come to pass. This information is subject to change at any time, based upon economic, market and other considerations and should not be construed as a unless otherwise noted. For illustrative purposes only.

S\&P 500 Sector and Industry views


| Sector OW | $10.21 \%$ |
| :--- | :---: |
| Sector UW | $-10.21 \%$ |
| Industry OW | $18.70 \%$ |
| Industry UW | $-18.70 \%$ |


| Macro tilts: |  |
| :---: | :---: |
| Cyclicals | -2.97\% |
| Defensive | 2.95\% |
| Value | -5.93\% |
| Growth | 5.93\% |
| Consumer | -6.61\% |
| Services/experience | 0.47\% |
| Disc. Goods | -0.25\% |
| Retailing | -0.65\% |
| Durables | 0.43\% |
| Staples Goods/Retail | -1.51\% |
| Commodity | -1.30\% |
| Energy | 0.84\% |
| Metals/Chemicals | -2.14\% |
| Capex | 3.24\% |
| Capacity additions | 1.11\% |
| Productivity | 2.13\% |
| Health Care | 4.45\% |
| Innovation | 3.06\% |
| Marketers | 1.64\% |
| Insurers | -0.32\% |
| Financials | 1.22\% |
| Up rates/low spreads | 2.03\% |
| Capital Markets | -1.88\% |
| Insurance | 1.07\% |
| Bond Substitutes | 1.78\% |
| Weak FX \$ plays | 0.53\% |
| High R\&D plays | 4.78\% |
| Transports | -0.30\% |
| Geopolitical risk | 1.33\% |
| Weak oil prices | -0.53\% |
| Inflation shock | 4.81\% |
| Domestic GDP | -2.10\% |
| Global GDP | -4.62\% |
| Consumer TMT | 0.40\% |
| Trade sensitive | -1.83\% |

Note: More details on sector earnings forecast and sector intrinsic valuation can be found towards the back of this note.
Price as of $1 / 20 / 2023$
Source: DWS Investment Management GmbH


Source: ISM, Haver, DWS Investment GmbH as of 12/31/2022. Past performance may not be indicative of future results.
Manufacturing ISM vs. manufacturing industrial production $\mathrm{y} / \mathrm{y}$


Source: ISM, FRB, Haver, DWS Investment GmbH as of 12/31/2022. Past performance may not be indicative of future results.


Source: FRB, Haver, DWS Investment GmbH as of 12/31/2022. Past performance may not be indicative of future results.

Empire state manufacturing survey and Philly Fed manufacturing business outlook


Source: Federal Reserve Bank of New York, Federal Reserve Bank of Philadelphia, Haver, DWS Investment GmbH as of 12/31/2022. Past performance may not be indicative of future results.


Source: Census Bureau, Haver, DWS Investment GmbH as of $12 / 31 / 2022$. Past performance may not be indicative of future results.

## Retail sales $\mathrm{m} / \mathrm{m}$



Source: Census Bureau, Haver, DWS Investment GmbH as of $12 / 31 / 2022$. Past performance may not be indicative of future results.
U.S. bank loan growth vs. GDP growth


Source: Haver, DWS Investment GmbH as of 4Q2022. Past performance may not be indicative of future results.
Bank loan growth vs. deposit growth (all commercial banks)


Source: FRB, BEA, Haver, DWS Investment GmbH as of $12 / 31 / 2022$. Past performance may not be indicative of future results.
U.S. bank loan reserves, loan loss provisions and net charge-offs (all FDIC institutions)


Source: Haver, DWS Investment GmbH as of 3Q2022. Past performance may not be indicative of future results.

## U.S. bank net interest income and NIM (all FDIC institutions)



Source: Haver, DWS Investment GmbH as of 3Q2022. Past performance may not be indicative of future results.

S\&P 500 Banks loan loss provisions \% total net loans


Source: Factset, DWS Investment GmbH as of 4Q2022. Past performance may not be indicative of future results.

## S\&P 500 Banks loan reserves\% total net loans



Source: Factset, DWS Investment GmbH as of 4Q2022. Past performance may not be indicative of future results.

## S\&P 500 Banks net charge-offs \% total net loans



[^0]Real estate loan growth


Source: FRB, Haver, DWS Investment GmbH as of 12/31/2022. Past performance may not be indicative of future results.


Source: FRB, Haver, DWS Investment GmbH as of 12/31/2022. Past performance may not be indicative of future results.


Source: FRB, Haver, DWS Investment GmbH as of $12 / 31 / 2022$. Past performance may not be indicative of future results.

S\&P 500 quarterly EPS revision


Source: Factset, IBES, DWS Investment GmbH as of $1 / 20 / 2023$. Past performance may not be indicative of future results.
S\&P 500: EPS cut during the calendar quarter vs. EPS beat during earnings season


■EPS beat during reporting
$■$ EPS cut prior to reporting (during the calendar quarter)
Source: Factset, DWS Investment GmbH as of 11/9/2022. Past performance may not be indicative of future results.

S\&P 500 annual EPS revision


Source: Factset, IBES, DWS Investment GmbH as of 1/20/2023. Past performance may not be indicative of future results.
S\&P 5002023 EPS revision (ex. Energy)


Source: Factset, IBES, DWS Investment GmbH as of 1/20/2023. Past performance may not be indicative of future results.
S\&P 5002022 EPS revision by sector


Source: Factset, IBES, DWS Investment GmbH as of $1 / 20 / 2023$. Past performance may not be indicative of future results.

S\&P 500: 4Q22 earnings season summary statistics

|  | 4Q22 Summary (Based on reported companies) |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{cc} \text { 4Q22 } & \text { Summary } \\ \text { \% of EPS } & \text { \# Cos } \\ \text { reported } & \text { reported } \\ \hline \end{array}$ |  | EPS (\% of co's) |  | EPS <br> surprise (\%) | $\begin{gathered} \text { EPS } \\ \mathrm{y} / \mathrm{y}(\%) \\ \hline \end{gathered}$ | Sales (\% of co's) |  | Sales surprise (\%) | Salesy/y (\%) |
|  |  |  | \% beat | \% miss |  |  | \% beat | \% miss |  |  |
| S\&P 500 | 13.7\% | 51 | 61\% | 35\% | 2.5\% | -7.8\% | 49\% | 35\% | 0.0\% | 6.4\% |
| S\&P 500 ex. Financials \& Real Est | 6.7\% | 28 | 75\% | 25\% | 3.4\% | 1.8\% | 61\% | 29\% | 0.0\% | 7.4\% |
| S\&P 500 ex. Energy | 15.2\% | 50 | 60\% | 36\% | 2.5\% | -8.0\% | 50\% | 34\% | 0.0\% | 6.4\% |
| S\&P ex. Tech | 16.1\% | 46 | 59\% | 37\% | 2.5\% | -5.3\% | 50\% | 37\% | -0.1\% | 7.2\% |
| S\&P ex. Energy, Financials \& Real Est | 7.5\% | 27 | 74\% | 26\% | 3.4\% | 1.5\% | 63\% | 26\% | 0.1\% | 7.4\% |
| Communication Services | 0.1\% | 1 | 0\% | 100\% | -72.1\% | -91.0\% | 100\% | 0\% | 0.6\% | 1.9\% |
| Consumer Discretionary | 7.5\% | 6 | 67\% | 33\% | 6.4\% | 48.8\% | 67\% | 33\% | -0.2\% | 10.9\% |
| Consumer Staples | 30.0\% | 7 | 71\% | 29\% | 2.6\% | -3.6\% | 86\% | 14\% | 0.6\% | 3.9\% |
| Energy | 1.1\% | 1 | 100\% | 0\% | 3.3\% | 15\% | 0\% | 100\% | -6.7\% | 3.5\% |
| Financials | 53.4\% | 22 | 41\% | 50\% | 1.8\% | -13.9\% | 32\% | 45\% | -0.2\% | 4.3\% |
| Health Care | 7.5\% | 1 | 100\% | 0\% | 3.3\% | 19.2\% | 100\% | 0\% | 0.2\% | 12.3\% |
| Industrials | 8.4\% | 6 | 83\% | 17\% | 10.3\% | 114.0\% | 33\% | 50\% | -1.7\% | 15.3\% |
| Information Technology | 5.6\% | 5 | 80\% | 20\% | 2.4\% | -26.7\% | 40\% | 20\% | 0.8\% | -3.7\% |
| Materials | 2.4\% | 1 | 100\% | 0\% | 7.0\% | -3.2\% | 100\% | 0\% | 2.1\% | -0.1\% |
| Real Estate | 7.6\% | 1 | 100\% | 0\% | 2.5\% | 10.7\% | 100\% | 0\% | 12.2\% | 24.6\% |
| Utilities | 0.0\% | 0 |  |  |  |  |  |  |  |  |

* \# Beat, \# miss and weighted surprise \% is based on EPS and sales estimate as of 12/31/2022 (as of 12/1/2022 for pre-season reporters)

EPS is considered beat or miss when the difference between actual and estimate as of $12 / 31 / 2022$ is more than $\$ 0.01$ (12/1/2022 for pre-season reporters) Sales is considered beat or miss when the difference between actual and estimate as of $12 / 31 / 2022$ is more than $\$ 20$ million (12/1/2022 for pre-season reporters) Source: Factset, DWS Investment GmbH as of $1 / 20 / 2022$. Past performance may not be indicative of future results.

4Q22 S\&P 500 earnings to be reported each week


Source: Factset, DWS Investment GmbH as of $1 / 20 / 2023$. Past performance may not be indicative of future results.
4Q22 S\&P 500 earnings to be reported each week by sector


[^1]For institutional client and registered representative use only. Not for public viewing or distribution.

S\&P 500 EPS \& Sales growth and Net Margins by sector (4Q22 is blended with actual for reported and consensus for the rest)

|  | 2018 |  |  |  |  | 2019 |  |  |  |  | 2020 |  |  |  |  | 2021 |  |  |  |  | 2022 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| EPS growth (y/y) | 1 Q18 | Q18 | 3Q18 | 4Q18 | 2018 | 1 Q19 | 2Q19 | 3Q19 | 4Q19 | 2019 | 1Q20 | 2 Q 20 | 3 Q 20 | 4Q20 | 2020 | 1 Q 21 | 2Q21 | 3Q21 | 4Q21 | 2021 | 1 Q22 | $2 \mathrm{Q22}$ | 3 Q 2 | 4Q22 |
| S\&P 500 | 27.2\% | 28.4\% | 27.2\% | 14.7\% | 21.6\% | 2.9\% | 1.9\% | 1.3\% | 3.5\% | 2.1\% | -12.6\% | -31.4\% | -7.0\% | 4.3\% | -9.0\% | 48.9\% | 90.4\% | 40.1\% | 30.0\% | 46.7\% | 10.1\% | 8.4\% | 4.1\% | -3.2\% |
| S\&P 500 ex. Financials \& Real Est | 27.2\% | 29.4\% | 25.2\% | 14.5\% | 20.6\% | 1.7\% | -0.1\% | 0.9\% | 2.4\% | 0.7\% | -6.1\% | -27.9\% | -7.8\% | 1.1\% | -6.9\% | 36.0\% | 80.1\% | 41.7\% | 35.7\% | 43.7\% | 17.7\% | 15.5\% | 8.4\% | -1.9\% |
| S\&P 500 ex. Energy | 25.6\% | 26.1\% | 24.4\% | 12.1\% | 19.3\% | 4.1\% | 2.6\% | 3.6\% | 6.3\% | 3.8\% | -12.1\% | -25.4\% | -3.0\% | 7.9\% | -5.1\% | 49.7\% | 76.7\% | 32.6\% | 22.3\% | 40.0\% | 4.4 | -2.2\% | -3.8\% | -7.6\% |
| S\&P 500 ex. Tech | 25.1\% | 27.0\% | 26.5\% | 17.1\% | 22.1\% | 4.9\% | 3.4\% | 2.2\% | 1.2\% | 1.7\% | -17.9\% | -38.8\% | -9.7\% | 1.0\% | -14.7\% | 52.4\% | 105.4\% | 40.6\% | 32.0\% | 52.3\% | 9.2\% | 10.6\% | 5.5\% | -1.3\% |
| S\&P ex. Energy, Fin \& Real Est | 25.2\% | 26.4\% | 21.6\% | 11.3\% | 17.7\% | 3.3\% | 0.7\% | 3.8\% | 5.8\% | 2.9\% | -5.1\% | -20.0\% | -2.9\% | 5.4\% | -1.7\% | 36.6\% | 64.1\% | 32.3\% | 25.8\% | 35.4\% | 10.3\% | 2.1\% | -1.2\% | -7.2\% |
| S\&P ex. Energy, Fin, Real Est, Healthcare | 27.6\% | 28.8\% | 22.7\% | 10.7\% | 19.1\% | 1.6\% | -2.0\% | 2.7\% | 4.8\% | 1.2\% | -7.7\% | -26.4\% | -5.6\% | 5.0\% | -4.3\% | 39.2\% | 79.5\% | 33.7\% | 25.7\% | 37.6\% | 8.5\% | 0.4\% | -1.5\% | -7.2\% |
| FANG (FB, AMZN, NFLX, Google) | 36.5\% | 112.2\% | 50.0\% | 31.0\% | 56.2\% | 28.6\% | 14.6\% | -5.5\% | 16.0\% | 4.1\% | -14.4\% | -0.9\% | 60.1\% | 56.9\% | 42.1\% | 149.1\% | 109.4\% | 25.5\% | 35.7\% | 65.4\% | -40.7\% | -40.2\% | -28.7\% | -48.3\% |
| FANG \& AAPL | 32.9\% | 71.7\% | 45.2\% | 16.7\% | 35.3\% | 8.3\% | 5.1\% | -0.9\% | 17.9\% | 3.2\% | -6.7\% | 6.4\% | 29.3\% | 45.0\% | 34.6\% | 135.6\% | 106.2\% | 41.0\% | 30.5\% | 58.2\% | -20.2\% | -27.5\% | -15.1\% | -29.4\% |
| S\&P ex FANG | 26.9\% | 26.4\% | 26.4\% | 14.0\% | 20.5\% | 1.9\% | 1.3\% | 1.6\% | 2.9\% | 2.0\% | -12.5\% | -32.9\% | -9.7\% | 1.4\% | -11.2\% | 44.2\% | 89.1\% | 41.1\% | 29.5\% | 45.4\% | 14.2\% | 12.1\% | 6.2\% | 0.8\% |
| S\&P ex FANG \& AAPL | 26.7\% | 26.0\% | 25.8\% | 14.4\% | 20.5\% | 2.4\% | 1.6\% | 1.5\% | 1.9\% | 2.0\% | -13.1\% | -34.4\% | -10.0\% | -0.8\% | -12.8\% | 41.1\% | 88.5\% | 40.0\% | 29.9\% | 45.2\% | 14.6\% | 13.1\% | 6.3\% | 1.5\% |
| S\&P ex. Energy \& Fin \& Real Est \& FANG | 24.7\% | 23.7\% | 20.3\% | 10.2\% | 16.0\% | 1.9\% | -0.1\% | 4.4\% | 5.1\% | 2.9\% | -4.5\% | -21.2\% | -6.2\% | 1.7\% | -4.3\% | 30.0\% | 60.5\% | 33.0\% | 24.7\% | 32.7\% | 16.1\% | 6.6 | 1.2\% | -2.2\% |
| Communication Services | 22.6\% | 37.6\% | 27.2\% | 16.7\% | 25.5\% | 9.6\% | 9.8\% | 0.9\% | 8.4\% | 3.3\% | -9.0\% | -21.3\% | 2.4\% | 10.1\% | 2.9\% | 53.2\% | 72.3\% | 35.3\% | 16.4\% | 39.0\% | -3.0\% | -14.5\% | -21.5\% | -21.3\% |
| Consumer Discretionary | 17.6\% | 21.5\% | 27.0\% | 18.1\% | 21.0\% | 11.0\% | 4.3\% | 2.8\% | 2.0\% | 1.1\% | -46.3\% | -62.4\% | 2.0\% | 3.3\% | -19.0\% | 173.2\% | 259.4\% | 15.1\% | 47.0\% | 69.2\% | -26.6\% | -11.9\% | 11.0\% | -16.0\% |
| Muttiline \& Specialty Retail | 22.9\% | 30.4\% | 24.3\% | 18.8\% | 23.0\% | 9.7\% | 6.5\% | 10.9\% | 6.3\% | 9.3\% | -40.4\% | 22.7\% | 39.5\% | 17.4\% | 11.6\% | 203.3\% | 36.7\% | 16.3\% | 17.1\% | 39.7\% | -0.8\% | -8.6\% | -0.9\% | -4.7\% |
| Consumer Staples | 13.0\% | 14.1\% | 9.3\% | 4.3\% | 9.1\% | -0.8\% | -0.6\% | 3.4\% | 2.8\% | 1.3\% | 6.9\% | -5.0\% | 5.5\% | 6.0\% | 4.8\% | 10.3\% | 19.5\% | 7.0\% | 7.3\% | 11.0\% | 7.6\% | 2.2\% | 1.3\% | -2.8\% |
| Energy | 75.6\% | 108.2\% | 103.0\% | 87.1\% | 87.1\% | -24.3\% | -12.4\% | -36.6\% | -41.4\% | -29.9\% | -28.5\% | -169.5\% | -110.2\% | -102.7\% | -110.0\% | 18.0\% | 245.8\% | 1785\% | 9720\% | -1542\% | 264.0\% | 302.4\% | 145.4\% | 61.9\% |
| Financials | 29.9\% | 27.4\% | 41.1\% | 16.5\% | 28.3\% | 7.2\% | 10.5\% | 2.4\% | 9.8\% | 7.8\% | -39.5\% | -48.8\% | -3.5\% | 20.5\% | -18.6\% | 138.4\% | 167.7\% | 36.3\% | 10.0\% | 67.6\% | -17.4\% | -20.2\% | -17.0\% | -11.0\% |
| Financials ex. BAC, C \& JPM | 25.9\% | 25.2\% | 45.5\% | 12.9\% | 26.9\% | 5.3\% | 6.6\% | 0.9\% | 4.9\% | 4.9\% | -32.7\% | -45.8\% | -2.3\% | 23.6\% | -15.1\% | 106.3\% | 152.8\% | 34.0\% | 16.0\% | 61.6\% | -9.9\% | -17.7\% | -18.0\% | -15.1\% |
| Health Care | 16.9\% | 17.9\% | 17.2\% | 13.9\% | 12.1\% | 10.0\% | 12.2\% | 8.6\% | 10.1\% | 9.9\% | 4.6\% | 3.6\% | 8.2\% | 7.3\% | 7.9\% | 28.3\% | 25.5\% | 27.7\% | 26.3\% | 28.0\% | 16.5\% | 8.2\% | -0.1\% | -7.5\% |
| Industrials | 29.5\% | 25.8\% | 28.3\% | 33.9\% | 24.5\% | 8.2\% | -9.0\% | 2.4\% | -9.9\% | -3.6\% | -26.9\% | -80.1\% | -46.9\% | -28.9\% | -47.0\% | -1.8\% | 384.3\% | 76.2\% | 38.8\% | 70.1\% | 36.4\% | 29.6\% | 18.8\% | 39.3\% |
| Industrials ex. BA | 26.7\% | 25.6\% | 28.1\% | 30.6\% | 22.7\% | 9.8\% | 5.6\% | 6.1\% | 3.1\% | 5.0\% | -19.3\% | -74.5\% | -43.5\% | -24.5\% | -42.7\% | -2.1\% | 243.1\% | 70.8\% | 43.2\% | 61.9\% | 38.1\% | 31.2\% | 28.5\% | 20.2\% |
| Industrials ex. Defense | 30.5\% | 26.3\% | 26.5\% | 25.9\% | 23.6\% | 6.5\% | -11.0\% | 2.6\% | -12.2\% | -5.0\% | -29.8\% | -88.5\% | -51.8\% | -33.9\% | -52.7\% | -3.9\% | 699.2\% | 98.9\% | 45.9\% | 86.7\% | 43.6\% | 38.1\% | 16.7\% | 44.6\% |
| Information Technology | 35.6\% | 34.3\% | 29.8\% | 7.3\% | 19.6\% | -4.6\% | -4.2\% | -2.1\% | 11.7\% | 3.3\% | 9.8\% | 1.3\% | 3.8\% | 14.8\% | 14.0\% | 37.6\% | 49.9\% | 38.2\% | 24.2\% | 29.6\% | 13.5\% | 0.1\% | -1.2\% | -9.2\% |
| Materials | 67.3\% | 63.6\% | -28.3\% | -22.8\% | 11.3\% | -12.7\% | -19.5\% | 80.2\% | -11.8\% | -9.4\% | -7.7\% | -34.7\% | -13.0\% | 12.9\% | -6.2\% | 48.0\% | 133.8\% | 87.4\% | 64.5\% | 84.5\% | 47.5\% | 19.0\% | -8.7\% | -21.8\% |
| Real Estate | 8.2\% | 8.8\% | 6.7\% | 7.6\% | 7.9\% | 4.7\% | 0.9\% | 4.3\% | 0.0\% | 2.1\% | -2.9\% | -12.3\% | -5.6\% | 0.4\% | -4.2\% | 8.8\% | 29.2\% | 17.3\% | 10.1\% | 14.9\% | 16.9\% | 10.5\% | 8.4\% | 3.3\% |
| Utilities | 18.9\% | 7.5\% | 11.9\% | -10.4\% | 7.6\% | -0.7\% | 1.5\% | 7.3\% | 18.1\% | 6.3\% | 4.3\% | 7.0\% | 0.8\% | -2.8\% | 1.3\% | -1.2\% | 12.8\% | 10.3\% | -1.3\% | 5.2\% | 26.5\% | -4.9\% | -9.5\% | 0.6\% |


|  | 2018 |  |  |  |  | 2019 |  |  |  |  | 2020 |  |  |  |  | 2021 |  |  |  |  | 2022 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales growth (y/y) | 1 Q18 | 2Q18 | 3Q18 | 4Q18 | 2018 | 1Q19 | 2Q19 | 3Q19 | 4Q19 | 2019 | 1Q20 | 2 Q 20 | 3Q20 | 4Q20 | 2020 | 1Q21 | 2 Q 21 | 3Q21 | 4Q21 | 2021 | 1Q22 | 2 Q 22 | 3 Q 22 | 4Q22 |
| S\&P 500 | 9.4\% | 11.2\% | 10.7\% | 4.0\% | 8.7\% | 5.8\% | 5.2\% | 4.0\% | 7.8\% | 5.7\% | -1.8\% | -10.3\% | -2.3\% | -0.5\% | -3.7\% | 9.5\% | 21.8\% | 13.9\% | 15.2\% | 15.0\% | 13.6\% | 12.2\% | 13.0\% | 3.2\% |
| S\&P 500 ex. Financials \& Real Est | 9.2\% | 10.2\% | 9.6\% | 1.7\% | 7.6\% | 3.3\% | 2.9\% | 2.1\% | 6.5\% | 3.7\% | -2.8\% | -11.7\% | -2.5\% | 1.5\% | -3.9\% | 12.2\% | 26.7\% | 17.5\% | 16.5\% | 18.8\% | 15.3\% | 13.1\% | 12.3\% | 3.7\% |
| S\&P 500 ex. Energy | 7.9\% | 8.5\% | 7.6\% | 1.6\% | 6.3\% | 3.7\% | 3.3\% | 3.4\% | 7.7\% | 4.5\% | -1.6\% | -6.7\% | 0.3\% | 4.0\% | -1.1\% | 12.4\% | 20.6\% | 13.4\% | 11.7\% | 15.0\% | 10.3\% | 6.8\% | 8.8\% | 2.1\% |
| S\&P 500 ex. Tech | 8.0\% | 9.7\% | 8.7\% | 2.2\% | 7.1\% | 3.8\% | 3.4\% | 2.4\% | 6.4\% | 4.0\% | -3.2\% | -12.5\% | -3.4\% | -0.1\% | -5.2\% | 10.4\% | 24.8\% | 16.3\% | 15.9\% | 17.3\% | 13.7\% | 12.5\% | 12.7\% | 3.9\% |
| S\&P ex. Energy, Fin \& Real Est | 8.4\% | 8.5\% | 8.0\% | 1.0\% | 6.4\% | 3.5\% | 3.3\% | 3.3\% | 7.9\% | 4.5\% | -2.0\% | -7.1\% | 0.8\% | 4.8\% | -1.0\% | 13.0\% | 22.2\% | 13.8\% | 11.9\% | 16.6\% | 11.7\% | 7.3\% | 8.8\% | 2.4\% |
| S\&P ex. Energy, Fin, Real Est, Healthcare | 8.7\% | 8.8\% | 8.2\% | -0.7\% | 6.3\% | 0.7\% | 0.4\% | 0.1\% | 6.5\% | 1.8\% | -5.3\% | -10.0\% | -2.0\% | 2.6\% | -4.1\% | 13.9\% | 22.9\% | 13.5\% | 11.4\% | 17.9\% | 10.8\% | 6.5\% | 9.8\% | 2.4\% |
| FANG (FB, AMZN, NFLX, Google) | 37.8\% | 35.2\% | 27.5\% | 21.8\% | 29.5\% | 18.2\% | 21.0\% | 23.5\% | 20.7\% | 20.9\% | 21.3\% | 22.9\% | 27.8\% | 35.8\% | 27.7\% | 40.7\% | 38.6\% | 24.5\% | 16.8\% | 28.5\% | 11.5\% | 7.7\% | 9.2\% | 3.3\% |
| FANG \& AAPL | 27.8\% | 28.1\% | 24.3\% | 9.4\% | 21.4\% | 8.7\% | 13.7\% | 15.0\% | 15.8\% | 12.5\% | 13.9\% | 19.0\% | 18.5\% | 30.2\% | 22.5\% | 44.8\% | 37.9\% | 25.8\% | 14.8\% | 27.4\% | 10.5\% | 5.9\% | 8.9\% | 1.2\% |
| S\&P ex FANG | 7.9\% | 9.3\% | 8.5\% | 1.5\% | 6.7\% | 3.0\% | 2.5\% | 1.7\% | 5.9\% | 3.2\% | -3.2\% | -11.9\% | -3.7\% | -0.4\% | -4.8\% | 10.4\% | 23.8\% | 16.2\% | 15.6\% | 16.4\% | 13.6\% | 12.1\% | 12.0\% | 3.2\% |
| S\&P ex FANG \& AAPL | 7.8\% | 9.2\% | 8.3\% | 1.7\% | 6.6\% | 3.2\% | 2.5\% | 1.7\% | 5.8\% | 3.3\% | -3.3\% | -12.3\% | -3.8\% | -1.0\% | -5.2\% | 9.5\% | 23.5\% | 15.9\% | 15.8\% | 16.2\% | 13.8\% | 12.4\% | 12.1\% | 3.4\% |
| S\&P ex. Energy \& Fin \& Real Est \& FANG | 7.5\% | 7.7\% | 7.3\% | 0.1\% | 5.5\% | 2.9\% | 2.6\% | 2.4\% | 7.3\% | 3.8\% | -3.1\% | -8.6\% | -0.6\% | 3.0\% | -2.4\% | 11.4\% | 21.1\% | 13.1\% | 11.5\% | 15.8\% | 11.7\% | 7.3\% | 8.7\% | 2.4\% |
| Communication Services | 12.1\% | 10.7\% | 13.0\% | 12.8\% | 11.6\% | 12.2\% | 14.8\% | 11.1\% | 3.8\% | 9.2\% | 3.9\% | -7.2\% | 0.7\% | 5.5\% | 2.6\% | 12.3\% | 25.9\% | 16.6\% | 11.5\% | 15.1\% | 7.3\% | 3.6\% | 1.2\% | -2.3\% |
| Consumer Discretionary | 9.9\% | 9.8\% | 10.3\% | 7.7\% | 8.9\% | 4.4\% | 5.3\% | 5.6\% | 2.9\% | 4.2\% | 0.4\% | -11.9\% | 6.4\% | 11.8\% | 6.8\% | 19.6\% | 35.3\% | 10.6\% | 11.2\% | 13.1\% | 9.0\% | 11.0\% | 14.5\% | 7.3\% |
| Mutitiline \& Specialty Retail | 5.3\% | 7.6\% | 5.9\% | 3.1\% | 0.0\% | 4.6\% | 3.2\% | 4.2\% | 2.7\% | 0.0\% | 0.9\% | 11.4\% | 16.5\% | 15.5\% | 0.0\% | 28.5\% | 17.1\% | 9.2\% | 10.0\% | 0.0\% | 3.1\% | 2.4\% | 4.2\% | 1.8\% |
| Consumer Staples | 5.3\% | 5.5\% | 3.0\% | 1.9\% | 4.0\% | 2.7\% | 2.5\% | 3.6\% | 3.4\% | 2.7\% | 5.8\% | -0.2\% | 3.4\% | 4.7\% | 5.1\% | 3.8\% | 12.5\% | 10.1\% | 9.5\% | 6.5\% | 9.5\% | 8.5\% | 8.3\% | 4.7\% |
| Energy | 18.2\% | 28.2\% | 25.8\% | 9.0\% | 20.2\% | 0.9\% | -0.4\% | -8.4\% | -6.1\% | -3.8\% | -10.8\% | -54.0\% | -34.5\% | -32.2\% | -32.9\% | 3.2\% | 111.0\% | 73.2\% | 88.9\% | 51.5\% | 58.9\% | 75.9\% | 47.7\% | 14.7\% |
| Financials | 4.3\% | 8.2\% | 5.2\% | 4.7\% | 5.4\% | 4.7\% | 3.4\% | 4.2\% | 6.2\% | 4.6\% | 0.1\% | -4.1\% | -2.7\% | -0.7\% | -1.6\% | 9.3\% | 11.4\% | 10.7\% | 9.5\% | 5.5\% | 0.5\% | 2.5\% | 8.6\% | -0.2\% |
| Financials ex. BAC, C \& JPM | 3.7\% | 9.3\% | 5.5\% | 4.5\% | 5.6\% | 5.6\% | 3.6\% | 4.3\% | 6.4\% | 5.0\% | -0.2\% | -6.5\% | -2.1\% | 0.2\% | -1.9\% | 10.6\% | 16.2\% | 12.1\% | 10.4\% | 6.6\% | 1.0\% | 1.9\% | 8.5\% | -2.8\% |
| Health Care | 7.4\% | 7.5\% | 7.2\% | 7.8\% | 6.6\% | 14.6\% | 14.8\% | 15.6\% | 13.1\% | 15.3\% | 9.2\% | 2.7\% | 10.3\% | 12.6\% | 9.9\% | 10.5\% | 20.0\% | 15.0\% | 13.4\% | 12.7\% | 14.5\% | 9.7\% | 5.5\% | 2.5\% |
| Industrials | 10.4\% | 9.7\% | 7.9\% | 4.8\% | 4.9\% | 5.0\% | -0.3\% | 0.7\% | 2.0\% | 2.3\% | -7.3\% | -23.6\% | -15.3\% | -8.7\% | -10.9\% | -0.8\% | 28.4\% | 16.4\% | 13.2\% | 14.2\% | 12.5\% | 13.0\% | 12.9\% | 8.7\% |
| Industrials ex. BA | 6.4\% | 5.2\% | 3.8\% | 14.5\% | 7.6\% | -2.1\% | -12.1\% | -20.8\% | -27.8\% | -16.4\% | -26.5\% | -45.1\% | -29.5\% | -23.4\% | -31.2\% | -10.2\% | 44.3\% | 7.9\% | -6.8\% | 24.2\% | -8.5\% | -2.2\% | 4.2\% | 7.6\% |
| Industrials ex. Defense | 11.0\% | 9.6\% | 7.0\% | 3.9\% | 4.2\% | 3.6\% | -1.1\% | 0.2\% | 1.4\% | 1.5\% | -8.4\% | -26.4\% | -17.3\% | -10.3\% | -12.6\% | -1.5\% | 31.9\% | 18.7\% | 15.2\% | 15.6\% | 14.5\% | 14.9\% | 13.9\% | 9.2\% |
| Information Technology | 14.3\% | 12.8\% | 12.2\% | 2.0\% | 9.5\% | 0.5\% | -0.2\% | 2.0\% | 6.8\% | 2.7\% | 4.9\% | 6.0\% | 5.4\% | 11.5\% | 10.5\% | 22.4\% | 22.7\% | 19.2\% | 13.9\% | 15.4\% | 11.9\% | 6.9\% | 5.4\% | -1.2\% |
| Materials | 3.9\% | 27.7\% | 11.3\% | 15.3\% | 13.1\% | 0.0\% | -16.4\% | -13.6\% | -15.0\% | .5\% | -16.5\% | -14.8\% | -5.3\% | 3.0\% | -5.1\% | 11.9\% | 37.2\% | 31.4\% | 27.0\% | 23.5\% | 23.8\% | 16.5\% | 5.7\% | -3.2\% |
| Real Estate | 12.4\% | 11.2\% | 10.5\% | 9.6\% | 10.1\% | 5.1\% | 5.0\% | 5.8\% | 4.4\% | 5.0\% | 5.3\% | -6.0\% | -3.3\% | -2.3\% | -1.3\% | 1.9\% | 18.2\% | 15.7\% | 18.9\% | 9.6\% | 20.5\% | 17.1\% | 13.2\% | 5.8\% |
| Utilities | 6.3\% | 3.3\% | 5.3\% | 4.0\% | 3.5\% | 1.1\% | 1.1\% | 0.5\% | -0.7\% | 7.6\% | -6.3\% | -6.2\% | -3.1\% | -3.1\% | -4.4\% | 16.3\% | 10.7\% | 9.5\% | 27.4\% | 7.8\% | 8.6\% | 23.2\% | 22.9\% | -19.5\% |
|  |  |  | 2018 |  |  |  |  | 2019 |  |  |  |  | 2020 |  |  |  |  | 2021 |  |  |  | 2022 |  |  |
| Net margins | 1 Q18 | 2Q18 | 3 Q18 | 4Q18 | 2018 | 1 Q19 | 2Q19 | 3Q19 | 4Q19 | 2019 | 1 Q20 | 2Q20 | 3Q20 | 4Q20 | 2020 | 1Q21 | 2Q21 | 3Q21 | 4Q21 | 2021 | 1Q22 | 2Q22 | 3 Q22 | 4Q22 |
| S\&P 500 | 11.8\% | 12.1\% | 12.3\% | 11.9\% | 11.7\% | 11.5\% | 11.8\% | 12.0\% | 11.4\% | 11.4\% | 10.2\% | 9.0\% | 11.3\% | 11.7\% | 10.7\% | 13.6\% | 13.8\% | 13.6\% | 13.0\% | 13.3\% | 13.0\% | 13.2\% | 12.4\% | 12.3\% |
| S\&P 500 ex. Financials \& Real Est | 10.6\% | 11.1\% | 11.3\% | 11.1\% | 10.7\% | 10.3\% | 10.7\% | 11.1\% | 10.6\% | 10.3\% | 9.9\% | 8.7\% | 10.4\% | 10.5\% | 9.9\% | 11.9\% | 12.4\% | 12.6\% | 12.1\% | 12.0\% | 12.1\% | 12.4\% | 11.9\% | 11.5\% |
| S\&P 500 ex. Energy | 12.2\% | 12.6\% | 12.7\% | 12.3\% | 12.1\% | 12.1\% | 12.4\% | 12.5\% | 12.0\% | 11.9\% | 10.7\% | 9.8\% | 12.0\% | 12.4\% | 11.3\% | 14.2\% | 14.4\% | 14.0\% | 13.4\% | 13.7\% | 13.3\% | 13.0\% | 12.2\% | 12.1\% |
| S\&P 500 ex. Tech | 10.3\% | 10.7\% | 10.8\% | 10.4\% | 10.5\% | 10.3\% | 10.7\% | 10.7\% | 9.8\% | 10.1\% | 8.7\% | 7.5\% | 9.9\% | 10.0\% | 9.1\% | 12.1\% | 12.3\% | 12.1\% | 11.2\% | 11.8\% | 11.4\% | 11.9\% | 11.1\% | 10.7\% |
| S\&P ex. Energy, Fin \& Real Est | 11.0\% | 11.6\% | 11.7\% | 11.4\% | 11.1\% | 10.8\% | 11.2\% | 11.6\% | 11.1\% | 10.8\% | 10.4\% | 9.6\% | 11.2\% | 11.1\% | 10.7\% | 12.6\% | 12.9\% | 12.9\% | 12.4\% | 12.3\% | 12.2\% | 12.1\% | 11.5\% | 11.2\% |
| S\&P ex. Energy, Fin, Real Est, Healthcare | 11.0\% | 11.8\% | 11.8\% | 11.8\% | 11.2\% | 10.9\% | 11.4\% | 12.0\% | 11.5\% | 11.0\% | 10.6\% | 9.2\% | 11.4\% | 11.7\% | 10.9\% | 12.8\% | 13.4\% | 13.4\% | 12.9\% | 12.6\% | 12.4\% | 12.3\% | 11.7\% | 11.7\% |
| FANG (FB, AMZN, NFLX, Google) | 14.0\% | 15.6\% | 16.0\% | 14.1\% | 14.3\% | 15.1\% | 14.7\% | 12.2\% | 13.5\% | 12.2\% | 10.6\% | 11.8\% | 15.2\% | 15.5\% | 13.6\% | 18.7\% | 17.8\% | 15.2\% | 17.8\% | 17.4\% | 9.6\% | 9.5\% | 10.0\% | 4.6\% |
| FANG \& AAPL | 17.5\% | 17.8\% | 18.5\% | 18.0\% | 17.4\% | 16.8\% | 16.0\% | 15.4\% | 17.6\% | 15.4\% | 13.3\% | 13.9\% | 16.5\% | 19.2\% | 16.5\% | 21.3\% | 20.5\% | 18.1\% | 21.4\% | 20.1\% | 14.9\% | 13.5\% | 13.9\% | 13.7\% |
| S\&P ex FANG | 11.7\% | 12.0\% | 12.1\% | 11.8\% | 11.6\% | 11.4\% | 11.7\% | 12.0\% | 11.3\% | 11.3\% | 10.2\% | 8.9\% | 11.1\% | 11.5\% | 10.5\% | 13.3\% | 13.6\% | 13.5\% | 12.7\% | 13.1\% | 13.2\% | 13.4\% | 12.6\% | 12.6\% |
| S\&P ex FANG \& AAPL | 11.4\% | 11.8\% | 11.9\% | 11.5\% | 11.4\% | 11.2\% | 11.6\% | 11.8\% | 10.9\% | 11.1\% | 10.0\% | 8.7\% | 10.9\% | 11.0\% | 10.2\% | 12.9\% | 13.3\% | 13.2\% | 12.2\% | 12.7\% | 12.8\% | 13.1\% | 12.3\% | 12.2\% |
| S\&P ex. Energy \& Fin \& Real Est \& FANG | 10.9\% | 11.4\% | 11.5\% | 11.3\% | 10.9\% | 10.6\% | 11.0\% | 11.6\% | 11.0\% | 10.7\% | 10.4\% | 9.5\% | 10.9\% | 10.8\% | 10.5\% | 12.1\% | 12.6\% | 12.8\% | 11.9\% | 11.9\% | 12.4\% | 12.3\% | 11.6\% | 11.6\% |
| Communication Services | 15.6\% | 16.4\% | 16.6\% | 15.2\% | 15.5\% | 15.8\% | 16.3\% | 15.2\% | 16.1\% | 15.1\% | 13.8\% | 13.7\% | 15.5\% | 16.7\% | 15.1\% | 18.9\% | 18.8\% | 17.9\% | 17.2\% | 18.1\% | 16.9\% | 14.7\% | 13.3\% | 1.9\% |
| Consumer Discretionary | 6.8\% | 7.9\% | 8.5\% | 7.1\% | 7.6\% | 7.0\% | 7.6\% | 8.0\% | 6.8\% | 7.1\% | 3.6\% | 3.1\% | 7.4\% | 6.3\% | 5.3\% | 8.1\% | 8.1\% | 7.6\% | 8.0\% | 7.7\% | 5.2\% | 6.2\% | 7.2\% | 6.2\% |
| Multiline \& Specialty Retail | 6.6\% | 8.0\% | 6.8\% | 7.1\% | 7.9\% | 6.7\% | 7.9\% | 6.9\% | 7.0\% | 8.3\% | 3.8\% | 8.4\% | 8.1\% | 7.1\% | 9.0\% | 8.8\% | 9.6\% | 8.4\% | 7.2\% | 12.2\% | 8.0\% | 8.1\% | 7.5\% | 6.7\% |
| Consumer Staples | 7.4\% | 8.1\% | 8.0\% | 7.6\% | 7.6\% | 7.1\% | 7.8\% | 8.0\% | 7.5\% | 7.5\% | 7.1\% | 7.4\% | 8.1\% | 7.6\% | 7.4\% | 7.5\% | 7.8\% | 7.8\% | 7.4\% | 7.7\% | 7.3\% | 7.3\% | 7.2\% | 6.8\% |
| Energy | 6.4\% | 6.5\% | 7.9\% | 7.8\% | 7.2\% | 4.8\% | 5.8\% | 5.6\% | 4.8\% | 5.3\% | 3.8\% | -8.9\% | -0.9\% | -0.2\% | -0.8\% | 4.5\% | 6.5\% | 9.0\% | 9.7\% | 8.3\% | 10.6\% | 14.8\% | 14.7\% | 13.7\% |
| Financials | 18.5\% | 17.6\% | 17.7\% | 16.2\% | 17.4\% | 18.0\% | 18.0\% | 16.5\% | 15.9\% | 17.1\% | 10.6\% | 9.4\% | 16.0\% | 19.2\% | 13.8\% | 23.1\% | 22.5\% | 19.5\% | 18.7\% | 21.7\% | 18.3\% | 17.0\% | 14.6\% | 16.7\% |
| Financials ex. BAC, C \& JPM | 16.3\% | 15.6\% | 15.4\% | 13.9\% | 15.2\% | 15.7\% | 15.4\% | 14.4\% | 13.3\% | 14.7\% | 10.5\% | 8.9\% | 14.1\% | 16.4\% | 12.5\% | 19.5\% | 19.4\% | 16.8\% | 16.8\% | 18.9\% | 16.9\% | 15.3\% | 12.5\% | 14.8\% |
| Health Care | 10.8\% | 10.9\% | 11.0\% | 10.0\% | 10.5\% | 10.4\% | 10.7\% | 10.3\% | 9.7\% | 10.0\% | 10.0\% | 10.9\% | 10.4\% | 9.5\% | 10.0\% | 11.8\% | 11.6\% | 11.6\% | 10.6\% | 11.5\% | 11.9\% | 11.3\% | 10.8\% | 9.6\% |
| Industrials | 9.3\% | 10.6\% | 10.5\% | 10.2\% | 10.4\% | 9.3\% | 9.4\% | 10.5\% | 8.8\% | 9.7\% | 7.3\% | 2.5\% | 6.2\% | 6.7\% | 5.7\% | 6.9\% | 9.2\% | 9.4\% | 8.0\% | 8.4\% | 8.1\% | 10.4\% | 9.6\% | 10.3\% |
| Industrials ex. BA | 9.3\% | 10.8\% | 10.7\% | 10.1\% | 10.2\% | 9.4\% | 11.0\% | 10.9\% | 9.8\% | 10.6\% | 8.0\% | 3.7\% | 6.8\% | 7.9\% | 6.9\% | 7.5\% | 9.7\% | 10.0\% | 9.7\% | 9.4\% | 9.0\% | 11.0\% | 11.0\% | 10.8\% |
| Industrials ex. Defense | 9.2\% | 10.7\% | 10.4\% | 10.2\% | 10.4\% | 9.2\% | 9.4\% | 10.5\% | 8.7\% | 9.7\% | 7.0\% | 1.5\% | 5.7\% | 6.3\% | 5.2\% | 6.5\% | 9.1\% | 9.6\% | 7.7\% | 8.2\% | 7.9\% | 10.8\% | 9.6\% | 10.3\% |
| Information Technology | 24.0\% | 24.2\% | 24.8\% | 23.7\% | 22.6\% | 21.7\% | 22.1\% | 23.0\% | 24.1\% | 21.8\% | 22.4\% | 20.8\% | 22.4\% | 24.3\% | 22.1\% | 24.7\% | 25.4\% | 25.7\% | 26.2\% | 24.6\% | 25.0\% | 23.5\% | 23.8\% | 24.1\% |
| Materials | 9.1\% | 10.2\% | 4.2\% | 8.3\% | 8.9\% | 7.6\% | 11.3\% | 10.5\% | 9.5\% | 9.2\% | 8.9\% | 8.7\% | 9.6\% | 10.3\% | 9.2\% | 11.8\% | 14.7\% | 13.5\% | 13.0\% | 13.6\% | 13.7\% | 14.4\% | 11.2\% | 10.5\% |
| Real Estate | 34.1\% | 34.6\% | 33.7\% | 33.9\% | 34.3\% | 34.7\% | 34.2\% | 34.1\% | 33.1\% | 34.2\% | 32.8\% | 33.3\% | 34.5\% | 35.5\% | 34.4\% | 36.2\% | 37.4\% | 36.1\% | 34.1\% | 37.2\% | 36.7\% | 37.0\% | 36.2\% | 33.8\% |
| Utilities | 12.9\% | 12.1\% | 15.3\% | 9.1\% | 12.5\% | 13.2\% | 12.6\% | 16.8\% | 11.2\% | 12.8\% | 15.1\% | 14.6\% | 17.7\% | 11.4\% | 13.9\% | 13.0\% | 15.0\% | 18.1\% | 9.0\% | 13.7\% | 15.3\% | 11.7\% | 13.5\% | 11.3\% |

Source: Factset, DWS Investment GmbH as of 1/20/2023. Past performance may not be indicative of future results.

S\&P 500: Blended bottom-up 4Q22 Sales and EPS sequential q/q growth by sector: 4Q22 vs. 3Q22
Blended btm-up 4Q22 Sales and EPS sequential q/q growth (4Q22 vs. 3Q22)
Sales q/q Growth (4Q22 vs. 3Q22) (Actual for reported and estimate for remaining)
$\square$ EPS q/q Growth (4Q22 vs. 3Q22)


[^2]S\&P 500: Blended bottom-up 4Q22 Sales and EPS y/y growth by sector: 4Q22 vs. 4Q21


[^3]S\&P 500: Blended bottom-up 4Q22 Sales and EPS sequential q/q growth for macro tilts: 4Q22 vs. 3Q22
Blended btm-up 4Q22 Sales and EPS sequential q/q growth (4Q22 vs. 3Q22) for S\&P 500 $\square$ Sales q/q Growth (4Q22 vs. 3Q22) macro tilts (Actual for reported and estimate for remaining)
EPS q/q Growth (4Q22 vs. 3Q22)


[^4]S\&P 500: Blended bottom-up 4Q22 Sales and EPS y/y growth for macro tilts: 4Q22 vs. 4Q21


Source: Factset, DWS Investment GmbH as of $1 / 20 / 2023$. Past performance may not be indicative of future results.

## DWS Investment GmbH S\&P 500 Annual EPS Outlook

|  |  |  |  |  |  |  |  |  |  | Bottom-up Consensus (IBES) |  |  |  | DWS View |  |  |  | Normalized 2023 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2014A | 2015A | 2016A | 2017A | 2018A | 2019A | 2020A | 2021A | y/y | 2022E | y/y | 2023E | y/y | 2022E | y/y | 2023E | y/y | (\$) | $\begin{array}{r} \hline \% \text { of } \\ 2023 \\ \hline \end{array}$ |
| S\&P 500 EPS (historical index) | \$118.82 | \$117.46 | \$118.10 | \$132.00 | \$161.93 | \$162.93 | \$139.72 | \$208.12 | 49.0\% |  |  |  |  |  |  |  |  |  |  |
| S\&P 500 EPS (current constituents) | \$116.53 | \$117.26 | \$117.49 | \$129.37 | \$156.07 | \$161.57 | \$144.24 | \$207.99 | 46.4\% | \$222.49 | 7.0\% | \$228.98 | 2.9\% | \$223 | 7.2\% | \$225 | 0.9\% | \$220 | 98\% |
| Sector (\$ bn) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Communication Services | 67.9 | 78.3 | 90.9 | 96.7 | 123.4 | 130.8 | 134.1 | 185.4 | 38.3\% | 164.2 | -11.5\% | 174.0 | 6.0\% | 168.0 | -9.4\% | 170.0 | 1.2\% | 157.0 | 92\% |
| Consumer Discretionary | 64.5 | 75.3 | 84.1 | 88.2 | 104.0 | 101.9 | 80.4 | 133.9 | 66.6\% | 137.8 | 2.9\% | 152.7 | 10.8\% | 140.0 | 4.5\% | 146.0 | 4.3\% | 149.3 | 102\% |
| Consumer Staples | 78.7 | 77.0 | 79.4 | 84.1 | 90.8 | 91.5 | 95.4 | 105.2 | 10.2\% | 107.8 | 2.5\% | 113.2 | 5.0\% | 106.0 | 0.8\% | 107.0 | 0.9\% | 107.0 | 100\% |
| Energy | 94.3 | 39.6 | 10.8 | 37.3 | 69.6 | 49.6 | -5.1 | 78.4 | 1632\% | 204.1 | 160.2\% | 170.3 | -16.5\% | 190.5 | 142.9\% | 172.5 | -9.4\% | 147.8 | 86\% |
| Financials | 172.4 | 187.1 | 188.7 | 195.8 | 242.5 | 249.5 | 198.2 | 328.9 | 65.9\% | 274.8 | -16.5\% | 307.1 | 11.8\% | 282.0 | -14.3\% | 292.5 | 3.7\% | 295.0 | 101\% |
| Health Care | 137.9 | 153.0 | 157.8 | 172.2 | 189.2 | 207.3 | 227.4 | 294.1 | 29.4\% | 308.3 | 4.8\% | 295.8 | -4.1\% | 310.0 | 5.4\% | 315.0 | 1.6\% | 300.7 | 95\% |
| Industrials | 99.9 | 103.4 | 97.4 | 106.2 | 129.8 | 124.1 | 65.1 | 109.0 | 67.4\% | 141.2 | 29.5\% | 158.4 | 12.2\% | 142.0 | 30.2\% | 145.0 | 2.1\% | 145.5 | 100\% |
| Information Technology | 177.8 | 185.2 | 194.7 | 229.7 | 268.1 | 266.1 | 298.2 | 382.0 | 28.1\% | 392.9 | 2.8\% | 416.2 | 5.9\% | 395.0 | 3.4\% | 410.0 | 3.8\% | 410.0 | 100\% |
| Materials | 24.5 | 23.6 | 22.4 | 28.2 | 35.2 | 33.6 | 32.0 | 58.5 | 82.9\% | 62.6 | 7.0\% | 56.2 | -10.2\% | 63.0 | 7.7\% | 55.2 | -12.4\% | 54.5 | 99\% |
| Real Estate | 23.4 | 26.6 | 29.5 | 32.4 | 36.0 | 37.7 | 37.4 | 44.4 | 18.6\% | 48.6 | 9.5\% | 49.8 | 2.4\% | 47.0 | 5.9\% | 49.0 | 4.3\% | 47.6 | 97\% |
| Utilities | 31.2 | 31.5 | 33.7 | 35.1 | 38.7 | 42.7 | 44.1 | 47.1 | 6.8\% | 48.0 | 1.9\% | 51.7 | 7.8\% | 50.0 | 6.2\% | 52.0 | 4.0\% | 52.6 | 101\% |
| S\&P 500 | 972.5 | 980.6 | 989.4 | 1106.1 | 1327.4 | 1334.7 | 1207.1 | 1767.0 | 46.4\% | 1890.2 | 7.0\% | 1945.3 | 2.9\% | 1893.5 | 7.2\% | 1914.2 | 1.1\% | 1867.0 | 98\% |
| S\&P ex. Energy (\$bn) | 878.2 | 941.0 | 978.6 | 1068.8 | 1257.8 | 1285.1 | 1212.3 | 1688.6 | 39.3\% | 1686.1 | -0.1\% | 1775.1 | 5.3\% | 1703.0 | 0.9\% | 1741.7 | 2.3\% | 1719.3 | 99\% |
| S\&P ex. Tech (\$bn) | 794.8 | 795.4 | 794.7 | 876.3 | 1059.3 | 1068.6 | 908.9 | 1385.0 | 52.4\% | 1497.3 | 8.1\% | 1529.2 | 2.1\% | 1498.5 | 8.2\% | 1504.2 | 0.4\% | 1457.0 | 97\% |
| S\&P 500 Sales/Share (historical index) | \$1,163 | \$1,127 | \$1,151 | \$1,232 | \$1,339 | \$1,415 | \$1,362 | \$1,567 | 15.0\% |  |  |  |  |  |  |  |  |  |  |
| S\&P 500 Non-GAAP Net Margin | 10.2\% | 10.4\% | 10.3\% | 10.7\% | 12.1\% | 11.5\% | 10.3\% | 13.3\% |  |  |  |  |  |  |  |  |  |  |  |


| S\&P 500 EPS | Year | $1 Q$ | $2 Q$ | $3 Q$ | $4 Q$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| 2019A | $\mathbf{1 6 3}$ | 39 | 41 | 41 | 42 |
| 2020A | $\mathbf{1 4 0}$ | 33 | 28 | 38 | 42 |
| 2021A | $\mathbf{2 1 0}$ | 49 | 53 | 54 | 54 |
| 2022E | $\mathbf{2 2 3}$ | 55 | 58 | 56 | 54 |
| 2023E | $\mathbf{2 2 5}$ | 53 | 56 | 57 | 59 |

[^5]DWS Investment GmbH View: S\&P 500 fair value by sector: Assuming a $\sim 5.50 \%$ real cost of equity (CoE) for overall S\&P 500


Source: IBES, DWS Investment GmbH as of $1 / 20 / 2023$. Past performance may not be indicative of future results.
 data was compiled 9/30/2022.
The estimated 2023 year end upside is on absolute valuation basis of each sector, not on relative sector valuation basis

DWS Investment GmbH View: S\&P 500 fair value by industry (1 of 2)

|  | Market Value (\$bn) | $\begin{aligned} & \text { Current } \\ & 2023 \\ & \text { PE } \end{aligned}$ | 2023E <br> Earnings (\$bn) | Normal Ratio | Normal 2023E <br> Earnings | Accounting Quality Adjustment | Fully Adjusted Earnings | Net Debt / <br> Market Cap | Real CoE | Steady State Value | Growth Premium | 2023 Start <br> Fair Value (\$bn) | 2021E <br> Dividend Yield | 2023 End <br> Fair Value <br> (\$bn) | PE on Normal 2023E EPS | 2023 end <br> Upside <br> \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| CONSUMER DISCRETIONARY | 3,500 | 24.0 | 146.0 | 102\% | 149.3 | -8\% | 137 | 12\% | 5.50\% | 2,498 | 12\% | 2,786 | 1.1\% | 2,992 | 20.0 | 15\% |
| Auto Components | 38,896 | 17.7 | 2,200 | 105\% | 2,310 | -8\% | 2,125 | 11\% | 5.75\% | 36,960 | 5\% | 38,808 | 0.4\% | 42,043 | 18.2 | 8\% |
| Automobiles | 447,646 | 17.2 | 26,000 | 95\% | 24,700 | -12\% | 21,736 | 19\% | 6.50\% | 334,400 | 30\% | 434,720 | 0.6\% | 473,207 | 19.2 | 6\% |
| Distributors | 53,386 | 17.8 | 3,000 | 100\% | 3,000 | -8\% | 2,760 | 13\% | 5.75\% | 48,000 | -5\% | 45,600 | 1.8\% | 48,777 | 16.3 | 9\% |
| Hotels Restaurants \& Leisure | 606,732 | 36.8 | 16,500 | 135\% | 22,275 | -7\% | 20,716 | 27\% | 5.00\% | 414,315 | 20\% | 497,178 | 1.5\% | 529,658 | 23.8 | 13\% |
| Household Durables | 124,445 | 8.6 | 14,500 | 90\% | 13,050 | -15\% | 11,093 | 14\% | 6.75\% | 164,333 | -15\% | 139,683 | 1.6\% | 151,029 | 11.6 | 21\% |
| Internet \& Direct Marketing Retail | 1,021,479 | 38.5 | 26,500 | 100\% | 26,500 | -8\% | 24,380 | 1\% | 5.50\% | 443,273 | 60\% | 709,236 | 0.0\% | 769,186 | 29.0 | 25\% |
| Leisure Products | 8,200 | 11.7 | 700 | 100\% | 700 | -8\% | 644 | 27\% | 5.75\% | 11,200 | -20\% | 8,960 | 4.4\% | 9,347 | 13.4 | 14\% |
| Multiline Retail | 168,978 | 19.9 | 8,500 | 100\% | 8,500 | -8\% | 7,820 | 12\% | 5.25\% | 148,952 | 0\% | 148,952 | 1.5\% | 159,035 | 18.7 | 6\% |
| Specialty Retail | 837,295 | 20.2 | 41,500 | 100\% | 41,500 | -7\% | 38,595 | 13\% | 5.25\% | 735,143 | 0\% | 735,143 | 1.7\% | 783,525 | 18.9 | -6\% |
| Textiles Apparel \& Luxury Goods | 192,677 | 29.2 | 6,600 | 103\% | 6,798 | -7\% | 6,322 | 1\% | 5.25\% | 120,422 | 10\% | 132,464 | 1.5\% | 141,451 | 20.8 | 27\% |
| CONSUMER STAPLES | 2,287 | 21.4 | 107.0 | 100\% | 107.0 | -8\% | 98 | 13\% | 4.75\% | 2,072 | 0\% | 2,072 | 2.6\% | 2,179 | 20.4 | -5\% |
| Beverages | 592,526 | 24.7 | 24,000 | 100\% | 24,000 | -7\% | 22,320 | 13\% | 4.75\% | 469,895 | 15\% | 540,379 | 2.5\% | 568,738 | 23.7 | -4\% |
| Food \& Staples Retailing | 516,769 | 22.0 | 23,500 | 100\% | 23,500 | -6\% | 22,090 | 8\% | 4.75\% | 465,053 | 0\% | 465,053 | 1.5\% | 494,038 | 21.0 | -4\% |
| Food Products | 375,744 | 17.9 | 21,000 | 100\% | 21,000 | -9\% | 19,110 | 24\% | 4.75\% | 402,316 | -5\% | 382,200 | 2.5\% | 402,084 | 19.1 | 7\% |
| Household Products | 497,685 | 24.9 | 20,000 | 100\% | 20,000 | -8\% | 18,400 | 9\% | 4.75\% | 387,368 | 10\% | 426,105 | 2.6\% | 448,254 | 22.4 | 10\% |
| Personal Products | 63,129 | 42.1 | 1,500 | 100\% | 1,500 | -8\% | 1,380 | 2\% | 4.75\% | 29,053 | 20\% | 34,863 | 1.0\% | 37,227 | 24.8 | 41\% |
| Tobacco | 241,573 | 14.2 | 17,000 | 100\% | 17,000 | -9\% | 15,470 | 20\% | 4.75\% | 325,684 | -25\% | 244,263 | 6.1\% | 248,385 | 14.6 | 3\% |
| Energy | 1,748 | 10.1 | 172.5 | 86\% | 147.8 | -12\% | 130 | 16\% | 6.00\% | 2,167 | -20\% | 1,734 | 2.8\% | 1,842 | 12.5 | 5\% |
| Energy Equipment \& Services | 142,224 | 19.0 | 7,500 | 100\% | 7,500 | -8\% | 6,900 | 20\% | 5.75\% | 120,000 | 5\% | 126,000 | 1.8\% | 134,705 | 18.0 | -5\% |
| Oil Gas \& Consumable Fuels | 1,605,340 | 9.7 | 165,000 | 85\% | 140,250 | -12\% | 123,420 | 16\% | 6.00\% | 2,057,000 | -20\% | 1,645,600 | 3.4\% | 1,738,095 | 12.4 | 8\% |
| FINANCIALS | 3,933 | 13.4 | 292.5 | 101\% | 295.0 | -10\% | 266 | 0\% | 6.25\% | 4,248 | -10\% | 3,824 | 2.2\% | 4,095 | 13.9 | 4\% |
| Capital Markets | 1,034,826 | 17.5 | 59,000 | 95\% | 56,050 | -10\% | 50,445 | 2\% | 6.25\% | 807,120 | -5\% | 766,764 | 2.1\% | 821,287 | 14.7 | 21\% |
| Banks | 1,311,927 | 10.1 | 130,000 | 105\% | 136,500 | -10\% | 122,850 | N/A | 6.75\% | 1,820,000 | -10\% | 1,638,000 | 3.1\% | 1,747,558 | 12.8 | 33\% |
| Consumer Finance | 194,813 | 9.5 | 20,500 | 95\% | 19,475 | -15\% | 16,554 | N/A | 7.00\% | 236,482 | -20\% | 189,186 | 1.7\% | 204,931 | 10.5 | 5\% |
| Diversified Financial Services | 575,801 | 21.7 | 26,500 | 100\% | 26,500 | -7\% | 24,645 | 3\% | 5.50\% | 448,091 | 0\% | 448,091 | 0.0\% | 486,179 | 18.3 | 16\% |
| Insurance | 816,053 | 14.4 | 56,500 | 100\% | 56,500 | -8\% | 51,980 | N/A | 5.75\% | 904,000 | -5\% | 858,800 | 1.7\% | 919,725 | 16.3 | 13\% |
| Health Care | 5,062 | 16.1 | 315.0 | 95\% | 300.7 | -10\% | 271 | 9\% | 5.25\% | 5,155 | 0\% | 5,155 | 1.6\% | 5,497 | 18.3 | 9\% |
| Biotechnology | 801,539 | 13.1 | 61,000 | 95\% | 57,950 | -10\% | 52,155 | 14\% | 5.25\% | 993,429 | -15\% | 844,414 | 2.3\% | 894,394 | 15.4 | 12\% |
| Health Care Equipment \& Supplies | 1,120,830 | 23.6 | 47,500 | 98\% | 46,550 | -9\% | 42,361 | 9\% | 5.25\% | 806,867 | 20\% | 968,240 | 1.0\% | 1,038,314 | 22.3 | 7\% |
| Health Care Providers \& Services | 1,162,308 | 15.8 | 73,500 | 95\% | 69,825 | -9\% | 63,541 | 8\% | 5.25\% | 1,210,300 | 0\% | 1,210,300 | 1.3\% | 1,294,947 | 18.5 | 11\% |
| Life Sciences Tools \& Services | 452,089 | 26.3 | 17,200 | 95\% | 16,340 | -9\% | 14,869 | 10\% | 5.25\% | 283,227 | 20\% | 339,872 | 0.2\% | 367,320 | 22.5 | -19\% |
| Pharmaceuticals | 1,525,107 | 13.3 | 114,600 | 95\% | 108,870 | -10\% | 97,983 | 8\% | 5.25\% | 1,866,343 | -10\% | 1,679,709 | 2.5\% | 1,775,896 | 16.3 | 16\% |

Source: IBES, DWS Investment GmbH as of $1 / 20 / 2023$. Past performance may not be indicative of future results.
The estimated 2023 year end upside is on absolute valuation basis of each sector, not on relative sector valuation basis
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DWS Investment GmbH View: S\&P 500 fair value by industry (2 of 2)

|  | Market Value (\$bn) | $\begin{aligned} & \text { Current } \\ & 2023 \\ & \text { PE } \end{aligned}$ | 2023E <br> Earnings <br> (\$bn) | Normal Ratio | Normal <br> 2023E <br> Earnings | Accounting Quality Adjustment | Fully Adjusted Earnings | Net Debt / <br> Market Cap | Real CoE | Steady State Value | Growth Premium | 2023 Start <br> Fair Value <br> (\$bn) | 2021E <br> Dividend Yield | 2023 End <br> Fair Value (\$bn) | PE on Normal 2023E EPS | 2023 end Upside \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| INDUSTRIALS | 2,912 | 20.1 | 145.0 | 100\% | 145.5 | -8\% | 134 | 18\% | 5.50\% | 2,434 | 0\% | 2,434 | 1.7\% | 2,598 | 17.9 | 11\% |
| Aerospace \& Defense | 618,150 | 23.8 | 26,000 | 102\% | 26,520 | -8\% | 24,398 | 22\% | 5.25\% | 464,731 | 10\% | 511,205 | 1.5\% | 545,645 | 20.6 | -12\% |
| Air Freight \& Logistics | 208,912 | 14.7 | 14,200 | 100\% | 14,200 | -10\% | 12,780 | 8\% | 6.00\% | 213,000 | -10\% | 191,700 | 2.9\% | 203,382 | 14.3 | -3\% |
| Airlines | 77,807 | 11.4 | 6,800 | 115\% | 7,820 | -15\% | 6,647 | 69\% | 8.00\% | 83,088 | 0\% | 83,088 | 0.5\% | 91,771 | 11.7 | 18\% |
| Building Products | 164,167 | 20.5 | 8,000 | 100\% | 8,000 | -8\% | 7,360 | 15\% | 5.75\% | 128,000 | 0\% | 128,000 | 1.8\% | 136,956 | 17.1 | 7\% |
| Commercial Services \& Supplies | 137,803 | 25.1 | 5,500 | 100\% | 5,500 | -8\% | 5,060 | 12\% | 5.00\% | 101,200 | 0\% | 101,200 | 1.4\% | 107,900 | 19.6 | 22\% |
| Construction \& Engineering | 36,168 | 18.1 | 2,000 | 100\% | 2,000 | -8\% | 1,840 | 18\% | 5.50\% | 33,455 | 0\% | 33,455 | 0.5\% | 36,147 | 18.1 | 0\% |
| Electrical Equipment | 185,804 | 19.6 | 9,500 | 102\% | 9,690 | -8\% | 8,915 | 11\% | 5.25\% | 169,806 | 5\% | 178,296 | 1.8\% | 189,870 | 19.6 | 2\% |
| Industrial Conglomerates | 340,914 | 19.9 | 17,100 | 102\% | 17,442 | -8\% | 16,047 | 11\% | 5.25\% | 305,650 | 0\% | 305,650 | 2.0\% | 324,846 | 18.6 | -5\% |
| Machinery | 633,933 | 20.1 | 31,500 | 97\% | 30,555 | -8\% | 28,111 | 21\% | 5.50\% | 511,102 | 0\% | 511,102 | 1.6\% | 546,520 | 17.9 | \% |
| Professional Services | 106,563 | 29.6 | 3,600 | 100\% | 3,600 | -8\% | 3,312 | 19\% | 5.25\% | 63,086 | 0\% | 63,086 | 0.5\% | 67,950 | 18.9 | 36\% |
| Road \& Rail | 319,368 | 19.4 | 16,500 | 97\% | 16,005 | -8\% | 14,725 | 18\% | 5.25\% | 280,469 | 0\% | 280,469 | 1.7\% | 298,761 | 18.7 | \% |
| Trading Companies \& Distributors | 82,086 | 19.1 | 4,300 | 97\% | 4,171 | -10\% | 3,754 | 14\% | 5.50\% | 68,253 | 0\% | 68,253 | 1.4\% | 73,126 | 17.5 | 11\% |
| INFORMATION TECHNOLOGY | 8,816 | 21.5 | 410.0 | 100\% | 410.0 | -5\% | 390 | 2\% | 5.50\% | 7,082 | 10\% | 7,790 | 1.1\% | 8,365 | 20.4 | -5\% |
| Communications Equipment | 285,058 | 15.4 | 18,500 | 100\% | 18,500 | -7\% | 17,205 | -3\% | 5.75\% | 299,217 | -10\% | 269,296 | 2.5\% | 286,102 | 15.5 | 0\% |
| Technology Hardware Storage \& Periphe | 2,251,906 | 20.7 | 109,000 | 100\% | 109,000 | -5\% | 103,550 | 3\% | 5.50\% | 1,882,727 | 5\% | 1,976,864 | 0.7\% | 2,130,444 | 19.5 | 5\% |
| Electronic Equipment Instruments \& Com | 205,972 | 19.6 | 10,500 | 100\% | 10,500 | -7\% | 9,765 | 11\% | 5.75\% | 169,826 | 5\% | 178,317 | 1.1\% | 191,880 | 18.3 | 7\% |
| IT Services | 1,578,091 | 22.1 | 71,500 | 100\% | 71,500 | -5\% | 67,925 | 7\% | 5.50\% | 1,235,000 | 15\% | 1,420,250 | 1.2\% | 1,523,483 | 21.3 | -3\% |
| Semiconductors \& Semiconductor Equipr | 1,772,804 | 19.7 | 90,000 | 100\% | 90,000 | -8\% | 82,800 | 2\% | 6.00\% | 1,380,000 | 0\% | 1,380,000 | 1.6\% | 1,481,939 | 16.5 | 6\% |
| Software | 2,722,236 | 24.6 | 110,500 | 100\% | 110,500 | -5\% | 104,975 | 0\% | 5.00\% | 2,099,500 | 20\% | 2,519,400 | 0.9\% | 2,699,290 | 24.4 | -1\% |
| MATERIALS | 953 | 17.3 | 55.2 | 99\% | 54.5 | -10\% | 49 | 17\% | 5.75\% | 853 | 0\% | 853 | 1.7\% | 912 | 16.7 | -4\% |
| Chemicals | 653,907 | 17.2 | 38,000 | 100\% | 38,000 | -10\% | 34,200 | 15\% | 5.75\% | 594,783 | 0\% | 594,783 | 1.9\% | 635,616 | 16.7 | -3\% |
| Construction Materials | 45,473 | 26.7 | 1,700 | 95\% | 1,615 | -10\% | 1,454 | 19\% | 5.75\% | 25,278 | 0\% | 25,278 | 0.8\% | 27,280 | 16.9 | 40\% |
| Containers \& Packaging | 98,851 | 13.2 | 7,500 | 100\% | 7,500 | -10\% | 6,750 | 36\% | 5.75\% | 117,391 | -15\% | 99,783 | 2.8\% | 105,722 | 14.1 | 7\% |
| Metals \& Mining | 154,823 | 19.4 | 8,000 | 92\% | 7,360 | -10\% | 6,624 | 5\% | 6.00\% | 110,400 | -10\% | 99,360 | 2.0\% | 106,288 | 14.4 | 31\% |
| REAL ESTATE | 876 | 17.9 | 49.0 | 97\% | 47.6 | -8\% | 44 | 29\% | 5.00\% | 876 | 0\% | 876 | 3.5\% | 915 | 19.2 | $4 \%$ |
| Equity Real Estate Investment Trusts (RE | 847,628 | 18.0 | 47,000 | 97\% | 45,590 | -8\% | 41,943 | 30\% | 5.00\% | 838,856 | 0\% | 838,856 | 3.5\% | 876,659 | 19.2 | 3\% |
| Real Estate Management \& Development | 28,320 | 14.2 | 2,000 | 100\% | 2,000 | -8\% | 1,840 | 4\% | 5.50\% | 33,455 | 0\% | 33,455 | 0.0\% | 36,298 | 18.1 | 28\% |
| COMMUNICATION SERVICES | 2,631 | 15.5 | 170.0 | 92\% | 157.0 | -8\% | 144 | 15\% | 5.50\% | 2,625 | 0\% | 2,625 | 1.1\% | 2,820 | 18.0 | \% |
| Diversified Telecommunication Services | 300,025 | 7.9 | 38,000 | 95\% | 36,100 | -15\% | 30,685 | 105\% | 5.50\% | 557,909 | -30\% | 390,536 | 6.6\% | 397,928 | 11.0 | 33\% |
| Entertainment | 473,214 | 26.3 | 18,000 | 100\% | 18,000 | -5\% | 17,100 | 9\% | 5.50\% | 310,909 | 25\% | 388,636 | 0.2\% | 421,047 | 23.4 | 11\% |
| Interactive Media \& Services | 1,477,961 | 16.9 | 87,500 | 90\% | 78,750 | -5\% | 74,813 | -8\% | 5.50\% | 1,360,227 | 5\% | 1,428,239 | 0.0\% | 1,549,639 | 19.7 | 5\% |
| Media | 293,120 | 12.2 | 24,000 | 90\% | 21,600 | -12\% | 19,008 | 60\% | 6.25\% | 304,128 | -25\% | 228,096 | 2.2\% | 244,239 | 11.3 | 17\% |
| Wireless Telecommunication Services | 86,965 | 34.8 | 2,500 | 100\% | 2,500 | -5\% | 2,375 | 42\% | 5.25\% | 45,238 | 10\% | 49,762 | 0.0\% | 53,867 | 21.5 | 38\% |
| UTILITIES | 966 | 18.6 | 52.0 | 101\% | 52.6 | -8\% | 48 | 60\% | 5.00\% | 969 | 0\% | 969 | 3.2\% | 1,015 | 19.3 | 5\% |
| Electric Utilities | 614,825 | 19.2 | 32,000 | 102\% | 32,640 | -8\% | 30,029 | 60\% | 5.00\% | 600,576 | 5\% | 630,605 | 3.2\% | 661,162 | 20.3 | 8\% |
| Gas Utilities | 14,720 | 19.6 | 750 | 100\% | 750 | -8\% | 690 | 46\% | 5.00\% | 13,800 | 0\% | 13,800 | 2.8\% | 14,516 | 19.4 | -1\% |
| Independent Power and Renewable Elect | 1 25,045 | 8.6 | 2,900 | 100\% | 2,900 | -15\% | 2,465 | 113\% | 7.00\% | 35,214 | 0\% | 35,214 | 3.2\% | 37,613 | 13.0 | 50\% |
| Multi-Utilities | 283,408 | 18.3 | 15,500 | 100\% | 15,500 | -8\% | 14,260 | 59\% | 5.00\% | 285,200 | 0\% | 285,200 | 3.4\% | 298,340 | 19.2 | 5\% |
| Water Utilities | 27,548 | 32.4 | 850 | 100\% | 850 | -5\% | 808 | 38\% | 3.75\% | 21,533 | 0\% | 21,533 | 1.7\% | 22,615 | 26.6 | 18\% |

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## S\&P 500 Intrinsic Valuation Model



| Normal EPS / (real CoE-value added EPS growth) | 3673 | DPS discount model using true DPS (all payout) |
| :--- | :--- | :--- |

3673 Value added growth premium in fair value est. $0 \%$ |
Normal 2023E economic profit per share
$\$ 147.00$

## S\&P 500 EPS discount model 5 steps to value:

1) Estimate normalized S\&P 500 EPS
2) Adjust normalized EPS for pro forma accounting quality
3) Estimate a fair long-term real return on S\&P 500 ownership (CoE)
4) Capitalize normalized and accounting quality adj. EPS at real CoE
5) Consider long-term potential for value added growth opportunities

| Normal 2023E S\&P 500 EPS |  |  |  |  |  |  |  |  |  |  |  |  |
| :--- | :--- | :--- | :--- | ---: | :--- | ---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  | $\mathbf{\$ 2 1 0}$ | $\mathbf{\$ 2 1 5}$ | $\mathbf{\$ 2 2 0}$ | $\mathbf{\$ 2 2 5}$ | $\mathbf{\$ 2 3 0}$ |
|  | $\mathbf{5 . 0 0 \%}$ | 4427 | 4567 | 4709 | 4852 | 4997 |  |  |  |  |  |  |
| Real | $\mathbf{5 . 2 5 \%}$ | 4041 | 4158 | 4275 | 4393 | 4511 |  |  |  |  |  |  |
| cost of | $\mathbf{5 . 5 0 \%}$ | 3718 | 3816 | $\mathbf{3 9 1 5}$ | 4014 | 4112 |  |  |  |  |  |  |
| equity | $\mathbf{5 . 7 5 \%}$ | 3443 | 3527 | 3611 | 3695 | 3778 |  |  |  |  |  |  |
|  | $\mathbf{6 . 0 0 \%}$ | 3206 | 3279 | 3352 | 3424 | 3495 |  |  |  |  |  |  |

[^7]Optimistic 2023 end 10yr yield outlook: 2.5\% inflation expectation + 1\% overnight real rate $+0.75 \%$ inflation risk premium $-0.5 \%$ risk asset hedge $=3.75 \%$ Pessimistic 2023 end 10 yr yield outlook: $2.5 \%$ inflation expectation $+1 \%$ overnight real rate $+1.5 \%$ inflation risk premium $-0 \%$ risk asset hedge $=5.00 \%$

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[^0]:    Source: Factset, DWS Investment GmbH as of 3Q2022. Past performance may not be indicative of future results.

[^1]:    Source: Factset, DWS Investment GmbH as of $1 / 20 / 2023$. Past performance may not be indicative of future results.

[^2]:    Source: Factset, DWS Investment GmbH as of 1/20/2023. Past performance may not be indicative of future results.

[^3]:    Source: Factset, DWS Investment GmbH as of $1 / 20 / 2022$. Past performance may not be indicative of future results.

[^4]:    Source: Factset, DWS Investment GmbH as of $1 / 20 / 2023$. Past performance may not be indicative of future results.

[^5]:     data was compiled 9/30/2022.
    Source: Factset, DWS Investment GmbH as of 1/20/2023. Past performance may not be indicative of future results.

[^6]:    

[^7]:    Source: DWS Investment Management GmbH

