

TALKING POINTS

Data through November 2021

| Open-End Net Fund Flows (\$) | 10/21 | 9/21 | YTD (Oct) | | | | | | |
|--------------------------------|------------|----------|-----------|--|--|--|--|--|--|
| Equity | -20.63B | -37.08B | -330.72B | | | | | | |
| Taxable Bond | 12.02B | 22.82B | 303.76B | | | | | | |
| Municipal Bond | 1.79B | 5.69B | 76.48B | | | | | | |
| Hybrid | -1.82B | -0.70B | -4.08B | | | | | | |
| Taxable Money Market | 12.12B | 8.16B | 238.27B | | | | | | |
| | 11 100 101 | | | | | | | | |
| Key Interest Rates | 11/30/21 | 12/31/20 | 11/30/20 | | | | | | |
| Federal Funds Target Rate | 0.25% | 0.25% | 0.25% | | | | | | |
| ICE LIBOR (3-Month) | 0.17% | 0.24% | 0.23% | | | | | | |
| 2-Year T-Note | 0.57% | 0.12% | 0.15% | | | | | | |
| 10-Year T-Note | 1.45% | 0.92% | 0.84% | | | | | | |
| Bond Buyer 40 | 3.45% | 3.46% | 3.51% | | | | | | |
| | | | | | | | | | |
| Commodities/U.S. Dollar | 11/21 | YTD | 12 Mo. | | | | | | |
| U.S. Dollar Index (DXY) | 1.99% | 6.73% | 4.48% | | | | | | |
| Refinitiv/CC CRB Excess Ret. | -7.79% | 30.63% | 36.94% | | | | | | |
| Crude Oil/WTI (per Barrel) | -20.81% | 36.40% | 45.96% | | | | | | |
| Natural Gas (per million BTUs) | -15.84% | 79.92% | 58.68% | | | | | | |
| Gold Bullion (Ounce) | -0.58% | -6.41% | -0.12% | | | | | | |
| Total Peturn Performance | | | | | | | | | |

| Total Return Performance | | | | | | | | |
|--|---|--|--|--|--|--|--|--|
| U.S. Stock Indices | 11/21 | YTD | 12 Mo. | | | | | |
| S&P 500 | -0.70% | 23.17% | 27.90% | | | | | |
| DJIA | -3.50% | 14.61% | 18.52% | | | | | |
| NASDAQ 100 | 1.88% | 26.01% | 32.44% | | | | | |
| S&P MidCap 400 | -2.95% | 18.71% | 26.45% | | | | | |
| Russell 2000 | -4.19% | 12.28% | 21.99% | | | | | |
| Russell 3000 | -1.52% | 20.88% | 26.32% | | | | | |
| U.S. Styles/Market Caps | 11/21 | YTD | 12 Mo. | | | | | |
| S&P 500 Growth | 1.42% | 28.81% | 34.06% | | | | | |
| S&P 500 Value | -3.26% | 16.66% | 20.73% | | | | | |
| S&P MidCap 400 Growth | -3.57% | 14.20% | 21.50% | | | | | |
| S&P MidCap 400 Value | -2.40% | 23.33% | 31.52% | | | | | |
| Russell 2000 Growth | -4.90% | 2.36% | 11.93% | | | | | |
| Russell 2000 Value | -3.44% | 23.19% | 32.95% | | | | | |
| | | | | | | | | |
| Foreign Stock Indices (USD) | 11/21 | YTD | 12 Mo. | | | | | |
| MSCI World NET (Ex-U.S.) | 11/21 -4.68% | YTD 7.18% | 12 Mo. 12.05% | | | | | |
| MSCI World NET (Ex-U.S.) MSCI Emerging Markets NET | | | | | | | | |
| MSCI World NET (Ex-U.S.) MSCI Emerging Markets NET MSCI Europe NET | -4.68% | 7.18% -4.34% 9.09% | 12.05% | | | | | |
| MSCI World NET (Ex-U.S.) MSCI Emerging Markets NET MSCI Europe NET MSCI BRIC NET | -4.68% -4.08% | 7.18% -4.34% 9.09% -10.37% | 12.05% 2.70% | | | | | |
| MSCI World NET (Ex-U.S.) MSCI Emerging Markets NET MSCI Europe NET MSCI BRIC NET MSCI EM Latin America NET | -4.68% -4.08% -5.16% | 7.18% -4.34% 9.09% -10.37% -13.25% | 12.05% 2.70% 14.23% -5.69% -2.92% | | | | | |
| MSCI World NET (Ex-U.S.) MSCI Emerging Markets NET MSCI Europe NET MSCI BRIC NET | -4.68% -4.08% -5.16% -5.37% | 7.18% -4.34% 9.09% -10.37% | 12.05% 2.70% 14.23% -5.69% | | | | | |
| MSCI World NET (Ex-U.S.) MSCI Emerging Markets NET MSCI Europe NET MSCI BRIC NET MSCI EM Latin America NET | -4.68% -4.08% -5.16% -5.37% -2.98% | 7.18% -4.34% 9.09% -10.37% -13.25% | 12.05% 2.70% 14.23% -5.69% -2.92% | | | | | |
| MSCI World NET (Ex-U.S.) MSCI Emerging Markets NET MSCI Europe NET MSCI BRIC NET MSCI EM Latin America NET Nikkei 225 | -4.68% -4.08% -5.16% -5.37% -2.98% -2.87% | 7.18% -4.34% 9.09% -10.37% -13.25% -6.05% | 12.05% 2.70% 14.23% -5.69% -2.92% -1.35% | | | | | |
| MSCI World NET (Ex-U.S.) MSCI Emerging Markets NET MSCI Europe NET MSCI BRIC NET MSCI EM Latin America NET Nikkei 225 Bloomberg Fixed Income Ind. | -4.68% -4.08% -5.16% -5.37% -2.98% -2.87% | 7.18% -4.34% 9.09% -10.37% -13.25% -6.05% | 12.05% 2.70% 14.23% -5.69% -2.92% -1.35% | | | | | |
| MSCI World NET (Ex-U.S.) MSCI Emerging Markets NET MSCI Europe NET MSCI BRIC NET MSCI EM Latin America NET Nikkei 225 Bloomberg Fixed Income Ind. U.S. Treasury: Intermediate | -4.68% -4.08% -5.16% -5.37% -2.98% -2.87% 11/21 0.26% | 7.18% -4.34% 9.09% -10.37% -13.25% -6.05% YTD -1.46% | 12.05% 2.70% 14.23% -5.69% -2.92% -1.35% 12 Mo. -1.43% | | | | | |
| MSCI World NET (Ex-U.S.) MSCI Emerging Markets NET MSCI Europe NET MSCI BRIC NET MSCI EM Latin America NET Nikkei 225 Bloomberg Fixed Income Ind. U.S. Treasury: Intermediate GNMA 30 Year | -4.68% -4.08% -5.16% -5.37% -2.98% -2.87% 11/21 0.26% -0.04% | 7.18% -4.34% 9.09% -10.37% -13.25% -6.05% YTD -1.46% -1.37% | 12.05% 2.70% 14.23% -5.69% -2.92% -1.35% 12 Mo. -1.43% -1.20% | | | | | |
| MSCI World NET (Ex-U.S.) MSCI Emerging Markets NET MSCI Europe NET MSCI BRIC NET MSCI EM Latin America NET Nikkei 225 Bloomberg Fixed Income Ind. U.S. Treasury: Intermediate GNMA 30 Year Municipal Bond (22+) | -4.68% -4.08% -5.16% -5.37% -2.98% -2.87% 11/21 0.26% -0.04% 1.65% | 7.18% -4.34% 9.09% -10.37% -13.25% -6.05% YTD -1.46% -1.37% 2.95% | 12.05% 2.70% 14.23% -5.69% -2.92% -1.35% 12 Mo. -1.43% -1.20% 3.90% | | | | | |
| MSCI World NET (Ex-U.S.) MSCI Emerging Markets NET MSCI Europe NET MSCI BRIC NET MSCI EM Latin America NET Nikkei 225 Bloomberg Fixed Income Ind. U.S. Treasury: Intermediate GNMA 30 Year Municipal Bond (22+) U.S. Aggregate Intermediate Corporate U.S. Corporate High Yield | -4.68% -4.08% -5.16% -5.37% -2.98% -2.87% 11/21 0.26% -0.04% 1.65% 0.30% | 7.18% -4.34% 9.09% -10.37% -13.25% -6.05% YTD -1.46% -1.37% 2.95% -1.29% | 12.05% 2.70% 14.23% -5.69% -2.92% -1.35% 12 Mo. -1.43% -1.20% 3.90% -1.15% | | | | | |
| MSCI World NET (Ex-U.S.) MSCI Emerging Markets NET MSCI Europe NET MSCI BRIC NET MSCI EM Latin America NET Nikkei 225 Bloomberg Fixed Income Ind. U.S. Treasury: Intermediate GNMA 30 Year Municipal Bond (22+) U.S. Aggregate Intermediate Corporate | -4.68% -4.08% -5.16% -5.37% -2.98% -2.87% 11/21 0.26% -0.04% 1.65% 0.30% -0.15% | 7.18% -4.34% 9.09% -10.37% -13.25% -6.05% YTD -1.46% -1.37% 2.95% -1.29% -1.14% | 12.05% 2.70% 14.23% -5.69% -2.92% -1.35% 12 Mo. -1.43% -1.20% 3.90% -1.15% -0.63% | | | | | |

Sources: Bloomberg and Investment Company Institute

Climate

The focus these days is on inflation and the potential fallout from the new strain of COVID called omicron. Experts acknowledge that it may take a couple of weeks or more to collect and study the data to determine how much of a danger omicron could present to the U.S. and the globe. In his Senate testimony at the end of November, Federal Reserve ("Fed") Chairman Jerome Powell admitted that inflation will not be transitory and that the Fed will be discussing the potential for accelerated tapering of its monthly bond purchases and timing of any 2022 rate hikes.

Stock Market

The S&P 500 Index closed November at 4,567.00, 2.92% below its all-time closing high of 4,704.54 on 11/18/21, according to Bloomberg. The S&P MidCap 400 and S&P SmallCap 600 Indices stood 6.94% and 8.38%, respectively, below their record closing highs as of monthend. The S&P 500 Index ("index") posted a total return of -0.70% in November. Only two of the 11 major sectors that comprise the index were up on a total return basis. The topperformer was Information Technology, up 4.35%, while the worst showing came from Financials, down 5.68%. The S&P 500 Index posted a total return of 23.17% over the first 11 months of 2021. All 11 major sectors were up on a total return basis. The index's top performer was Energy, up 49.78%, while the worst showing came from Utilities, up 7.33%. A Bloomberg survey of 12 equity strategists found that their average 2022 year-end price target for the S&P 500 Index was 4,843 as of 11/19/21, according to its own release. The highest and lowest estimates were 5,300 and 4,400, respectively. Global dividends increased by 22.0% year-over-year to \$403.5 billion in Q3'21, as measured by the Janus Henderson Global Dividend Index, according to its own release. That is an all-time high for a third quarter. The U.S. accounted for \$130.7 billion of that total, also a record high for a third quarter. Globally, 90% of companies either raised their dividend payout or maintained it. Janus Henderson estimates that global dividend payments will total \$1.46 trillion in 2021. It expects dividends to surpass the pre-pandemic peak by year-end. Investors should keep in mind that some pundits are forecasting the potential for a correction (price decline of 10.00% to 19.99% on an equity index from its most recent peak) in the coming months. The S&P 500 Index has experienced a correction or bear market around every 1.87 years since 1950, according to Yardeni Research. The last correction, which actually ended up a bear market (20% or more price decline), occurred in February-March of 2020 during the onset of COVID-19. That was 20 months ago. The fact that the Fed is contemplating a faster than expected tapering of its monthly bond buying program to help mitigate rising inflation by pushing bond yields higher will likely embolden the forecasters.

Bond Market

The yield on the benchmark 10-year Treasury note (T-note) closed trading on 11/30/21 at 1.45%, down 11 basis points (bps) from its 1.56% close on 10/29/21, according to Bloomberg. The 1.45% yield stood 59 bps below its 2.04% average for the 10-year period ended 11/30/21. The table of Bloomberg Fixed Income Index total returns shows that high yield corporate bonds and municipal bonds were the shining stars through the first 11 months of 2021. The foreign bond categories have had to endure a strengthening U.S. dollar throughout most of this year. Year-to-date through November, the U.S. Dollar Index (DXY), which tracks the relative strength of the dollar versus other major currencies, was up 6.73%, according to Bloomberg. The strong U.S. dollar combined with an abundance of low to negative-yielding foreign debt are two big reasons why foreign bond returns are sitting so deep in negative territory, in our opinion. Demand for tax-free income is expected to remain elevated, according to Bloomberg. Municipal debt issuers sold approximately \$425 billion worth of bonds through the first 11 months of 2021, and that total could approach \$450 billion for full-year if the current pace is maintained. The all-time high was \$455 billion in 2020.

Takeaway

Do not be surprised if volatility in the markets rises in the months ahead. With respect to risk-taking in general, one of the barometers we favor is M&A activity. The idea is that if CEOs are willing to assume risk in a given climate, shouldn't investors at least consider it? S&P Global Market Intelligence reported that global mergers and acquisitions (M&A) activity totaled \$1.170 trillion in Q3'21, up 13.7% from Q2'21's total and up 32.0% year-over-year, according to its own release. It marked the fourth consecutive quarter in which activity topped the \$1 trillion level. Year-to-date through September 2021, global M&A activity totaled \$3.284 trillion, up from \$1.787 trillion over the same period a year ago. For now, it is risk-on for CEOs.

Past performance is no guarantee of future results. Historical performance figures for the indices are for illustrative purposes only and not indicative of any actual investment. Indices are unmanaged and an investor cannot invest directly in an index.



High/Low Snapshot

Data as of 11/30/21

| 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 | 4704.54 | 11/18/2021 | 1205.35 | 12/19/2011 | 4567.00 | -2.92% | 23.17% | 1.32% |
| S&P 500 Growth | 3386.70 | 11/19/2021 | 653.46 | 12/19/2011 | 3297.36 | -2.64% | 28.81% | 0.66% |
| S&P 500 Value | 1527.59 | 11/8/2021 | 545.44 | 12/19/2011 | 1449.31 | -5.12% | 16.66% | 2.17% |
| S&P MidCap 400 | 2910.70 | 11/16/2021 | 840.16 | 12/14/2011 | 2708.65 | -6.94% | 18.71% | 1.39% |
| S&P MidCap 400 Growth | 1427.19 | 11/16/2021 | 385.03 | 12/14/2011 | 1332.11 | -6.66% | 14.20% | 0.74% |
| S&P MidCap 400 Value | 908.15 | 11/15/2021 | 288.01 | 12/14/2011 | 841.27 | -7.36% | 23.33% | 1.96% |
| S&P 100 | 2172.14 | 11/18/2021 | 547.54 | 12/19/2011 | 2117.51 | -2.52% | 24.71% | 1.30% |
| DJIA | 36432.22 | 11/8/2021 | 11766.26 | 12/19/2011 | 34483.72 | -5.35% | 14.61% | 1.80% |
| NASDAQ 100 | 16573.34 | 11/19/2021 | 2215.27 | 12/19/2011 | 16135.92 | -2.64% | 26.01% | 0.65% |
| Russell 2000 | 2442.74 | 11/8/2021 | 708.46 | 12/14/2011 | 2198.91 | -9.98% | 12.28% | 1.16% |
| Russell 2000 Growth | 1709.62 | 2/9/2021 | 407.00 | 12/14/2011 | 1484.72 | -13.16% | 2.36% | 0.48% |
| Russell 2000 Value | 2643.45 | 11/8/2021 | 934.77 | 12/19/2011 | 2397.50 | -9.30% | 23.19% | 1.86% |
| Russell 3000 | 2794.62 | 11/8/2021 | 711.45 | 12/19/2011 | 2685.54 | -3.90% | 20.88% | 1.28% |
| MSCI World Net (ex U.S.) (USD) | 7936.92 | 9/6/2021 | 3452.12 | 6/4/2012 | 7408.65 | -6.66% | 7.18% | 2.75% |
| MSCI Emerging Markets Net (USD) | 699.23 | 2/17/2021 | 296.25 | 1/21/2016 | 597.06 | -14.61% | -4.34% | 2.52% |
| Ibovespa/Brazil (USD) | 39318.75 | 3/2/2012 | 9077.09 | 1/21/2016 | 18135.72 | -53.88% | -20.82% | 6.69% |
| RTS/Russia (USD) | 1919.58 | 10/25/2021 | 628.41 | 1/20/2016 | 1645.81 | -14.26% | 24.32% | 4.97% |
| S&P BSE 500/India (USD) | 335.49 | 10/18/2021 | 95.89 | 9/3/2013 | 309.78 | -7.66% | 25.02% | 1.10% |
| Shanghai Composite/China (USD) | 832.07 | 6/12/2015 | 314.68 | 12/3/2012 | 559.96 | -32.70% | 7.49% | 2.03% |
| KOSPI/South Korea (USD) | 2.93 | 6/16/2021 | 1.16 | 3/19/2020 | 2.40 | -18.24% | -8.71% | 2.11% |
| Hang Seng (USD) | 4241.01 | 1/26/2018 | 2315.26 | 11/30/2011 | 3010.85 | -29.01% | -12.05% | 2.65% |
| MSCI Euro (USD) | 1705.00 | 9/6/2021 | 814.62 | 6/1/2012 | 1562.52 | -8.36% | 9.41% | 2.44% |
| S&P 500 Consumer Discretionary | 1673.27 | 11/19/2021 | 296.44 | 12/19/2011 | 1615.83 | -3.43% | 24.75% | 0.54% |
| S&P 500 Consumer Staples | 761.20 | 11/23/2021 | 322.99 | 12/14/2011 | 731.76 | -3.87% | 7.56% | 2.78% |
| S&P 500 Energy | 737.09 | 6/23/2014 | 179.94 | 3/18/2020 | 410.70 | -44.28% | 49.78% | 4.26% |
| S&P 500 Utilities | 359.13 | 2/18/2020 | 171.80 | 11/15/2012 | 332.59 | -7.39% | 7.33% | 3.18% |
| S&P 500 Financials | 675.21 | 10/26/2021 | 165.37 | 12/19/2011 | 630.37 | -6.64% | 30.59% | 1.74% |
| S&P 500 Banks | 453.25 | 10/22/2021 | 120.96 | 12/19/2011 | 418.86 | -7.59% | 35.42% | 2.20% |
| FTSE NAREIT All Equity REITs | 934.07 | 11/24/2021 | 416.66 | 12/13/2011 | 898.47 | -3.81% | 28.89% | 2.75% |
| S&P 500 Health Care | 1592.61 | 9/3/2021 | 383.91 | 12/14/2011 | 1510.46 | -5.16% | 15.74% | 1.51% |
| S&P 500 Pharmaceuticals | 939.83 | 8/17/2021 | 318.32 | 12/5/2011 | 874.63 | -6.94% | 14.85% | 2.52% |
| NYSE Arca Biotechnology | 6319.77 | 2/8/2021 | 1015.08 | 12/15/2011 | 5339.04 | -15.52% | -6.69% | 0.44% |
| S&P 500 Information Technology | 3005.82 | 11/19/2021 | 399.23 | 12/19/2011 | 2956.85 | -1.63% | 30.12% | 0.76% |
| Philadelphia Semiconductor | 3912.02 | 11/19/2021 | 343.36 | 12/19/2011 | 3833.22 | -2.01% | 38.55% | 1.05% |
| S&P 500 Telecom Services | 288.46 | 9/1/2021 | 123.74 | 1/27/2012 | 260.90 | -9.55% | 18.57% | 0.83% |
| S&P 500 Industrials | 905.34 | 11/9/2021 | 279.75 | 12/14/2011 | 850.54 | -6.05% | 14.98% | 1.41% |
| S&P 500 Materials | 565.33 | 11/12/2021 | 201.79 | 12/19/2011 | 530.68 | -6.13% | 18.33% | 1.75% |
| Philadelphia Gold & Silver | 208.30 | 11/30/2011 | 38.84 | 1/19/2016 | 130.22 | -37.48% | -8.35% | 1.81% |
| Refinitiv/CC CRB Excess Return | 325.91 | 2/24/2012 | 106.29 | 4/21/2020 | 219.19 | -32.75% | 30.63% | N/A |
| ICE BofA Perpetual Preferred | 319.67 | 9/22/2021 | 158.21 | 12/1/2011 | 310.54 | -2.86% | 0.51% | 4.28% |
| ICE BofA U.S. High Yield Constrained | 521.46 | 11/9/2021 | 265.93 | 11/30/2011 | 512.24 | -1.77% | 3.40% | 5.19% |

Past performance is no guarantee of future results. Historical performance figures for the indices are for illustrative purposes only and not indicative of any actual investment. Indices are unmanaged and an investor cannot invest directly in an index.

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