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TALKING POINTS

A Recap of July 2012

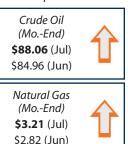
The Economy

While the U.S. created 163,000 new jobs in July, the unemployment rate actually ticked up from 8.2% to 8.3%. Nonfarm payrolls were up in each of the past 22 months. A total of 3.36 million jobs were created over that span. The monthly average was 152,727, with the best showing coming in 1/12 (275,000). Prior to July, only 8 out of the 21 months registered nonfarm payroll numbers in excess of 163,000. We believe that taxes and job growth will continue to be two of the "hottest topics" between now and election day on November 6. The Republican National Convention is scheduled for August 27-30, while the Democrat's will meet September 3-6. It will be interesting to see which candidate delivers the most persuasive acceptance speech.

















from 108 (82%) last month, according to S&P. Telecommunication Services was the top performing

sector, up 6.5%. In July, the dividend-payers (401) in the S&P 500 (equal weight) posted a total return

of 0.59%, vs. -0.91% for the non-payers (99), according to Standard & Poor's. Year-to-date, the payers

were up 7.79%, vs. a gain of 6.90% for the non-payers. For the 12-month period ended July, payers

were up 5.07%, vs. a loss of 4.06% for the non-payers. The number of dividend increases y-t-d

totaled 221, up from 209 a year ago. Five dividends were cut, up from two a year ago. Investors

considering investing in equities, but still concerned about risk, should consider large-caps, in our opinion. Mid-Cap stocks (S&P 400) outperformed both large-caps (S&P 500) and small-caps (Russell

2000) for the 3-, 5-, 10-, 15- and 20-year periods ended 6/30/12. Small-Cap stocks (Russell 2000) also

outperformed large-caps (S&P 500) for the 3-, 5-, 10-, 15- and 20-year periods ended 6/30/12. Large-

Cap stocks, however, have outperformed both mid-caps and small-caps in July as well as over the

past year (see chart). Large-Cap stocks are generally considered to be less risky than mid- and small-

caps, and it appears as though large-caps may have assumed the leadership role in the market.





The Stock Market
Sixty-eight out of the 132 subsectors (52%) that comprise the S&P 500 posted a gain in July, down

Indices (Source: Bloomberg) <u>Jul 12-mo.</u> S&P 500 1.4% 9.1% DJIA 1.2% 10.1% NASDAQ 100 1.1% 13.1% S&P 400 0.0% 1.2% Russell 2000 -1.4% 0.2% 7.3% Russell 3000 1.0% MSCI World (ex U.S.) (USD) 1.3% -11.6% MSCI Emerging Markets (USD) 2.0% -13.9% **Growth/Value** (Source: Bloomberg) Jul 12-mo. S&P 500 Growth 1.8% 10.4% S&P 500 Value 0.9% 7.7% S&P 400 Growth 0.1% -0.4% S&P 400 Value -0.2% 3.2% Russell 2000 Growth -1.7% -0.5% Russell 2000 Value -1.0% 0.9%





CBOE Total Equity Options (# of contracts in millions) Jul: 39.6 (+9.1%) Jun: 36.3 (-15.8%) Record 7/08: 67.2 million



Short Interest (NYSE) Jul 13: 14.0B (-4.8%) Jun 15: 14.7B (+8.9%) Record 7/08: 18.61 billion shares



VIX Volatility Index (S&P 500) **18.93** (7/31) 17.08 (6/29) Record 11/20/08: 80.86



The Bond Market

Index (Source: Barclays)	<u>Jul</u>	<u>12-mo.</u>	<u>Yield</u>	The yield on the benchmark 10-Year T-Note declined by 18 bps. to 1.47% in July. The high for the
U.S. Treasury: Intermediate	0.61%	4.56%	0.52%	year was 2.38% on 3/19, while the all-time low was set at approximately 1.39% on 7/24. Investors
GNMA 30 Year	0.93%	5.82%	2.06%	continue to pour billions of dollars into bond funds on a monthly basis (see bottom of page).
Municipal Bond (22+)	2.31%	16.77%	3.48%	The sovereign debt crisis has yet to be remedied in Europe and growth has slowed here at
U.S. Aggregate	1.38%	7.25%	1.72%	home, as evidenced by the decline in the U.S.'s GDP growth rate from 2.0% (annualized) in Q1'12
Intermediate Corporate	1.84%	6.67%	2.35%	to 1.5% (annualized) in Q2'12. Last month's announcement by the Fed that it was extending
U.S. Corporate High Yield	1.90%	8.06%	6.89%	Operation Twist through the end of 2012 signaled investors that risks remain elevated. Some
Global Aggregate	1.16%	1.81%	1.82%	·
Global Emerging Markets	3.38%	8.53%	4.93%	softening at the moment, does not warrant such a bold move at this time, in our opinion.

Key Rates as of July 31 0-0.25% Fed Funds 2-Yr.T-Note 0.21% 10-Yr. T-Bond 1.47% 30-Yr. Mortgage 3.61% Bond Buyer 40 4.25% (Source: Bloomberg)

Key Yield Spread The spread between the Merrill Lynch High Yield Master II Index and the 10-Yr. T-Note was 606 basis points on 7/31/12, down from 610 on 6/29/12. It was 475 on 7/29/11. (Source: Bloomberg)

2012 Debt Issuance Through June (Source: Thomson Reuters)									
Debt Category Treasury Corporate Convertible Asset-Backed Municipal	\$ Amount \$1.14 Trillion \$643.0 Billion \$9.6 Billion \$100.4 Billion \$191.7 Billion	% change over '11 +2.8% +0.6% -36.1% +48.6% +69.1%							

Equity funds reported net cash outflows totaling \$6.3 billion in 6/12, vs. \$9.8 billion of outflows in 5/12, according to the Investment Company Institute. Bond funds reported net inflows totaling \$16.2 billion, vs. \$19.0 billion of net inflows in 5/12. Money Market fund net outflows totaled \$46.4 billion, vs. \$2.0 billion of net outflows in 5/12. Y-T-D through June, equity funds reported net outflows totaling \$30.2 billion, vs. \$152.8 billion of net inflows for bond funds (municipals had net inflows totaling \$27.9B) and \$178.4 billion of net outflows for MMFs.



High/Low Snapshot

Data as of 7/31/12

Index	10-Yr. High Value	Date	10-Yr. Low Value	Date	Month-End Value	% Off High Value	YTD Return (USD)	Month-End Yield
S&P 500	1565.15	10/09/07	676.53	03/09/09	1379.32	-11.87%	11.01%	2.07%
S&P 500 Growth	763.67	04/02/12	363.99	03/09/09	751.02	-1.66%	11.97%	1.79%
S&P 500 Value	836.19	07/13/07	307.16	03/09/09	620.90	-25.75%	9.86%	2.42%
S&P 400	1015.26	04/29/11	372.88	10/09/02	940.48	-7.37%	7.85%	1.69%
S&P 400 Growth	465.69	07/07/11	162.27	10/09/02	428.07	-8.08%	7.88%	1.15%
S&P 400 Value	361.18	06/04/07	135.55	10/09/02	324.74	-10.09%	8.18%	2.25%
S&P 100	729.79	10/09/07	322.13	03/09/09	635.74	-12.89%	12.84%	2.16%
DJIA	14164.53	10/09/07	6547.05	03/09/09	13008.68	-8.16%	8.06%	2.59%
NASDAQ 100	2784.42	04/02/12	804.64	10/07/02	2642.53	-5.10%	16.66%	1.04%
Russell 2000	865.29	04/29/11	327.04	10/09/02	786.94	-9.05%	7.03%	1.61%
Russell 2000 Growth	497.75	04/29/11	169.69	10/09/02	452.52	-9.09%	6.92%	0.89%
Russell 2000 Value	1276.63	06/04/07	469.32	03/09/09	1037.42	-18.74%	7.13%	2.32%
Russell 3000	907.58	10/09/07	389.61	03/09/09	810.65	-10.68%	10.40%	2.02%
MSCI World x U.S. (USD)	5379.90	10/31/07	1636.59	03/12/03	3795.86	-29.44%	3.70%	N/A
MSCI Emerging Markets (USD)	473.35	10/29/07	79.55	10/10/02	377.75	-20.20%	5.96%	N/A
Bovespa/Brazil (USD)	44638.24	05/19/08	2160.80	10/16/02	27372.43	-38.68%	-9.56%	4.64%
RTS/Russia (USD)	2487.92	05/19/08	313.99	08/06/02	1377.35	-44.64%	3.71%	3.70%
Bombay SE 500/India (USD)	226.04	01/07/08	21.10	10/28/02	116.56	-48.43%	8.33%	1.61%
Shanghai Composite/China (USD)	810.24	10/16/07	122.21	07/11/05	330.67	-59.19%	-3.27%	2.65%
KOSPI/South Korea (USD)	2.29	10/31/07	0.41	03/17/03	1.66	-27.38%	5.03%	1.29%
Hang Seng (USD)	4082.25	10/30/07	1078.13	04/25/03	2552.94	-37.46%	10.43%	3.67%
MSCI Euro (USD)	1988.53	10/31/07	598.84	03/12/03	907.28	-54.37%	1.08%	4.20%
S&P Consumer Discretionary	364.84	05/02/12	125.72	03/09/09	344.64	-5.54%	12.61%	1.60%
S&P Consumer Staples	369.64	07/30/12	182.72	03/10/03	368.30	-0.36%	11.63%	2.77%
S&P Energy	668.81	05/20/08	168.29	01/27/03	523.70	-21.70%	1.72%	2.07%
S&P Utilities	223.91	12/10/07	77.27	10/09/02	192.51	-14.02%	7.48%	3.81%
S&P Financials	509.55	02/20/07	81.74	03/06/09	197.44	-61.25%	13.92%	1.89%
S&P Banks	414.38	02/20/07	49.02	03/05/09	156.07	-62.34%	21.21%	2.05%
FTSE NAREIT Equity REITs	676.54	02/07/07	163.57	03/06/09	512.86	-24.19%	17.40%	3.21%
S&P Health Care	449.99	07/27/12	252.84	03/05/09	444.87	-1.14%	12.15%	2.14%
S&P Pharmaceuticals	373.66	07/27/12	214.50	03/03/09	371.17	-0.67%	12.14%	3.19%
NYSE Arca Biotechnology	1529.65	07/18/12	307.08	10/09/02	1456.09	-4.81%	33.48%	0.09%
S&P Information Technology	502.11	04/02/12	172.88	10/09/02	466.41	-7.11%	14.47%	1.09%
Philadelphia Semiconductor	560.65	01/12/04	171.32	11/20/08	383.72	-31.56%	6.27%	1.57%
S&P Telecom Services	181.06	05/31/07	79.00	09/30/02	155.20	-14.28%	24.13%	4.52%
S&P Industrials	381.16	10/09/07	132.83	03/09/09	311.15	-18.37%	7.80%	2.41%
S&P Materials	285.91	05/16/08	102.55	10/09/02	219.97	-23.06%	5.26%	2.32%
Philadelphia Gold & Silver	228.95	04/08/11	59.17	08/05/02	150.90	-34.09%	-15.53%	1.58%
Reuters/Jefferies CRB	473.52	07/02/08	200.34	03/02/09	299.51	-36.75%	-1.90%	N/A
Merrill Lynch Perpetual Preferred	197.85	05/08/07	51.79	03/09/09	182.32	-7.85%	14.37%	6.55%
Merrill Lynch High Yield Master II	297.31	07/31/12	106.67	10/10/02	297.31	0.00%	9.10%	7.53%