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A worker sits in front of stored sugar at India's Shri Pandurang factory.



Illustration by Maria Jesús Contreras

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UP & DOWN WALL STREET

The rate pause was an odd decision—and one that left many observers scratching their heads. But **who needs coherence** when you have cohesion?

The Fed Doesn't Like Dissent. Why That's a Bad Omen.

Never underestimate the power of dissent, even if the Federal Reserve prefers to present a unified front to the world at large. In a complicated world, however, that only leads to mistakes.

Unity is nice to have, but working through disagreements is how good decisions are made. And it's hard to call the Fed's "hawkish pause" this past week a good decision. The central bank left its benchmark interest rate unchanged on Wednesday, and there were no dissents. But this lack of dissent shouldn't be taken as agreement—far from it.

Looking at the so-called dot plot of rate forecasts shows a pretty wide dispersion among the 11 Federal Open Market Committee members, with two believing that rates should remain where they are through the end of the year, another thinking they should go over 6%, and everyone else in between. The median dot was 5.63%, implying that half the forecasts expect two more rate hikes before all is said and done.

The pause was an odd decision—and one that left many observers scratching their heads. The Wall Street Journal's Nick Timiraos spoke for many when he told Fed Chairman Jerome Powell at the news conference after the decision, "I don't lose weight just by buying a gym membership; I have to actually go to the gym." Powell didn't really have an answer, beyond stating that "the committee thought overall that it was appropriate to moderate the pace, if only slightly."



BY BEN LEVISOHN

But who needs coherence when you have cohesion? There was certainly a strong case to be made for a pause. U.S. inflation has declined—the consumer price index fell to 4% in May, down from a peak of 9.1% in June 2022—and there are signs that the economy is starting to improve. But the mixed message suggests that there was a little horse-trading going on behind the scenes—a pause in exchange for the hawkish dots. "While there were no dissents, the decision to skip/pause was likely a tough sell to the committee, in our estimation," writes Carl Riccadonna, chief U.S. economist at BNP Paribas. "We suspect more

hawkish forward guidance may have been a compromise in response to agreeing to a 'prudent' pause in June."

It's also a decision that could complicate the Fed's job in the future, particularly as it heads to the next monetary policy decision on July 26, when there is a 74% chance that it will raise rates again, according to the CME Fed-Watch Tool. "Ultimately, we do not think that the delay of a month makes much difference, but it does make Chair Powell's job of selling this as a coherent policy at his upcoming presser a little harder," writes Michael Shaoul, CEO of Marketfield Asset Management.

The current decision is a good example of how the Fed can send mixed messages despite an apparent consensus, but it doesn't always produce the necessary pushback that particularly complex situations demand. That could result in the central bank missing what should have been obvious, like the return of inflation after the pandemic, and being left to clean its mess. "The Fed thinks it is a strength that they have unanimous votes," says Jim Bianco of Bianco Research. "I think it is a weakness of the institution."

If the Fed hoped its hawkish pause

would cause the market to reconsider its recent rally, it had another think coming. Even though the dots suggest two more hikes, the S&P 500 index, after an initial dip, rallied to finish Wednesday up 0.1%. The week was even better, with the index up 2.6% and notching a fifth consecutive week of gains. Nicholas Colas, co-founder of DataTrek Research, notes that the Fed's dots still signaled a likely peak in rates in the next six months.

"Since stocks discount events about six months in the future when determining whether to rise or fall on any given day or week, [the Fed's] revised [forecasts] did not fundamentally change anything the market already assumed was true," he explains. "In the end, that is bullish for equity markets as long as economic conditions remain stable."

Now it's time for the market to take things to a logical conclusion—another bubble. We thought we'd seen the end of those for a while when the stock market tanked last year, wiping out the gains, and then some, in Covid beneficiaries and disruptive tech companies. But the rise of artificial intelligence has given the market more fuel for another big rally, one largely unsupported by fundamentals.

Chris Harvey, head of equity strategy at Wells Fargo Securities, notes that the S&P 500 has already blown through his end-of-year target of 4200 and his "soft landing" target of 4420. Now, 1999-2000 has become the guide, he says. "We fear the Fed's rate pause will allow uber-cap AI to go 'next level,'" he writes. "New economy' stocks will not fade until the economy and 'old economy' stocks do."

Will the Fed be in agreement then?

A I is the new next big thing, and everyone wants a piece of the action, no matter how big a stretch it is.

Take **Kroger** (ticker: KR). The grocer mentioned AI eight times during its conference call this past Thursday, after mentioning it zero times during its previous one in March. The company explained how AI would allow it to get better at substituting products, understanding what customers want,



Fed Chairman Jerome Powell after the central bank decided to pause interest-rate hikes after 10 consecutive raises.

and creating better search results, but, alas, the market shrugged. Kroger stock dropped 2.7% that day amid concerns about the impact that falling grocery prices would have on its sales.

Kroger wasn't the only company reporting earnings this past week to mention AI. Home builder **Lennar** (LEN) touted something called the Lennar Machine, which combines the company's "digital marketing platform and...dynamic pricing model to continue to drive sales volume." It could be the place "where the often talked about AI might find its way into the sometimes-stodgy homebuilding industry." Lennar stock jumped 4.4% on Thursday, but probably because it easily surpassed earnings estimates and offered strong guidance for the next quarter.

Look, we get it. As everyone knows by now, stocks with direct exposure to AI have been tearing it up this year, from **Nvidia** (NVDA), which has nearly tripled in 2023, to **C3.ai** (AI), which has nearly quadrupled. And until recently, it was just about the only thing that was driving stocks higher. We'd like to jump on the AI bandwagon, too, as long as it doesn't cost us our jobs.

But choosing the winners might not be as easy as it looks. While Nvidia is an obvious one—and the chip market is already reaping the cash rewards that come from having a big lead over just about everyone else—others have a lot of catching up to do. **Advanced Micro Devices** (AMD), for one, detailed its plans for new processors this past week that would compete with Nvidia's. It remains to be seen whether the strategy works, and some analysts were unenthusiastic. "We remain sidelined as AMD's AI vision proves out," writes Oppenheimer's Rick Schafer, who has a Perform rating on the stock.

Even the winners might not be the winners. Morgan Stanley strategist Edward Stanley notes that investors tend to forget Amara's Law, which states that people overestimate the impact of new technologies in the short term but underestimate their long-term implications. Plus, most of the AI winners are probably private companies that most investors don't have access to yet.

Stanley is watching search traffic for signs that generative AI can avoid that cycle. If people keep searching for ChatGPT and similar products, it would be a sign that demand is strong. So far, so good, but AI imaging products, which came to market before ChatGPT, have seen search volume drop by half from their peak and could be a leading indicator for text-based devices.

With so much still unclear, Société Générale strategist Manish Kabra argues that investors should use a basket of stocks to bet on continued gains in AI, one that is

broader than the AI-oriented exchange-traded funds, which have seen 30% inflows this year versus nearly none for equities in general. It has also meant large amounts of money going into individual names, including Nvidia, **Microsoft** (MSFT), **Autodesk** (ADSK), and **Alphabet** (GOOGL), which are among the stocks that appear in the highest number of AI ETFs.

The SG Rise of the Robots/AI Index has 150 stocks, with companies in semiconductors, application and systems software, and machinery. The basket includes everything from well-known beneficiaries like **Adobe** (ADBE) and **Datadog** (DDOG) to puzzlers like **Delta Air Lines** (DAL) and **Boeing** (BA). A basket also helps dilute the impact of companies that try to position themselves as beneficiaries of the technology. "Investors will need to digest waves of AI regulation and risks of 'AI-washing,'" Kabra writes. "We prefer a diversified approach to AI investing rather than concentrated allocations."

Sometimes, though, it's worth thinking about the companies that nobody is thinking about—like utilities. Jefferies' Aniket Shah, for one, argues that the challenges to the U.S. power grid are enormous and are only getting bigger, with demand for electricity growing and supplies of it coming from sources, including wind and solar, that can prove unsteady. Against that backdrop, AI could mean the difference between having power and a blackout. "The grid system will need to dramatically improve the ability to accurately decide how much power to generate, from which sources, and at what time of day," Shah writes.

AI wouldn't be a reason to buy utilities now—just as it wouldn't be a reason to buy Kroger or Lennar—but they might be worth owning anyway. The **Utilities Select Sector SPDR** ETF (XLU) has dropped 4.4% after reinvested dividends this year, as investors shunned anything that appeared too safe. Yet Jay Kaepfel, senior research analyst at Sentimentrader.com, notes that the sector has four things going for it. First, utilities have generally outperformed the S&P 500 during trading days 109 through 197 of the year, otherwise known as the summer. Insiders have also been buying shares as they were experiencing a "wash-out." And if investors stop worrying about the direction of bond yields, that could provide a boost for utilities, as well. "Utilities are rarely an exciting place to invest," writes Kaepfel. "But like every other sector, there are times when this stodgy sector can be a relatively good place to be."

With AI fever running high, this might be one of those times. **B**

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STREETWISE

Constellation has quietly doubled Modelo Especial sales since 2017, pushing past Corona and finally ousting Bud Light as [America's favorite beer](#).

Move Over, Bud Light. Modelo Especial Taps Into Changing Tastes.

America's new favorite beer is Mexican, and it isn't Corona—although that one is thriving, too. It's welcome news for a Rochester, N.Y.-area company that got its start selling the sort of sweet, high-alcohol wine that pairs well with a brown paper bag.

The beer is Modelo Especial, and the company is **Constellation Brands** (ticker: STZ). Mexico is said to have developed a taste for European-style lager after Vienna-born Maximilian I was declared its emperor in 1864. He lasted three years and died by firing squad; local brewing fared better. A 1920s start-up called Cervecería Modelo did so well with its namesake lager that it added a lighter one called Corona. Today, Grupo Modelo controls more than half of Mexico's beer market.

Meanwhile, in 1945, Marvin Sands, the son of a Queens, N.Y., vintner, bought a Canandaigua, N.Y., sauerkraut factory that had been turned into a bulk winery. What he needed was a brand, and King Solomon kosher wine didn't take off. So, he tried Richard's Wild Irish Rose, named for his son. Flask-size, screw-capped, and potent, it was a massive hit. Marvin Sands died in 1999, and Canandaigua Brands changed its name to Constellation Brands the following year. The company pushed upscale in wines and spirits, and two years ago sold off 30 low-end wines to E. & J. Gallo, including Rosie, as its original top-seller is called.

But this is about beer. Anheuser-Busch, which has been brewing since four years before Maximilian I landed



BY JACK HOUGH

in Mexico, was sold in 2008 to Belgium's InBev. In 2012, the combined company bought Grupo Modelo, and U.S. antitrust regulators sued. As a settlement the following year, **Anheuser-Busch InBev** (BUD) agreed to sell Grupo Modelo's U.S. business, and Constellation was a natural buyer. Back in 1993, it had picked up U.S. Corona rights as part of a deal for a cheap gin and vodka brand called Barton. Also, Constellation was too small in beer for regulators to worry about.

A decade later, America's drinking-age Hispanic population has grown much faster than its non-Hispanic one. America's big brands have been hurt by the craft brew craze, but not Mexico's, which have been helped by a trend toward imports, and in Modelo Especial's case, premiumization. Constellation has invested in distribution, including in cans, and effectively marketed Corona as a party/beach choice. Pro tip: Those clear bottles are part of Corona's marketing pitch, but also why it sometimes turns skunky. Stick with cans, or a brown-bottle cousin called Corona Familiar.

Everyone by now has heard about longtime market leader Bud Light falling out of favor with the political right over using a transgender Instagram influencer to help pitch beer and gifting her a custom tallboy can with her likeness. Less known is that Constellation has quietly doubled Modelo Especial sales since 2017, pushing past Corona to threaten Bud Light. In recent weeks, dollar volume for the American beer icon that's now really European was topped by the Mexican one that's really American.

Modelo Especial could have plenty of growth left, with a market share of over 10% in only four states. A Corona-style marketing blitz could help with recognition among non-Hispanics. Constellation stock is only a little pricer than Anheuser's, at 21 times earnings versus 19. And Constellation has been a much better performer over the past five years. The problem is that neither has kept up with the broad U.S. stock market. Mexican imports are the brightest part of the U.S. beer business, but it's still beer, and the long-term demand outlook is unclear, if not quite skunked.

Nasdaq (NDAQ) CEO Adena Friedman says that the stock market's sour response to a big acquisition announcement is partly a name-recognition problem. "You wake up on Monday morning and you learn about this deal, and what we're finding is the first thing [investors ask] is, 'What is Adenza?'" she says. "It wasn't a public company, so they're not as familiar with it."

But there's also the price, debt, stock overhang, and earnings dilution. On

the plus side, Nasdaq gets more steady, high-margin revenue and a boost selling its anti-financial-crimes services.

Nasdaq will pay \$10.5 billion to buy Adenza from private-equity owner Thoma Bravo, which created the business two years ago by combining two software platforms: There's Calypso, which investment firms use to manage risk, and AxiomSL, which banks use for regulatory reporting.

"We can open a lot of doors for each other around the world," says Friedman. Nasdaq has diversified away from volatile trading revenue by selling more data and software services that earn recurring fees. Two years ago, it bought Verafin, which detects and fights money laundering. Nasdaq will create a new financial technology segment to house Adenza, Verafin, and its platform for running securities markets.

This is Nasdaq's biggest purchase to date. A little more than half will be paid for in cash raised from bridge financing, which will be replaced down the road with debt having an estimated, blended interest rate of 5.5% to 5.7%. S&P Global Ratings lowered Nasdaq's debt to BBB from BBB+. Nasdaq says it will reduce leverage over the next three years.

The rest of the deal price will come from stock, which will increase Nasdaq's share count by more than 17%. Shares fell 12% on the news. UBS calls the price "steep" at 31 times earnings before interest, taxes, depreciation, and amortization, or Ebitda. That's about double Nasdaq's valuation, and UBS says it will be "decently dilutive" to earnings per share for two years. The deal is expected to take six to nine months to close. Thoma Bravo will own roughly 15% of Nasdaq shares, with a lockup period split between six months and 18 months after closing.

Nasdaq has a lot of cross-selling to do if Friedman's Adenza bet is to pay off. For now, she maintains a winning market record. Nasdaq shares have returned 164% since she was announced as CEO in 2016, or 34 points more than the S&P 500 index. They go for 18 times free cash flow and pay a 1.7% dividend yield. **B**

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REVIEW

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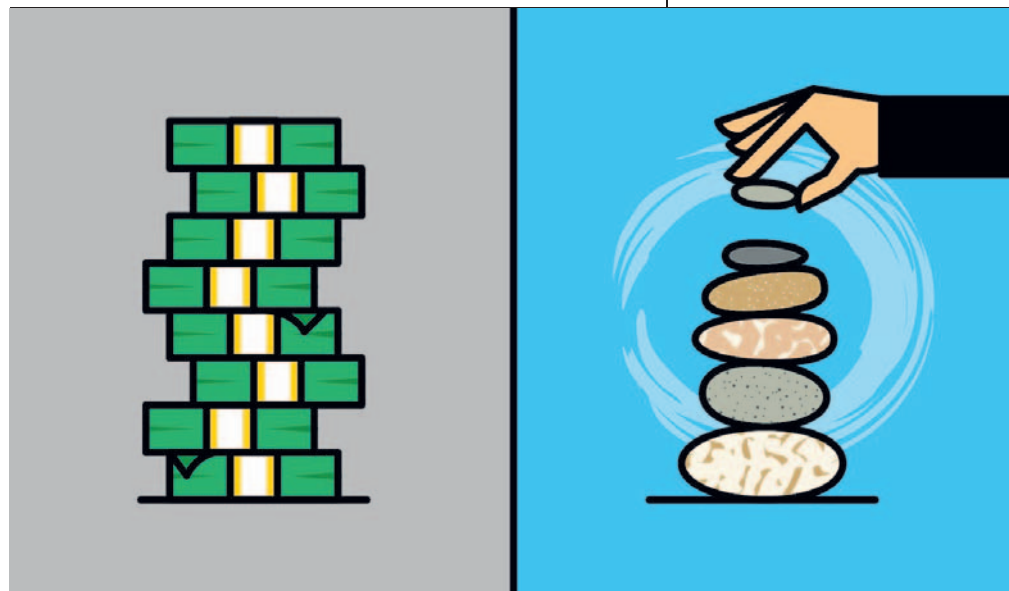
Dow Industrials: +422.34

518.88

Dow Global Index: +13.18

3.77%

10-year Treasury Note: +0.03



AMERICANS, ON MONEY

My Wealth, Your Wealth

“Wealthy” is a subjective term. Charles Schwab recently surveyed what Americans think it means to be wealthy and discovered that respondents had sharply different opinions when asked about themselves—and others.

Forty-eight percent of respondents said they considered themselves wealthy. They reported an average net worth of \$560,000 and cited nonfinancial factors like health and family in estimates of their “wealth.” But when asked how much money it takes to be wealthy in America, their answers averaged out to \$2.2 million.

Schwab calls this the “wealth paradox.” Jonathan Craig, the company’s head of investor services, interprets this positively: People are taking a broader view of their overall well-being. “Americans today aren’t as worried about keeping up with the Joneses, and more importantly, they understand that they can be happier with fulfilling experiences and relationships, even if they have less money,” he says.

Schwab asked questions formulated as, “What wealth means to me...this or that?” For instance, 70% said wealth is more about enjoying experiences than owning nice things. Respondents split similarly when asked whether wealth means not having to stress about money (70%); far fewer said wealth meant having more money than most people they know (30%). Sixty-nine percent said that a healthy work/life balance is a greater driver of wealth than maximizing earnings. They said they would rather have a flexible work life than a higher salary, and more said it’s important to be generous with loved ones now than to leave an inheritance. —Kenneth Corbin

THE NUMBERS

\$148 B

Inflows to exchange-traded funds this year through June 6, lowest since 2019

\$85 B

Amount spent by drug and biotech companies on deals through May, \$50 billion more than in the comparable period in 2022

0.2%

Contribution to Swedish inflation in May from the kickoff of a Beyoncé world tour in Stockholm

\$2 B

Stock offerings in Hong Kong through June 13, 12% below 2022, as U.S. investment banks pull back from Chinese IPOs

To get Numbers by Barron’s daily, sign up wherever you listen to podcasts or at [Barrons.com/podcasts](https://www.barrons.com/podcasts)

Hawk Watch

Markets opened in an upbeat mood as investors waited for the Federal Reserve’s interest-rate decision. Inflation rose 4% year over year in May, down from 9.1% in June 2022. The Fed’s decision was expected; the hawkish forecast wasn’t. The ECB raised and China eased. The stock rally continued and widened, then fizzled on Friday. On the week, the Dow industrials rose 1.25%, to 34,299.12; the S&P 500 surged 2.58%, to 4409.59; and the Nasdaq Composite soared 3.25%, to 13,689.57.

The Pause

The Fed chose to hold rates steady after 10 hikes, but forecast two more raises by year end and a hawkish peak of 5.5% to 5.7%. Chairman Powell said that a large majority of the committee expected more tightening and the pause—don’t call it a skip—was needed to monitor credit conditions.

Trump in Miami

Former President Trump pleaded not guilty at his arraignment in Miami federal court on charges of mishandling classified documents.

The Early Offensive

Ukrainian President Zelensky confirmed a counteroffensive was under way and said the goal was to liberate 18% of territory seized by Russia. Russian President Putin appeared to side with the Ministry of Defense over irregular forces like Yevgeny Prigozhin’s Wagner Group. Belarus received its first Russian nuclear weapons.

The Corporate Front

The Wall Street Journal reported the U.S. expected to give some major chip makers operating in China, like **Samsung Electronics** and **Taiwan Semiconductor**, export-control exemptions...An FDA advisory board recommended approving **Biogen’s** Leqembi, an Alzheimer’s drug it developed with Japan’s **Eisai**...The European Union said it was considering breaking up Google’s ad-tech business on antitrust grounds...**JPMorgan Chase** settled a case brought by sexual abuse victims of financier Jeffrey Epstein for a reported

HE SAID:

“The stock market, frankly, is exhibiting signs of mania, where you have a very concentrated part of the market driving the entire train.”

DoubleLine Capital founder and CEO Jeffrey Gundlach, on CNBC



\$290 million...**BlackRock** filed for a Bitcoin exchange-traded fund.

Annals of Deal Making

Illumina CEO Francis DeSouza resigned over the struggle to buy cancer-screener Grail, which triggered a Carl Icahn proxy battle...**UBS** completed its takeover of Credit Suisse and announced red lines for bankers, from taking on clients from high-risk countries to money laundering...**Novartis** said it would pay up to \$3.5 billion to buy kidney disease specialist **Chinook Therapeutics**...**Nasdaq** agreed to buy Thoma Bravo-owned fintech Adenza, a software firm for banks and brokerages, for \$10.5 billion...The Federal Trade Commission joined U.K. regulators in suing to block **Microsoft’s** **Activision Blizzard** deal...**Softbank**-backed chip designer Arm talked to **Intel** about being a strategic investor in its \$10 billion IPO... Ag giant **Bunge** said it would buy rival Viterra, which is backed by Swiss miner and trader **Glencore**, for \$8.2 billion. Meanwhile, Glencore offered to buy **Teck Resources’** coal business rather than, as it had earlier proposed, Teck itself.

PREVIEW

Wednesday Fed Chairman Jerome Powell appears before the House Financial Services Committee for the Fed's semiannual monetary-policy report. Powell will then testify before the Senate Banking Committee on Thursday.

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MESSI IN, YEEZY OUT

Adidas Hits Its Stride Again

Adidas has committed some unforced errors in the past, but at least one analyst thinks that a hat trick is at hand. Bernstein analyst Aneesha Sherman upgraded the German sportswear giant to Outperform from Market Perform this past week, raising her price target to 190 euros (\$204.50) from €155. "Adidas brand heat languished through 2022," Sherman wrote. "Now we are seeing it heat up again."

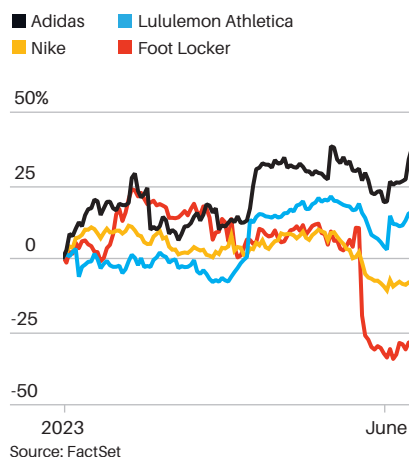
Sherman sees three factors stoking Adidas stock. First, its China business, which had fallen behind rivals, is reviving. (Adidas' fashionable Samba and T-toe styles have also been selling well globally.) In the U.S., Lionel Messi, fresh off last year's World Cup win, agreed to join Major League Soccer's Inter Miami, partially owned by soccer legend David Beckham. Adidas has sponsored Messi for 15 years. Third, Yeezy shoes recently sold out without backlash for the brand, allowing Adidas to escape the inventory overhang produced by its costly break with rapper Kanye West.

These factors set up 2024 for growth, Sherman writes, adding that it isn't a leap of faith to assume the shares are too cheap, despite its American depositary receipts rocketing up nearly 40% this year to \$95.13. Even if the company undershoots its income margin goal of 10%—Sherman's model has a slightly lower margin—a return to high-single-digit revenue growth "already gives us considerable upside."

Adidas' gains this year stand in contrast to **Nike**, which is down nearly 12% in 2023. Nike and **Foot Locker** got frosty reactions from investors after reporting earnings. Meanwhile, Adidas has been on a winning streak along with **Dick's Sporting Goods** and **Lululemon Athletica**, whose stocks jumped on strong results. —Teresa Rivas

Winners and Losers

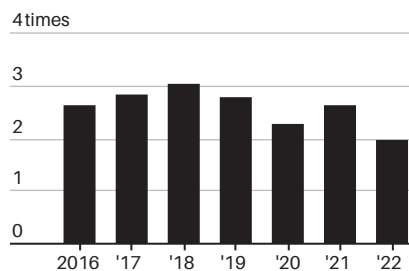
In 2023, sportswear stocks have raced off in very different directions.



Retail Red Flag

Adidas bottomed out in 2022 in terms of the number of times its inventory turned over, a problem deepened by its October break with Kanye West.

Inventory Turnover



Monday 6/19

Equity and fixed-income markets are closed in observance of Juneteenth National Independence Day.

Raytheon Technologies hosts an investor meeting in Paris coinciding with the Paris Air Show.

The National Association of Home Builders releases its Housing Market Index for June. Consensus estimate is for a neutral 50 reading, matching the May data. The index has increased for five consecutive months and reached the midpoint mark of 50 for the first time since July of 2022, as limited existing inventory has lifted homebuilders' confidence.

Tuesday 6/20

FedEx reports fourth-quarter fiscal-2023 results.

The Census Bureau releases residential construction data for May. Economists forecast a seasonally adjusted annual rate of 1.4 million housing starts, roughly even with April.

Wednesday 6/21

Dollar Tree hosts its 2023 investor conference in Norfolk, Va.

Equinix holds its 2023 analyst day.

Thursday 6/22

Accenture, Darden Restaurants, and FactSet hold conference calls to discuss earnings.

NRG Energy hosts its 2023 investor day.

The Bank of England announces its monetary-policy decision. The central bank is all but assured of raising its base rate for a 13th consecutive meeting, most likely by a quarter of a percentage point to 4.75%. The United Kingdom has one of the highest rates

of inflation among developed countries, and traders are expecting at least four more interest-rate hikes by the end of the year after the coming meeting.

The Conference Board releases its Leading Economic Index for May. The index is expected to decline 0.4% month over month and has fallen for 13 straight months. The Conference Board continues to predict a mild recession beginning in mid-2023, despite stronger-than-expected economic data in recent weeks that have pushed the S&P 500 index to its highest level since April of 2022.

The National Association of Realtors reports existing-home sales for May. The consensus call is for a seasonally adjusted annual rate of 4.25 million homes sold, slightly fewer than in April. After declining for 12 straight months through this January, existing-home sales have rebounded, although they remain well below historical levels.

Friday 6/23

CarMax releases first-quarter fiscal-2024 results

DexCom holds its 2023 investor day.

Coming Earnings

	Consensus Estimate	Year ago
T		
FedEx (Q4)	\$4.85	\$6.87
La-Z-Boy (Q4)	0.72	1.07
W		
KB Home (Q2)	1.31	2.32
Winn-Dixie (Q3)	1.80	4.13
TH		
Beyond Air (Q4)	-0.43	-0.48

More Earnings on Page 51

Consensus Estimate

Day	Consensus Est	Last Period	
T	May Housing Starts	1,405,000	1,401,000
TH	Q1 Current Account	-\$218.2 bil	-\$206.8 bil
	May Existing Home Sales	4,250,000	4,280,000
	May Leading Indicators	-0.40%	-0.60%

Unless otherwise indicated, times are Eastern. a-Advanced; f-Final; p-Preliminary; r-Revised Source: FactSet
For more information about coming economic reports - and what they mean - go to Barron's free Economic Calendar at www.barrons.com

AI Won't Kill Music. Two Stocks to Buy.

Fears of artificial intelligence are weighing on the shares of music labels, but that is overdone. Why Universal and Warner could perk up.

BY AVI SALZMAN

In April, a catchy new duet was uploaded to music-streaming services by an anonymous user. Listeners who tuned in heard Drake's voice through their headphones, crooning, "I got my heart on my sleeve with a knife in my back. What's with that?" Fellow megastar The Weeknd seemed to agree with Drake's romantic struggles. His voice cried out, "I put her in the past."

The two Canadian singers may have been telling the truth about love, but their supposed collaboration wasn't technically real. Neither artist had contributed his voice to the song, called "Heart on My Sleeve." It was built with artificial intelligence, the software that's already remaking the tech and media world.

The rise of AI has the music industry on edge, and has contributed to a drop in the stocks of some key companies. **Universal Music Group** (ticker: UNVGYY), which represents Drake and The Weeknd, is down 10% this year, despite statistics showing that people are streaming much more music this year than last. Rival **Warner Music Group** (WMG) has fallen more than twice as much.

AI is dangerous to existing industry players, and seems to be weighing on their stocks, because it can divert money from musicians and music labels toward people using technology to mimic them. Its emergence comes at a tough time for some of the industry's big players. A decline in advertising rates and concerns about a slowdown in the growth rate of streaming-music subscriptions have already been weighing on the shares of music labels.

Taken together, that sad playlist of problems has left the stocks trading near their lowest price/earnings ratios since going public. Investors who tune

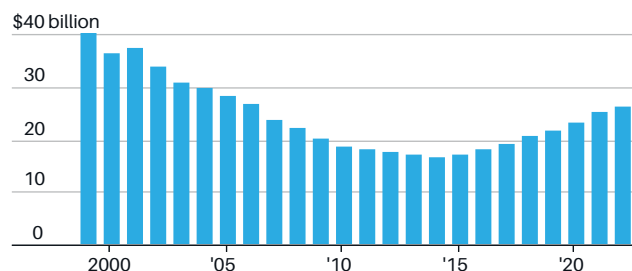
in now, however, could well benefit in the months ahead. Most important, there's a real possibility that **Spotify Technology** (SPOT) will raise subscription prices for consumers, and the labels will negotiate better contracts with streaming services. That could reignite the labels' growth. And over the longer term, the threat of AI to music may prove to be less than feared. The humans behind the robots still have an incentive to play by the old rules, supporting music's current financial structure.

There's a strong case that the industry can perform much better financially. Culturally, music shows no sign of slowing down. Total global music streams passed one trillion at the end of March, a month faster than last year. Taylor Swift is selling out 50,000-seat arenas every night, at a cost per seat that can run into the thousands of dollars. But in comparison with other kinds of media, music's central role in society isn't reflected in its financial metrics. Any hardworking drummer or bassist could have told you years ago that they were being shortchanged. Today's mispricing goes beyond the artists. The recorded-music industry

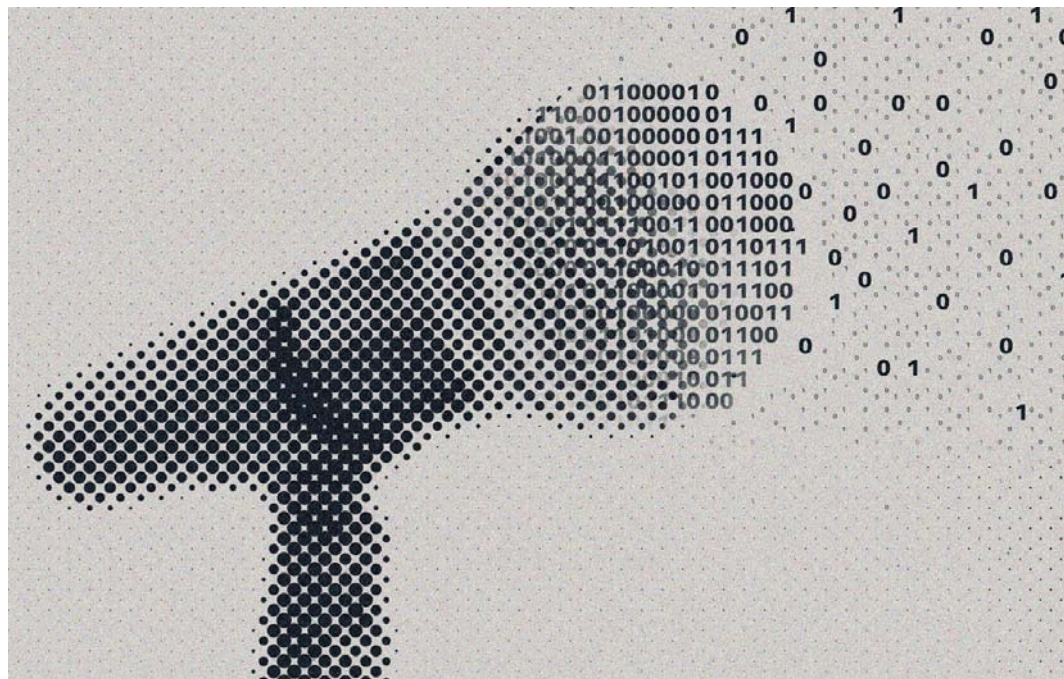
A Melancholy Tune

Even as streaming booms, the industry's revenue is down sharply in real terms. Higher prices could help reverse the trend.

Inflation-adjusted global music industry revenue



Note: Inflated-adjusted figures are in 2022 U.S. dollars
Sources: International Federation of the Phonographic Industry; Bloomberg



pulled in \$26.2 billion last year, less than two-thirds of its 1999 revenue in inflation-adjusted terms, even as music has become more accessible than ever.

The economics of music are likely to change soon. The price, and value, of recorded music are on the rise, and the stocks should gain, too.

"The stocks reflect a very low level of confidence that the streaming-music industry, in aggregate, has significant pricing power from here," says Michael Morris, an analyst at Guggenheim Securities who expects the labels to rebound.

Three labels dominate the industry, earning money from recorded music and publishing rights. Netherlands-based Universal is the biggest player, home to an array of artists, from Taylor Swift to Irving Berlin. Its shares trade at 23 times the company's expected earnings over the next four quarters, a discount to its average valuation of 26 times. **Sony Group** (SONY), home to Miley Cyrus, is second, but gets less than 15% of its revenue from music, so it isn't a pure play. Warner, which represents chart-topping singer-songwriter Ed Sheeran, is the third largest. It trades at 25.5 times, versus its historical average of 37 since it went public in 2020.

Morris thinks both Universal and Warner stocks can rise 20% in the next year. He expects Spotify to hike prices, joining other streaming services such as **Apple** (AAPL) that recently raised them. Although Spotify already raised

prices in some markets, it has kept the price of its individual monthly subscription in the U.S. at \$9.99 since 2011. Morris argues that the labels and streamers "can make beautiful music" together, because the labels also benefit when the size of the total financial pie grows. Roughly 70 cents of every streaming subscription dollar goes to labels and other rights holders, so an extra dollar or two spread across tens of millions of Spotify or Apple subscriptions every month leads to large margin benefits.

Just adjusting for inflation, the price of a music-streaming subscription should be \$13.25 today, said new Warner Music Group CEO Robert Kyncl at a recent investor conference. And in comparison to video streaming, music services are 50% undervalued, Kyncl argued. From 2011 to 2023—a period when Spotify has stuck to its \$9.99 price—the most popular kind of Netflix subscription has gone from \$7.99 to \$15.49, Morris notes.

The labels don't technically have a say in whether streaming services raise prices, but it's clear that they're discussing the issue in contract renegotiation talks. Asked about a price increase earlier this year, Spotify CEO Daniel Ek said, "We are constantly discussing with our rights-holder partners around various price increases that we would be doing." The company didn't respond to a request for comment on whether it expects to increase prices in the next year, but Ek appears positive about the idea, saying, "I feel



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really good about our ability to raise prices over time.”

Spotify itself would benefit from raising prices, though the stock already appears to include those benefits, and then some. It has risen 90% this year as analysts have become more optimistic that the company can earn a profit following layoffs and other cost cuts. On average, analysts now expect Spotify to earn its first annual profit in 2024. But that milestone still looks tenuous—analysts' estimates range from a loss of \$2.64 to a gain of \$3.19, averaging out to a gain of a penny per share. Meanwhile, Spotify's push into podcasts now looks like an expensive bust, forcing the company to retrench. After its run-up this year, buying Spotify stock now is a risky proposition.

Beyond Spotify, the labels are likely to start receiving more money from other partnerships, too. TikTok, for instance, should soon start sending them a larger revenue stream as its deals with music labels are updated to take into account its increasing scale, analysts say. TikTok declined to comment on the rate discussions.

Artificial intelligence may one day be part of a positive case for music stocks. Labels have already used it to enhance songs and even to find promising artists they want to sign. It can theoretically even give new life to long-dead artists: Paul McCartney said this past week that he used AI and an old snippet of John Lennon's voice to create a new Beatles song, set for release later this year. But for now, AI is viewed by Wall Street as

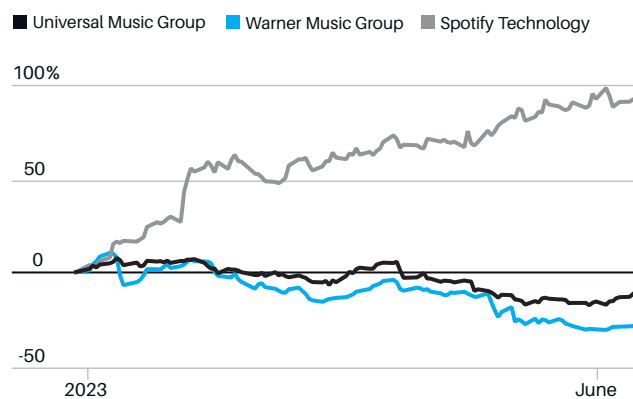
a net negative because it introduces uncertainty into an industry that has enjoyed a prolonged period of competitive balance. The risk AI poses to music is similar to the general, unquantifiable risk of investing in a large tech company like **Alphabet** (GOOGL) when government regulators are scrutinizing its business: It's a nagging worry, but leaves few visible dents in the larger positive case for the stocks.

AI is nothing new, of course. The music industry has been discussing and exploring it for at least five years. But the software's capabilities have improved so much that it's gaining more attention, and bringing novel legal questions to the fore. “Generative AI has just gotten so darn good in the past six months,” says Chris Mammen, a lawyer who chairs the U.S. intellectual property litigation group at law firm Womble Bond Dickinson. It's no longer “metallic-sounding computer-generated tone poems. It sounds like stuff that humans can create.”

The rise of Fake Drake raises one of the most important legal questions: If a song is created by an algorithm that was trained on copyrighted music, is the resulting music also copyrighted? Drake himself called AI mimicry of his voice “the final straw” in a vague Instagram post. His label, Universal, was much more direct, calling on streaming companies to remove songs trained on its artists' music, which it said violated their copyrights. It also made a moral plea, asking “which side of history all stakeholders in the music ecosystem want to be on.” Whether or not morality is key to this debate, the legal ques-

Fearing the Reaper

Worries about artificial intelligence have weighed on the shares of two big music labels. The fears look overblown.



Company / Ticker	Recent Price	YTD Change	Market Value (bil)	2024E P/E	2024E EPS Growth
Spotify Technology / SPOT	\$151.65	92.1%	\$29.3	N/A*	N/A
Universal Music Group / UNVG	10.85	-9.6	39.7	21.6	17.5%
Warner Music Group / WMG**	25.96	-25.9	13.4	23.1	43.3

*Spotify is forecast to earn a penny a share in 2024; **Estimates for fiscal year ending September 2024; N/A=not applicable; E=estimate Source: Bloomberg

tions are still very much open. Whether AI can be trained on the voices of artists will probably depend on court rulings expected in the next year, Mammen says.

If courts bless AI mimicry, it could eat into various revenue streams for music labels. For instance, stores now pay to license music they pump through speakers. Theoretically, they could stream similar-sounding tracks for considerably less, says Simon Dyson, a music analyst at research firm Omdia. “AI has its benefits, but it’s got an awful lot of downsides,” he says. “Music companies are recognizing this now.”

Mammen sees other risks if courts allow AI software to train on copyrighted music. A tech firm making high-quality AI music could partner directly with a streaming service, bypassing the artists and labels. “Rather than paying royalties, the cost of content is whatever server time is necessary to generate the new music,” he says.

That sounds similar to the AI doomsday scenarios facing other industries—computers with the power of sentient beings stealing the generative force of humanity. It isn’t out of the question, but there’s still no clear path for AI music to take on a life of its own. “I would still call this a very human

phenomenon,” says Alex Mitchell, CEO of Boomy, which uses AI trained on the company’s music to help people create their own songs.

Since humans are in the driver’s seat, they’re still operating on familiar incentives. Universal CEO Lucian Grainge said on the company’s latest earnings call that he expects the companies that stream his artists’ music to police improper content. Even if the streaming services had the option to pump out Fake Drake all day, their customers still would want access to the real thing, so the streamers are incentivized to keep the labels happy. Already, French streaming service **Deezer** (DEEZR.France) has announced that it’s developing software to spot AI-developed “deep fake” songs. Spotify has pledged to “strike a balance between allowing innovation and, of course, protecting artists.”

AI songs may well proliferate, but if they’re trained on copyrighted music, creators will probably have to pay up for access. “I think that’s how this is going to be fixed,” says Jeronimo Figueira, Deezer’s CEO, in an interview. “Whoever creates AI-generated content will have to share some of the revenue with the IP owners.”

The labels are also discussing another way to ensure that they’re properly compensated for their ownership rights, which could apply to AI, too. Streaming contracts now put all streams in one large pile and pay out royalties based on each artist’s share of the total pile. That means that a recording of rain falling that people stream 100 times in a row to help them sleep gets 100 times as much credit as a musician’s song played once on a road trip. A rise in the sheer number of song uploads—to a recent 120,000 a day, according to entertainment data provider Luminate—has eaten into the market share of the major labels. The labels want their artists to get premium credit in the revenue split, similar to the way a cable operator gives more money from the cable bundle to ESPN than to a low-ranking channel. Grainge considers most AI to be part of the “junk” content that takes money away from the high-quality stuff that Universal owns. “Any way you look at it, it’s oversupply, whether or not AI-created. [That’s] simply bad—bad for artists, bad for fans, and bad for the platforms themselves,” he says.

Fake Drake may get the publicity today. The real guy is still going to be making money tomorrow. **B**

Universal Music Group artist The Weeknd performs at the Coachella music festival.



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BY JACOB SONENSHINE

Copper prices are getting ready to run—and **Freeport-McMoRan** stock is the way to play it.

The industrial metal got off to a slow start in 2023, and so did Freeport (ticker: FCX). With the possibility of a U.S. recession dominating the conversation in the U.S. and China's reopening running out of steam, copper prices fell 4% through the first five months of the year. That weighed on Freeport, which gets three-quarters of its sales from copper, dragging shares down 9.6% over the same period.

But things are starting to look up for Freeport. The Phoenix-based company already has the strongest balance sheet of any copper miner, a strong management team, and the ability to return capital to shareholders. And it will benefit from the long-term adoption of electric vehicles and other forms of alternative energy. Now, copper prices are starting to tick higher amid signs of economic resilience, and if they continue to, so will Freeport stock.

"You could be in the early innings of a long-term copper cycle," says Vertical Research Partners analyst Mike Dudas, who has a \$57 price target on Freeport, up 43% from Friday's \$39.89 close. "In that environment, the stock should have some upside."

Let's get one thing straight: As copper goes, so goes Freeport stock. The metal more than doubled from the \$2.11-per-pound low in the early



A Freeport-McMoRan underground mine at the Grasberg Block Cave in Indonesia.

days of Covid-19 to its record high of \$4.93, hit in March 2022, when sanctions imposed on Russia after its invasion of Ukraine restricted its supply. Freeport's stock rose more than 800% during the same period because miners have a lot of fixed costs that remain the same no matter how much copper is sold. Of course, the reverse is also true, so when copper prices fall, as they have since early last year, Freeport stock falls, too.

Copper, though, looks resilient. That starts with China, the world's largest copper consumer. While the country's reopening has been disappointing thus far—its real gross domestic product is expected to grow 5.6% this year from 3% last year—its policy makers are taking steps to boost demand, with the People's Bank of China cutting its seven-day reverse repurchase rate, its equivalent of the federal-funds rate, to 1.9%, from 2%, this past Tuesday. If China's economy responds, copper should get a boost.

There are also signs that U.S. demand could be on the verge of a recovery. After peaking in March 2021 and declining for the better part of two years, the Institute for Supply Management's manufacturing purchasing managers' index is finally starting to improve, though it remains below 50, the level that indicates a contraction. Seaport Global Securities macro strategist Victor Cossel notes that the manufacturing PMI's order-to-inventories

ratio has started to improve, as well, a sign that the overall index should continue to rise. Historically, improvements in that metric coincide with a bottoming in copper prices.

Copper prices are behaving as if that is the case. They have found support near \$3.60 a metric ton several times in the past year and have rallied to \$3.83. That's still 22% below their record high. If the U.S. and China economies continue to improve, copper should make a run at that level—and carry Freeport with it.

"We continue to expect cyclical copper demand recoveries aided by early [economic] cycle expansion," writes Dudas.

There are long-term drivers for copper, as well. Electric vehicles, for instance, require at least three times

more copper than internal-combustion vehicles. As consumers continue to adopt electric vehicles, that factor alone could help push global copper demand to just over 28 million metric tons by 2030, according to the International Energy Agency. Supply could have trouble catching up to that demand, with a potential shortfall of six million metric tons by that year, according to McKinsey.

If everything goes right, copper could hit \$5 by next year, says Matthew Tuttle, chief investment officer at Tuttle Capital Management, which owns Freeport stock. If copper only gets back to its 2023 peak, shares would hit \$47, Tuttle says.

Freeport's profits would get a big boost if copper prices continue to rise. Right now, analysts expect earnings per share to come in at about \$1.92 in 2023, from \$2.44 last year, even as sales rise to \$23.5 billion from \$22.8 billion last year. Don't expect earnings estimates to go much lower—the consensus has already dropped 39% from its peak in July 2022—but they could go higher. Copper at \$5 would bring earnings before interest, tax, depreciation, and amortization, or Ebitda, to over \$12 billion, the company said on its latest earnings call, more than 11% above analyst estimates for \$10.8 billion in 2024.

"If copper is moving higher, generally that pushes estimates higher," says RBC Capital Markets analyst Sam Crittenden, who has a \$50 price target on the stock, reflecting a 25% upside.

Freeport also has the balance sheet to weather lower copper prices, if it comes to that. It has \$2.7 billion in net debt versus \$9.6 billion in Ebitda this year, for a net-debt-to-Ebitda ratio of 0.28, better than rival **Southern Copper's** (SCCO) 0.78. It also has a variable dividend yield of 1.5%, with the payments rising or falling based on earnings, cash needs, and other factors.

"Investors continue to debate the near-term trajectory for copper prices, but those more positively inclined and looking for medium-/longer-term copper exposure continue to favor Freeport, given the balance sheet strength, consistent operational execution track record, and favorable capital returns policy," writes Goldman Sachs analyst Emily Chieng.

Buy Freeport for higher copper prices today—and tomorrow. **E**

Freeport-McMoRan (FCX / NYSE)



Source: FactSet



The Biggest Shopping App in The World Is Here

China-founded retailer Shein is taking the U.S. market by storm. So why aren't competitors paying attention?

BY SABRINA ESCOBAR

Lindsay Firko used to be a regular big-box customer, rarely making it out of her local **Target** without multiple shopping bags. But ever since the 28-year-old downloaded the app from online retailer Shein, her shopping sprees have changed.

Rather than strolling the aisles of her favorite Pittsburgh retailers, Firko now spends hours scrolling Shein. Every few months, she piles her virtual cart with a bounty of items at spit-take prices: trendy pants, skirts, and tops at \$3 or \$6 apiece, household and beauty items like a \$2 bath mat or a \$5 soap dispenser, and the occasional just-couldn't-pass-it-up treat like a curly wig for her Jack Russell mix, Bailey. With more than a million products to choose from, she says her virtual cart often tops \$250, even with the single-digit price tags.

"**Walmart**, **Target**, stores like that—I barely go into them now," Firko says.

That's the kind of sentiment that should send shivers down the spines of U.S. retailers. Shein, pronounced "shee-in," may be the most ambitious company you've never heard of. Shein, which was founded in China and later moved its headquarters to Singapore, was the most downloaded shopping app in the world last year (it was No. 2 in the U.S. after **Amazon.com's** [ticker: AMZN] app, according to Apptopia). The retailer took off during the pandemic-era e-commerce boom, rising to global prominence on the back of Gen Z's taste for the \$4 shirts and \$6 dresses, which it's able to churn out with its norm-breaking supply-chain model. Along the way, it picked up backing from some of the biggest names in venture capital, including Tiger Global and Sequoia Capital China, and a valuation of roughly \$66 billion, dwarfing fast-fashion and affordable-apparel companies such as **H&M** (HNNMY; \$24 billion market cap) and **Gap** (GPS; \$3.4 billion).

But that appears to have been only Phase 1. There have been repeated reports of plans for a U.S. initial public offering, on which Shein declined to comment, and the company is putting down roots in the States, hiring U.S.-based employees and investing in distribution facilities. At the same time, it's taking its supply chain global, announcing plans to partner with hundreds of factories in Brazil,

India, and Turkey. And Shein is growing its offerings, expanding beyond the cheap apparel that made its name into categories like home goods and beauty, and opening its platform to third-party sellers à la Amazon with its "Shein Marketplace."

"Customers are loyal to us because we give them the products they want and the price they love," says Donald Tang, Shein's executive vice chairman, in an interview with *Barron's*. "The first group of customers were Gen Z girls. Now we're in men's products, pet products, shoes, bags, accessories, and beauty products. Customers get married, have pets, they buy houses—we now have home goods, as well."

Despite that world-eating vision, few retailers are paying attention, experts say. Certainly, U.S. companies object to being grouped together with a start-up that has been the subject of allegations of everything from labor abuses and damaging environmental practices to mishandling customer data and copyright violations. And given the trade war brewing between the U.S. and China, some may be gambling that Shein's aspirations for the U.S. market will be quashed.

Ignoring the company could be a costly mistake. Just ask the fast-fashion retailers: According to Bloomberg Second Measure, Shein accounted for roughly half of U.S. fast-fashion sales as of November 2022. Now, its expansion plans put it on a collision course with industry giants like **Target** (TGT), **Amazon**, and **Walmart** (WMT). Perhaps most threateningly, Shein's business model opens the door for more disruption from other entrants with ties to China attempting to emulate Shein's success, including **Temu**, an online marketplace that launched last September and has since racked up more than 50 million downloads on the Apple and Android app stores.

Make no mistake, says TD Cowen analyst John Kernan of Shein. "This is a formidable competitor, and a very different model than what U.S. traditional retailers are used to."

For a first-time shopper scrolling Shein, the initial shock is the prices: a pair of kiwi- and lemon-bedecked swim trunks for \$6, a glittery one-shouldered women's jumpsuit for \$10, a three-pack of children's shorts for \$6.56. Then there's the sheer volume. Unlike other retailers, Shein breaks its "new arrivals" section into individual days.

On June 2, for instance, the retailer added 2,257 new women's styles—a tally that doesn't include whatever men's, children's, and home items hit the site that day. Some estimates have put the influx of new designs at about 6,000 to 8,000 a day.

The company attributes its low prices and vast selection to what it refers to as its “on demand” business model. While traditional apparel retailers forecast trends and order items based on what they hope will sell, fast-fashion companies look at what designers and retailers are offering and try to jump on whichever trends are taking off. Shein follows the second model, but with a significant twist. The company says it relies on user activity on its app to determine in real time which products are attracting the most interest and uses that information to quickly iterate on and make more of the most popular designs.

“This is the product of the digital age,” says Sheng Lu, associate professor of fashion and retail studies at the University of Delaware. “It's a study on how to leverage digital tools and data science to...create new products based on the market trends observed from interacting with consumers.”

To produce a new design, most retailers need to place bulk orders in the tens of thousands per item to meet

manufacturers' minimum requirements. That means, at best, the need to store and distribute that inventory, and, at worst, thousands of unsold pieces that eventually need to be marked down, eating into profits.

The Shein model miniaturizes that approach. The company partners with tens of thousands of small Chinese manufacturers, which allows it to produce thousands of styles in batches of just 100 to 200 items. If a design is popular, Shein can crank up production quickly, often in less than a week. If it bombs, the company is left with just a handful of stinkers. As a result, the company says it maintains low-single-digit inventory levels, well below the industry average.

“We are profitable,” Tang says. “That's the power of the on-demand model. We have redesigned our supply chain to anchor our on-demand approach and eliminate overproduction. We are asset-light.”

This approach keeps overhead low, he notes. “We do not own supply-chain factories. We do not own delivery vehicles or planes...we do not own marketing platforms. We do not own anything at the last mile,” says Tang. The company retails exclusively online and mails goods directly from warehouses and partner factories in China to consumers in the U.S. and

elsewhere. (It doesn't sell in China itself.) Shein links all of the pieces of its supply chain—from designers to manufacturers to raw material suppliers—with its operational software.

Replicating this type of infrastructure isn't easy, says Derek Yan, senior investment strategist at KraneShares, a China-focused investment manager. “That speed and flexibility in the production is really phenomenal,” he says. “That's the core advantage compared to Zara, H&M, and Forever 21.”

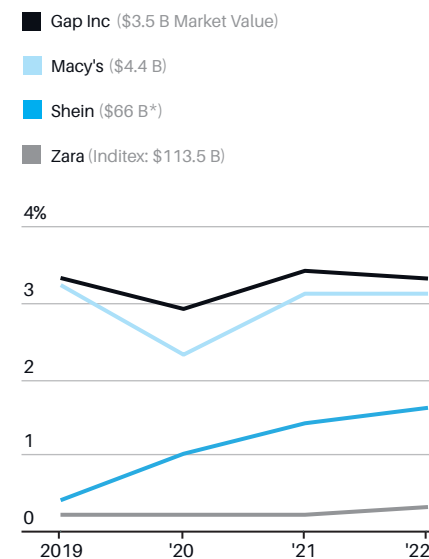
Last year, Shein had global revenue of about \$23 billion, with earnings of \$800 million and just shy of 30% of its business coming from the U.S., according to people familiar with Shein. Its revenue was up about 50% year over year, says Coresight Research. That outpaced the sales of the larger fast-fashion pack: Zara parent Inditex saw year-over-year growth of 17.5% in 2022; H&M and ASOS (ASOMY) were up 12.4% and 0.7%, respectively. **Boohoo Group** (BHOY) saw a decline of 10.8%.

But the impact of Shein's rise could be much broader. The company's appeal among the Gen Z middle-class threatens to pit it against midtier legacy apparel retailers, or what Neil Saunders, an MD and retail analyst at GlobalData, calls the “murky

Shoppers Without Borders

China-founded Shein controls a growing share of the global apparel market.

Apparel Market Share



Note: Zara is an Inditex brand. *Private market valuation
Sources: GlobalData; FactSet

middle”—the **Kohl's** (KSS), Gaps, and **Macy's** (M) of the world. Shein held about 0.1% of the U.S. apparel market in 2017, according to GlobalData. By 2022, it was 1.6%. A small sliver, but “exceptional growth,” says Saunders.

Still, few in the industry seem to have registered Shein as a threat. “When I ask, ‘Are you worried about competition from Shein?’ almost none of them are,” says Lu. “They see themselves as very different from Shein.”

Barron's reached out to 11 brands identified by analysts as potential competitors to Shein. Three declined to comment, and six didn't respond. One retailer, which agreed to comment if we didn't use its name, said its business model was different from that of fast-fashion brands like Shein, from its bricks-and-mortar strategy to its quality and sustainability efforts.

Different or not, every dollar spent at Shein is one less going to legacy retailers, says Brian Ehrig, a partner and retail analyst at Kearney. That's often overlooked, he says, because many competitors underestimate the purchasing power of Shein shoppers. The average Shein order value in the U.S. was about \$70 this April, compared with \$93 for Zara, \$52 for Walmart, and \$46 for Amazon, according to data aggregator Measurable.ai.

Another common misconception is that Shein caters solely to low-income consumers, Ehrig says. To place an

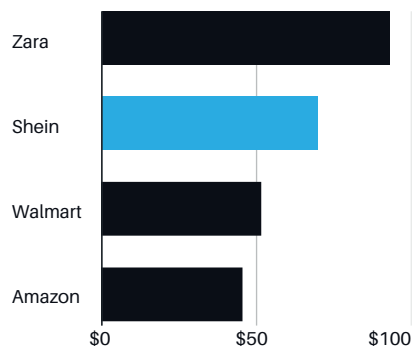


Lindsay Firko regularly spends about \$250 on Shein to stock up on clothing, housewares, and yes, dog wigs.

It Adds Up

Despite single-digit prices, Shein orders tend to be larger than those of other big retailers.

Average Order Value



Note: April 2023

Source: Measurable.ai

order from Shein, you need a debit or credit card, something that less-affluent shoppers may struggle to access.

“If you were to walk into any deep-discount store, you’re gonna see a lot of people paying cash,” Ehrig says. “Shein is actually serving...a customer who has access to credit, which is not the bottom 20% of the economy.”

As Shein expands into home and beauty, it threatens to creep into territory claimed by big-box retailers such as Target and Walmart, as well as e-commerce companies such as Amazon. An Amazon spokesperson says that it considers Shein a partner, noting that the company sells some products on Amazon’s marketplace. The spokesperson adds that Amazon’s marketplace model sets it apart from others.

But that particular moat may not last. In April, Shein launched a third-party marketplace in Brazil, which it plans to roll out in the U.S. and elsewhere. The marketplace will allow Shein to add local sellers, reduce shipping times, and sell bulkier items.

For the past three years, there have been periodic reports that Shein is planning to go public in the U.S.; the latest claimed the company is raising funds for a U.S. listing in the second half of 2023. The capital injection of an IPO would help Shein continue to evolve its business and make it an even more formidable competitor, says Brendan Ahern, chief investment officer at KraneShares.

Shein declined to comment on any IPO plans, but it’s clear that it’s increasing its U.S. presence. The company opened its first U.S. distribution center last year and plans to open two

more by 2025 to speed up its shipping times, which can be as long as two weeks. The company is engaging with the American press in a way that it shied away from, and has ramped up its hiring in the U.S., including bringing Tang on in 2022. Before joining Shein, Tang helmed a media conglomerate and helped broker a series of high-profile deals, including Dalian Wanda’s takeover of AMC Entertainment in 2012 and Bear Stearns’ foray into China back in the early 2000s.

“The U.S. is one of the most important markets and one of the biggest markets that we have, so we pay an extraordinary amount of attention to it,” Tang says.

Despite those efforts, the path to becoming part of the U.S. retail fabric is far from clear. A drumbeat of investigations into the company’s carbon footprint, alleged mistreatment of workers, and accusations of stealing others’ designs have turned off some shoppers.

“If Shein doesn’t reconcile these problems, I’ll probably end up shopping more on Amazon and doing more discount hunting,” says Brejaé Chamberlain, a hairstylist from Chicago.

Chamberlain, 21, used to be a Shein devotee and was paid by the company to review products on TikTok, but says she’s rethinking the partnership. Three other shoppers told *Barron’s* they were also considering buying less from Shein—though none have yet done so.

But the bigger threat for Shein may be brewing in Washington. As TikTok has illustrated, companies with Chinese ties—especially those capable of gathering significant user data—are in the middle of growing tension between the U.S. and China. Shein is already drawing congressional ire: After an April hearing in which experts testified that some Shein garments contained cotton from China’s Xinjiang Uyghur Autonomous Region, a group of legislators sent a letter to the Securities and Exchange Commission asking that any IPO be put on hold until it can be verified that the retailer isn’t using forced labor by China’s minority Uyghur population. And just this past week, lawmakers introduced two bills that would change the rule that allows companies like Shein to avoid paying duties when it ships packages valued at less than \$800 dollars from China to the U.S.

Also driving the backlash against the company is Shut Down Shein, a lobbying group that says Shein is able to sell products at such a low cost only because it is employing unfair labor

practices and skirting tariffs.

“Their business model is anti-competitive.... Other international companies that want to do business with America are not doing those things, and they are following the law, so we are fighting for a level playing field,” says Chapin Fay, executive director of the group. Shut Down Shein itself may be evidence that, behind the scenes, U.S. retailers are indeed concerned. Fay declined to disclose which organizations are funding the group, saying that it’s a coalition of American brands and human-rights organizations.

Shein disputes the allegations and says that its low prices are a result of its streamlined inventory and supply-chain management. Tang says the company makes its manufacturers sign a code of conduct, implements yearly internal audits, and uses proprietary technology to trace the origin of the products’ materials.

No matter how the battles in Washington play out, Shein has opened the door for disruptive international retailers to hurl themselves into the U.S. market. Take Temu, the online marketplace launched by **PDD Holdings** (PDD) last fall. Like Shein, Temu sells

a mind-boggling array of cheap products that are shipped directly from Chinese manufacturers, and its app has been the most downloaded on Apple’s app store for much of 2023.

In a brief for the April congressional hearing, U.S.-China Economic and Security Review Commission policy analyst Nicholas Kaufman reported that, since 2019, more than 10 Chinese retail start-ups have copied the Shein model, all with the intention of selling to Western markets. “Their rapid proliferation raises concerns that they will rely on controversial practices similar to those of Shein and Temu to undercut competitors and gain a foothold in the U.S.,” he wrote.

“China is very Darwinistic,” says Ahern, the KraneShares CIO. “If you’ve survived it, you can survive a lot. You’re at the top of the heap.”

Shein has emerged as the first Chinese-born retailer to break big globally, but whether it can reach “top of the heap” status on the world stage is still uncertain. What is clear, though, is that the company has the potential to become an apex predator, and it’s time for competitors to start watching their backs. **B**



Brejaé Chamberlain has been paid by Shein to review its products, but says she’s turned off by the allegations of unethical practices.



El Niño threatens the fortunes of sugar farmers such as Balraj Chavan.

Sugar Is High. El Niño Could Push It Higher.

Farmers and consumers could suffer, but the weather pattern should be bullish for a sugar industry already boosted by tight global supplies

BY KARISHMA VANJANI

Sugar prices are soaring—but Balraj Chavan, a 40-year-old farmer in Western India, isn't celebrating. While high prices should be good news for farmers like Chavan, the forces driving prices are also hurting his harvest.

Sudden rainfall late last year in India, the world's second-largest sugar exporter, hit crops and forced India to limit exports to about six million metric tons of sugar in the present season, down from 11 million during the previous one. Chavan lost \$3,000 as a result. This year, strong sugar-cane growth could earn him \$12,000 and allow him to buy a house in Pandharpur, a renowned holy town, for his wife and two children.

The arrival of El Niño, however, puts that at risk. The weather phenom-

enon, which typically lasts nine months to a year, can produce drought in India—and it has Indian farmers worried. Without a downpour, they won't have enough water to irrigate the bumper sugar crops they're hopeful for, even as it would push sugar prices, which have risen 27% in 2023, higher.

"Now anything can happen," Chavan says in Hindi. "We are waiting for rain, but seeing the climate here, it looks like it won't come."

India isn't the only country feeling pressure from El Niño, nor is sugar the only commodity in play. The weather pattern could bring early rains to Brazil, diluting the sugar content of the cane, and droughts to Thailand, affecting the crops of the world's largest and third-largest sugar exporters, respectively. El Niño could also cause problems for producers of cocoa and robusta coffee, which have seen their prices rise this year.

Sugar, though, remains at the epicenter of the El Niño phenomenon. The world has had at least two years of a global sugar deficit, with consumption higher than production, keeping supply tight. El Niño-influenced weather threatens to hurt consumers, who are already struggling with inflation, and farmers, who would have less to sell—but it would be good news for sugar prices and those that sell the commodity to consumers. "[El Niño] will undoubtedly be treated as a bullish signal by the global sugar markets," says John Stansfield, sugar analyst at data platform DNext Intelligence, who has covered the commodity for 30 years.

Sugar has already had a great run. The raw sugar-cane futures contract, a world benchmark for sugar prices, settled as high as 27 cents a pound on May 10, its highest point in 12 years, after gaining 31% through April this year. That surge came amid India's suspension of sugar exports for the remainder of this season, which ends in September, and the expectation of El Niño hurting sugar exports in the coming year. A person close to an Indian government official tells *Barron's* that sugar exports won't even be considered until the first half of 2024.

If El Niño proves milder than expected, sugar prices could pull back slightly on expectations for more exports. A strong El Niño would make it worse.

With an election season looming in India, the government stands to prioritize domestic availability before exports, to keep a lid on prices. Brazil could make up the difference unless there are consistent rains during the picking season, which could create more problems.

The International Sugar Organization, an intergovernmental body, says

that with prices high, mills are already maximizing sugar production, with 47.5% of cane juice dedicated to making sugar rather than ethanol, compared with 45.85% last year. That's about the most the industry can switch from ethanol to sugar, ISO economist Peter de Klerk says.

Companies that use a lot of sugar are generally prepared to offset rising input costs—but there are limits. Candy seller **Tootsie Roll Industries** (ticker: TR) says it hedges sugar but has experienced significant cost increases as "many of its previous hedges have been utilized," according to a May 10 filing.

Chocolate maker **Hershey** (HSY) also hedges sugar and other commodities over three to 24 months to mitigate risks such as El Niño, a spokeswoman says. **Coca-Cola** (KO), which has reduced sugar in its drinks over the years, employs derivative strategies, but says the first half of the year looks challenging due to sugar prices.

Higher prices could, however, prove a boon for India's largest sugar manufacturers, **Balrampur Chini Mills** (BRCM.India) and **Dalmia Bharat Sugar & Industries** (DCB.India). But the threat of lower exports from India looms.

Brazil's **Cosan** (CSAN), which makes sugar and bioethanol, and Luxembourg-based **Adecoagro** (AGRO), which produces sugar and other agricultural products in South America, could offset India's loss, though neither are pure sugar plays. At nearly 17 times 12-month forward earnings, Cosan trades above its five-year average of 15.7 after gaining 13% this year, while Adecoagro fetches 9.4 times after rising 16%.

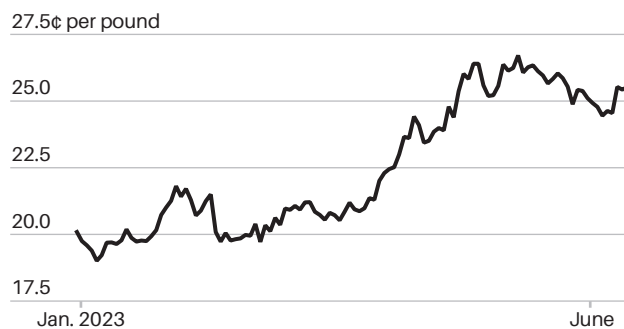
Sugar exchange-traded funds offer more direct exposure to futures on the commodity. **Teucrium Sugar** (CANE), which has gained 44% this year, uses sugar futures contracts to gain exposure to the commodity price. Sugar futures don't always track the spot commodity price due to the quirks of the so-called futures curve, which can move higher or lower than spot prices based on where traders think the price might be heading. There may also be a liquidity issue because neither the Teucrium Sugar ETF nor the **iPath Bloomberg Sugar Subindex Total Return** exchange-traded note (SGGFF) have much in the way of assets—just \$34 million and \$15 million, respectively, at the end of May.

Now it's up to El Niño. **B**

How Sweet It Is

Sugar prices have skyrocketed in 2023

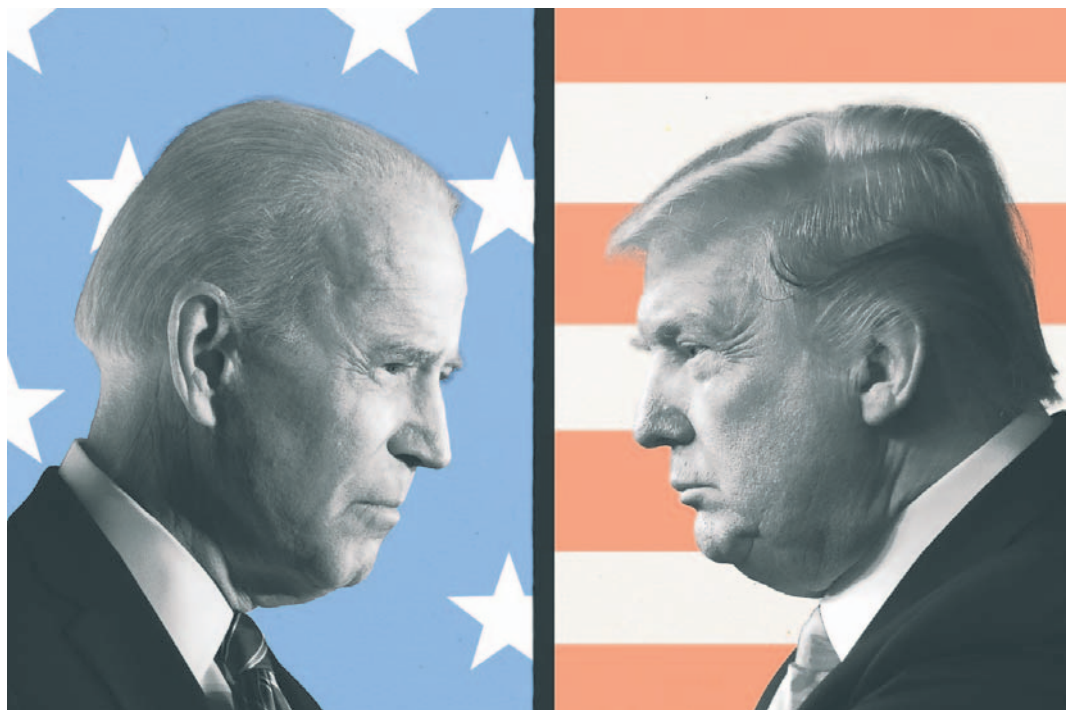
(Sugar#11 Continuous Contract)



Source: FactSet

Trump vs. Biden Economy in 6 Charts

The president and his predecessor will both crow about their economic achievements ahead of the 2024 election. Barron's took a look.



BY MEGAN CASSELLA AND
MEGAN LEONHARDT

When the economy sputters, Americans look for someone to blame. Often, the finger gets pointed at the White House.

But how much credit or criticism does the president really deserve? The answer will be central to the 2024 presidential campaign, which has already kicked off and might well become a showdown between the current and immediate past residents of 1600 Pennsylvania Ave. So, with former President Donald Trump and President Joe Biden touting their respective economic records, *Barron's* took a look at how various aspects of the economy fared under each administration.

The economic record, for both, is mixed. Trump inherited a healthy economy from former President Barack Obama that was eight years past the 2007-09 economic downturn, and steadily expanding. In the period under study, job growth chugged along and inflation was tame. But wages were flat, and increases in the gross domestic product and job creation were more or less a continuation of trends that began in the Obama years, rather than a direct result of any changes that Trump made.

Trump had one major legislative victory in his early years: a suite of tax cuts on companies and individuals passed in 2017. The measures helped boost the stock market and fueled investment and demand, but also drove up the size of the U.S. debt.

Biden took office as the economy was still recovering from the Covid

pandemic shutdowns, and the steady flow of stimulus aid passed on both his watch and Trump's fueled a major spending boom. That helped job growth soar to record levels in each of the past two years, but also drove up inflation and forced the Federal Reserve to begin rapidly tightening monetary policy—steps that could spark a recession in the months ahead.

Economists caution that U.S. presidents have only limited influence over the nation's sprawling economy, which is less a real-time reflection of incremental changes in public policy than the product of millions of individual choices that consumers and businesses make every day. But presidents should be judged "on how they use the power of their office and the impact of those decisions," says Aaron Sojourner, a labor economist with the W.E. Upjohn Institute for Employment Research.

The following charts examine how six different elements of the economy trended during the early years of both the Trump and Biden administrations. *Barron's* compared identical time frames for each president, beginning with Inauguration Day and continuing through April of their third year in office, or the latest month for which data were available.

ECONOMIC GROWTH

Trump pledged during his 2016 presidential campaign that he would be able to return the U.S. economy to 4% annual growth. But he hit that target in only two quarters: the fourth quarter of 2017 and the third quarter of 2020, when the U.S. economy was first reopening and recovering from the Covid-19 pandemic.

From the first quarter of 2017 to the first quarter of 2019, growth in real gross domestic product (adjusted for inflation) averaged 2.5% per quarter. That's a healthy level for a huge and diverse economy that generally sees growth of 2% to 3% each year, but it is far from the levels that Trump had been promising, and on par with growth rates at the end of Obama's second term.

Biden oversaw soaring economic growth in his first year in office as federal stimulus money flowed to counter the pandemic's economic effect. Growth in two of his first four quarters hit a 7% annual rate. Inflation came to bite in his second year in office, however, and growth turned negative for the first half of 2022.

Even so, Biden has overseen a faster

rate of growth, on average, than Trump. From the first quarter of 2021 to the first quarter of 2023, the most recent period for which data are available, economic growth under the Biden administration averaged 3.1% per quarter.

STOCK MARKET PERFORMANCE

The stock market's performance was paramount for Trump, who oversaw a 21.2% jump in the S&P 500 index from his first day in office through the end of May 2019, nearly 2½ years later. His 2017 tax cuts helped create a conducive environment for business investment, while low unemployment levels encouraged consumer spending.

Under Biden, the S&P 500 gained 8.5% during the comparable time span. Call it a tale of two markets: Stocks hit a record high at the start of 2022, but the benchmark S&P 500 plummeted 20% last year, and the tech-heavy Nasdaq Composite, roughly 33%, as the Fed tightened monetary policy to rein in soaring inflation. This year, the S&P 500 gained 9.3% through May 31, fueled in part by expectations that the Fed will soon stop raising interest rates, and might even pivot to cut them later in the year.

INFLATION

During the Trump era, the U.S. enjoyed a period of relatively tame inflation, a continuation of the historically low levels experienced during Obama's two terms in office. Inflation averaged 1.4% from the second quarter of 2009 to the fourth quarter of 2016, and 2.2% in the first two years of the Trump administration through the first quarter of 2019.

The government's response to the Covid pandemic, which hit the U.S. in force in March 2020, and the outbreak of the war in Ukraine in February 2022 changed the trajectory of price growth, however. As the Trump and Biden administrations flooded the financial system with money to offset Covid-related losses, and as supply chains were scrambled by lockdowns and Russia's invasion of Ukraine, inflation soared to the highest level in four decades and became the No. 1 economic problem of the Biden era.

The Fed, which initially considered inflation as transitory, began raising interest rates in March 2022 to cool economic growth. But more than a year later, inflation has proved stickier than anticipated. After topping 9% in June 2022, a consumer price index

reading of 4.9% this past April marked the tenth straight month of declines in the annual pace of inflation. But monthly increases persist, and the Fed's preferred inflation gauge, the personal-consumption expenditures price index, remains well above the central bank's 2% target.

That inflation, particularly in the form of high food costs, continues to dog the Biden presidency. Despite a historically strong labor market and significant wage increases, enduring high prices have suppressed consumer confidence and eroded Americans' spending power.

UNEMPLOYMENT TRENDS

Trump frequently bragged about the strength of job growth under his watch. With good reason: Unemployment fell to a 50-year low of 3.5% in 2019—the lowest level since May 1969. But Princeton economics professor Alan Blinder argued that the boost wasn't a direct result of the administration's policies, and that unemployment drop subsequently was overshadowed by the effects of the Covid-19 pandemic.

Biden, on the other hand, inherited an unemployment rate of 6.3% in January 2021, and saw the rate fall steadily to a low of 3.4% as of April 2023. Yet, there has been little political payoff.

The current rate might represent an all-time low for the administration, given that layoffs could begin to pile up as Fed officials attempt to curb inflation. New York Fed President John Williams anticipates that the unemployment rate will need to rise to 4%-4.5% to get inflation down from the CPI's April reading and back to the 2% target rate.

HOUSING MARKET

U.S. home prices have been on the rise for nearly three decades, with the median sale price more than tripling from \$126,000 in 1992 to \$479,500 by the end of 2022, according to the U.S. Census Bureau. While the Trump administration touted rising property values, some of the steepest increases in median home sale prices in the past 30 years occurred during the first two years of the Biden administration as

the desire for more space collided with a general housing shortage following the onset of the Covid pandemic.

Rising property values are good news for homeowners, but challenging for would-be buyers. Research shows that homeownership improves financial stability among U.S. consumers. Increasingly unaffordable home prices can jeopardize this. That said, the market has eased. Annual house-price growth decelerated in March to 0.7%, the slowest pace in more than 10 years, according to the S&P CoreLogic Case-Shiller National Composite Index. Housing experts predict that the current housing-market correction probably will continue through 2023 and into 2024. Falling prices should help improve affordability, particularly once mortgage rates ease after the Fed ends its rate hikes.

CONSUMER CONFIDENCE

While Trump enjoyed relatively strong consumer confidence during the early years of his presidency, probably due to the long-running bull market, the Covid pandemic erased that

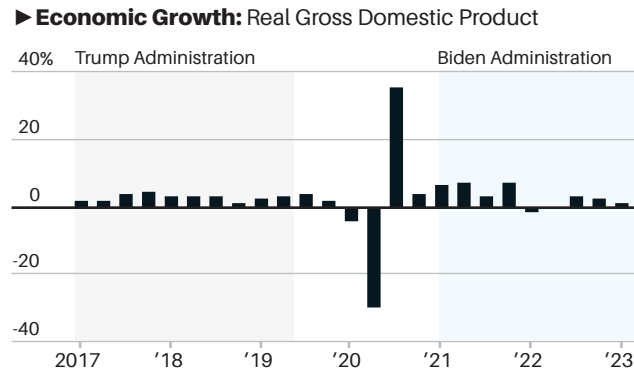
optimism and left the Biden administration continually struggling to recover. Even after the threat of Covid outbreaks declined, soaring inflation depressed confidence levels. They hit a record low in June 2022.

Consumer confidence is an important economic indicator, as consumer spending drives nearly 70% of the U.S. economy. If Americans are worried about the economy, they typically don't shop as much. Yet consumer spending jumped 0.5% in April, even as Americans' confidence has been shaken again by persistently high prices and lower real wages that reduce spending power.

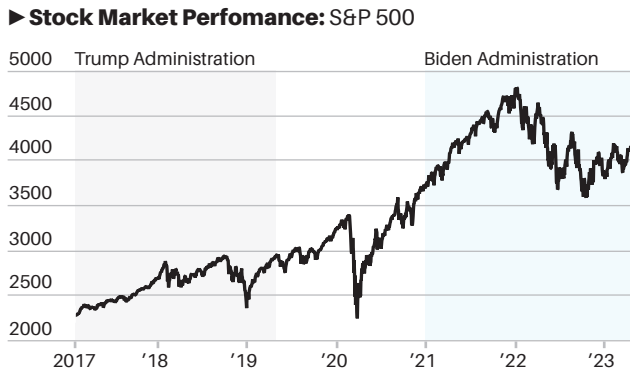
"Throughout the current inflationary episode, consumers have shown resilience under strong labor markets, but their anticipation of a recession will lead them to pull back when signs of weakness emerge," wrote Joanne Hsu, Surveys of Consumers director at the University of Michigan.

Read a longer version of this story, with 11 charts, at barrons.com/trumpvsbiden

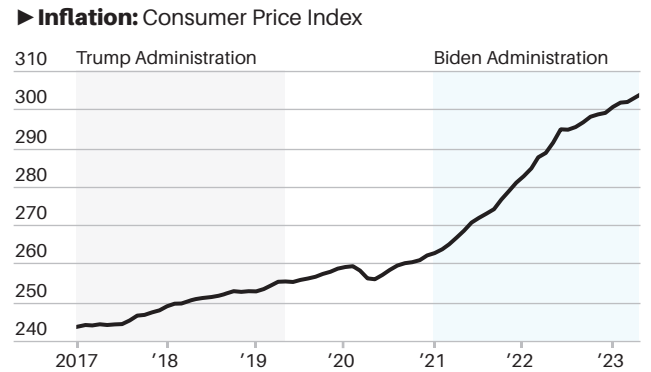
■ Trump Administration January 2017 to April 2019
 ■ Biden Administration January 2021 to April 2023



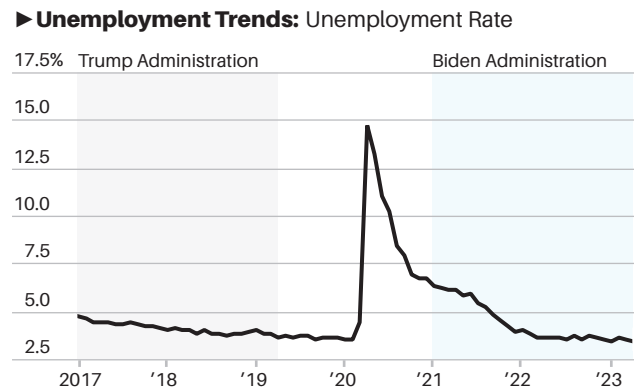
Note: Real Gross Domestic Product, Percent Change from Preceding Period, Quarterly, Seasonally Adjusted Annual Rate
 Source: U.S. Bureau of Economic Analysis



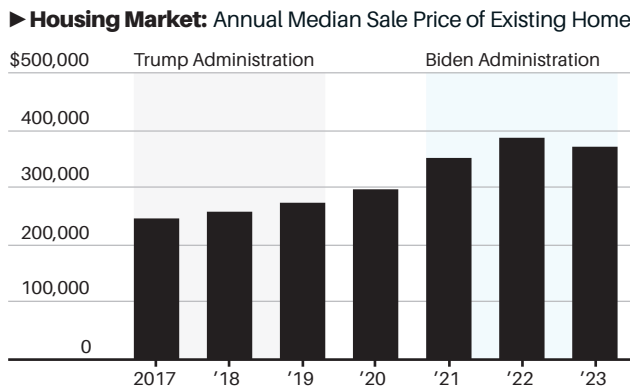
Source: FactSet



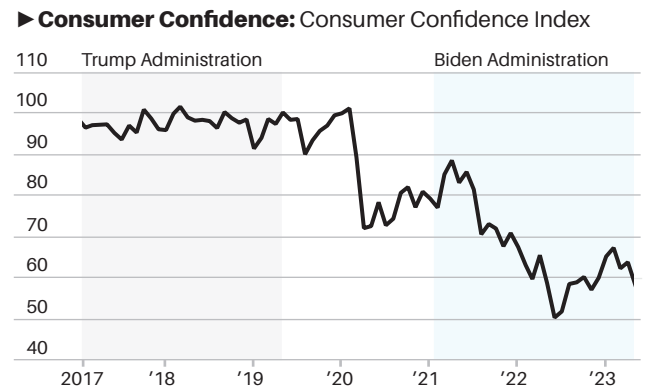
Note: The Consumer Price Index for All Urban Consumers: All Items
 Source: U.S. Bureau of Labor Statistics



Note: Unemployment Rate, Percent, Monthly, Seasonally Adjusted
 Source: U.S. Bureau of Labor Statistics



Note: The 2023 year-to-date median sale price includes data from January to April.
 Source: National Realtors Association



Source: The University of Michigan consumer sentiment index

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FUNDS

Some winning 2022-23 funds employ tactical strategies, trading different asset classes—stocks, bonds, commodities—based on market conditions.

Only a Few Funds Are Up This Year and Last Year. How They Did It.

Last year was a terrible one for most investors. It was also a great test to see which funds in your portfolio can play defense.

But what about offense? You could view this year as part two of a test to find all-weather funds. So far in 2023, the Nasdaq 100 Index, a tech-stock-laden benchmark tracked by the popular **Invesco QQQ Trust** exchange-traded fund (ticker: QQQ), is up 36%—after falling 33% in 2022. The S&P 500 index has a similar trajectory, down 18% in 2022 and up 14% in 2023. And the popular **iShares Core U.S. Aggregate Bond** ETF (AGG), down 13% in 2022, is up 2% this year.

Not many funds can produce positive results in both environments. Only 155 mutual funds, out of 7,069 available in the U.S., pass the positive 2022-23 test, or 2.2%. Of ETFs, only 117 out of 3,259 pass, or 3.6%. Many of the funds are too niche to assume they'll be all-weather in the future. This is especially so with ETFs, where several positive performers in both years, such as **iShares MSCI Mexico** (EWW), up 27% already in 2023, invest in volatile Latin America. Others are commodity plays such as **Teucrium Sugar** (CANE), up 45% this year.

Drilling into the data, you can find more-diversified funds with less idiosyncratic risks. One is **Madison Covered Call & Equity Income** (MENYX). It was up 5% in 2022 and is up 5% in 2023. Manager Ray Di Bernardo keeps a lid on risk by selling, or "writing," call options on the stocks in his portfolio to generate

BY LEWIS
BRAHAM

income. (A call option gives buyers the right to purchase a stock at a predetermined "strike" price and allows sellers to earn an income premium.)

The income generated from options premiums acts as a buffer in down markets. But the predetermined call-option strike prices that Di Bernardo sets for the stocks in his portfolio also enforce a valuation discipline. If a stock's price exceeds the option's strike price, it gets called away by the option buyer. If the fund can't find another attractively valued stock to replace it, he holds cash instead. This valuation discipline served the fund well last year.

"In late 2021, the market surged dramatically," Di Bernardo explains. "Many of our stocks smashed right through that strike price on the options. In cases where we felt stocks

were overvalued, we just let those companies get called away, which increased cash." He says he entered 2022 with about 20% cash, and it stayed at a high level, protecting the fund. Today, after the market's recent run, cash is at 25%.

Although value funds are lagging behind growth ones now, many with positive performance in both years favor cheap stocks, which are less sensitive to rising interest rates. **Third Avenue Value** (TAVFX) was up a whopping 17.5% last year, thanks to heavy investments in energy stocks in an inflationary environment. Manager Matthew Fine is still bullish on offshore drillers **Tidewater** (TDW) and **Valaris** (VAL), citing historically low offshore production levels that should increase.

Small-cap value funds **Aegis Value** (AVALX) and **Palm Valley Capital** (PVCMX) have also profited both years. The difference is that Palm Valley has a large, 85% cash weighting, while Aegis' is only 6%. "We believe small-cap stocks today are extremely overvalued," says Eric Cinnamond, Palm Valley Capital's manager. "There's going to be tremendous opportunity when we finally have a real recession, so our strategy is to be patient."

There are successful funds that combine both growth and value strategies. **Hennessy Cornerstone Mid Cap 30** (HFMDX) employs a rules-based valuation discipline that equal-

weights 30 midsize companies with price/sales ratios below 1.5, positive earnings growth, and strong price momentum. While cheap energy stocks have benefited the fund, in September it also purchased cloud-computing company **Super Micro Computer** (SMCI), which is up 215% in 2023.

The most interesting all-weather funds are flexible ones, able to shift their portfolios quickly. **First Foundation Total Return** (FBBAX) employs a go-anywhere approach. "We invest in five different asset classes—real estate, income securities, arbitrage, hard assets, and equities," says co-manager Eric Speron. "We're willing to go where the opportunity is." He will buy growth or value stocks of any size.

Speron has co-managed the fund since 2015, but 2020 was the first time he bought energy stocks, as oil prices plummeted. Now the fund has 13% in the sector. In his arbitrage and special-situations bucket, now 7% of his portfolio, Speron holds **Burford Capital** (BUR), a litigation finance company that recently won a multibillion-dollar suit against the government of Argentina. Such investments aren't affected by broad market moves, helping protect the fund in downturns.

Other winning 2022-23 funds employ tactical strategies that trade different asset classes—stocks, bonds, commodities—based on market conditions. Managed-futures funds such as **Campbell Systematic Macro** (EBSIX) and **Guggenheim Managed Futures Strategy** (RYMFX) make broad shifts among asset classes with derivatives.

Modern Capital Tactical Opportunities (MCTOX) is a unique tactical fund; it shifts into closed-end funds when they're trading at deep discounts to their underlying portfolio and shifts out of them to cash when they're not. The fund did that successfully last year, going to 60% cash in April, says manager Michael Lowenberg.

Such tactical shifts are like a high-wire act requiring great precision and timing. Whether these funds can continue to be effectively defensive in future selloffs while still profiting in bull markets is uncertain. But if anything proves they can be, it's the roller-coaster 2022-23 market. **B**

All-Weather Funds

Few funds have positive performance in both 2022 and 2023. Here are some worth considering.

Fund / Ticker	Morningstar Category	YTD Return	2022 Return	5-Year Return
Hennessy Cornerstone Mid Cap 30 / HFMDX	Small Value	14.4%	2.8%	10.0%
First Foundation Total Return / FBBAX	Moderately Aggressive Allocation	10.6	1.8	10.4
Third Avenue Value / TAVFX	Global Small/Mid Stock	8.2	17.5	7.7
Modern Capital Tactical Opportunities / MCTOX	Moderate Allocation	7.8	13.9	N/A
Madison Covered Call & Equity Income / MENYX	Derivative Income	5.0	5.1	9.1
Palm Valley Capital / PVC MX	Small Value	4.7	3.2	N/A
Guggenheim Managed Futures Strategy / RYMFX	Systematic Trend	4.4	14.8	4.9
Abbey Capital Multi Asset / MAFIX	Multistrategy	4.1	4.1	12.3
Campbell Systematic Macro / EBSIX	Macro Trading	3.9	30.9	11.3
Aegis Value / AVALX	Small Value	3.4	10.5	13.3
Marshfield Concentrated Opportunity / MRFOX	Large Growth	3.1	5.1	13.8
Camelot Event Driven / EVDAX	Event Driven	1.6	3.5	10.7

Note: Returns through June 12. Funds ranked by 2023 returns. Five-year returns are annualized. N/A=not applicable

Source: Morningstar

INCOME INVESTING

Securities backed by home loans offer attractive income and relatively cheap prices. Investors can earn about 5% in some mutual funds and ETFs.

Mortgage Bonds Look Cheap and Yield 5%. How to Play Them.

The U.S. mortgage securities market is enormous at \$8 trillion, but it gets little attention from investors. That's a mistake because yields on mortgage securities, now in the 4.5%-to-5.5% range, are unusually appealing relative to U.S. Treasuries, and carry little or no credit risk.

"Mortgage securities are not only cheap on an absolute basis, but also cheap on a relative basis," says Dan Hyman, a portfolio manager of the **Pimco Mortgage Opportunities and Bond** fund (ticker: PMZIX). Hyman notes that corporate bonds—the main alternative to mortgage securities—trade near their historic averages relative to Treasuries.

There are other high-profile fans of the mortgage sector, including "bond king" Jeffrey Gundlach, the founder and CEO of DoubleLine Capital, and Dawn Fitzpatrick, chief investment officer at Soros Fund Management.

The market for mortgage-backed securities, known as MBS, has been under pressure because the two largest investors in the sector—the Federal Reserve and U.S. banks—have gone from buyers to sellers in the past year.

That trend may continue as the Fed reduces its massive balance sheet and banks see deposit outflows. The \$100 billion mortgage portfolio of failed Silicon Valley Bank, for instance, is estimated to be only about a third liquidated. But inexpensive markets often attract buyers.

Gundlach, on an investor call, recently said that "mortgages are the



BY ANDREW BARY

cheapest part of the fixed-income market on a risk-adjusted basis."

A good way to play the mortgage market is through mutual funds and exchange-traded funds. While investing directly in municipal bonds is relatively simple, it's tougher in the mortgage market due to issues like liquidity and complex cash flows.

Mortgage securities are backed by pools of residential mortgages, with investors getting the principal and interest payments on the loans. They may be better suited to individual retirement accounts and other tax-free accounts since interest is fully taxable and not exempt from state and local taxes as is Treasury interest.

The largest mortgage ETFs are the \$26.5 billion **iShares MBS** (MBB) and \$17 billion **Vanguard Mortgage-Backed Securities** (VMBS), with yields to maturity of about 4.5%. While current yields are closer to 3%, they hold securities at discounts to face value, resulting in higher yields to maturity.

The largest mutual fund is the \$34

billion **DoubleLine Total Return** (DLTNX), which is run by a team led by Gundlach. Other big funds are the **American Funds Mortgage** (MFAAX) and the Pimco offering.

The DoubleLine and Pimco funds yield 5%—more than the iShares and Vanguard ETFs—because they hold both mortgage securities from government-sponsored entities such as Fannie Mae and Freddie Mac, and higher-rate nonagency MBS often backed by high-balance "jumbo" mortgages.

Many mortgage funds have had uninspiring annualized returns in the zero-to-1% range over the past five years. This reflects the impact of higher rates and wider spreads between MBS and Treasury yields. The key, however, is the entry yield. It's now the most attractive since the financial crisis, which bodes well for future returns.

Mortgage managers focus on the yield gap, or spread, between agency mortgage securities—issued by Fannie, Freddie, and Ginnie Mae—and U.S. Treasuries. That spread for new 5.5% MBS is now 1.75 percentage points, about a point more than the 20-year average. The spread on investment-grade corporate bonds is about 1.25 percentage points, in line with their historical average.

The credit risk on agency MBS is low because Ginnie Mae securities carry a government guarantee, and Fannie and Freddie securities have an implied federal backing. The government seized Freddie and Fannie during the 2008-09 financial crisis. Both have built sizable capital bases and are more conservatively run than before.

Given their importance to the U.S. housing market, it's likely that the government will stand behind Freddie and Fannie MBS, even if there is no explicit guarantee. That was the case in the financial crisis.

"If you're concerned about a recession, investment-grade and high-yield corporate bonds carry credit risk. The MBS market is a way to avoid that," says Brian Quigley, a senior bond manager at Vanguard. His firm upped its exposure to the sector recently.

Why do mortgage securities yield so much, given the lack of credit risk? One reason is the "uncertainty of when they will 'mature' and the principal will be returned to the investor," says Harley Bassman, a managing partner at Simplify. The uncertainty arises because a homeowner can pay off the loan at any time with no penalty, so the "investor needs to be compensated" with a slightly higher yield.

This results in "negative convexity," meaning that mortgage securities tend to have more price downside than upside. Borrowers with 3% mortgages are loath to pay them off because market rates now are above 6%. But if rates fall, holders of 6% mortgages will be eager to refinance them.

Much of the MBS market consists of 2% and 3% securities that have an attractive risk/reward, given that they trade for 85 cents or so on the dollar. Gundlach says there is no negative convexity in much of the market now.

DoubleLine Total Return holds more than a third of its assets in non-agency mortgage securities, while Pimco Mortgage Opportunities has about 20% in that area. DoubleLine manager Ken Shinoda said recently that the triple-A rated commercial mortgage securities look "compelling," thanks to high yields stemming from concerns about the office market.

Pimco's Hyman says there is little credit risk in the fund's nonagency holdings because most are older loans with considerable homeowner equity and yield about 6%.

With inflation cooling, there is something to be said for 5% yields on supersafe securities. Bond investors ought to take a close look at the massive mortgage-backed market. **B**

Housing Income

Funds that own mortgage securities have produced uninspiring returns, but yields are now appealing.

Fund / Ticker	1-Yr Total Return	5-Yr Total Return	Assets (bil)	Yield	Expense Ratio
DoubleLine Total Return Bond / DLTNX	-0.9%	0.0%	\$33.5	5.0%	0.73%
American Funds Mortgage / MFAAX	-0.5	0.6	9.0	4.5	0.64
Pimco Mortgage Opportunities and Bond / PMZIX	2.2	1.8	7.3	5.1	0.60
ETF / Ticker					
iShares MBS / MBB	1.1%	0.1%	\$27.2	4.6%	0.04%
Vanguard Mortgage-Backed Securities / VMBS	1.2	0.1	15.6	4.3	0.04
SPDR Portfolio Mortgage Backed Bond / SPMB	0.8	0.1	4.4	4.7	0.04

Note: Returns through June 13. Five-year returns are annualized.

Sources: Bloomberg; Morningstar; company reports

TECH TRADER

Oracle stock has already gotten a big lift from the generative AI trend. The company says it's just getting started.

Oracle Is Thriving in the Cloud. Its Next Chapter Is About AI.

To the casual observer, Oracle's emergence as a serious player in cloud computing might have come out of the blue. But *Barron's* readers shouldn't be surprised.

In early 2021, I wrote a cover story headlined "Oracle Is Turning Into a Cloud Giant." At the time, **Oracle** (ticker: ORCL) was pushing cloud-based versions of its database software and its portfolio of enterprise applications.

Oracle was also aggressively building a cloud-computing business to take on the three cloud giants—**Amazon** (AMZN), **Microsoft** (MSFT), and **Alphabet** (GOOGL). There was considerable doubt from investors about Oracle's chances of success. But the company sure believed.

For that story, Clay Magouyrk, the executive vice president for Oracle Cloud, told me: "There's no way that in the next two or three years, Oracle will be viewed as anything but a cloud company."

Turns out, it was a great call from Clay. Oracle shares are up about 110% since our story.

Last fall, when the stock had dropped to about \$60 from a peak near \$100, we wrote that the market had a second chance to buy the evolving cloud play on the cheap. The stock on Thursday closed at \$126.55. Sure enough, the Oracle story is now all about the cloud.

The one wrinkle Magouyrk hadn't anticipated—no one did—was the rapid emergence of generative artificial intel-



BY ERIC J. SAVITZ

ligence as a major driver for almost every company in tech, and cloud-computing providers in particular.

The market's new enthusiasm for Oracle has pushed the 47-year-old company into the spotlight for the first time in many years, driving Oracle's share price to record highs. It has made founder Larry Ellison the third-richest human in the world, behind his friend Elon Musk and LVMH CEO Bernard Arnault.

This past Monday, Oracle added fuel to the fire, posting better-than-expected financial results for the quarter and fiscal year ended in May. During the fourth quarter, Oracle's cloud application business was up 45% from a year ago. Its cloud infrastructure business was up 76%, accelerating from 55% growth one quarter earlier.

A day after earnings, Oracle announced that it would be adding generative AI features across its enterprise software lineup in the coming weeks. And it unveiled a new partnership with the large language model start-up Cohere.

The torrent of upbeat news is forc-

ing the stock's skeptics to reconsider. Meanwhile, bulls are hiking price targets to levels that would have seemed ridiculous only a few months ago.

After Oracle's earnings report this past week, Mizuho analyst Siti Panigrahi and Guggenheim's John DiFucci both upped their targets to \$150, about 20% above recent levels. As long as the company's cloud business keeps gaining market share from larger rivals, the stock could run even higher than that.

This past week, I caught up with Magouyrk to discuss his updated view on Oracle's cloud and AI business. He is as bullish as ever.

Magouyrk sees Oracle's AI strategy in three layers. "At the bottom of the whole stack," he says, "generative AI needs very large-scale infrastructure for training and for inferencing," driving demand for Oracle's cloud capacity. It helps that the company has a strong relationship with **Nvidia** (NVDA), allowing the company to offer AI customers arrays of thousands of GPUs, or graphics processing units, to train new models.

A second layer, he says, combines large language models with expertise in specific vertical markets, and a big customer base. That's where Cohere comes in.

"They are incredible at building these large language models; we're quite good at enterprise relationships, the security and privacy of your data, as well as building good infrastructure," Magouyrk says.

The third part is applications. Oracle this past week said it intends to

use generative AI to expand the reach of its enterprise software.

"Think about generating job postings from [HR software], automatically filing police reports based on body-cam interactions for first responders, or automating and summarizing patient-discharge notes in healthcare applications. There are a myriad of uses."

Magouyrk says that initially, most of the opportunity is at "the bottom of the pyramid," helping companies train their AI models. "But in 15 years, it will be an inverted pyramid," he says. "The opportunity will be to embed this technology in applications."

Of course, Oracle isn't planning to give any of this stuff away for free.

Magouyrk says AI-enabled versions of Oracle's flagship apps are coming soon. "We're talking about months, not years. There's a lot of demand—and a lot of value in that demand."

As for the accelerating growth of Oracle's overall cloud business, Magouyrk, who once worked as a senior engineer at Amazon Web Services, says it's no surprise to him.

"Cloud infrastructure is a very large space, and it takes time for your business to grow," he adds. "More people are taking this seriously than they were two years ago. We had all the ingredients except one: We had the sales force, we had the ability to serve customers in 150 countries, we had the capital to expand the business, we had the technology. What we had to do was show that it worked, to build references and get to the momentum. Now that that's happening, we're accelerating." **B**



After a cloud-driven rally in Oracle stock, company founder and Chairman Larry Ellison is now the third-richest person in the world.

THE ECONOMY

By restraining inflation with more interest-rate hikes this year, the Fed has scope to lower them during the 2024 election campaign.

2 Reasons for Why The Fed Might Have Paused Hikes in June

Why would the Federal Reserve let up on the monetary brakes but at the same time promise to step down harder later on? Economics and politics might have figured into the puzzling policy decision.

In case you missed it, the Federal Open Market Committee voted this past week to hold its federal-funds target range at 5% to 5.25%, after having raised the key policy rate 10 times, by a total of five full percentage points, over the past year and a quarter. The pause was widely expected after having been telegraphed by Fed governor Philip Jefferson, who has been nominated as the central bank's vice chair.

But the FOMC also lifted its year-end projected fed-funds rate to a median of 5.6%, a half-point higher than in its previous Summary of Economic Projections, issued after its March 21-22 meeting. Moreover, none of the 18 panel members projected any interest-rate cuts later this year, contrary to market expectations of just a month ago for reductions of a half-percentage point or more by the mid-December confab.

Various Fed officials will hold forth on their outlook for the economy and monetary policy in the days ahead, including Chairman Jerome Powell, who is slated to make his semiannual appearance before Congress, starting with the House Financial Services Committee on Wednesday.

In the meantime, let's look at the



BY RANDALL W. FORSYTH

dueling aspects of the FOMC's action. There were no dissents at this past week's meeting, continuing the recent conformity at the central bank. (For more, see *Up & Down Wall Street*.)

All voters were thus in agreement with the committee's rationale, which stated, "Holding the target range steady at this meeting allows the committee to assess additional information and its implications for monetary policy."

That would include the employment and consumer-price-index reports for June, which will be released ahead of the July 25-26 FOMC meeting. The Fed officials also should have more information about any aftereffects on credit availability from the recent failures of Silicon Valley

Bank and others.

Not mentioned in the FOMC statement was the impact of the suspension of the federal debt ceiling and the sharply stepped-up Treasury borrowing to refill the government's coffers. That process removes liquidity from the financial system, which some estimate could be equivalent to a quarter-point hike in the fed-funds rate.

At his postmeeting news conference, Powell responded to a question about this, saying, "We'll be monitoring market conditions carefully as the Treasury refills the [Treasury General Account]."

By not hiking rates now, the Fed may be buying time to minimize the impact of the Treasury's borrowing (totaling nearly \$300 billion this past week alone), according to the Strategas policy team led by Dan Clifton.

Last Thursday's auction of four-week T-bills brought an investment rate of 5.113%, a hefty price for Uncle Sam and stiff competition for banks, notably small and medium-size institutions, especially considering Treasuries' exemption from state and local income taxes. By holding off on another quarter-point rate hike, to 5.25%-5.50%, until the July 26 meeting (a 74% probability as of Friday, according to the CME FedWatch site), the Fed effectively provided the Treas-

sury and the banks with a bit of extra breathing room.

At the same time, the FOMC lifted its median year-end fed-funds projection to 5.6%, as noted above, implying two more quarter-point hikes. This increase reflected revised economic projections. In particular, the Fed's year-end estimate of its main inflation gauge—the core personal consumption expenditure, or PCE, deflator, which excludes food and energy prices—was upped to 3.9% from 3.6% in its March Summary of Economic Projections. The unemployment rate now is seen at 4.1% at year end, versus the previous 4.5% projection and above the May jobless rate of 3.7%.

Deutsche Bank's economists wrote in a client note that Powell sounded pessimistic on the progress in curbing inflation. As I noted in my *Up & Down Wall Street* column last week, core PCE increased at a 4.3% rate in the most recent three months through April, only slightly less than the 4.7% rate in the past 12 months. That is more than double the Fed's 2% target.

To get to 2%, the Fed is aiming for a level of interest rates that it deems to be "sufficiently restrictive." Powell said last November that would mean Treasury yields significantly above the inflation rate for all maturities, Jim Bianco, the eponym of Bianco Research, reminded clients in a conference call this past week. That would put the benchmark 10-year note yield at 5.25%, far above Friday's 3.76% level, he added.

Bianco's takeaway is that inflation is causing a decline in all Americans' real purchasing power, which means that Powell & Co. will emphasize getting inflation down, even if it means a higher jobless rate.

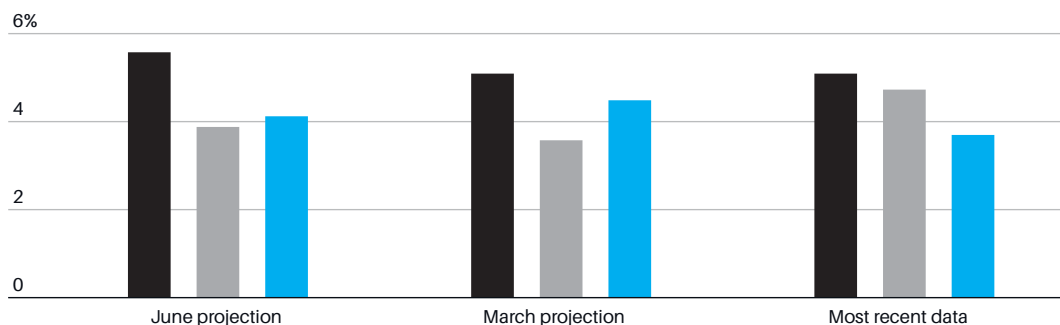
Beyond economics, that could be a good political strategy. By restraining inflation with more rate hikes this year, the Fed has scope to lower them during the 2024 election campaign. Call me cynical, but it's naive to ignore politics with any Washington institution, including the Fed. **B**

Year-End Guidance

The Federal Reserve raised its December federal-funds projection as inflation remained high and unemployment low. But could that mean rate cuts in 2024?

FOMC Outlook for December 2023

■ Federal-funds rate ■ Core PCE inflation ■ Unemployment rate



Note: Unemployment is May 2023 level. Most recent core PCE inflation is 12 months ended April. Sources: Federal Reserve; Commerce Department; Department of Labor

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Q&A

Bullish on Japan, Defensive on Stocks, Bonds

BY RESHMA KAPADIA

Joyce Chang, chair of global research for J.P. Morgan, is known for her deep, detailed dives into big-picture topics, from sovereign debt burdens to demographic trends to U.S.-China relations. She teases out of her research the economic and investment implications for clients.

Chang spent the earliest part of her career in public policy, working at the U.S. Agency for International Development in the Philippines and India before becoming a Wall Street strategist specializing in emerging markets. As investors grapple with paradigm shifts related to interest-rate policy and geopolitics, Chang's early experience is helping her get a handle on what could be ahead for the U.S.

Chang spoke with *Barron's* on June 6 about looming economic problems, the parallels between developed and emerging markets, and why the aging of the baby boomers demands a rethink of interest-rate assumptions. An edited version of the discussion follows.

Barron's: Do you see a disconnect between the stock market and the economy?

Joyce Chang: There are expectations for a soft landing without too much pain to profits, labor markets, or credit availability—and a consensus view that inflation is coming down and central banks are largely done with tightening. But the recession

risks haven't gone away; they might just take longer to materialize. There's a bigger risk that this expansion goes on longer than expected and we end up with higher terminal policy rates.

A recent J.P. Morgan survey showed investors holding a fair amount of cash. What does your outlook mean for portfolios?

Cash has underperformed fixed income and equities. People are getting forced back into the market—even if they don't have the conviction. The top three performing asset classes this year are Japanese equities, European equities, and then U.S. equities.

Which is vulnerable to a selloff?

Japan is probably less vulnerable. We expect Japan to exit from its yield-curve control policy [capping 10-year bond yields] in the coming months, but the Bank of Japan's exit from negative interest rates could take much longer. We expect them to widen the 10-year trading band [for rates] while guiding against interest-rate hikes and still maintaining dovish guidance on rate normalization. With the Bank of Japan holding about half of the outstanding Japanese government bonds, we expect them to prioritize market functionality.

What does this mean for Japanese stocks?

Japan is now in a transitional period

Photograph by COLE WILSON

An Interview With [Joyce Chang](#) Chair, Global Research, J.P. Morgan



“We expect 2.5% real yields—which is where we were 20 years ago—and a 6.6% average return for 60/40 [stock/bond] portfolios over the next decade.” *Joyce Chang*

toward a new inflationary era. Companies with pricing power are promising, as they can pass on prices and raise wages at a different pace than before.

We prefer Japanese equities to the U.S. and Europe, as the transition to an inflation economy has just begun and Japanese corporations have 25% excess cash on their balance sheets. Plus, Japan's economic recovery still has momentum, since Covid restrictions and supply disruptions persisted for longer than in many other countries.

Our analysts are more bearish on the S&P 500 index and the euro zone. Europe is at the peak of a growth cycle, with energy prices weaker than expected last year, but the growth momentum may be waning.

What is the concern with the U.S.?

In the U.S., some of the excess savings will come down. And while the stress in regional banks might not be systemic, there is more fallout to come. Also, the stock market has performed strongly on very narrow leadership—five companies have driven most of the rally this year. That is one reason why we are more cautious about the outlook for U.S. stocks and recommend long-duration government bonds.

Which stock sectors look best?

We recommend that investors broaden their allocation to stocks that rank 11 to 50 by size in the S&P 500, where valuation is [much] cheaper than for the 10 largest stocks. In terms of sectors, we see further room for a rotation into defensive stocks, including healthcare, utilities, and staples. We see a shift away from value and growth sectors like industrials, consumer discretionary, technology, and financials, and rate-sensitive areas such as real estate and small-caps.

The U.S. and Europe have seen bank failures this year. What else could break?

Our analysts estimate that the U.S. and European office market is around \$950 billion, so it isn't systemic. But there has been a jump in delinquency rates, and they could move higher.

Vacancy rates for office space are running at 13%—similar to the

[2008-09] global financial crisis. Some commercial mortgage-backed loans have already gone into special servicing in hopes of receiving some modification relief. There is more stress in some segments of commercial real estate.

You study demographics. What is the impact of the shrinking working-age population in China and aging populations in the U.S. and Europe?

There is a debate around this. We think it means higher yields. Life expectancy and aging have a strong impact on the balance between national savings and investments. Rising life expectancy over the past four decades was a driver in the rising national savings rate and the decline in real bond yields.

Life expectancy plateaued in 2010. Now, we will have a higher share of dis-savings from the elderly and a fall in the savings rate, compared with the rise of the past 40 years. The past arguments about rates aren't ones I would project, given the demographics.

Where will yields settle?

There isn't much consensus. The real yield on the 10-year Treasury could fluctuate around 2.5% in the 2030s. The Blue Chip consensus of U.S. economists projects a real yield of only 1% 10 years from now. The Congressional Budget Office estimates 1.8%. The International Monetary Fund sees it back to prepandemic levels of 0.5%.

There is also a lack of consensus around the evolution of the U.S.-China relationship. How do you see things playing out?

There is a huge difference between doing business with China versus being a portfolio investor in China. For those doing business in China, you can't decouple. You can talk about derisking and diversifying, but the global economy is integrated. Within that, you need to break down the strategy.

If you are in China for the domestic market, you may be increasing your investment because of the reopening after Covid. If you're in China to access the Asian market, you might not be changing your strategy. But if

you're in China for the U.S. market, that's where we are seeing much more of a change in thinking about supply chains and near-shoring.

Where does this leave investors?

There is much more of a debate about whether investors are comfortable in China. The biggest risk now isn't U.S.-China relations, but domestic confidence [in China's policy and the economy]. Private enterprises haven't yet been willing to kick-start spending meaningfully in China, with investment flatlining in 2021 and 2022, even as investments by state-owned enterprises grew by double digits.

More broadly, the issue is whether China can move from an investment-led to a consumption-led economic model as it moves from a labor surplus to a labor deficit and lower growth. We expect China's economy to grow by 5.9% this year and 5% next year, but if you look at our forecasts into the 2030s, it's down to 2.5%-3%—far from the double-digit growth of the aughts.

You see some parallels between what is happening in the U.S. and Europe and emerging markets. Explain.

A lot of the policy challenges [in developed markets] look much more like emerging market challenges: higher debt, higher deficits, central banks that have been lagging, persistent inflation. Policy makers [in developed markets] will have to use multiple tools [for financial stability]. Look at the rise of industrial policy, the rise of fiscal debt, and the role that central banks now play in financial stability. It isn't just emerging market countries that need this level of government involvement.

What are the risks that investors should be monitoring?

We see four clusters of risk. We are in for shorter, more volatile macroeconomic cycles with lower growth and higher inflation, a falling savings rate, and rising government budget deficits. That's the macro risk broadly.

The second risk is politics—domestic populism, polarization, inequality,

and, on the international side, rising U.S.-China tensions and a broadening out of alliances. There is globalization 3.0 [companies rethinking supply chains] and a de-dollarization move with China's multipronged effort to internationalize the renminbi.

Do you expect the dollar's prominence to wane?

We will see more cross-border use of the yuan, especially in countries that don't have many choices, such as Russia. There is also a question of whether Saudi Arabia or other Middle East countries will use the yuan for settlements.

Chinese yuan cross-border liabilities have risen by about 75% over the past five years. But it's about China's cross-border liabilities rather than a global phenomenon, and that is where markets get confused [about the dollar's future].

What are the other risks?

Climate, which increases the number of extreme weather events—droughts, floods, storms, firestorms—means higher food inflation over the longer term. Biodiversity is worsening dramatically, the world is seeing recurring pandemics, and a higher-inflation environment flows from that.

Fourth is the technology transformation, with digitization and artificial intelligence accelerating. Maybe you get increases in productivity, but does that come with a rise in unemployment? Does it mean worsening cyber-fears? The one risk that is always underpriced is cybersecurity.

Tell us some good news.

We expect 2.5% real yields—which is where we were 20 years ago—and a 6.6% average return for 60/40 [stock/bond] portfolios over the next decade. That isn't terrible.

The other thing that is meaningful to me is more of a focus on not increasing the debt burden. And even on U.S.-China tensions, there have been efforts on both sides to say we need to communicate and veer away from extremist rhetoric around decoupling.

Thanks, Joyce. ■

MARKET WEEK



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Nasdaq Composite

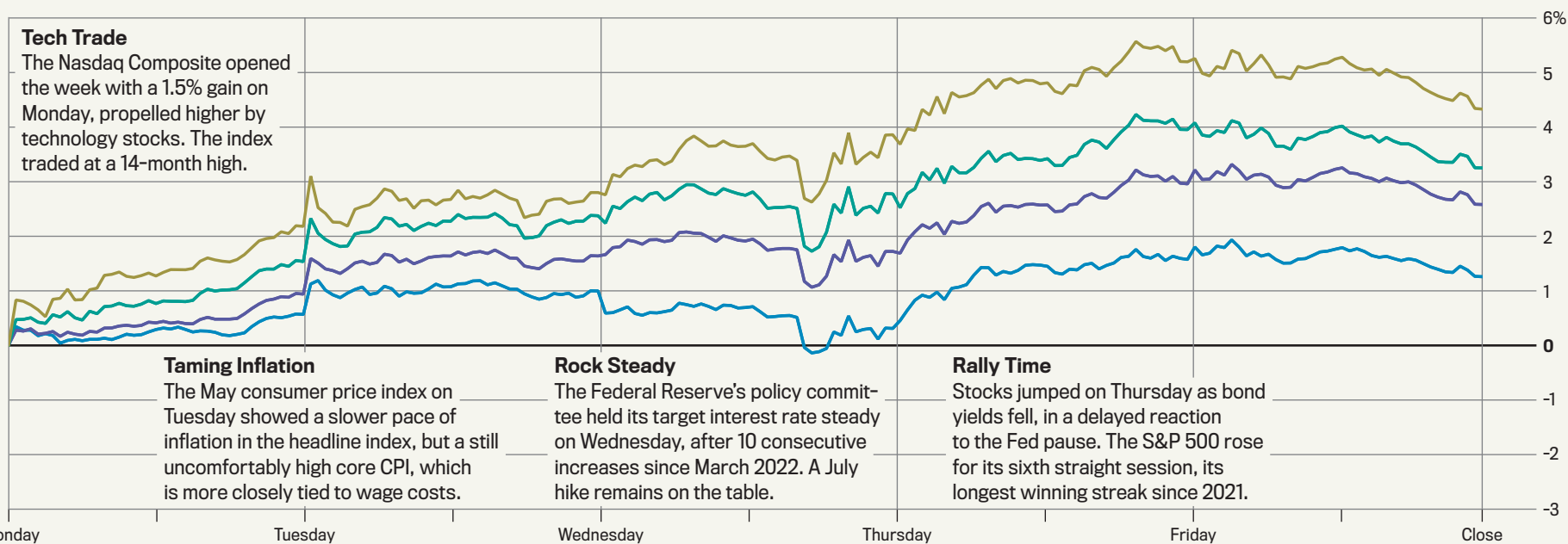
13,689.57

52-wk: +26.77% YTD: +30.79% Wkly: +3.25%

Technology Select Sector SPDR ETF

\$173.19

52-wk: +38.97% YTD: +39.18% Wkly: +4.33%



THE TRADER

Stocks See No Reason To Stop Pushing Higher

Nothing can stop the stock market—not even the Federal Reserve. Don't expect the rally to stop here.

If investors wanted an excuse to take money off the table this past week, they got one. On Wednesday, the Fed announced a pause in its interest-rate increases, as expected, with one very big “but”—its so-called dot plot signaled another two quarter-point hikes before it is done.

Logic would say that should have knocked the market lower. The S&P 500 index came into Wednesday already up 20% from its bear market low, with much of that rally driven by the hope that the Fed would hit the pause



BY JACOB SONENSHINE

button. If nothing else, there should have been a “sell the news” reaction to go along with the actual bad news—the possibility, perhaps likelihood, of more rate increases.

There wasn't. The S&P 500 gained 2.6% on the week, while the Dow Jones Industrial Average rose 1.3% and the Nasdaq Composite climbed 3.2%.

So why all the buying? The Fed is still close to the end of its rate hikes, which would allow economic growth and corporate profits to stabilize, and even rise for many sectors. Meanwhile, rates in the bond market could dip.

“The smoke hasn't cleared, yet the momentum market remains,” writes Evercore ISI strategist Julian Emanuel.

That was enough for the S&P 500 to clear a number of key levels. After

cracking 4200 weeks ago, it's now well above 4300, where it peaked in August after Fed Chairman Jerome Powell interrupted a summer rally by reminding markets that rate hikes weren't nearly finished. It ended Friday a hair under Thursday's close of 4425, its highest level since April 2022, a sign that market participants are confident enough in the outlook to keep buying stocks.

The risk does seem low, at least for the moment. After nearly a dozen attempts at breaking 4200 since the start of the year, that number is likely to become a support level for the S&P 500, if it were to fall. And if it were to hold, the S&P 500 would likely just be gearing up to rally again.

BCA Research chief strategist Doug Peta calls 4200 “clearly quite a level.

The S&P 500 could not get through that. Once it did, resistance becomes support.”

The market is never risk-free, and it certainly isn't now. This year's gains have been driven by a mere handful of stocks, a risk if those stocks were to falter. The S&P 500 also trades at 19 times 12-month forward earnings, while yields on government bonds are as high as 5%, making the return on stocks less attractive.

“I think that valuations by historical standards are more on the rich side relative to the macro risk and to rates,” says Keith Lerner, co-chief investment officer at Truist.

Yet for the market to see a meaningful drop, it would clearly need a real catalyst. That could come in the form of poor economic data or earnings. Given “the lagged effects of the monetary-policy tightening, with a recession right around the corner, you will have earnings expectations primed for disappointment,” Peta says. “Then, equity performance becomes real fragile.”

Not yet, though. With the wind at the market's back, a dip would just present a buying opportunity, especially if the market holds at key levels. “We think pullbacks are buying opportunities here,” says Yung-Yu Ma, chief investment strategist at BMO Wealth Management.

While it usually doesn't pay to fight the Fed, this is one of those moments when you don't want to fight the tape.

6 Stocks With Room to Run

Everything has gone right for the market—and now it's time to start planning for when things go wrong. Buying stocks with “earnings momentum” is one way to do that.

The S&P 500 has gained about 22% from its early-October bear market. Much of the recent gain is from Big Tech, which is benefiting from artificial intelligence, but the rally has recently broadened as investors bet that the Federal Reserve is almost ready to pause on hiking interest rates as inflation steadily eases. A pause would mean the economy

and earnings could stabilize soon.

The problem now is finding stocks that still have room to run. The average stock in the S&P 500 has gained 5.8% in June, while the index trades for 18.8 times 12-month forward earnings—particularly high, when compared with the current level of interest rates. “With the S&P 500 now at a 19 times forward multiple, the equity risk premium has fallen to a new cycle low and the lowest level in nearly two decades,” writes Roth MKM market strategist Michael Darda.

What's the best way to pick stocks in that environment? Buy the ones that “the last buyers have yet to buy,” writes Evercore ISI strategist Julian Emanuel. He screened for stocks that have seen their 2023 earnings estimates revised higher this year and are expected to grow earnings per share year over year. Emanuel also wanted stocks that have high short interest, which means that investors who have bet against the stock will have to buy if shares start to rally. The screen includes **United Airlines Holdings** (ticker: UAL), **Royal Caribbean Cruises** (RCL), and cybersecurity companies **Fortinet** (FTNT) and **Zscaler** (ZS).

It also includes **Alphabet** (GOOGL), despite the fact that the stock has gained 39% this year. The stock has benefited from a big earnings beat during its most recent quarter and the launch of its ChatGPT competitor, Bard. It also said it would layer artificial intelligence into its advertising and cloud offerings, making them more compelling to customers. As a result, profits should keep growing, with analysts expecting 18% annualized growth over the next two years.

Meanwhile, funds could keep buying more Alphabet stock, with short interest in its 66th percentile in the past year. Consistent with that, the stock trades at about 21 times 12-month forward earnings, a reasonable price for high-teens EPS growth.

Eli Lilly (LLY) also made the list. Analysts have raised their 2023 earnings fore-

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Vital Signs

	Friday's Close	Week's Change	Week's % Chg.
DJ Industrials	34299.12	+422.34	+1.25
DJ Transportation	14792.86	+549.50	+3.86
DJ Utilities	924.92	+9.68	+1.06
DJ 65 Stocks	11415.83	+215.57	+1.92
DJ US Market	1075.65	+27.28	+2.60
NYSE Comp.	15795.12	+295.21	+1.90
NYSE Amer Comp.	4106.84	-2.62	-0.06
S&P 500	4409.59	+110.73	+2.58
S&P MidCap	2580.07	+37.70	+1.48
S&P SmallCap	1204.80	+3.37	+0.28
Nasdaq	13689.57	+430.43	+3.25
Value Line (arith.)	9274.15	+172.73	+1.90
Russell 2000	1875.47	+9.76	+0.52
DJ US TSM Float	44015.84	+1070.91	+2.49

	Friday's Close	Week's Change	Week's % Chg.
Barron's Future Focus	934.01	+27.57	+3.04
Barron's Next 50	2613.17	+85.98	+3.40
Barron's 400	965.57	+13.88	+1.46
	Last Week	Week Earlier	
NYSE Advances	1,813	2,055	
Declines	1,303	1,066	
Unchanged	63	59	
New Highs	276	234	
New Lows	56	62	
Av Daily Vol (mil)	4,699.7	3,992.2	
Dollar (Finex spot index)	102.30	103.56	
T-Bond (CBT nearby futures)	127-11	127-16	
Crude Oil (NYM light sweet crude)	71.78	70.17	
Inflation KR-CRB (Futures Price Index)	270.91	260.53	
Gold (CMX nearby futures)	1958.40	1962.20	



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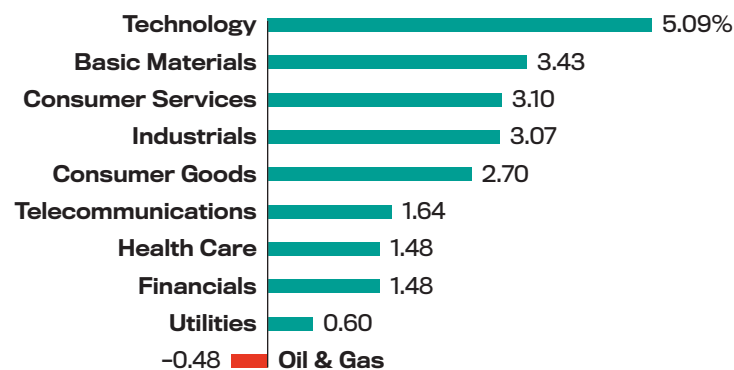


SCAN TO SET UP



Industry Action

Performance of the Dow Jones U.S. Industrials, ranked by weekly percent change.*



Source: S&P Dow Jones Indices

casts by 13% this year, while its Alzheimer's drug donanemab, which could get approved for use by Medicare, should keep those earnings growing. Lilly's Type 2 diabetes drug, Mounjaro, should see sales of just over \$3 billion this year, and over \$20 billion several years from now.

Overall, analysts now expect earnings to grow at about 30% annually for the three years starting in 2024. More buyers could come in, with short interest also in its 66th percentile in the past year. Even at 43 times earnings, Lilly might just be worth the price.

Power Play

Summer starts next week—and so does summer blackout season. That's good news for generator stocks.

Generac Holdings (GNRC) has had a tough time of it recently. The stock, a *Barron's* pick in September, has dropped 76% since its late 2021 record high, amid concerns about high inventory levels and the possibility that electric vehicles and solar battery packs could ultimately replace the need for stand-alone generators. Sales have declined 31% over the several quarters since last June, while earnings have declined 79%.

With summer here, though, demand is due to pick up. The North American Electric Reliability Corp. is warning of power outages in Texas, the Midwest, and even New England—outages that could spur demand for Generac's products. Florida, too, could become a hot spot for generators if hurricane season hits hard enough. On its second-quarter earnings call, Generac said that the "above-average outage environment" so far this year is a key reason the company expects sales growth in the second half.

"The company's core home standby product line is pivotal to providing long-term backup power to homeowners in extended outages (hurricanes, thunderstorms, winter storms, wildfires, etc.),"

writes Baird analyst Michael Halloran.

That's usually the case, but the difference now is that the company has finally worked through the impact of Covid-19 on its business. Sales of its residential generators surged 22% in 2022 as marooned-at-home shoppers purchased units, only for sales to slip once the pandemic ended.

First-quarter sales this year dropped 22% to \$888 million, with residential sales, usually about 50% of the company's total revenue, getting cut almost in half. Gross margins, which fell to 30.6% from 31.6%, got squeezed, which caused earnings to drop 70% to 63 cents a share.

The worst is arguably over. Inventory has stabilized at about \$1.4 billion from the end of 2022, and while earnings and sales are expected to decline this year from last, analysts expect them to increase from quarter to quarter, as demand stabilizes and inventory is worked off. "Investor focus remains on the embedded second-half revenue and margin ramp," writes Halloran. "Management believes the ramp is achievable given abnormal first half (inventory correction)."

The improvement should continue next year. Sales to homeowners in 2024 should rise to \$4.53 billion, just a few hundred million dollars below 2022's result, before the housing market cracked. The gross margin should come back to 35%, pushing EPS up to \$8.17 from \$6.14 this year.

The stock, at \$119.55, is starting to look cheap. It trades at just under 18 times 12-month forward earnings, below its five-year average of 21.7 times. It also trades below the S&P 500's 19 times, when it has historically traded at a premium.

"You're going to get a lot more runway," says Thomas Hayes, founder of Great Hill Capital, who thinks the stock can double over the next 24 months.

For beaten-up Generac shares, there may be no better time than the present. **B**

INSIDE SCOOP

AutoNation CEO Picks Up \$1 Million of Shares

BY ED LIN

AutoNation stock has surged this year, and CEO Michael Manley just scooped up shares of the new- and used-car dealer.

AutoNation stock (ticker: AN) has risen about 39% in 2023 and is approaching a 52-week intraday high. Higher car prices lifted fourth-quarter earnings, reported in February. First-quarter earnings beat expectations in late April, but missed on the top line. The company named a new chief financial officer in May. Used-car data in the past week lifted the shares.

Manley paid \$1 million on June 8 for 7,000 AutoNation shares, at an average price of \$144.89 each. He now owns 22,277 shares in a personal account, according to a filing Manley made with the Securities and Ex-

change Commission.

AutoNation didn't make Manley available to comment on his stock purchase, and the company declined to comment.

The transaction is Manley's first open-market stock purchase since he joined AutoNation in November 2011 from Stellantis (STLA). Most of his AutoNation holdings are from vesting grants of restricted stock units.

J.P. Morgan analyst Rajat Gupta lifted his price target on AutoNation stock to \$135 from \$130 and raised his earnings estimates, but kept an Underweight rating.

"[W]e believe recent capital deployment in adjacencies will have little accretion in the near term, investments are expected to increase, buybacks are likely to take a step back," Gupta wrote in an April 24 report. AutoNation stock has gained about 12% since then. **B**

AutoNation CEO Michael Manley bought \$1 million of the auto dealer's stock on the open market. It's his first open-market buy since joining the company.

Increases in Holdings

Cogent Biosciences (COGT)

Fairmount Funds raised its position in the biopharmaceutical company to 19,962,564 shares, including 16,403,589 shares underlying convertible preferred securities, subject to a 19.99% ownership limitation. Fairmount added 800,000 Cogent Biosciences shares on June 9 through an offering that priced those shares at \$12.00 apiece. Following the offering's close, Fairmount owned 19.99% of the biopharma's outstanding stock.

Decreases in Holdings

AutoNation (AN)

Edward Lampert trimmed his interest in the auto-parts retailer to 5,259,642 shares. That figure includes 4,408 shares held in a liability account overseen by Lampert's **ESL Investments** as well as 162,002 shares owned by The Lampert Foundation. Lampert sold 192,184 AutoNation shares at prices ranging from \$133.47 to \$145.19 each from April 14 through June 7. Those were the latest sales in a long run during which Lampert cut his AutoNation interest from 15.5%, as reported in early May 2022, to the current 11.5%.

Viridian Therapeutics (VRDN)

Atlas Venture Fund liquidated its stake in the pharmaceutical company. Atlas exited Viridian Therapeutics after it sold 209,505 common shares from May 23 through June 7 at per-share prices ranging from \$24.00 to \$24.96. No reason was cited for Atlas' exit. Through the close of June 15, Viridian's stock price has lost about 5% this year. On June 14, the pharmaceutical company was upgraded by Credit Suisse to Outperform with a \$51 price target. The same day, BTIG Research initiated coverage of Viridian stock with a Buy rating.

These disclosures are from 13Ds filed with the Securities and Exchange Commission. 13Ds are filed within 10 days of an entity's attaining more than 5% in any class of a company's securities. Subsequent changes in holdings or intentions must be reported in amended filings. This material is from June 8 through June 14, 2023. Source: VerityData (verityplatform.com)

Activist Holdings

Alkermes (ALKS)

Sarissa Capital holds 14,040,000 shares of the biopharmaceutical company, 8.5% of the outstanding stock. Sarissa Capital issued a press release on June 13 urging Alkermes shareholders to vote for its board nominees at Alkermes' June 29 shareholders meeting. Sarissa believes representation is needed given the company's poor performance over the years, as it believes Chairman and CEO Richard Pops "has presided over massive destruction of shareholder

value...managing to operate a \$1 billion revenue-generating company...at a perpetual loss with limited oversight by the board." Alkermes countered by saying that it has "refreshed 70% of the board's independent directors," since 2019. Further, since Alkermes' management introduced its Value Enhancement Plan in December 2020, its stock price has gained 49%, the result of "action to realign the company's priorities, refine its strategic and operational focus, and effect governance changes." On June 6, Alkermes said it received a final award in its arbitration proceedings with **Johnson & Johnson (JNJ)** unit Janssen Pharmaceutica.

POWER PLAY

NRG Makes Its Case as Elliott Waits

BY CARLETON ENGLISH

NRG Energy will be making its case to investors next week while activist investor Elliott Management nips at the energy company's heels.

It has been an eventful month for Houston-based NRG (ticker: NRG), with Elliott reinitiating an activist stake in the company after NRG announced in December that it would buy Vivint Smart Home. NRG shares fell 15% when the deal was announced. The Vivint acquisition closed in March but NRG stock still hasn't fully recovered, even though it sports a year-to-date gain of about 8%.

Since Elliott's stake became known, NRG has named a new chief financial officer and announced the sale of its 44% stake in the South Texas Project Electric Generating Station, a nuclear plant, for \$1.75 billion. NRG also announced that it would hold an investor day on June 22.

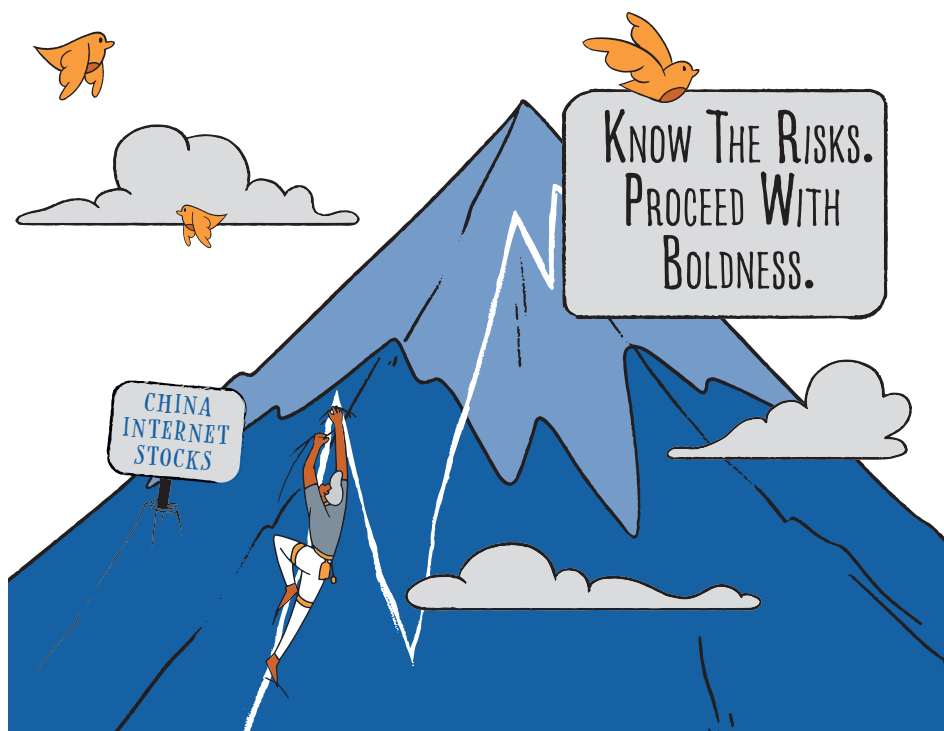
It's a showcase opportunity that NRG won't want to waste.

"In our extensive investor conversations, it is apparent to us that NRG management has lost the support of a large share of the investor base," BofA Securities analyst Julien Dumoulin-Smith wrote in a note earlier this month. He rates NRG stock at Buy with a \$42 price target.

NRG declined to comment ahead of the meeting, but said last month that it "welcomes all shareholders' input and looks forward to an open dialogue with Elliott."

Dumoulin-Smith sees NRG announcing some \$100 million to \$200 million in cost cuts next week.

But with Elliott seeking board seats and more savings, it's unlikely that NRG's coming presentation will appease the activist firm. **B**



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Direxion Shares Risks – An investment in the Fund involves risk, including the possible loss of principal. The Fund is non-diversified and includes risks associated with the Fund concentrating its investments in a particular industry, sector, or geographic region which can result in increased volatility. The use of derivatives such as swaps and futures contracts are subject to market risks that may cause their price to fluctuate over time. Risks of the Fund include Effects of Compounding and Market Volatility Risk, Leverage Risk, Market Risk, Counterparty Risk, Rebalancing Risk, Intra-Day Investment Risk, Daily Index Correlation Risk, Other Investment Companies (including ETFs Risk), and risks specific to Chinese securities, such as Chinese Government Risk, Chinese Markets Risk, and Chinese Currency Risk as well as risks related to the Information Technology Sector and the Internet Company Industry. The Chinese economy is generally considered an emerging market and can be significantly affected by economic and political conditions and policy in China and surrounding Asian countries. The Chinese economy is export-driven and highly reliant on trade. Recent developments in relations between the United States and China have heightened concerns of increased tariffs and restrictions on trade between the two countries. Such increases could lead to a significant reduction in international trade, which could have a negative impact on China's export industry and a commensurately negative impact on the Fund. Please see the summary and full prospectuses for a more complete description of these and other risks of the Fund.

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INTERNATIONAL TRADER

Brazil Looks to Europe To Help Save Rainforest

BY CRAIG MELLOW

There's one good reason the rest of the world should care about Brazil, aside from it being the giant of Latin America with 215 million citizens. That would be the Amazon rainforest, whose role as a carbon sink makes a critical check on global warming.

Brazilian President Luiz Inácio Lula da Silva cut Amazon deforestation by 80% during previous terms, 2004-12. Jair Bolsonaro reversed this progress with a vengeance from 2018-22. Four-fifths of the (mostly illegally) cleared land is used for cattle ranching, says Erika Berenguer, a Brazilian researcher at Oxford's Ecosystems Lab.

The returning Lula, as the 77-year-old leader is known, lately unveiled a new plan for stopping Amazon deforestation by 2030. That could pay off by unsticking a stalled trade agreement between the European Union and Mercosur, a five-nation South American bloc dominated by Brazil. Resistance within Brazil looks much stronger than in the 2000s, though.

Environmentalists give high marks to Lula's blueprint, which leans heavily on improved satellite monitoring and updated digital land registries. "The plan is very robust, with instruments that didn't exist in 2004" says Carlos Rittl, former head of Brazil's Climate Observatory.

Lula also faces opposition that did not exist then. The nine states of the Amazon region voted solidly for Bolsonaro, whom Lula beat by less than two percentage points last October. Their 28 million residents favor development and jobs over conservation, says Creomar de Souza, founder of Dharma Political Risk and Strategy in Brasília. "The right has successfully painted environmentalism as the enemy of the people," he says.

A bigger threat may come from the national Congress, where Lula's leftist PT party is heavily outnumbered. "This is the most conservative Congress we have ever

had," Berenguer says.

Deputies passed two laws on the eve of Lula's Amazon announcement, removing the environment ministry's oversight of land registration, and raising the bar for carving out protected indigenous territories.

Lula has weapons to fight back, aside from a formidable federal police force. The most potent is a rich subsidized credit stream flowing to farmers through state banks. His earlier administrations cut off this largess from areas with uncontrolled deforestation. This one could too. "The federal government has lots of instruments to convince states to be more positive on the Amazon package," de Souza comments.

Lula could still use backup from abroad. European Commission President Ursula von der Leyen offered just that on a visit to Brazil this week. With Brasilia's Amazon policy back on track, the EU-Mercosur deal could be wrapped up this year, she predicted.

That would boost Lula's political capital, not least among the agricultural interests who oppose him in the Amazon but would benefit most from much lower EU tariffs.

Von der Leyen's word is hardly law, however, for the 27 EU member states who have to ratify any trade pact. France and Austria are leading the foot-draggers on a Mercosur accord, ostensibly on environmental grounds. Their domestic beef industries may not be coincidental, says Eoin Drea, senior researcher at the Wilfried Martens Centre for European Studies. "There's a lot of rhetoric on the Amazon, but also big doses of protectionism," he says.

Lula flies to Paris on June 22, with a good shot at nudging French President Emmanuel Macron toward Yes on EU-Mercosur, Drea thinks. Politics on both sides of the Atlantic still leave the campaign to save the Amazon all too fragile, like the great forest itself. **B**

THE STRIKING PRICE

Big Investors Are Getting Nervous About Stocks

BY STEVEN M. SEARS

Hope for the best. Prepare for the worst.

Such is the message from the options market as the S&P 500 index continues to dance on a razor's edge near record-high territory.

Inflation appears to be cooling, which suggests the Federal Reserve may shy away from more aggressive interest rate increases, benefiting stocks. Yet options trading patterns suggest that sophisticated investors aren't so sanguine.

This skepticism has led to a surge in investors buying call options on a host of different stocks to participate in a controversial advance that they fret may sputter, if not collapse, because just a few highly-flying stocks are driving the market's gains.

Call options, of course, increase in value if the underlying stock price rises, but there's another important feature that's making calls quite popular right now: They let investors control stocks for less money and with less risk than buying equities.

That prosaic advantage is often used by institutional investors when they are assembling an investment thesis. While they are doing their research, they buy calls on stocks as placeholders just in case the stock runs away from them before they have reached a conclusion.

That so many investors are so aggressively buying calls suggests a degree of caution that isn't widely appreciated. If investors were super-confident in the stock market's rally, they would be more likely to gorge on stocks without using calls as stock proxies. You can think of it as the equivalent of investors holding their noses and buying stocks.

Indeed, the bullish call buying comes as other investors are preparing for the worst. They are buying options that would surge in value if the stock market plummets. In recent sessions, there has been heavy trading in call options on the Cboe Volatility Index, or VIX. Unlike calls on

stocks, which are a bullish wager, investors buy VIX calls when they think the stock market will sink. If stocks tumble, the VIX increases in value, so calls on the VIX are a way to monetize that fear.

VIX trading patterns paint a cautious picture that is at odds with the fear gauge's superficial message that investors aren't concerned about stock risk.

With the VIX around 14—a level that suggests little to no fear about the future—investors have bought 155,000 VIX July \$23 calls, 70,000 July \$27 calls, and about 140,000 August \$20 calls. The trading patterns indicate that institutional investors are hedging their portfolios just in case the stock market sinks and the VIX surges.

As we noted in May, options volatility might be the most attractively priced asset in the global markets. The VIX currently implies the S&P 500 will move less than 1% each day over the next 30 days. Such muted expectations seem incredible given the retinue of risks that exist, ranging from Russia's invasion of Ukraine potentially turning into World War III to concerns that, despite this past week's good news, the Fed could lose control of inflation and the U.S. economy will go into a recession.

The disconnect between the many risks aligned against the stock market and the rally prompted some wags to observe that the stock market is bullishly climbing a wall of worry. As long as investors keep citing reasons why stocks should decline, stocks tend to advance, because worrying out loud tends to make stocks more attractive to less-fearful investors. History has proven that true many times.

Yet the options market, which is often the place where investors express their views of the future, paints a more cautious picture of investor sentiment. **B**

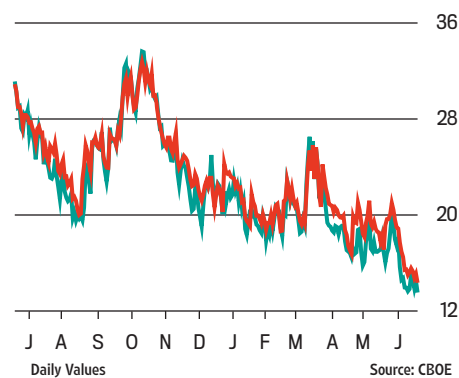
Steven M. Sears is the president and chief operating officer of Options Solutions, a specialized asset-management firm. Neither he nor the firm has a position in the options or underlying securities mentioned in this column.

If investors were superconfident in the stock market, they would be more likely to gorge on stocks without using call options as stock proxies.

Equity Options

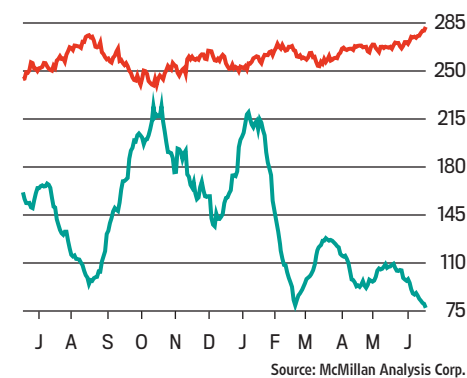
CBOE Volatility Index

● VIX Close ● VIX Futures



The Equity-Only Put-Call Ratio

● Put-Call Ratio ● S&P 500 Index



SPX Skew

Implied volatility %



Source: Credit Suisse Equity Derivatives Strategy

NDX Skew

Implied volatility %



Source: Credit Suisse Equity Derivatives Strategy

Skew indicates whether the options market expects a stock-market advance or decline. It measures the difference between the implied volatility of puts and calls that are 10% out of the money and expire in three months. Higher readings are bearish.

Week's Most Active

Company	Symbol	Tot Vol	Calls	Puts	Avg Tot Vol	IV %ile	Ratio
Wiley	WLY	7016	820	6196	116	29	60.5
Vera Therapeutics	VERA	3616	1375	2241	128	95	28.3
Cognyte Software	CGNT	3839	2436	1403	180	42	21.3
Chinook Therapeutics	KDNY	14754	5209	9545	852	0	17.3
Dragonfly Energy	DFLI	33335	21592	11743	1964	100	17.0
AMMO	POWW	11066	10668	398	652	57	17.0
NASDAQ	NDAQ	38167	26563	11604	2296	59	16.6
SkyWest	SKYW	5174	3630	1544	428	16	12.1
Under Armour	UA	16899	16616	283	2032	41	8.3
Nikola	NKLA	1194811	649283	545528	146604	100	8.1
NextDecade	NEXT	54960	47989	6971	6832	27	8.0
Humana	HUM	63110	24578	38532	8244	55	7.7
Archer Aviation	ACHR	23845	18517	5328	3576	93	6.7
Oracle	ORCL	1436955	965856	471099	215700	63	6.7
Eve	EVEX	5063	4443	620	796	27	6.4
Ehang	EH	13555	11961	1594	2176	64	6.2
Johnson Controls	JCI	51474	46516	4958	8464	3	6.1
Altria	MO	393866	331025	62841	65776	13	6.0
Eneti	NETI	27961	25507	2454	4840	96	5.8
Jabil	JBL	24056	15330	8726	4504	7	5.3

This table of the most active options this week, as compared to average weekly activity – not just raw volume. The idea is that the unusually heavy trading in these options might be a predictor of corporate activity – takeovers, earnings surprises, earnings pre-announcements, biotech FDA hearings or drug trial result announcements, and so forth. Dividend arbitrage has been eliminated. In short, this list attempts to identify where heavy speculation is taking place. These options are likely to be expensive in comparison to their usual pricing levels. Furthermore, many of these situations may be rumor-driven. Most rumors do not prove to be true, so one should be aware of these increased risks if trading in these names. Ratio is the Tot Vol divided by Avg Tot Vol. IV %ile is how expensive the options are on a scale from 0 to 100. Source: McMillan Analysis

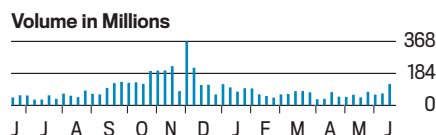
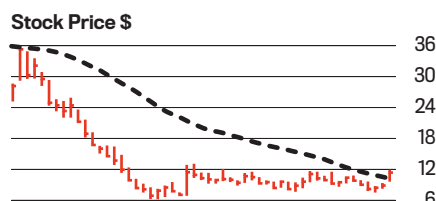
CHARTING THE MARKET

A graphic look at selected stock activity
for the week ended June 16, 2023
Edited by Bill Alpert

XPeng

XPEV (NYSE) • \$11.38 • 2.51

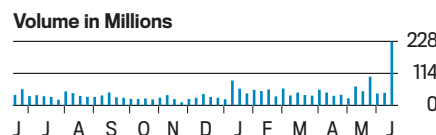
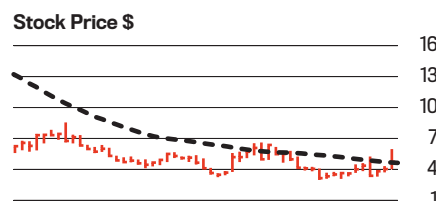
The Chinese electric-car maker launched assisted-driving capabilities in Beijing and three other cities. It plans expansion to dozens of locales this year.



Virgin Galactic Holdings

SPEV (NYSE) • \$4.73 • 0.70

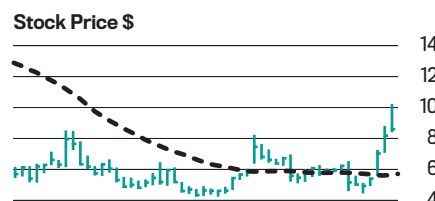
At month's end, the space tourism firm will carry Italian researchers in its first commercial flight. Monthly trips with private passengers begin August.



Sofi Technologies

SOFI (NASDAQ) • \$8.60 • 0.42

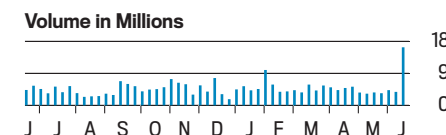
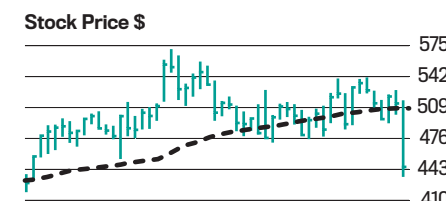
Truist raised its target for the financial services firm Monday, from \$8 to \$11. On Friday, Oppenheimer downgraded the shares from Buy to Hold.



Humana

HUM (NYSE) • \$445.65 • -67.69

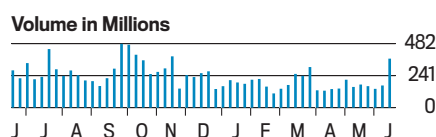
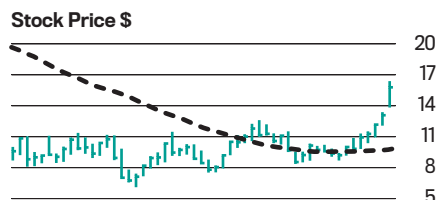
As the pandemic abates, the Medicare Advantage insurer said its costs are rising. UnitedHealth also said seniors are increasing elective surgeries.



Carnival

CCL (NYSE) • \$15.80 • 2.71

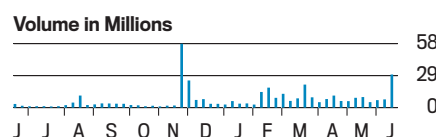
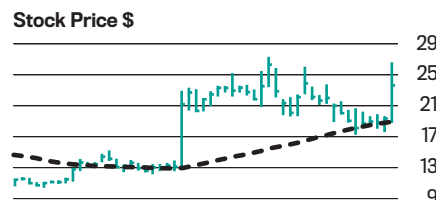
J.P. Morgan and BofA both upgraded the cruise line to Buys. BofA also raised its price targets for Norwegian Cruise Line and Royal Caribbean.



Manchester United

MANU (NYSE) • \$23.65 • 4.29

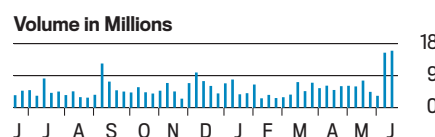
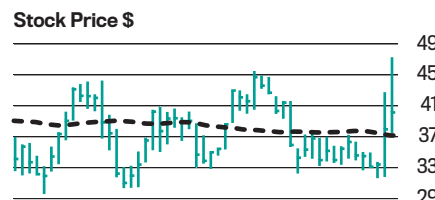
The Premier League soccer club's American owners are close to selling the English team to investors from Qatar, said Mideast news reports.



Dave & Buster's Entertainment

PLAY (NASDAQ) • \$40.15 • 2.18

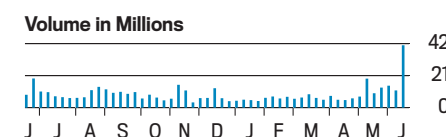
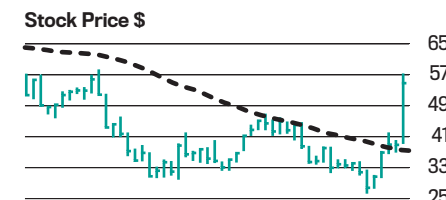
At its investor day, the CEO of the entertainment and dining venue laid out plans to boost marketing and prices. He hopes the stock can double.



Coherent

COHR (NYSE) • \$54.87 • 15.96

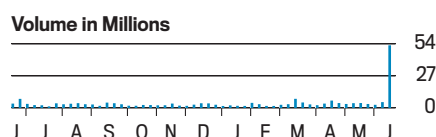
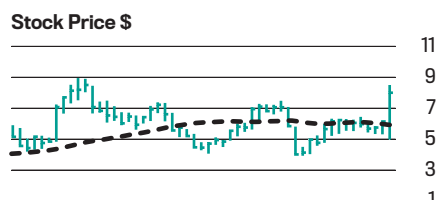
A new laser-welding product, suited for electric vehicle batteries, excited Coherent investors. Other laser stocks benefited from the enthusiasm.



NextDecade

NEXT (NASDAQ) • \$8.00 • 1.86

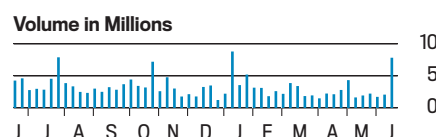
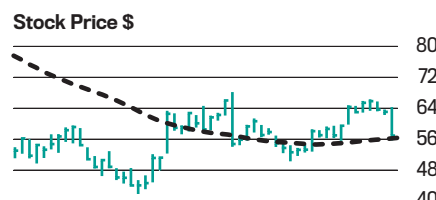
A liquid natural gas export facility under development by the Texas firm secured international backing. TotalEnergies also agreed to buy its LNG output.



Logitech International

LOGI (NASDAQ) • \$56.91 • -6.14

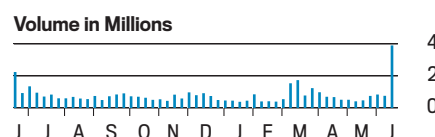
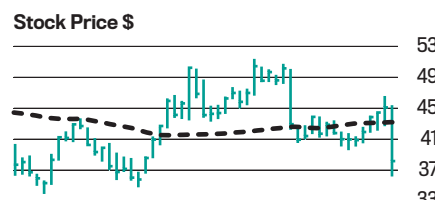
The computer peripherals maker said its chief executive stepped down. A sales boom during the pandemic was followed by declining revenue.



Method Electronics

MEI (NYSE) • \$38.16 • -6.94

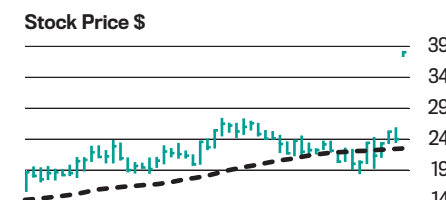
Higher costs led to a 17% shortfall in April 2023 year earnings—around \$2.12 a share—says the electronics supplier. Fiscal 2024 earnings could fall to \$1.65.



Chinook Therapeutics

KDNY (NASDAQ) • \$38.04 • 14.05

Novartis will acquire the biotech firm for \$3.2 billion in cash, or \$40 a share. It could pay another \$4 a share if Chinook's kidney drugs sell well.



WINNERS & LOSERS

Saturday Inbox: Sign up for the Market Lab Newsletter every Saturday at Barrons.com/newsletters

NYSE Biggest % Movers

Winners

Name (Sym)	Volume	Close	Change	%Chg.
OneConnectFin(OCFT)	3271	5.80	+2.35	+68.1
Kalevra(KLR)	1178	4.40	+1.52	+52.8
Coherent(COHR)	40993	54.87	+15.96	+41.0
NerdyA(NRDY)	10785	4.12	+1.12	+37.3
Carvana(CVNA)	201121	25.32	+6.25	+32.8
Allego(ALLG)	2610	2.88	+0.65	+29.1
XPeng(XPEV)	122304	11.38	+2.51	+28.3
HUYA(HUYA)	10871	4.03	+0.82	+25.5

Losers

Name (Sym)	Volume	Close	Change	%Chg.
BlueApron(APRN)	6791	6.00	-2.95	-33.0
AzurePowerGbl(AZRE)	3100	1.61	-0.55	-25.5
VinceHolding(VNCE)	88	3.71	-1.05	-22.1
NetPower(NPWR)	4304	11.93	-2.68	-18.3
Tredegar(TG)	11150	6.00	-1.32	-18.0
D-WaveQuantum(QBTS)	22043	1.88	-0.38	-16.8
GettyImages(GETY)	4280	4.91	-0.99	-16.8
agilon health(AGL)	24580	17.36	-3.41	-16.4

NYSE American Biggest % Movers

Winners

Name (Sym)	Volume	Close	Change	%Chg.
Cohen(COHN)	1758	4.74	+1.29	+37.4
CanFiteBioPharm(CANF)	241	3.22	+0.60	+22.7
Servotronics(SVT)	17	14.32	+2.31	+19.2
CompX Intl(CIX)	66	22.80	+2.91	+14.6
MexcoEnergy(MXC)	64	12.22	+1.42	+13.1
InfuSystems(INFU)	475	9.93	+1.15	+13.1
Cryo-Cell(CCEL)	66	6.04	+0.56	+10.2
Intellinet(INLX)	23	3.70	+0.34	+10.1

Losers

Name (Sym)	Volume	Close	Change	%Chg.
AltisourceAsset(AAMC)	553	61.11	-22.18	-26.6
Stereotaxis(STXS)	2968	1.61	-0.49	-23.3
EmpirePetrol(EP)	119	10.08	-1.65	-14.1
AultAlliance(AULT)	189	8.85	-1.20	-11.9
EVI Industries(EVI)	80	21.89	-2.39	-9.8
FlexSolInt(FSI)	84	2.60	-0.26	-9.1
NewPacificMetals(NEWP)	1347	2.15	-0.21	-8.9
HoustonAmEner(HUSA)	415	2.21	-0.18	-7.5

Nasdaq Biggest % Movers

Winners

Name (Sym)	Volume	Close	Change	%Chg.
SEALSQ(LAES)	2497	17.75	+7.83	+78.9
VeraTherap(VERA)	11692	12.87	+5.10	+65.6
ChinookTherap(KDNY)	37740	38.04	+14.05	+58.6
Akoya(AKYA)	4564	8.33	+2.96	+55.1
AppliedOptoelec(AAOI)	10263	4.85	+1.64	+51.1
MotorcarParts(MPAA)	3114	6.68	+1.88	+39.2
EHang(EH)	10727	15.30	+4.28	+38.8
Inventiva(IVA)	6891	4.88	+1.36	+38.6

Losers

Name (Sym)	Volume	Close	Change	%Chg.
MersanaTherap(MRSN)	60537	3.47	-5.08	-59.4
Beneficient(BENF)	1985	5.12	-3.15	-38.1
ChijetMotor(CJET)	4186	2.84	-1.71	-37.6
CorvusPharm(CRVS)	11218	2.24	-1.34	-37.4
OrchestraBioMed(OBIO)	656	9.13	-5.02	-35.5
OcularTherapeutix(OCUL)	18975	4.81	-2.62	-35.3
MicroVision(MVIS)	69806	4.50	-2.20	-32.8
BioraTherap(BIOR)	1956	4.29	-1.69	-28.3

NYSE Most Active

Volume Percentage Leaders

Name (Sym)	Volume	%Chg.	Close	Change
LiveOakCrestA(LOCC)	2515	2385.8	10.22	+0.01
ATI PhysTherapy(ATIP)	557	1168.1	10.53	+1.57
SDCLEDGEAcqn(SEDA)	433	1154.1	10.41	+0.01
Tredegar(TG)	11150	957.1	6.00	-1.32
GoGreenInvtsA(GOGN)	3040	945.2	10.75	+0.04
Wiley A(WLY)	12874	879.2	33.46	-5.82
AcropolisInfrA(ACRO)	9534	766.9	10.23	-0.06
BWX Tech(BWXT)	19321	612.5	69.73	+4.83
Brown-Forman A(BF.A)	1114	597.9	66.91	+1.06
ArtisanPtrsAsset(APAM)	19286	587.1	38.93	+2.84
Moelis(MC)	20290	569.7	45.38	+2.25
BerryGlobal(BERY)	26771	565.2	64.72	+3.42
CaliforniaRscs(CRC)	23048	533.9	44.32	+2.55
Offerpad(OPAD)	1513	529.8	8.76	-0.84
Dana(DAN)	34045	510.8	16.81	+1.92
CrownHoldings(CCK)	27493	494.1	88.81	+5.04
M3-BrigadellI A(MBSC)	1123	479.8	10.45	+0.02
GraphicPkg(GPK)	76714	433.3	26.01	-0.51
Ingevity(NGVT)	8190	385.4	54.39	+0.49
MethodeElec(MEI)	3926	347.6	38.16	-6.94

By Share Volume

Name (Sym)	Volume	Close	Change	%Chg.
PalantirTech(PLTR)	454782	16.30	+1.28	+8.5
NIO(NIO)	421675	9.40	+1.67	+21.6
Carnival(CCL)	369696	15.80	+2.71	+20.7
FordMotor(F)	312641	14.42	+0.68	+4.9
C3.ai(AI)	238027	44.49	+7.50	+20.3
VirginGalactic(SPECE)	227475	4.73	+0.70	+17.4
BankofAmerica(BAC)	215998	29.19	-0.08	-0.3
Carvana(CVNA)	201121	25.32	+6.25	+32.8
AT&T(T)	189714	16.06	+0.11	+0.7
WeWork(WE)	168316	0.25	+0.06	+33.6
Pfizer(PFE)	157076	40.06	+1.09	+2.8
LumenTech(LUMN)	156121	2.25	+0.45	+25.0
Oracle(ORCL)	151787	125.46	+15.61	+14.2
GinkgoBioworks(DNA)	143694	1.90	+0.05	+2.7
PetroleoBrasil(PBR)	142005	13.90	+0.14	+1.0
UnitySoftware(U)	130266	42.56	+6.26	+17.2
KeyCorp(KEY)	127434	9.93	-0.75	-7.0
XPeng(XPEV)	122304	11.38	+2.51	+28.3
ItauUnibanco(ITUB)	117681	5.90	+0.23	+4.1
Uber(UBER)	116409	43.52	+2.53	+6.2

By Dollar Volume

Name (Sym)	\$ Volume	Close	Change	%Chg.
UnitedHealth(UNH)	14797032	458.49	-35.13	-7.1
Oracle(ORCL)	13722119	125.46	+15.61	+14.2
BerkHathwy A(BRK.A)	132746415	14000.00	+3160.00	+0.6
ExxonMobil(XOM)	9427157	105.13	-2.26	-2.1
C3.ai(AI)	9426139	44.49	+7.50	+20.3
Salesforce(CRM)	8872063	211.76	-3.55	-1.6
Visa(V)	8342096	228.91	+5.35	+2.4
Alibaba(BABA)	8122909	92.10	+6.60	+7.7
Chevron(CVX)	7250563	157.26	-1.60	-1.0
Humana(HUM)	7200714	445.65	-67.69	-13.2
BerkHathwy B(BRK.B)	6956520	338.31	+3.02	+0.9
HomeDepot(HD)	6923106	300.38	+3.03	+1.0
Disney(DIS)	5985819	91.32	-0.61	-0.7
PalantirTech(PLTR)	5841198	16.30	+1.28	+8.5
TaiwanSemi(TSM)	5752492	104.57	+1.77	+1.7
JPMorganChase(JPM)	5668663	143.26	+2.25	+1.6
Nike(NKE)	5610115	113.59	+7.73	+7.3
Target(TGT)	5566628	133.81	+6.82	+5.4
J&J(JNJ)	5407349	164.23	+4.22	+2.6
Boeing(BA)	5321426	219.99	+2.68	+1.2

NYSE American Most Active

Volume Percentage Leaders

Name (Sym)	Volume	%Chg.	Close	Change
WilliamsRowland(WRAC)	240	756.9	10.31	0.00
AltisourceAsset(AAMC)	553	559.3	61.11	-22.18
MAG Silver(MAG)	20069	545.9	12.32	-0.07
AultDisruptive(ADRT)	1658	497.0	11.02	+0.43
Southland(SLND)	559	220.4	9.23	+0.33
ContangoOre(CTGO)	109	213.9	31.46	-0.04
Chase(CCF)	327	138.0	127.42	+4.34
MexcoEnergy(MXC)	64	118.3	12.22	+1.42
GencorInds(GENC)	303	96.1	14.39	-0.01
InfuSystems(INFU)	475	91.4	9.93	+1.15
EvolutionPetrol(EPM)	2465	74.5	8.44	+0.22
ParkNational(PRK)	460	58.5	107.06	-2.25
SilverCrestMetals(SILV)	8368	54.5	6.03	-0.24
BattalionOil(BATL)	116	54.4	6.16	+0.08
Birks(BGI)	227	49.0	5.51	+0.21
BluerockHomes(BHM)	167	47.2	16.93	+0.87
GalataAcqn(GLTA)	238	46.9	10.53	0.00
BK Tech(BKTI)	68	45.8	15.80	-0.36
Cryo-Cell(CCEL)	66	45.0	6.04	+0.56
CompX Intl(CIX)	66	44.8	22.80	+2.91

By Share Volume

Name (Sym)	Volume	Close	Change	%Chg.
NavideaBiopharm(NAVb)	127778	0.09	-0.00	-1.7
Tellurian(TELL)	80080	1.38	+0.11	+8.7
B2Gold(BTGT)	65921	3.66	-0.16	-4.2
UraniumEner(UEC)	37369	3.29	+0.19	+6.1
Senseonics(SENS)	32941	0.80	+0.05	+6.9
GlobalStar(GSAT)	22407	1.10	-0.12	-9.8
DenisonMines(DNN)	20436	1.25	+0.03	+2.5
MAG Silver(MAG)	20069	12.32	-0.07	-0.6
NewGold(NGD)	19480	1.11	-0.04	-3.5
Zomedica(ZOM)	19449	0.21	+0.01	+7.4
Comstock(LODE)	12294	0.93	+0.24	+34.1
iBio(iBIO)	12156	0.70	-0.05	-6.8
Ur-Energy(URG)	11741	1.11	+0.05	+4.7
EquinoxGold(EQX)	11312	4.64	-0.14	-2.9
RingEnergy(REI)	10903	1.81	-0.06	-3.2
UnityFuels(UUUU)	10069	6.41	+0.05	+0.8
AirspanNetworks(MIMO)	9942	0.15	-0.07	-30.1
Cybin(CYBN)	9594	0.28	+0.04	+14.6
SilverCorpMetals(SVM)	9000	2.83	-0.21	-6.9
SilverCrestMetals(SILV)	8368	6.03	-0.24	-3.8

By Dollar Volume

Name (Sym)	\$ Volume	Close	Change	%Chg.
ChemiereEnergy(LNG)	1001655	148.68	+1.54	+1.0
MAG Silver(MAG)	240998	12.32	-0.07	-0.6
B2Gold(BTGT)	212781	3.66	-0.16	-4.2
UraniumEner(UEC)	105002	3.29	+0.19	+6.1
Tellurian(TELL)	91823	1.38	+0.11	+8.7
ImperialOil(IMO)	89330	49.73	-0.53	-1.1
UnityFuels(UUUU)	53633	6.41	+0.05	+0.8
ChemiereEnerPtrs(CQP)	51685	47.07	+2.82	+6.4
EquinoxGold(EQX)	47250	4.64	-0.14	-2.9
ParkNational(PRK)	44036	107.06	-2.25	-2.1
SilverCrestMetals(SILV)	42777	6.03	-0.24	-3.8
NovaGoldRscs(NG)	32736	5.08	-0.14	-2.7
AltisourceAsset(AAMC)	27886	61.11	-22.18	-26.6
CentrusEnergy(LEU)	27055	35.40	+3.21	+10.0
inTEST(INTT)	26496	24.19	-1.38	-5.4
Chase(CCF)	24740	127.42	+4.34	+3.5
IvanhoeElectric(IE)	22733	14.82	+1.27	+9.4
SilverCorpMetals(SVM)	21995	2.83	-0.21	-6.9
GlobalStar(GSAT)	21807	1.10	-0.12	-9.8
AultDisruptive(ADRT)	21301	11.02	+0.43	+4.1

Nasdaq Most Active

Volume Percentage Leaders

Name (Sym)	Volume	%Chg.	Close	Change
Fin				

RESEARCH REPORTS

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How Analysts Size Up Companies

These reports, excerpted and edited by *Barron's*, were issued recently by investment and research firms. The reports are a sampling of analysts' thinking; they should not be considered the views or recommendations of *Barron's*. Some of the reports' issuers have provided, or hope to provide, investment-banking or other services to the companies being analyzed.

Salesforce CRM-NYSE

Buy · Price \$213.69 on June 12
by Goldman Sachs

We reiterate our Buy rating and \$325 price target, as Salesforce's AI Day provided color on the company's generative-AI tech stack, market strategy, and monetization plans after a slew of product announcements over the past few months. Salesforce's approach is likely to set the industry standard going forward, given that: 1) it's not reliant on any one foundation model, 2) it will gather relevant information from a variety of data sources to drive personalized and accurate prompts/outputs, and 3) it offers an enterprise-grade solution for data governance. Combining AI, data, and Salesforce capabilities, the company is uniquely positioned to execute on this strategy.

Oracle ORCL-NYSE

Buy · Price \$116.43 on June 13
by Mizuho

Oracle reported strong fiscal fourth-quarter results ahead of consensus. We believe investors continue to underestimate Oracle's potential over the medium term to generate solid top-line and cash-flow growth, and exceed its fiscal 2026 targets. Strong fiscal fourth-quarter results with upside potential from solid AI momentum should improve investor sentiment and drive upside to fiscal 2026 estimates. We reiterate our Buy rating and raise our price target to \$150 from \$116.

Chevron CVX-NYSE

Buy · Price \$157.09 on June 14
by UBS

We recently hosted CFO Pierre Breber and General Manager, Investor Relations Jake Spiering for investor meetings. A key strength of Chevron is its balance sheet that's at 4% net debt/capital with \$15.7 billion of cash on hand. While only \$5 billion of cash is needed to run operations, we see Chev-

ron maintaining a higher balance in the current uncertain economic environment. However, cash will be deployed over time, including to support shareholder returns, should Brent crude oil fall to \$50 a barrel. Chevron stressed the importance of dividend growth, and we're modeling in 6% annual growth through 2027, but we see upside at \$75-plus Brent. We view the \$7.6 billion PDCE Energy acquisition as positive, with the transaction accretive to free cash flow per share and the return of capital profile. There's also minimal integration risk. Target price: \$212.

Netflix NFLX-Nasdaq

Buy · Price \$423.97 on June 13
by Guggenheim

We continue to see underappreciated opportunity in Netflix shares over the next 12 months, even after year-to-date outperformance. We believe that the company's position as the global leader in high-quality, long-form streaming video will drive further financial upside through higher subscription average revenue per user, advertising revenue, and margin expansion. Our review of Apptopia download data supports broader feedback that the recently expanded paid-sharing initiative is not driving a sustained increase in member churn. We raise our price target to \$500 from \$375.

Kohl's KSS-NYSE

Outperform · Price \$23.09 on June 14
by TD Cowen

We upgrade shares of Kohl's to Outperform, as we expect new home-decor and gifting products, improved fashion execution, a simplified promotional strategy, and pragmatic store layout revisions to drive healthier and more consistent traffic and faster inventory turns. Valuation is attractive at five times enterprise value/Ebitda, with an 8% dividend yield. We believe the new CEO, Tom Kingsbury, has practical retail ideas that are well positioned to work after many years of insufficient

Insider Transactions

Purchases

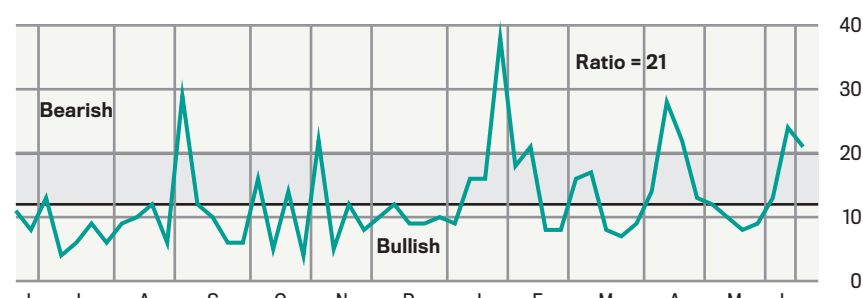
Company	Symbol	Insiders	Shares	\$ Val (000's)
Asana	ASAN	1	160,000	3,624
The Metals Company	TMC	1	3,997,519	2,998
Royalty Pharma Plc	RPRX	1	90,000	2,960
Topgolf Callaway Brands	MODG	1	100,000	1,945
Akoya Biosciences	AKYA	5	383,388	1,917
Bioventus	BVS	1	455,725	1,338
Dollar General	DG	1	8,500	1,321
Advance Auto Parts	AAP	6	17,718	1,161
Aci Worldwide	ACIW	1	43,000	1,016
Autonation	AN	1	7,000	1,014
Vertiv	VRT	1	35,001	741
Flotek Industries	FTK	3	938,169	613
Omniah	OABI	1	115,000	520
Ultralife	ULBI	2	85,152	421
Ranpak	PACK	1	100,000	420
Caesars Entertainment	CZR	1	7,500	371
Global Water Resources	GWRS	1	30,000	362
Gamestop	GME	2	15,000	336
Perrigo Company Plc	PRGO	1	10,000	331
Altus Power	AMPS	1	60,000	329

Sales

Company	Symbol	Insiders	Shares	\$ Val (000's)
Advanced Micro Devices	AMD	3	479,473	59,252
Nvidia	NVDA	2	123,295	49,641
Medpace	MEDP	1	218,352	48,443
Cadre	CDRE	1	1,725,000	32,775
Workday	WDAY	3	146,667	30,702
Treace Medical Concepts	TMCI	1	1,090,821	28,918
Confluent	CFLT	3	805,893	28,327
T-Mobile Us	TMUS	1	192,600	25,040
Doordash	DASH	5	326,550	23,179
Elastic Nv	ESTC	5	323,406	22,747
Mondee	MOND	3	2,251,509	22,515
Ansys	ANSS	2	55,551	18,222
Synopsys	SNPS	1	40,000	17,817
Dynatrace	DT	5	325,973	16,753
Samsara	IOT	3	547,678	15,584
Installed Building Products	IBP	1	120,000	14,189
Tyler Technologies	TYL	1	34,000	13,399
Privia Health	PRVA	4	469,939	13,332
Rockwell Automation	ROK	2	36,184	11,123
Deere & Co	DE	1	27,933	10,659

An insider is any officer, director or owner of 10% or more of a class of a company's securities. In most cases, an insider must report any trade to the SEC within two business days. The tables highlight companies that filed with the SEC through last Wednesday. The tables do not include pension-plan or employee stock-option activity, trades by beneficial owners of 10% or more, trades under \$2 per share or trades under 100 shares. The "Purchases" column includes only open-market and private purchases; the "Sales" column includes only open-market and private sales, and excludes trades preceded by option exercise in the 12 months prior to the reported event. Source: Thomson Reuters

Insider Transactions Ratio



Ratio of Insiders Sales to Buys. Readings under 12:1 are Bullish. Those over 20:1 are Bearish. The total top 20 sales and buys are 502,614,887 and 23,737,136 respectively; Source: Thomson Reuters

change. Our take is that Kingsbury has a practical merchant background and is leveraging this experience to drive positive change. We also believe he is making pragmatic edits to the store, such as deleting unused registers, adding gifting tables in attractive parts of the store, and moving to a more modern markdown cadence. We believe these plans are supported by an encouraging foundation for younger customers, given the new Sephora shop-in-shops, which are outperforming the rest of the business. Price target: \$30.

Floor & Decor Holdings FND-NYSE

Buy · Price \$94.87 on June 15
by Jefferies

Checks indicate that Floor & Decor's in-home pilot has ramped over the past

few years, as Texas and Florida homeowners have found value in the convenience of a designer-led consultation in their residence. Access to customer homes is a rarity in retail. Floor & Decor's in-home pilot launched in early 2020, and our checks indicate that it has expanded to 15% of the store base. Customers are tiered depending on project size and pay a fee of \$199 (one-to-two rooms), \$399 (more than two rooms), or \$599 (more than 5,000 square feet) for in-home visits. Floor & Decor's in-store conversion is already industry-leading at about 81%, with levels higher when design associates are involved. Theoretically, in-home experiences should drive conversion even higher. Thinking longer term, we're intrigued with the data that Floor & Decor's design associates may be able to gather and potential for proactive outreach. Price target: \$110.

DATA

Statistics from June 12-16, 2023

Table with 2 columns: Index Name and Value. Includes Barron's 50-Stock Average (51), Dow Jones Per Share Values (50), Cash Track (47), Exchange Traded Portfolios (46), Charting the Market (34), Federal Reserve Data Bank (52), Coming Earnings (51), Foreign Exchange (52), Conference Call Calendar (51), Gold & Silver Prices (52), Delta Tactical Sentiment (51), Gold Mining Index (52), Distributions & Offerings (53), Indexes P/Es & Yields (50), Dividend Boosts - Reductions (52), Initial Public Offerings (50), Dividend Ex-Payment Dates (52), Investor Sentiment Readings (50), DJ Averages (49), Key Foreign Market Indexes (45), DJ U.S. Total Market Industry Groups (49), Market Lab (49), Dow Jones Averages (49), Money Rates, U.S. & Foreign (51).

Table with 2 columns: Index Name and Value. Includes Mutual Funds (47), N.Y. Stock Exchange (37), Nasdaq National Market (41), New Corporate Listings (50), New Highs & Lows (53), NYSE Half-Hourly Volume (50), Other Market Indexes (49), Pulse of the Economy (51), Stock Splits - Special Dividends (52), Stock Volume (50), Trading Diary (49), Vital Signs (29).

Table with 2 columns: Index Name and Value. Includes Week In Stocks (50), Weekly Bond Statistics (52), Winners & Losers Stocks (35).

Contact Us For queries, email us at memberservices@dojones.com

NEW YORK STOCK EXCHANGE COMPOSITE LIST - NEW HIGHS - NEW LOWS

Main table containing stock market data. Columns include -52-Week High/Low, Name, Tick Sym, Yld, P/E, Last, Chg., Div Amt. Includes a 'Five-Day Dow Composite' chart showing price movement from Friday, June 16, 2023 (189.55) to Friday, June 19, 2023 (34,520). The chart shows a significant rise from Friday to Monday, followed by a dip on Tuesday, a recovery on Wednesday, a peak on Thursday, and a decline on Friday.

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NEW YORK STOCK EXCHANGE COMPOSITE LIST

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Table with 4 columns of stock data: High, Low, Name, and Div. Each column contains a list of stock tickers and their corresponding prices and dividends.

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NEW YORK STOCK EXCHANGE COMPOSITE LIST

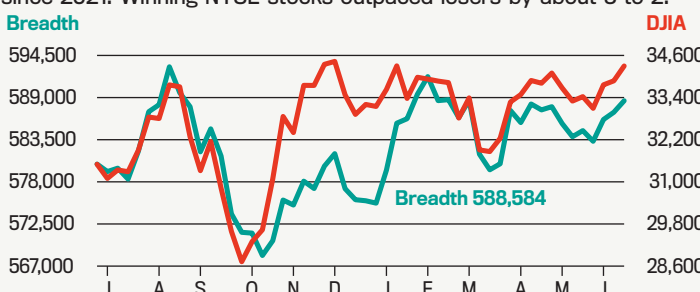
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Table with columns: -52-Week-High, Low, Name, Ticker, Sym, Yld, P/E, Last, Chg., Div. Amt. Includes stocks like GranitePointMtg, GraniteRidge, GraphicPkg, etc.

Table with columns: -52-Week-High, Low, Name, Ticker, Sym, Yld, P/E, Last, Chg., Div. Amt. Includes stocks like HCA Healthcare, HDFC Bank, HF Sinclair, etc.

NYSE Cumulative Daily Breadth vs DJIA

I Want to Break Free: NYSE Composite breadth rose for a third week. The S&P 500 gained for a fifth week--its longest winning streak since 2021. Winning NYSE stocks outpaced losers by about 3 to 2.



In generating this chart, we subtract each day's NYSE composite declines from that day's advances. The resultant total is added to the next day's total, and so on. When all five days' numbers are added together, this produces the weekly figure we plot. Dec. 31, 1985=1000.

Table with columns: -52-Week-High, Low, Name, Ticker, Sym, Yld, P/E, Last, Chg., Div. Amt. Includes stocks like Hylion, HysterYaleMatis, ICICI Bank, etc.

Table with columns: -52-Week-High, Low, Name, Ticker, Sym, Yld, P/E, Last, Chg., Div. Amt. Includes stocks like JBG SMITH Group, JELD-WEN, Jabil, etc.

Table with columns: -52-Week-High, Low, Name, Ticker, Sym, Yld, P/E, Last, Chg., Div. Amt. Includes stocks like JobyAviation, JobyBeaTech, J&J, etc.

Table with columns: -52-Week-High, Low, Name, Ticker, Sym, Yld, P/E, Last, Chg., Div. Amt. Includes stocks like KB Financial, KB Home, KBR, etc.

Table with columns: -52-Week-High, Low, Name, Ticker, Sym, Yld, P/E, Last, Chg., Div. Amt. Includes stocks like M&T Bank, MBI, MDC, etc.

Table with columns: -52-Week-High, Low, Name, Ticker, Sym, Yld, P/E, Last, Chg., Div. Amt. Includes stocks like M&M's, M&M's Candy, M&M's Mars, etc.

Table with columns: -52-Week-High, Low, Name, Ticker, Sym, Yld, P/E, Last, Chg., Div. Amt. Includes stocks like M&M's Mars, M&M's Mars, M&M's Mars, etc.

Table with columns: -52-Week-High, Low, Name, Ticker, Sym, Yld, P/E, Last, Chg., Div. Amt. Includes stocks like M&M's Mars, M&M's Mars, M&M's Mars, etc.

Table with columns: -52-Week-High, Low, Name, Ticker, Sym, Yld, P/E, Last, Chg., Div. Amt. Includes stocks like M&M's Mars, M&M's Mars, M&M's Mars, etc.

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Table with columns: -52-Week-High, Low, Name, Ticker, Sym, Yld, P/E, Last, Chg., Div. Amt. Includes stocks like M&M's Mars, M&M's Mars, M&M's Mars, etc.

Table with columns: -52-Week-High, Low, Name, Ticker, Sym, Yld, P/E, Last, Chg., Div. Amt. Includes stocks like Lear, LearnCWInvta, Leggett&Platt, etc.

Table with columns: -52-Week-High, Low, Name, Ticker, Sym, Yld, P/E, Last, Chg., Div. Amt. Includes stocks like LiveNationEnt, LiveOakBchsh, LiveOakCrestA, etc.

Table with columns: -52-Week-High, Low, Name, Ticker, Sym, Yld, P/E, Last, Chg., Div. Amt. Includes stocks like LiveOakCrestview, Livent, LiveRamp, etc.

Table with columns: -52-Week-High, Low, Name, Ticker, Sym, Yld, P/E, Last, Chg., Div. Amt. Includes stocks like LiveWire, LloydsBanking, LloydsDepot, etc.

Table with columns: -52-Week-High, Low, Name, Ticker, Sym, Yld, P/E, Last, Chg., Div. Amt. Includes stocks like LyondellBasell, LyondellBasell, LyondellBasell, etc.

Table with columns: -52-Week-High, Low, Name, Ticker, Sym, Yld, P/E, Last, Chg., Div. Amt. Includes stocks like M&T Bank, MBI, MDC, etc.

Table with columns: -52-Week-High, Low, Name, Ticker, Sym, Yld, P/E, Last, Chg., Div. Amt. Includes stocks like M&M's Mars, M&M's Mars, M&M's Mars, etc.

Table with columns: -52-Week-High, Low, Name, Ticker, Sym, Yld, P/E, Last, Chg., Div. Amt. Includes stocks like M&M's Mars, M&M's Mars, M&M's Mars, etc.

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Table with columns: -52-Week-High, Low, Name, Ticker, Sym, Yld, P/E, Last, Chg., Div. Amt. Includes stocks like M&M's Mars, M&M's Mars, M&M's Mars, etc.

Table with columns: -52-Week-High, Low, Name, Ticker, Sym, Yld, P/E, Last, Chg., Div. Amt. Includes stocks like M&M's Mars, M&M's Mars, M&M's Mars, etc.

Table with columns: -52-Week-High, Low, Name, Ticker, Sym, Yld, P/E, Last, Chg., Div. Amt. Includes stocks like Maximus, MayvilleEngg, McCormickVtg, etc.

Table with columns: -52-Week-High, Low, Name, Ticker, Sym, Yld, P/E, Last, Chg., Div. Amt. Includes stocks like MetLife, MetLife, MetLife, etc.

Table with columns: -52-Week-High, Low, Name, Ticker, Sym, Yld, P/E, Last, Chg., Div. Amt. Includes stocks like MetLife, MetLife, MetLife, etc.

Table with columns: -52-Week-High, Low, Name, Ticker, Sym, Yld, P/E, Last, Chg., Div. Amt. Includes stocks like MetLife, MetLife, MetLife, etc.

Table with columns: -52-Week-High, Low, Name, Ticker, Sym, Yld, P/E, Last, Chg., Div. Amt. Includes stocks like MetLife, MetLife, MetLife, etc.

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Table with columns: -52-Week-High, Low, Name, Ticker, Sym, Yld, P/E, Last, Chg., Div. Amt. Includes stocks like MetLife, MetLife, MetLife, etc.

Table with columns: -52-Week-High, Low, Name, Ticker, Sym, Yld, P/E, Last, Chg., Div. Amt. Includes stocks like MetLife, MetLife, MetLife, etc.

Table with columns: -52-Week-High, Low, Name, Ticker, Sym, Yld, P/E, Last, Chg., Div. Amt. Includes stocks like MetLife, MetLife, MetLife, etc.

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DATA NYSE NASDAQ ISSUES BARRONS.COM/DATA

Table with columns: -52-Week-High, -52-Week-Low, Ticker, Name, Tick, Yld, P/E, Last, Chg., Div. Amt. Includes stocks like TripleFlagPrecMtl, VistaAcqnl, TritonIntl, etc.

Table with columns: U, Ticker, Name, Tick, Yld, P/E, Last, Chg., Div. Amt. Includes UBS Group, UDR, UGI, etc.

Table with columns: V, Ticker, Name, Tick, Yld, P/E, Last, Chg., Div. Amt. Includes VF, VIA, VICI, etc.

Table with columns: XYZ, Ticker, Name, Tick, Yld, P/E, Last, Chg., Div. Amt. Includes XFIN, XPO, XHR, etc.

Table with columns: 52-Week-High, 52-Week-Low, Ticker, Name, Tick, Yld, P/E, Last, Chg., Div. Amt. Includes A, AAON, AcadiaPharm, ACELRN, etc.

Five-Day Nasdaq Composite

Fair Trade: Shares of the stock exchange operator Nasdaq slipped, as it spent \$10.5 billion for the trading software firm Adzena. The Nasdaq Composite Index ended Friday at 13,690-up 3.2% on the week.

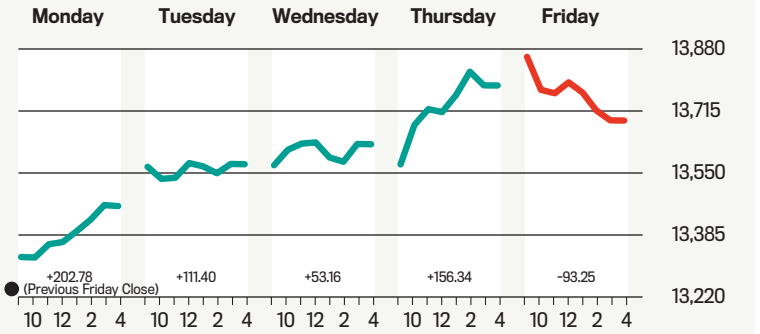


Table with columns: 52-Week-High, 52-Week-Low, Ticker, Name, Tick, Yld, P/E, Last, Chg., Div. Amt. Includes ArcBest, Arcellx, ArchCapital, etc.

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DATA

NASDAQ ISSUES

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Main table containing NASDAQ issues with columns for 52-Week High/Low, Name, Ticker, Yld, P/E, Last, Chg, Div Amt, and various stock symbols like BJSRestaurants, BOKF, BRP, etc.

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DATA

NASDAQ ISSUES

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Main table containing NASDAQ stock data with columns for 52-Week High/Low, Name, Ticker, and various price metrics. Includes sub-sections for G, H, and K.

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DATA

NASDAQ ISSUES

BARRONS.COM/DATA

Main table containing NASDAQ issues with columns for 52-Week High/Low, Name, Ticker, Yld, P/E, Last, Chg, Div, and Amt. Includes sub-sections for O, PQR, and S.

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DATA

NASDAQ ISSUES

52-Week High	52-Week Low	Name	Tick	Yld	P/E	Last	Chg.	Div Amt.
9.23	4.80	Stagwell	STGW	...	cc	7.59	-0.27	...
2.65	0.92	StdBioTools	LAB	...	cc	2.14	-0.09	...
27.82	16.85	StarBulkCarriers	SBK20.6	4	18.41	+0.29	.35	...
1.35	0.65	StarEquity	STRR	...	dd	1.35	+0.24	...
20.79	13.83	StarWI	STHW	...	cc	14.03	-1.20	...
115.48	70.77	Starbucks	SBUX	2.1	33	101.87	+3.91	.53
3.75	2.37	SteelGas	GASS	...	cc	3.39	+0.27	...
136.46	62.44	SteelDynamics	STLD	1.7	5	102.53	+3.31	4.25
32.12	19.83	StepStone	STEP	3.2	dd	24.82	-0.13	.25
56.16	39.63	Stericycle	SRCL	...	dd	46.28	+0.01	...
23.12	10.58	SterlingCheck	STER	...	dd	11.89	+0.07	...
54.44	20.46	SterlingInfr	STRL	...	dd	51.86	-1.63	...
37.85	26.36	StevenMadden	SHOO	2.5	15	34.12	+0.80	.21
8.85	2.63	StitchFix	SFIX	...	dd	4.02	-0.46	...
78.71	41.61	StockYardsBncp	SYBT	2.4	12	48.01	+1.49	.29
22.87	6.88	StokeTherap	STOK	...	dd	13.00	+1.24	...
14.60	7.20	StoneCo	STNE	...	dd	13.52	-0.82	...
106.35	71.24	StoneX	SNEY	...	cc	89.95	+2.40	...
21.44	11.04	Stratasy	SNXS	...	dd	17.39	-0.40	...
98.22	59.92	StrategicEd	STRA	3.2	48	74.97	-1.14	.60
35.74	17.9	Strattec	STRT	...	dd	18.61	-0.71	...
38.01	18.51	StratusProp	STRS	...	cc	26.21	+1.97	4.67
37.90	3.84	StrongholdDig	SDIG	...	dd	4.00	-0.38	...
30.00	20.80	StructureTherap	GPCR	...	cc	21.98	-2.03	...
36.03	17.06	SummitFin	SMMF	3.8	5	21.25	+0.49	.20
17.92	12.36	SummitStateBk	SSBI	2.9	7	16.79	+1.43	.12
5.78	0.66	SummitTherap	SMMT	...	dd	2.08	+0.33	...
23.55	13.25	SunCountryAir	SNCY	...	cc	23.19	+0.49	...
11.67	6.33	SunOpta	STKL	...	dd	6.99	+0.11	...
28.42	9.37	SunPower	SPWR	...	cc	11.00	+0.07	...
39.13	14.55	SunRun	RUN	...	cc	19.34	+0.59	...
270.18	37.01	SuperMicroComp	SMCI	...	dd	230.77	-30.89	...
19.09	7.14	SuperiorGroup	SGC	6.3	dd	8.86	+0.23	.14
42.09	26.66	SupernusPharm	SPNS	...	cc	33.77	-1.05	...
2.15	0.56	SurfaceOncol	SURF	...	dd	.79	-0.02	...
6.77	0.66	Surgalgin	SRGA	...	dd	1.22	+0.23	...
44.59	20.46	SurgeryPartners	SGRY	...	dd	41.02	+2.17	...
39.53	16.00	Surmodics	SRDX	...	dd	25.08	+2.70	...
8.72	3.43	SutroBioph	STRO	...	dd	5.10	-0.23	...
184.75	1.04	Swvl	SWVL	...	cc	1.14	-0.08	...
53.83	8.75	Symbotic	SYVM	...	dd	51.22	+8.13	...
149.96	67.73	Synaptics	SYNA	...	dd	84.53	+3.05	...
1.87	0.51	Synchronoss	SNCR	...	dd	.98	-0.01	...
29.86	15.76	SyndaxPharm	SNDX	...	dd	20.95	-0.21	...
79.77	22.89	SyneosHealth	SYNH	...	cc	29.41	+0.14	...
468.03	267.00	Synopsys	SNPS	...	cc	74.44	+1.21	...
2.45	1.71	SyrisSolutions	SYPR	...	dd	1.89	...	...
11.00	2.42	SyrosPharm	SYRS	...	dd	3.18	-0.37	...
13.18	5.93	TelaBio	TELA	...	dd	11.16	+0.10	...
6.73	0.43	TFF Pharm	TFPP	...	dd	.47	...	...
15.70	11.05	TFS Finl	TFSL	8.9	45	12.74	-0.03	2825
11.42	10.02	TBCCriticalTech	USCT	...	dd	10.55	+0.01	...
11.35	9.97	TLGY Acqn A	TLGY	...	cc	10.68	-0.06	...
1.61	0.51	TMCChemicals	TMC	...	dd	1.37	+0.49	...
10.28	10.10	TMT Acqn	TMTC	...	dd	10.22	-0.06	...
0.30	0.19	TMT Acqn Rt	TMTR	...	cc	.27	+0.03	...
154.38	124.92	T-MobileUS	TMOUS	...	cc	130.93	-0.43	...
44.43	23.09	TPG	TPG	4.5	dd	29.89	+1.02	.20
25.05	8.46	TPIComposites	TPIC	...	dd	10.99	-0.57	...
134.64	93.53	T.RowePrice	TROW	4.3	19	114.18	-0.29	1.22
77.11	30.77	TTEC	TTEC	3.0	19	34.97	-0.47	.52
17.49	11.13	TTM Tech	TTMI	...	cc	13.66	-0.20	...
4.45	1.52	Taboola	TBLA	...	dd	2.97	+0.01	...
8.16	2.33	TabulaRasaHlth	TRHC	...	dd	7.33	+0.43	...
24.76	6.29	TactileSystems	TCMD	...	dd	24.42	+0.38	...
141.96	90.00	TakeTwoSoftware	TTWO	...	dd	138.64	+6.61	...
8.50	0.89	TalarisTherap	TALS	...	dd	2.44	-0.11	...
11.37	10.05	TalonIAcqnA	TOAC	...	cc	10.55	+0.01	...
70.81	23.60	TandemDiabetes	TNDM	...	dd	27.10	+2.36	...
8.25	2.47	TangoTherap	TNGX	...	dd	3.51	+0.18	...
8.56	2.73	Tarenalnt	TEDU	...	cc	3.15	-0.37	...
11.29	9.88	TargetGlbI A	TGAA	...	cc	10.62	+0.02	...
20.09	11.33	TarsusPharm	TARS	...	dd	18.51	+0.47	...
24.37	10.37	TaskUs	TASK	...	cc	11.36	-0.72	...
7.72	4.97	TatTechnologies	TATT	...	cc	7.72	+0.61	...
5.09	0.61	TaysshaGene	TSHA	...	dd	.77	-0.09	...
11.15	9.95	Tech&TelecomA	TETE	...	cc	10.73	+0.01	...
72.79	28.25	TechTarget	TTGT	...	cc	31.44	-1.31	...
8.05	5.10	Ericsson	ERIC	3.0	11	5.43	+0.26	0873
14.21	6.00	Telesat	TSAT	...	dd	9.10	+1.02	...
3.32	1.08	TelesisBio	TBIO	...	dd	2.12	+0.62	...
12.51	1.53	Telos	TLS	...	dd	2.70	+0.11	...
15.15	0.23	TempoAutomation	TMPO	...	dd	.39	+0.02	...
59.56	23.81	10xGenomics	TGX	...	dd	58.11	+4.16	...
52.55	28.80	Tenable	TENB	...	dd	41.84	+2.00	...
8.09	1.64	TenayaTherap	TNYA	...	dd	6.71	+0.41	...
10.58	10.09	TenXKeaneAcqn	TENK	...	cc	10.48	-0.01	...
8.83	0.10	TenXKeaneAcqnRt	TENKR	...	cc	.26	+0.06	...
112.17	67.81	Teradyne	TER	4	29	111.06	+6.04	.11
14.04	1.79	TermsPharm	TERN	...	dd	10.92	-1.06	...
25.50	9.57	TerritorialBncp	TBNK	7.4	8	12.44	-0.04	.23
314.67	101.81	Tesla	TSLA	...	dd	260.54	+16.14	...
8.95	4.03	TesscoTech	TESS	...	dd	8.95	+0.03	...
169.67	119.65	TetraTech	TTEK	...	cc	162.32	+5.30	.26
69.27	42.79	TexasCapBchsh	TGBI	...	cc	53.45	+1.22	...
186.30	144.46	TexasInstrments	TXN	2.8	20	176.76	+6.17	1.24
116.72	69.75	TexasRoadhouse	TXRH	2.0	26	109.97	+1.91	.55
37.58	16.59	The Bancorp	TBBK	...	cc	13.48	-1.00	...
11.69	3.25	TherapeuticsMD	TMDD	...	dd	3.85	-0.18	...
12.03	7.53	TheravanceBio	TBPH	...	dd	10.57	-0.45	...
14.77	4.01	TheresePharm	THRX	...	dd	10.09	+1.22	...
24.83	12.31	ThirdCoastBchsh	TCBX	...	cc	11.07	-0.06	...
24.60	3.75	ThirdHarmonic	THRD	...	dd	4.95	-1.00	...
2.39	0.85	36Kr	KRKR	...	dd	.95	-0.03	...
6.45	3.41	ThorneHealthTech	THRN	...	cc	4.69	+0.04	...
17.44	5.93	Thoughtworks	TWKS	...	cc	7.71	+0.10	...
3.72	0.73	ThredUp	TDUP	...	dd	2.51	+0.01	...
10.99	9.70	ThunderBridgelV A	THCP	...	cc	65	10.07	-0.18
5.12	1.56	TilrayBrands	TLRY	...	dd	1.56	-0.03	...
35.62	22.11	TimberlandBncp	TISB	3.6	8	25.45	-0.14	.23
47.87	21.50	TitanMachinery	TITN	...	cc	27.51	-0.47	...
36.60	11.00	Torm	TRMD	23.8	3	25.56	+0.58	1.46
47.98	37.60	TowerSemi	TSEM	...	cc	41.17	+2.08	...
33.42	21.22	TowerBank	TOWN	4.0	10	25.27	-0.22	.25
251.17	181.40	TractorSupply	TSCO	1.9	23	218.93	+1.71	1.03
78.60	39.00	Trane	TTD	...	cc	76.43	+1.85	...
79.98	51.47	Tradeweb	TW	...	cc	47.70	-0.02	.09
0.20	0.09	TraillblazerI	TBMR	...	cc	.13	-0.01	...
10.17	10.08	TraillblazerI A	TBMC	...	dd	10.17	...	...
8.72	3.60	TransActTechs	TACT	...	cc	5.7	8.72	+1.13
94.10	50.32	Transcat	TRNS	...	cc	64	88.75	-3.30
90.15	25.43	TransMedics	TMDX	...	dd	78.63	-0.72	...
10.86	4.10	Travelzoo	TZOO	...	cc	16	9.29	-0.25
29.14	14.51	TravereTherap	TVTX	...	dd	17.30	+0.63	...
27.97	13.39	TreaceMed	TMCI	...	dd	25.24	-0.64	...
11.27	5.06	TremorIntl	TRMR	...	dd	7.10	-0.18	...
4.68	1.43	TreviTherap	TRVI	...	dd	2.46	-0.11	...
58.62	28.66	TriCoBancshares	TCKB	3.2	9	37.48	+0.34	.30
31.89	21.41	TriMas	TRMS	...	cc	20	26.98	-0.72
72.24	45.43	Trimble	TRMB	...	cc	28	52.67	+2.56
1.50	0.80	TrinityBiotech	TRIB	...	dd	1.04	-0.01	...
16.43	10.23	TrinityCapital	TRIN	13.7	dd	13.57	+0.31	.05
40.10	19.25	Trip.com	TRIP	...	cc	29	36.00	-1.78
28.05	14.39	TripAdvisor	TRM	...	dd	16.78	+0.27	...
9.23	0.82	TritiumDCFC	DCFC	...	cc	1.11	+0.04	...
76.49	45.08	TriumphFinl	TFIN	...	dd	17	60.51	...
2.03	0.93	trivago	TRVG	...	dd	1.14	...	...
3.49	1.30	TrueCar	TRUE	...	dd	2.27	-0.05	...
82.49	19.64	Trupanion	TRUP	...	dd	26.09	+0.75	...
39.36	27.18	TrustcoBank	TRST	4.7	8	30.54	+0.03	.36
38.47	20.28	Trustmark	TRMK	4.1	15	22.17	-0.89	.23
6.03	1.45	TScanTherap	TCRX	...	dd	2.71	-0.20	...
2.90	0.47	Tunio	TEAR	...	dd	1.77	+0.14	...
14.74	6.17	TurtleBeach	OUR	...	dd	11.02	-0.02	...
10.85	0.75	TuSimple	TSP	...	dd	2.15	-0.03	...
6.31	1.74	23andMe	ME	...	dd	1.81	-0.12	...
14.46	7.91	TwinnDisc	TWIN	...	dd	12.07	+0.62	...
58.76	11.46	TwistBiosci	TWST	...	dd	18.31	+0.96	...
18.88	8.25	2SeventyBio	TSVT	...	dd	10.21	-2.18	...
13.15	3.37	2U	UU	...	dd	4.18	-0.19	...
19.74	4.93	TyraBiosciences	TYRA	...	dd	17.00	+2.19	...
99.40	64.13	UFP Inds	UFPI	1.1	9	89.27	+0.97	.25
99.19	50.68	UMB Fin	UMBF	2.4	7	63.16	-2.59	.38
5.79	2.31	UPFintech	TIGR	...	cc	4.2	3.07	-0.12
14.97	8.56	USCB Financial	USCB	...	cc	10.45	-0.25	...
196.80	102.12	US Lime&Min	USLM	4	20	194.00	+3.32	.20
11.45	9.90	UTA Acqn A	UTAA	...	cc	60	10.57	+0.03
6.60	0.46	uCloudlink	UCL	...	dd	3.23	-0.34	...
17.26	8.17	Udemy	UDMY	...	dd	10.61	-0.06	...
556.60	360.58	UltraBeauty	ULTA	...	dd	447.91	+24.29	...

DATA

TOP 500 EXCHANGE-TRADED PORTFOLIOS

BARRONS.COM/DATA

NOTICE TO READERS: Listed are the top 500 ETFs based on weekly volume.

Table with columns: Name, Tck Sym, Yld, Last, Chg, Div Amt. Lists various ETFs including ARK Genomic Rev, BIKRiShMaturityBd, DimenIntHPIProf, etc.

Table with columns: Name, Tck Sym, Yld, Last, Chg, Div Amt. Lists various ETFs including iShCoreTotalIUSD, iShESGAwareMSCI, iShESGAwareEM, etc.

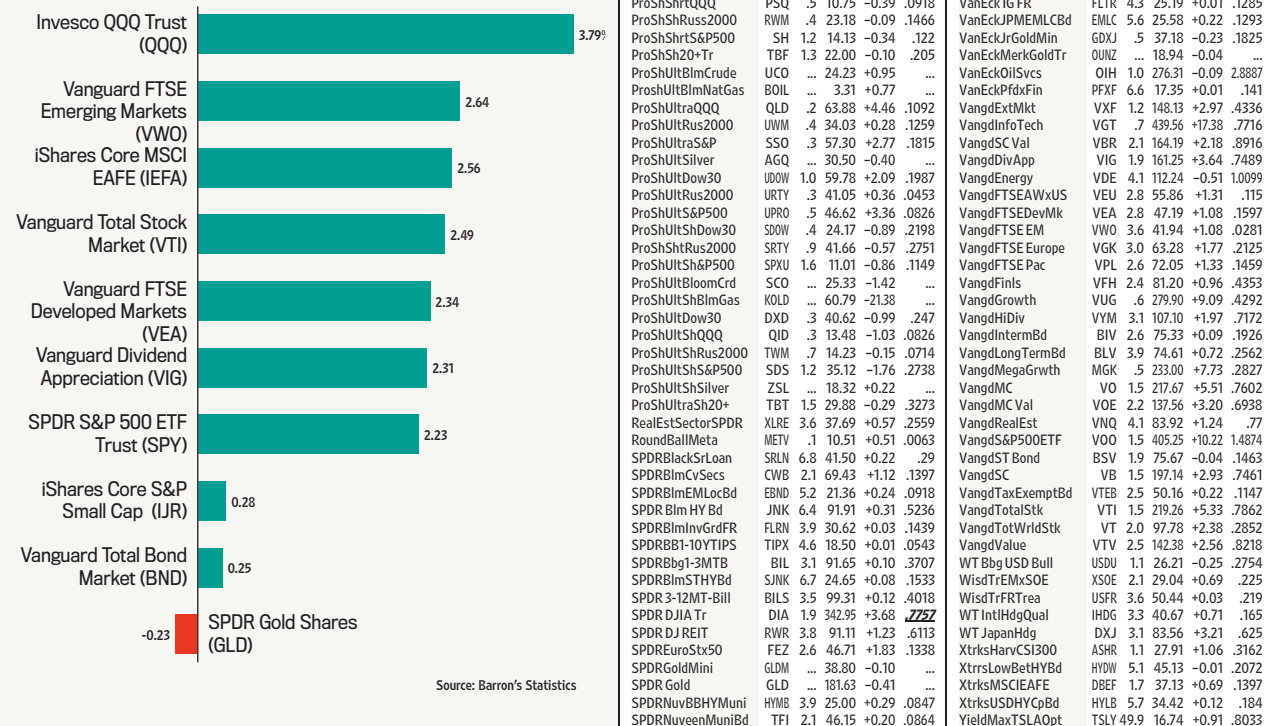
Table with columns: Name, Tck Sym, Yld, Last, Chg, Div Amt. Lists various ETFs including DirexRetailBull3, DirexS&P500Br3, DirexS&P500B3, etc.

Table with columns: Name, Tck Sym, Yld, Last, Chg, Div Amt. Lists various ETFs including InvsCDBOIIFund, InvsCDBUSDBull, InvsCDBSovD, etc.

Table with columns: Name, Tck Sym, Yld, Last, Chg, Div Amt. Lists various ETFs including iShMSCIntIntMom, iShMSCIntIntQual, iShMSCIntIntValue, etc.

Table with columns: Name, Tck Sym, Yld, Last, Chg, Div Amt. Lists various ETFs including SPDRNuveenSTMuni, SPDRPFTAggBd, SPDRPFTDevUS, etc.

Selected ETF Leaders

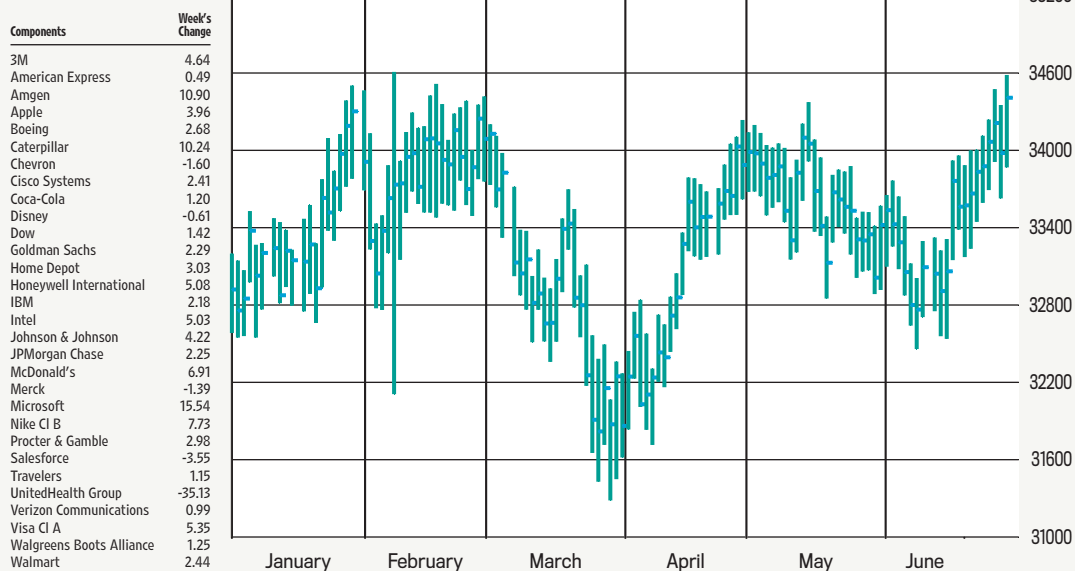


Source: Barron's Statistics

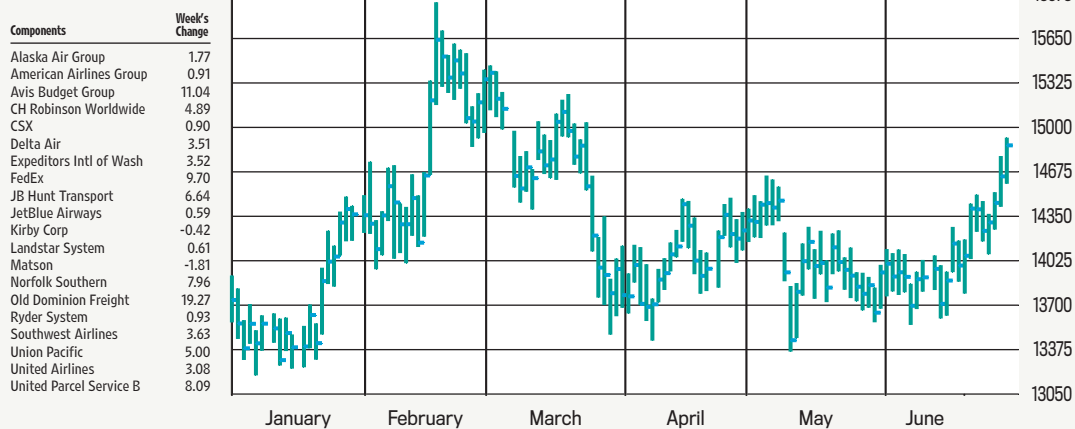
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The Dow Jones Averages

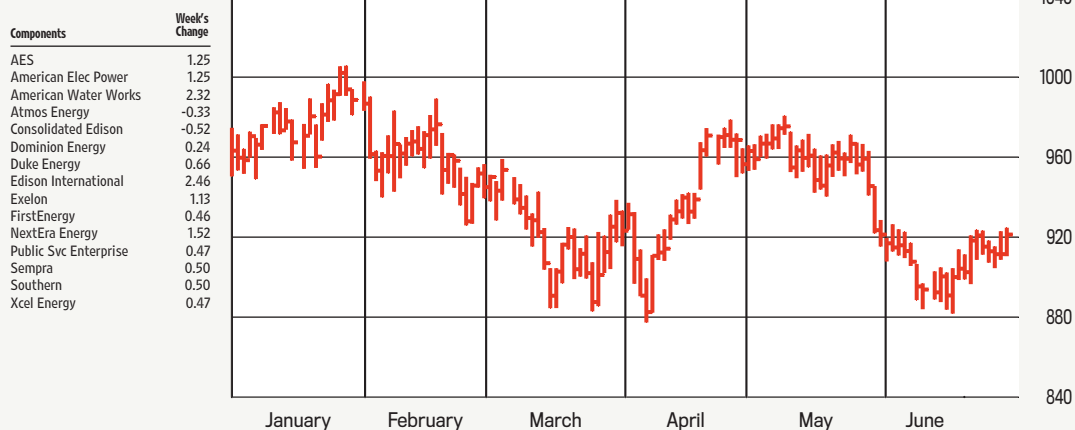
Industrials



Transportation



Utilities



Note: Theoretical highs and lows are shown. A red chart indicates a lower price than the starting period. Green means it's higher than the starting period.

DJ Half-Hourly Averages

Dow Jones 30 Industrial (divisor: 0.1517272595384)

Daily	Jun 12	13	14	15	16
Open (t)	33943.48	34128.35	34073.45	33973.73	NA
Open (a)	33906.80	34111.08	34044.70	33945.98	34464.02
10:00	33979.07	34224.61	34096.95	34164.38	34463.25
10:30	33935.07	34200.89	34061.93	34209.00	34525.39
11:00	33918.95	34192.72	34084.59	34241.38	34453.51
11:30	33913.19	34236.01	34127.75	34352.15	34406.56
12:00	33925.16	34192.15	34114.79	34331.46	34414.41
12:30	33940.73	34255.19	34121.00	34375.33	34457.23
1:00	33979.30	34255.06	34113.86	34366.39	34482.73
1:30	33973.73	34277.23	34051.50	34347.75	34456.90
2:00	33966.35	34242.80	33994.67	34387.59	34424.33
2:30	33935.17	34193.84	33833.82	34386.41	34412.22
3:00	33991.86	34174.39	33940.39	34479.61	34368.85
3:30	34051.43	34204.39	33969.35	34442.01	34326.19
Close	34066.33	34212.12	33979.33	34408.06	34299.12
High (t)	34238.74	34475.06	34351.77	34585.06	NA
Low (t)	33691.55	33909.77	33627.19	33867.72	NA
High (a)	34077.84	34310.28	34151.42	34488.98	34588.68
Low (a)	33878.46	34107.98	33783.55	33945.98	34285.69
Change	+189.55	+145.79	-232.79	+428.73	-108.94

Theoretical (t): High NA Low NA
Actual (a): High 34588.68 Low 33783.55

Dow Jones 20 Transport (divisor: 0.16343894576034)

Daily	Jun 12	13	14	15	16
Open (t)	14249.11	14345.05	14504.56	14603.07	NA
Open (a)	14231.25	14336.03	14488.10	14606.22	14907.62
10:00	14243.21	14401.46	14589.20	14692.99	14914.59
10:30	14296.10	14330.73	14603.68	14747.28	14901.62
11:00	14189.20	14364.56	14610.77	14745.03	14861.73
11:30	14213.81	14399.95	14673.43	14766.89	14881.72
12:00	14216.84	14383.87	14688.57	14799.56	14821.04
12:30	14239.06	14393.81	14677.75	14797.38	14819.54
1:00	14242.28	14431.79	14690.35	14848.44	14837.35
1:30	14224.73	14409.73	14694.17	14793.32	14830.52
2:00	14228.76	14427.91	14689.79	14834.93	14823.15
2:30	14220.60	14443.41	14604.17	14852.54	14818.97
3:00	14242.69	14414.89	14644.70	14887.96	14808.76
3:30	14303.11	14454.16	14659.08	14888.31	14805.00
Close	14305.04	14448.15	14641.86	14868.79	14792.86
High (t)	14367.90	14526.40	14790.75	14925.05	NA
Low (t)	14072.59	14252.63	14419.27	14587.65	NA
High (a)	14319.99	14459.16	14723.27	14904.06	14982.97
Low (a)	14152.56	14294.47	14466.04	14587.52	14764.67
Change	+61.68	+143.11	+193.71	+226.93	-75.93

Theoretical (t): High NA Low NA
Actual (a): High 14982.97 Low 14152.56

Dow Jones 15 Utilities (divisor: 1.27924906167720)

Daily	Jun 12	13	14	15	16
Open (t)	917.26	907.21	914.26	915.87	NA
Open (a)	916.70	907.06	913.95	915.74	921.61
10:00	912.04	911.03	916.61	912.90	929.05
10:30	911.50	911.28	919.09	918.07	931.21
11:00	912.07	910.51	918.42	915.15	929.34
11:30	914.72	911.06	920.29	915.85	931.11
12:00	915.05	910.95	920.69	916.04	929.74
12:30	913.38	910.53	919.16	917.07	929.78
1:00	914.18	911.92	918.38	918.30	931.89
1:30	911.50	911.74	917.71	918.02	930.96
2:00	909.02	912.57	915.30	917.93	928.10
2:30	910.14	913.22	910.57	918.40	929.18
3:00	910.39	911.05	914.13	920.97	928.78
3:30	912.39	912.18	914.77	923.14	925.69
Close	912.92	911.47	911.50	921.28	924.92
High (t)	918.29	915.39	922.96	924.71	NA
Low (t)	907.22	904.48	908.66	910.46	NA
High (a)	917.49	914.89	922.03	923.46	932.64
Low (a)	908.25	905.33	909.49	912.22	921.61
Change	-2.32	-1.45	+0.3	+9.78	+3.64

Theoretical (t): High NA Low NA
Actual (a): High 932.64 Low 905.33

Dow Jones 65 Composite (divisor: 0.77130165331605)

Daily	Jun 12	13	14	15	16
Open (t)	11217.95	11257.98	11292.68	11296.59	NA
Open (a)	11206.02	11252.42	11283.01	11291.59	11467.10
10:00	11227.90	11278.58	11318.11	11363.77	11481.87
10:30	11203.81	11290.42	11314.99	11377.32	11494.34
11:00	11201.01	11281.16	11337.46	11377.92	11472.88
11:30	11194.28	11297.21	11354.15	11418.53	11460.00
12:00	11203.43	11285.03	11347.56	11412.28	11451.83
12:30	11206.03	11309.22	11351.09	11425.54	11469.75
1:00	11214.41	11303.38	11348.18	11426.24	11477.47
1:30	11204.53	11314.16	11329.67	11417.47	11461.05
2:00	11206.68	11311.60	11312.82	11437.22	11457.47
2:30	11199.81	11300.63	11251.47	11438.73	11449.44
3:00	11222.83	11293.01	11293.47	11471.71	11438.69
3:30	11241.97	11302.20	11306.16	11456.08	11423.05
Close	11246.77	11303.37	11298.67	11447.32	11415.83
High (t)	11302.91	11378.17	11422.49	11499.74	NA
Low (t)	11114.33	11190.87	11177.53	11263.50	NA
High (a)	11251.97	11316.23	11365.57	11473.55	11513.30
Low (a)	11179.91	11244.03	11238.24	11289.77	11412.23
Change	+46.51	+56.60	-4.70	+148.65	-31.49

Theoretical (t): High NA Low NA
Actual (a): High 11513.30 Low 11179.91

Trading Diary

Market Advance/Decline Volumes

Daily	Jun 12	13	14	15	16
NY Up	501,641	731,034	398,573	853,568	1,323,354
NY Off	359,892	176,818	176,818	584,893	158,944
NY Up - Comp.	2,375,034	3,441,750	1,842,259	3,475,164	2,949,857
NY Off - Comp.	1,529,505	772,827	2,342,594	651,979	3,761,272
NYSE Amer Off	3,270	5,102	2,037	6,286	67,822
NYSE Amer Off	5,229	3,784	6,828	2,351	18,817
NASD Up	3,348,756	4,170,030	3,172,003	3,886,231	3,206,097
NASD Off	1,320,662	1,297,305	2,570,917	1,733,779	4,801,959
NYSE Arca Up	133,341	206,314	188,601	268,741	84,502
NYSE Arca Off	92,304	81,531	143,036	63,131	211,146
% (QCHA)	+26	+94	-41	+80	-35
% (QACH)	+15	+76	-80	+29	+70
% (QCHAQ)	+71	+132	-14	+105	+41

Market Advance/Decline Totals

Weekly Comp.	NYSE	NYSE Amer	Nasdaq	NYSE Arca
Total Issues	3,179	344	5,046	1,973
Advances	1,813	163	2,969	1,714
Declines	1,303	167	1,959	247
Unchanged	63	14	118	12
New Highs	276	20	467	475
New Lows	56	24	249	40

Week ended last Friday compared to previous Friday

NYSE Composite Daily Breadth

Daily	Jun 12	13	14	15	16
Issues Traded	3,082	3,083	3,071	3,077	3,052
Advances	1,530	2,079	1,772	2,237	1,141
Declines	1,437	893	1,179	726	1,806
Unchanged	115	111	106	114	105
New Highs	98	137	118	104	145
New Lows	12	8	18	22	15
Blocks - primary	4,118	4,302	4,142	4,189	6,186
Total (000) - primary	871,126	919,192	998,456	1,022,949	3,053,608
Total (000)	3,945,673	4,275,402	4,252,114	4,176,691	6,848,603

NYSE American Composite

Daily	Jun 12	13	14	15	16
Issues Traded	321	326	323	319	320
Advances	146	170	104	201	154
Declines	156	130	198	100	145
Unchanged	19	26	21	18	21
New Highs	5	9	6	4	6
New Lows	8	8	10	11	10
Blocks - primary	99	93	110	93	266
Total (000) - primary	6,656	9,062	9,258	9,150	87,931
Total (000)	106,519	114,502	108,435	104,649	365,617

Nasdaq

Daily	Jun 12	13	14	15	16
Issues Traded	4,659	4,666	4,639	4,610	4,593
Advances	2,622	2,921	1,697	2,919	1,786
Declines	1,834	1,554	2,744	1,495	2,646
Unchanged	203	191			

The Week In Stocks For the Major Indexes

12-Month		Weekly		Friday		Weekly		12-Month		Change From	
High	Low	High	Low	Close	Chg.	% Chg.	Chg.	% Chg.	12/30	% Chg.	
Dow Jones Indexes											
34589.77	28725.51	30 Indus	34408.06	33979.33	34299.12	422.34	1.25	4410.34	14.76	1151.87	3.48
15640.70	11999.40	20 Transp	14868.79	14305.04	14792.86	549.50	3.86	1924.26	14.95	1400.95	10.46
10617.7	838.99	15 Utilities	924.92	911.47	924.92	9.68	1.06	37.20	4.19	-42.48	-4.39
11689.14	9679.49	65 Comp	11447.32	11246.77	11415.83	215.57	1.92	1337.02	13.27	453.00	4.13
Dow Jones Indexes											
44194.00	36056.21	US TSM Float	44194.00	43338.98	44015.84	1070.91	2.49	7098.74	19.23	5495.24	14.27
1079.81	876.95	US Market	1079.81	1058.29	1075.65	27.28	2.60	176.81	19.67	137.82	14.70
749.88	528.30	Internet	749.88	729.71	741.71	22.68	3.15	171.62	30.10	180.98	32.28
New York Stock Exchange											
16122.58	13472.18	Comp-z	15826.35	15548.47	15795.12	295.21	1.90	1698.07	12.05	610.81	4.02
9504.73	7655.99	Financial-z	8857.85	8717.78	8838.56	110.38	1.26	695.52	8.54	169.79	1.96
23941.25	20936.55	Health Care-z	23140.02	22797.30	23127.64	245.88	1.07	2008.58	9.51	-312.20	-1.33
13795.63	10452.57	Energy-z	12455.50	12295.65	12427.32	-9.82	-0.08	1120.92	9.91	-624.57	-4.79
NYSE American Stock Exchange											
4688.00	3582.25	NYSE Amer Comp	4106.84	4056.24	4106.84	-2.62	-0.06	264.58	6.89	-28.50	-0.69
3184.96	2510.61	Major Mkt	3184.96	3144.68	3177.99	50.67	1.62	532.92	20.15	239.95	8.17
Standard & Poor's Indexes											
2069.78	1615.09	100 Index	2069.78	2027.61	2060.01	53.50	2.67	384.11	22.92	350.84	20.53
4425.84	3577.03	500 Index	4425.84	4338.93	4409.59	110.73	2.58	734.75	19.99	570.09	14.85
6345.98	4996.32	Indus	6345.98	6216.05	6319.05	174.65	2.84	1200.46	23.45	1006.74	18.95
2726.61	2203.53	MidCap	2590.52	2555.15	2580.07	37.70	1.48	359.58	16.19	149.69	6.16
1315.82	1064.45	SmallCap	1215.44	1199.06	1204.80	3.37	0.28	109.68	10.02	47.27	6.04
Nasdaq Stock Market											
13782.82	10213.29	Comp	13782.82	13461.92	13689.57	430.43	3.25	2891.22	26.77	3223.09	30.79
15185.48	10679.34	100 Index	15185.48	14784.30	15083.92	555.56	3.82	3817.93	33.89	4144.16	37.88
9741.81	7178.71	Indus	9080.81	8948.16	9048.43	213.96	2.42	1316.61	17.03	1700.76	23.15
12643.69	9747.36	Insur	11559.35	11375.14	11559.35	132.71	1.16	1785.82	18.27	-82.54	-0.71
4613.89	2658.90	Banks	3185.59	3108.11	3128.70	-9.80	-0.31	-819.39	-20.75	-916.25	-22.65
11649.81	7416.59	Computer	11649.81	11319.47	11542.96	445.43	4.01	3238.66	39.00	3736.00	47.85
416.94	329.24	Telecom	395.07	387.12	393.00	10.01	2.61	13.21	3.48	21.55	5.80
Russell Indexes											
2423.97	1969.25	1000	2423.97	2375.68	2414.60	61.07	2.59	397.25	19.69	308.70	14.66
2021.35	1655.88	2000	1896.33	1873.21	1875.47	9.76	0.52	209.77	12.59	114.22	6.49
2541.70	2076.07	3000	2541.70	2492.67	2531.39	61.21	2.48	409.16	19.28	314.25	14.17
1592.73	1339.62	Value-v	1546.51	1520.67	1544.29	29.08	1.92	154.32	11.10	47.17	3.15
2757.15	2082.30	Growth-v	2757.15	2694.52	2740.68	84.72	3.19	606.84	28.44	582.50	26.99
3001.83	2481.47	MidCap	2888.77	2835.10	2881.50	67.48	2.40	358.62	14.21	180.83	6.70
Others											
9697.62	7679.59	Value Line-a	9306.49	9159.26	9274.15	172.73	1.90	1397.35	17.74	744.12	8.72
606.49	491.56	Value Line-g	568.80	560.10	566.74	10.08	1.81	52.54	10.22	30.39	5.67
13782.03	11195.10	DJ US Small TSM	12980.87	12822.12	12886.82	130.55	1.02	1537.89	13.55	835.71	6.93
936.63	760.10	Barron's Future Focus	936.63	917.00	934.01	27.57	3.04	157.13	20.23	121.84	15.00
1023.20	825.73	Barron's 400	972.02	957.18	965.57	13.88	1.46	113.40	13.31	45.17	4.91

High/Low's are based upon the daily closing index. a-Arithmetic Index. G-Geometric Index. V-Value 1000 and Growth 1000 y-Dec. 31,1965=50 z-Dec. 31,2002=5000

Indexes' P/Es & Yields

DJ latest 52-week earnings and dividends adjusted by Dow Divisors at Friday's close. S&P Dec. 4-quarter's GAAP earnings as reported and indicated dividends based on Friday close. S&P 500 P/E ratios based on GAAP earnings as reported. For additional earnings series, please refer to www.spglobal.com. DJ latest available book values for FY 2021 and 2020, and S&P latest for 2022 and 2021. r-Revised data

	Last Week	Prev. Week	Last Year
DJ Ind Avg	34299.12	33876.78	29888.78
P/E Ratio	22.36	22.08	17.16
Earnings Yield %	4.47	4.53	5.83
Earns \$	1533.93	1533.93	1742.22
Divs Yield %	2.08	2.10	2.21
Divs \$	712.65	710.74	660.20
Mkt to Book	4.61	4.55	4.57
Book Value \$	7439.45	7439.45	6543.35
DJ Trans Avg	14792.86	14243.36	12868.60
P/E Ratio	12.01	11.57	12.81
Earnings Yield %	8.32	8.64	7.81
Earns \$	1231.22	1231.22	1004.96
Divs Yield %	1.38	1.44	1.34
Divs \$	204.60	204.60	172.46
Mkt to Book	4.60	4.43	4.35
Book Value \$	3214.72	3214.72	2957.33
DJ Utility Avg	924.92	915.24	887.72
P/E Ratio	22.41	22.18	10.02
Earnings Yield %	4.46	4.51	3.90
Earns \$	41.27	41.27	34.62
Divs Yield %	3.26	3.29	3.25
Divs \$	30.17	30.14	28.87
Mkt to Book	2.12	2.10	2.26
Book Value \$	435.47	435.47	392.45
S&P 500 Index	4409.59	4298.86	3674.84
P/E Ratio	25.53	24.88	18.57
Earnings Yield %	3.92	4.02	5.38
Earns \$	172.75	172.75	197.87
Divs Yield %	1.58	1.62	1.78
Divs \$	69.67	69.64	65.41
Mkt to Book	4.30	4.20	3.65
Book Value \$	1024.56	1024.56	1008.02
S&P Ind Index	6319.05	6144.40	5118.59
P/E Ratio	27.22	26.46	21.30
Earnings Yield %	3.67	3.78	4.69
Earns \$	232.18	232.18	240.29
Divs Yield %	1.41	1.45	1.61
Divs \$	89.10	89.09	82.41
Mkt to Book	5.77	5.61	4.91
Book Value \$	1095.83	1095.83	1042.07

Stock Volume

	Last Week	Prev. Week	Year Ago	YOY % Chg	
NYSE(a)	6,865,330	4,361,632	8,439,326	-18.65	
30 Dow Inds (b)	1,933,185	1,550,367	2,369,391	-18.41	
20 Dow Trans (b)	493,030	369,630	770,810	-36.04	
15 Dow Utilis (b)	311,353	276,184	383,320	-18.77	
65 Dow Stks (b)	2,737,567	2,196,181	3,523,522	-22.31	
NYSE American (a)	124,057	46,407	201,899	-38.55	
Nasdaq(d)	29,761,414	23,118,688	29,452,733	1.05	
NYSE 15 Most Active					
Average Price	23.97	14.21	16.73	43.28	
% Tot Vol	15.11	17.84	13.76	9.81	
Stock Offerings \$(z,v)	1,690,000	r6,730,100	600,600	181.39	
Daily Stock Volume					
	6/12	6/13	6/14	6/15	6/16
NYSE(a)	871,126	919,192	998,456	1,022,949	3,053,608
30 Inds (b)	308,138.0	308,794.3	358,487.7	362,533.8	595,231.3
20 Trans (b)	38,520.8	96,268.7	102,536.4	83,698.7	121,955.2
15 Utilis (b)	44,278.6	50,745.4	51,481.4	54,483.7	110,403.5
65 Stks (b)	440,937.5	455,808.3	512,555.4	500,676.2	827,590.0
NYSE Amer(a)	8,656	9,062	9,258	9,150	87,931
Nasdaq(d)	4,722,683	5,522,108	5,772,559	5,667,525	8,076,539
NYSE 15 Most Active					
Avg. Price	22.36	25.61	16.35	31.92	24.75
% Tot Vol	19.13	17.44	14.60	16.72	14.83

Numbers in thousands save price and percentages. (a) Primary volume. (b) Composite volume. (d) as of 4:10 pm. (r) Revised. (v) W/E Thursday. (z) Source: Refinitiv.

NYSE HALF-HOURLY VOLUME

Daily	6/12	6/13	6/14	6/15	6/16
9:30-10:00	99,553	111,135	94,836	90,533	390,655
10:00-10:30	46,418	52,010	38,714	41,282	42,728
10:30-11:00	39,095	36,997	35,928	37,908	36,360
11:00-11:30	35,619	34,697	32,643	37,539	36,835
11:30-12:00	30,608	32,765	27,233	34,503	32,277
12:00-12:30	23,918	27,067	25,524	26,333	27,226
12:30-1:00	23,441	25,985	22,075	23,657	25,143
1:00-1:30	22,744	26,137	24,127	24,354	25,342
1:30-2:00	23,107	26,676	24,988	24,098	20,261
2:00-2:30	23,763	28,997	53,717	27,510	27,216
2:30-3:00	26,600	28,123	47,719	29,569	29,812
3:00-3:30	34,340	32,248	46,132	34,296	38,203
3:30-4:00	441,920	456,353	524,818	591,368	2,321,550

Per Share Values of Stocks In the Dow Jones Averages

This is a list of the Dow Jones trailing 52-week diluted share earnings, dividends and book values as reported by the company. Bolded numbers indicate new values. Sources: Barron's Stats and FactSet.

Industrial Stocks	Earns	Divs.	Book Value	Earns	Divs.	Book Value	
Am Exp	9.51	2.16	29.14	Johnson & Johnson	4.78	4.58	28.16
Amgen	14.71	8.14	12.00	JPMorgan Chase	13.55	4.00	88.07
Apple	5.89	0.93	3.84	McDonald's	9.44	5.94	(6.17)
Boeing	(6.92)	Nil	(25.47)	Merck Co	5.12	2.88	15.11
Caterpillar	13.53	4.80	30.76	Microsoft	9.23	2.66	22.31
Chevron Corp	18.52	5.86	72.06	Nike Inc	3.47	1.325	9.73
Cisco Sys							

DATA

MARKET LABORATORY

BARRONS.COM/DATA

Barron's Gold Mining Index

12-Month High	Low	6/15	6/8	Year Ago	Week % Chg.	
983.45	684.61	Gold mining	869.79	849.03	900.46	+2.45

Gold & Silver Prices

Handy & Harman	6/16	6/9	Year Ago
Gold, troy ounce	1959.75	1960.30	1841.55
Silver, troy ounce	24.02	24.36	21.69

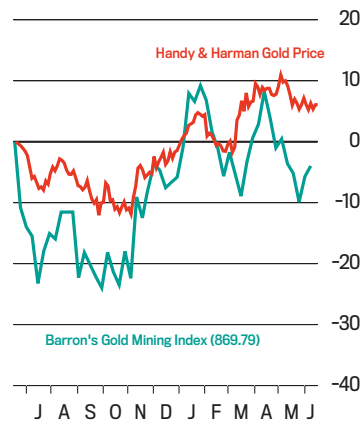
Base for pricing gold and silver contents of shipments and for making refining settlement.

Coins	Price	Premium \$	Premium %
Krugerrand	2047.36	88.16	4.50
Maple Leaf	2096.34	137.14	7.00
Mexican Peso	2527.56	165.35	7.00
Austria Crown	1923.41	57.61	3.00
Austria Phil	2057.16	97.96	5.00
U.S. Eagles	2096.34	137.14	7.00

Premium is the amount over the value of the gold content in the coin. Source Mantra, Tordella & Brookes, Inc. Bullion spot gold price 1959.2

Gold Performance

Yellow Light: The Fed paused. Gold prices paused, too, staying flat at \$1,960 an ounce.



Federal Reserve Data Bank

One week ended Jun 14:

Member Bank	Latest Week	Prev. Week Change	Year Ago Change
Reserve Chgs. (Mil. \$)			
U.S. Gov't securities:			
Bought outright	7,720,994	-1,607	-768,414
Federal agency secur:			
Bought outright	2,347	....	....
Reserve bank credit:			
Primary Credit	3,317	+261	+612
Secondary Credit	1	+1	+1
Seasonal Credit	21	+7	+18
Floater	-165	+61	-38
Other F.R. Assets	38,323	+3,512	+2,730
Total Fed Credit #	8,352,757	-526	-540,091
Gold stock	11,041	....	....
SDR Certif. Accounts	5,200	....	....
Treas. Curr. Outst.	51,793	+14	+728
Total	8,439,189	-455	-539,213
Currency in circ	2,341,633	+65,158	-1,750
Treas. Cash Hldgs	234	-11	+140
Treas. Fed Deposits	102,118	+57,362	-554,752
Foreign Fed Deposits	9,686	-208	+2,068
Other Fed Deposits	203,613	-1,801	-39,713
Other FR liab/cap	-16,114	+1,490	-66,493
Total factors	5,113,927	+24,035	-580,521
Reserves F.R. banks	3,325,261	-24,490	+41,307
Fgn hold U.S. debt	3,409,078	+1,877	+11,310

Reserve Aggr (Mil. \$)	Latest Month	Prev. Month	Month % Chg.	Year Ago
Month Ended April:				
Total Reserves:	3,269,500	3,258,400	0.34	3,615,400
Nonborrowed Res	2,939,800	3,043,100	-3.39	3,591,400
Borrowed Reserves	329,662	215,338	53.09	23,960
Monetary Base	5,592,600	5,571,000	0.39	5,885,100

Weekly Bond Statistics

New Offerings, (mil \$) (v)	Last Week	Prev. Week	Yr Ago
Corporate (z)	6,893	+43,252	1,637
Municipal (z)	3,960	+12,953	3,631

Best Grade Bonds-y

(Barron's index of 10 high-grade corporate bonds.)	4.54	4.04	3.98
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Interim-Grade Bonds-y

(Barron's index of 10 medium-grade corporate bonds.)	4.98	5.02	5.09
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Confidence Index

(High-grade index divided by intermediate-grade index; decline in latter vs. former generally indicates rising confidence, pointing to higher stocks.)	91.3	80.5	78.2
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Other Confidence Indicators:

Bloomberg Barclays US Long Treasury*	2910.74	2899.12	2850.65
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(This index measures the performance of fixed-rate, nominal US Treasuries with at least 10 years to maturity, Jan. 1, 1973-100.)

Bloomberg Barclays US Credit

(This index includes all publicly issued, fixed-rate, non-convertible, investment-grade, dollar-denominated, SEC-registered corporate debt.)	2910.74	2899.12	2850.65
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Ryan Labs Treasury Index

(Index of total return from active Treasury notes and bonds. Dec. 31, 1996=100.)	270.05	269.60	273.91
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Bond Buyer 20 Bond Index

(Index of yields of 20 general obligation municipal bonds.)	3.67	3.67	3.57
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Bond Buyer Municipal Bond Index

(Index of 40 actively-traded tax-exempt bonds; component issues are changed regularly to keep the index a current picture of the market. Source: The Bond Buyer)	4.48	4.49	4.65
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Stock/Bond Yield Gap-s

(Difference between yield on highest-grade corporate bonds and yield on stocks on the DJIA.)	-2.46	-1.94	-1.77
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Yield on DJ Equal Weight US Corp Bond Id:

Corp Bonds, (y)	5.46	5.46	4.94
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y-Week ended Thursday. y-Yield to maturity, week ended Thursday. z-Source: Refinitiv. *Barclays T-Bond Index discontinued by firm.

Dividend Payment Boosts

Company Name-Ticker Symbol (Exchange)	Adjusted Yield	Period	To	From	% Increase	Record Date	Ex-Div Date	Payment Date
4.65% Fltg. Rate STRATS-GJO (NYSE)	4.7	M	.121265	.120006	1.0%	6-14	6-13	6-15
AGNC Invnt Prfd. C-AGNCN (Nasdaq)	10.2	Q	.64821	.62129	4.3	7-01	6-29	7-17
Banco Bradesco Ord ADR-BBDO (NYSE)	3.6	M	.003555	.002551	39.4	7-05	7-03	8-08
Banco Bradesco Prf ADR-BBD (NYSE)	4.7	M	.003911	.002805	39.4	7-05	7-03	8-08
Blackstone LongShrt Cred-BGX (NYSE)	10.3	M	.104	.099	5.1	6-23	6-22	6-30
Blackstone Sr FR 2027-BSL (NYSE)	9.6	M	.109	.108	0.9	6-23	6-22	6-30
Blackstone Strat Crd 2027-BGB (NYSE)	9.7	M	.094	.088	6.8	6-23	6-22	6-30
Caterpillar-CAT (NYSE)	1.9	Q	1.30	1.20	8.3	7-20	7-19	8-18
Essential Prop Realty Tr-EPRT (NYSE)	4.6	Q	.28	.275	1.8	6-30	6-29	7-14
Greystone Housing Impact-GHI (NYSE)	9.2	Q	.37	.36835	0.4	6-30	6-29	7-31
Grupo Aeroportuario ADR-OMAB (Nasdaq)	4.2	Q	2.126211	1.628199	30.6	6-21	6-20	6-29
Host Hotels & Resorts-HST (Nasdaq)	3.5	Q	.15	.12	25.0	6-30	6-29	7-17
Karooooo-KARO (NCM)	6.1	Q	.85	.60	41.7	6-23	6-22	7-03
National Fuel Gas-NFG (NYSE)	3.8	Q	.495	.475	4.2	6-30	6-29	7-14
Oil-Dri of America-ODC (NYSE)	2.3	Q	.29	.28	3.6	8-11	8-10	8-25
Omega Flex-OFLX (Nasdaq)	1.2	Q	.33	.32	3.1	6-26	6-23	7-07
Realty Income-O (NYSE)	5.0	M	.2555	.255	0.2	7-03	6-30	7-14
STRATS Dom Res Ser 05-06-GJP (NYSE)	5.1	M	.137589	.12953	6.2	6-14	6-13	6-15
Target-TGT (NYSE)	3.3	Q	1.10	1.08	1.9	8-16	8-15	9-10
Trinity Capital-TRIN (Nasdaq)	13.5	Q	.53	.47	12.8	6-30	6-29	7-14
US Bancorp Prfd. B-USBPH (NYSE)	7.7	Q	.370338	.339357	9.1	6-30	6-29	7-17
W. P. Carey Inc.-WPC (NYSE)	6.0	Q	1.069	1.067	0.2	6-30	6-29	7-14
WR Berkley-WRB (NYSE)	0.7	Q	.11	.10	10.0	6-26	6-23	6-30

Dividend Payment Reductions

Company Name-Ticker Symbol (Exchange)	Adjusted Yield	Period	To	From	% Decrease	Record Date	Ex-Div Date	Payment Date
Cherry Hill Mtg Invnt-CHMI (NYSE)	12.3	Q	.15	.27	-44.4%	6-30	6-29	7-31
Chimera Investment-CIM (NYSE)	13.2	Q	.18	.23	-21.7%	6-30	6-29	7-31
Hudson Pacific Properties-HPP (NYSE)	10.5	Q	.125	.25	-50.0%	6-20	6-16	6-30
Paramount Group-PGRE (NYSE)	3.1	Q	.035	.0775	-54.8%	6-30	6-29	7-14
Redwood Trust-RWT (NYSE)	13.1	Q	.16	.23	-30.4%	6-23	6-22	6-30
Trinseo-TSE (NYSE)	0.3	Q	.01	.14	-92.9%	7-06	7-05	7-20

Stock Splits/Dividends

Company Name-Ticker Symbol (Exchange)	Amount	Record Date	Ex-Div Date	Pay Date
Douglas Elliman-DOUG (NYSE)	5%	6-22	6-21	6-30

Special Dividends

Company Name-Ticker Symbol (Exchange)	Amount	Record Date	Ex-Div Date	Pay Date
NONE				

U.S. Treasury Bills

Maturity	Bid	Asked	Wkly Chg.	Ask Yld.
June 20	4.85	4.84	-0.06	4.91
June 22	4.84	4.83	-0.10	4.90
June 27	4.92	4.91	-0.05	4.98
June 29	4.87	4.86	-0.10	4.93
July 05	4.94	4.93	-0.02	5.02
July 06	4.91	4.90	-0.04	4.98
July 11	4.94	4.93	-0.08	5.02
July 13	4.98	4.97	-0.05	5.06
July 18	5.00	4.99	-0.04	5.09
July 20	4.99	4.98	-0.08	5.07
July 25	4.96	4.95	-0.10	5.06
July 27	4.98	4.97	-0.09	5.07
August 01	5.00	4.99	-0.09	5.10
August 03	5.01	5.00	-0.10	5.10
August 08	5.03	5.02	-0.04	5.13
August 10	5.04	5.03	-0.07	5.13
August 15	5.06	5.05	....	5.18
August 17	5.03	5.02	-0.05	5.13
August 22	5.05	5.04	-0.04	5.17
August 24	5.03	5.02	-0.07	5.14
August 29	5.04	5.03	-0.06	5.16
August 31	5.05	5.04	-0.06	5.17
September 05	5.05	5.04	....	5.18
September 07	5.07	5.06	-0.04	5.19
September 12	5.02	5.01	-0.04	5.15
September 14	5.07	5.06	-0.01	5.21
September 19	5.05	5.04	-0.09	5.19
September 21	5.04	5.03	-0.03	5.18
September 26	5.05	5.04	-0.10	5.19
September 28	5.01	5.00	-0.08	5.15
October 03	5.09	5.08	-0.11	5.24
October 05	5.09	5.08	-0.08	5.23
October 10	5.11	5.10	-0.09	5.27
October 12	5.12	5.11	-0.08	5.28
October 17	5.14	5.13	....	5.31
October 19	5.12	5.11	-0.08	5.29
October 26	5.12	5.11	-0.06	5.29
November 02	5.12	5.11	-0.06	5.28
November 09	5.12	5.11	-0.07	5.31
November 16	5.11	5.10	-0.07	5.29
November 24	5.14	5.13	-0.05	5.34
Nov 30 '23	5.14	5.13	-0.03	5.33
Dec 07 '23	5.13	5.12	-0.04	5.34
Dec 14 '23	5.12	5.11	....	5.33
Dec 28 '23	4.83	4.82	0.11	5.01
Jan 25 '24	4.76	4.75	-0.04	4.93
Feb 22 '24	4.84	4.83	0.02	5.03
Mar 21 '24	4.93	4.92	0.01	5.16
Apr 18 '24	4.96	4.95	0.03	5.20
May 16 '24	4.97	4.96	0.04	5.23
Jun 13 '24	4.95	4.94	....	5.22

Week's Ex-Dividend Dates

This list includes payouts on common stocks.

NYSE

Tuesday (June 20)

Southwest Airlines	.18
Toro Co	.34

Wednesday (June 21)

UWM Holdings	.10
Vistra	.204
West Fraser Timber	.30

Thursday (June 22)

Restaurant Brands Intl	.55
VICI Properties	.39

Friday (June 23)

Arcos Dorados Holdings A	.05
Carrier Global	.185
Flowerserve	.20
Global Indemnity	.25
Intl Flavors & Fragrances	

DATA

MARKET LABORATORY

BARRONS.COM/DATA

Week's New Highs and Lows

NYSE	276 New Highs	56 New Lows
Nasdaq	467 New Highs	249 New Lows
NYSE American	20 New Highs	24 New Lows

Only includes COMMON and REIT stocks

NYSE American

NEW HIGHS

- AultDisruptive
- Azitra
- BiteAcqn
- Chase
- Comstock
- EVEMobilityA
- EvolutionPetrol
- GalataAcqn
- InterPrivateII A
- inTEST
- NorthernStrII A
- PerspectiveTherap
- PlanetGreen
- Servotronics
- SuperiorDrilling
- WirelessTel

NEW LOWS

- AgEagleAerial
- AmerGold&Silver
- ArenaGroup
- AultAlliance
- Azitra
- CamberEnergy
- Castellum
- cbdMD
- FG
- FreshVineWine
- GoldRoyalty
- GoldenMinerals
- IntegraResources
- Intellinetics
- MatinasBioPharma
- PolymetMining
- PowerREIT
- Triopetroleum
- WilliamsIndlSvcs

Nasdaq

NEW HIGHS

- 10xGenomics
- 89bio
- A SPAC II
- Abcam
- Accuray
- Adobe
- AdvEnergyInds
- AdvHlthInt
- AdvMicroDevices
- AkeroTherap
- AldeyraTherap
- Alkermes
- AlphaStarAcqn
- AlpinImmune
- AlsetCapAcqnA
- AltairEngg
- AmbrxBio
- Amdocs
- AmericanWoodmark
- AmerSupercond
- AmphastarPharm

ANSYS

- Ansysis
- ApellisPharm
- AppFolio
- Apple
- AppliedOptoelec
- ApplMaterials
- APXAcqnI A
- AquaronAcqn
- Astronics
- Atlantius
- Augmedix
- AvitaMedical
- Avnet
- AxcelisTechs
- AxsomeTherap
- BeaconRoof
- BelFuse A
- BelFuse B
- BELLUS Health
- BentleySystems
- BilanderAcqnA
- Biogen
- BioPlusAcqnA
- BitDigital
- BowmanConsult
- BranchOutFood
- BroadCapital
- byNordicAcqnA
- ByteAcqnA
- C3is
- CabalettaBio
- CadenceDesign
- Camtek
- Cantaloupe
- CarrollsRestr
- CarticaAcqnA
- CellebriteDI
- CelsiusHldg
- Cerence
- CFACqnVII A
- ChinookTherap
- Cimpress
- Cintas
- CitizensFinlSvc
- Cohu
- ColiseumAcqn
- ColumbusMcKinn
- Confluent
- ConslidWater
- ConstructionPtrs
- CONX
- CornerGrowthA
- CornerGrowthAcqn
- CreativeRealities
- Cricut
- CTI BioPharma
- D-MarketElec
- DA32LifeSci
- Dave&Buster's
- DexCom
- DiamedicaTherap
- DiscMedicine
- DiversifiedHlthcr
- Dropbox

- DuosTechs
- DXP Ent's
- EastRscsAcqnA
- EdocAcqnA
- EdtechX II A
- EmbraceChange
- EnergyRecovery
- EnlightRenewableEn
- Ent4.0TechAcqnA
- Entegris
- EosEnergy
- Equinix
- EvolvTech
- ExactSciences
- ExpeditorsIntl
- eXpWorld
- ExtremeNetworks
- Fastenal
- FiestaRestaurant
- FinStrategiesA
- Flex
- FluenceEnergy
- Flywire
- Fortinet
- FortuneRiseA
- FranklinElec
- FreedomHolding
- GaleraTherap
- Gambling.com
- Global-EOnline
- GoalAcqns
- GoHealth
- GpoFinGalicia
- GracellBiotech
- GSI Tech
- HennessyCapVI
- ApplMaterials
- APXAcqnI A
- AquaronAcqn
- IDEAYA Bio
- IES Holdings
- Immugenon
- ImperialPetrolWi
- Indivior
- IndusRealty
- Innodata
- InsightEnt
- Intapp
- IntegralAd
- InterDigital
- IntuitiveSurgical
- IperionX
- IPG Photonics
- iRadimed
- Iteris
- JaguarGlbGrwl A
- JinMedicalIntl
- KairousAcqn
- KandiTech
- KhoslaVentures
- KLA
- KrystalBiotech
- CadenceDesign
- Camtek
- Cantaloupe
- CarrollsRestr
- CarticaAcqnA
- CellebriteDI
- CelsiusHldg
- Cerence
- CFACqnVII A
- ChinookTherap
- Cimpress
- Cintas
- CitizensFinlSvc
- Cohu
- ColiseumAcqn
- ColumbusMcKinn
- Confluent
- ConslidWater
- ConstructionPtrs
- CONX
- CornerGrowthA
- CornerGrowthAcqn
- CreativeRealities
- Cricut
- CTI BioPharma
- D-MarketElec
- DA32LifeSci
- Dave&Buster's
- DexCom
- DiamedicaTherap
- DiscMedicine
- DiversifiedHlthcr
- Dropbox

- NatureSunshine
- NautilusBiotech
- Navient
- NavitasSemi
- Netflix
- NewcourtAcqnA
- NextTracker
- AdicetBio
- AerwinsTech
- AgileTherap
- NovaVisionAcqn
- NuviaBrandA
- Nuvalent
- NuvectisPharma
- NVIDIA
- NXP Semi
- OcularTherapeutix
- OlemaPharm
- ON Semi
- Opera
- OSI Systems
- OvidTherap
- P&FIndustries
- PacBioSciCA
- Paccar
- PaloAltoNtwks
- PatrickIndustries
- PDF Solutions
- PioneerPwrSols
- PotlatchDelt
- PowerIntegrations
- PreformedLine
- PriveterraAcqnA
- ProfoundMed
- ProgressSoftware
- PrometheusBio
- ProspectorCapA
- ProtagonistTherap
- PTC
- Pwr&Digital II A
- QuadroAcqnOneA
- ImperialPetrolWi
- RadNet
- RedRockResorts
- RMGAcqnIII A
- RoseHillAcqn
- RothCHAcqnV
- RushEnt B
- SageTherap
- Saia
- Sanfilippo
- SapiensInt
- Savara
- Schrodinger
- SecurityNatFin
- SI-BONE
- SigmaLithium
- SilvercrestAsset
- SkyWest
- SMART Global
- SoFiTech
- SPS Commerce
- StarEquity
- SterlingInfr
- StratimCloudA
- SurgeryPartners
- SustDevtl A
- Symbotic
- TabulaRasaHlth
- TactileSystems
- TargetGblI A
- TatTechnologies
- Teradyne
- TesscoTech
- ThunderBridgelV A
- TraillblazerI A
- TransActTechs
- TyraBiosciences
- UFP Tech
- UrbanOne D
- UrbanOutfitters
- US Lime&Min
- UTime
- ValuenceA
- VectivBio
- VEON
- VeriskAnalytics
- VerraMobility
- VisionSensingA
- VitaCoco
- Winmark
- WinVestAcqn
- Workday
- X4 Pharm
- XBiotech

- XenonPharm
- YottaAcqn
- NEW LOWS**
- 1stdibs.com
- 22ndCentury
- AdaptHealth
- AdicetBio
- AerwinsTech
- AgileTherap
- NovaVisionAcqn
- NuviaBrandA
- Nuvalent
- NuvectisPharma
- NVIDIA
- NXP Semi
- OcularTherapeutix
- OlemaPharm
- ON Semi
- Opera
- OSI Systems
- OvidTherap
- P&FIndustries
- PacBioSciCA
- Paccar
- PaloAltoNtwks
- PatrickIndustries
- PDF Solutions
- PioneerPwrSols
- PotlatchDelt
- PowerIntegrations
- PreformedLine
- PriveterraAcqnA
- ProfoundMed
- ProgressSoftware
- PrometheusBio
- ProspectorCapA
- ProtagonistTherap
- PTC
- Pwr&Digital II A
- QuadroAcqnOneA
- ImperialPetrolWi
- RadNet
- RedRockResorts
- RMGAcqnIII A
- RoseHillAcqn
- RothCHAcqnV
- RushEnt B
- SageTherap
- Saia
- Sanfilippo
- SapiensInt
- Savara
- Schrodinger
- SecurityNatFin
- SI-BONE
- SigmaLithium
- SilvercrestAsset
- SkyWest
- SMART Global
- SoFiTech
- SPS Commerce
- StarEquity
- SterlingInfr
- StratimCloudA
- SurgeryPartners
- SustDevtl A
- Symbotic
- TabulaRasaHlth
- TactileSystems
- TargetGblI A
- TatTechnologies
- Teradyne
- TesscoTech
- ThunderBridgelV A
- TraillblazerI A
- TransActTechs
- TyraBiosciences
- UFP Tech
- UrbanOne D
- UrbanOutfitters
- US Lime&Min
- UTime
- ValuenceA
- VectivBio
- VEON
- VeriskAnalytics
- VerraMobility
- VisionSensingA
- VitaCoco
- Winmark
- WinVestAcqn
- Workday
- X4 Pharm
- XBiotech

- LexariaBioscience
- LivePerson
- Mediaco
- micromobility.com
- MobileGlbEsports
- MoleculinBiotech
- MonogramOrtho
- Monro
- MullenAuto
- NektarTherap
- NeuBaseTherap
- NeuroBoPharm
- NovoLifestyle
- Novocure
- NutexHealth
- OceanPal
- OconeeFedFinl
- Oncorus
- OncoSecMed
- Opthea
- OriginAgritech
- PanbelaTherap
- PassageBio
- AuroraMobile
- PaxMedica
- PetMedExpress
- PhenomeX
- PhioPharm
- PlusTherap
- PowerbridgeTech
- Precipio
- PrecisionBio
- PriveterraAcqnA
- ProSomnus
- Psychemedics
- Pulmatrix
- Puyi
- RealGoodFood
- RedHillBio
- ReShapeLife
- ROC Energy
- RoyaltyPharma
- SalemMedia
- SenecaFoods A
- SenecaFoods B
- SenmiaoTech
- SenseBiotherap
- Shineco
- ShuttlePharm
- SmartForLife
- SMXSecurityMatters
- Sohu.com
- SolGelTech
- SoundFinBancorp
- SoundThinking
- Staffing360
- Edgio
- StrongholdDig
- SuperCom
- T2Biosystems
- TCBioPharm
- TenaxTherap
- TenonMedical
- TFF Pharm
- TilrayBrands
- TivicHealth
- TopKingWin
- TraconPharm
- TransCodeTherap
- UniversePharm
- Upexi
- Veradigm
- Vericity
- View
- ViewRay
- VincoVentures
- VistaGenTherap
- Vodafone
- WheelerREIT
- ZappEV
- ZyVersaTherap
- NYSE**
- NEW HIGHS**
- ASE Tech
- Abercrombie&Fitch
- Accenture
- AcropolisInfrA
- AfricanGoldA
- AlamoGroup
- AllisonTransm
- AmerisourceBrgn
- Ametek
- Amrep
- API Group

- ApolloGlbMgmt
- ArcosDorados
- Arcosa
- AresAcqnA
- AresAcqnII A
- AresMgmt
- ArlingtonAsset
- ArrowElec
- AthenaTechII A
- AxaltaCoating
- BWX Tech
- BadgerMeter
- BancoBBVA
- Bladex
- BancoMacro
- Bausch&Lomb
- Belden
- BerkHathwy A
- BerkHathwy B
- Biohaven
- BlueLinx
- Boeing
- BostonSci
- BrightHorizons
- Brink's
- BuildersFirst
- CAI Intl
- CAVA
- CBIZ
- CCNeubergerIII A
- CGI A
- CRH
- C3.ai
- Camco
- CardinalHealth
- Carnival
- Carnival
- Cemex
- CentralPuerto
- ChurchillVII A
- ColombierAcqnA
- ComfortSystems
- EngGr-Cmg
- ComputeHlthA
- Conmed
- Constellium
- Volaris
- Cool
- Copa
- Core&Main
- Crawford A
- Darden
- DeckersOutdoor
- DeltaAir
- DoubleVerify
- DreamFinders
- StarWi
- EMCOR
- ESAB
- EagleMaterials
- Eaton
- Ecolab
- Embraer
- EnelChile
- EnerSys
- Eneti
- EnPro
- Equifax
- EroCopper
- EverestConsolA
- FairIsaac
- Fastly
- FedAgriMtg C
- FederalSignal
- Ferguson
- Ferrari
- FleetCorTech
- FomentoEconMex
- Forestar
- Fortive
- GATX
- GXO Logistics
- Gartner
- GeneralElec
- GeniusSports
- GlobalIndemnity
- Graco
- Grainger
- GraphicPkg
- GreenBrickPtrs
- GulfportEnergy
- HCA Healthcare
- HewlettPackard
- HondaMotor
- DR Horton

- Hovnanian
- HowmetAerospace
- Hubbell
- IRSA
- IngersollRand
- InstalledBldg
- IntegerHoldings
- ICE
- IntlGameTech
- Interpublic
- IronMountain
- Jabil
- JamesHardie
- JobyAviation
- JohnBeanTech
- KB Home
- KBR
- Kadant
- KinsaleCapital
- KnifeRiver
- LG Display
- LambWeston
- Lennar A
- Lennar B
- LennoxIntl
- EliLilly
- Linde
- MDC Holdings
- M/I Homes
- MSA Safety
- MSC Industrial
- M3-BrigadeIII A
- MarineProducts
- Marsh&MCLen
- MartinMarietta
- MasonIntl
- Maximus
- McCormick
- McKesson
- MeritageHomes
- MetalsAcqn
- MillerIndustries
- ModineMfg
- MolsonCoorsB
- Moody's
- Moog B
- MuellerWater
- NetPower
- NGL Energy
- NVR
- Nelnet
- NorthernStrIII A
- NorwegCruise
- NuHoldings
- nVentElectric
- Oil-Dri
- Oracle
- OscarHealth
- OtisWorldwide
- OwensCorning
- PROS
- ParkerHannifin
- PenskeAuto
- Pentair
- Penumbra
- PinnacleWest
- PlymouthIndREIT
- Primerica
- ProcureTech
- PulteGroup
- PureStorage
- QuantaServices
- RELEX
- RentokillNit
- RestaurantBrands
- RigelResourceA
- Rockwell
- RoperTech
- RoyalCaribbean
- SAP
- S&P Global
- SPX Tech
- ServiceNow
- ShakeShack
- Shopify
- Snap-On
- Sony
- Spotify
- Sprinklr
- Squarespace
- Stantec
- Stevanato
- SummitMaterials
- TIM
- TLGAcqnOneA

- TaiwanSemi
- TaylorMorrison
- Tecnoglass
- TenetHealthcare
- Tennant
- Teradata
- Textainer
- Toll Bros
- TopBuild
- TownsquareMedia
- ToyotaMotor
- TriPointe
- US Foods
- US Xpress
- Uber
- UltraparPart
- UnitedMicro
- UrstadtBiddleA
- Vertiv
- Vipshop
- Visay
- VistaEnergy
- VMware
- Vontier
- VulcanMatls
- Walmart
- Watsco B
- Watsco
- WeaveComms
- WisdomTree
- Workiva
- XPO
- YPF

NEW LOWS

Yearly High/Lows S&P 500 Index

The yearly S&P 500 Index; with a high/low range based on the daily close.

Year	High	Date	Low	Date
2023	4425.84	June 15	3808.10	Jan. 05
2022	4796.56	Jan. 04	3577.03	Oct. 12
2021	4808.93	Dec. 30	3700.65	Jan. 04
2020	3756.07	Dec. 31	2237.40	Mar. 23
2019	3240.02	Dec. 27	2447.89	Jan. 03
2018	2930.75	Sept. 20	2351.10	Dec. 24
2017	2690.16	Dec. 18	2257.83	Jan. 03
2016	2271.72	Dec. 13	1829.08	Feb. 11
2015	2130.82	May 21	1867.61	Aug. 25
2014	2090.57	Dec. 29	1741.89	Feb. 03
2013	1848.36	Dec. 31	1457.15	Jan. 08
2012	1465.77	Sept. 14	1277.06	Jan. 03
2011	1363.61	Apr. 29	1099.23	Oct. 03
2010	1259.78	Dec. 29	1022.58	July 02
2009	1127.78	Dec. 28	676.53	Mar. 09
2008	1447.16	Jan. 02	752.44	Nov. 20
2007	1565.15	Oct. 09	1374.12	Mar. 05
2006	1427.09	Dec. 15	1223.69	June 13
2005	1272.74	Dec. 14	1137.50	Apr. 20
2004	1213.55	Dec. 30	1063.23	Aug. 12
2003	1111.92	Dec. 31	800.73	Mar. 11
2002	1172.51	Jan. 04	776.76	Oct. 09
2001	1373.73	Jan. 30	965.80	Sept. 21
2000	1527.46	Mar. 24	1264.74	Dec. 20
1999	1469.25	Dec. 31	1212.19	Jan. 14
1998	1241.81	Dec. 29	927.69	Jan. 09
1997	983.79	Dec. 05	737.01	Jan. 02
1996	757.03	Nov. 25	598.48	Jan. 10
1995	621.69	Dec. 13	459.11	Jan. 03
1994	482.00	Feb. 02	438.92	Apr. 04

Distributions & Offerings

Secondary Distributions of common stocks

Company	Amount	Price	Value
Applied UV	5,000,000	\$1.00	\$5,000,000
Bone Biologics	2,538,071	\$1.97	\$5,000,000
Brookfield Renewable	7,430,000	\$33.80	\$251,134,000
Brookfield Renewable Ptnrs LP	8,200,000	\$30.35	\$248,870,000
Casella Waste Systems	5,263,158	\$85.50	\$450,000,009
Clearwater Analytics	10,000,000	\$16.05	\$160,500,000
Clene	50,000,000	\$0.80	\$40,000,000
Coeptis Therapeutics	3,500,000	\$1.00	\$3,499,865
Disc Medicine	2,800,000	\$49.00	\$137,199,980
Editas Medicine	12,500,000	\$10.00	\$125,000,000
Forza X1	5,334,000	\$1.50	\$8,001,000
Gambling.com Group plc	4,887,500	\$9.25	\$45,209,375
Kura Oncology	8,695,653	\$11.50	\$99,999,706
Landsea Homes	2,956,522	\$7.50	\$22,173,915
Movano	9,200,000	\$1.00	\$9,200,000
Praxis Precision Medicines	62,200,000	\$0.95	\$59,089,295
RadNet	8,711,250	\$29.75	\$259,159,688
Spire	1,744,549	\$64.20	\$112,000,046
Verastem	8,720,000	\$9.75	\$85,020,000
Vox Royalty	3,025,000	\$2.40	\$7,260,000
Zentalis Pharmaceuticals	11,032,656	\$22.66	\$249,999,985

Source: Dealogic LLC, New York City; (212) 577-4400.

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OTHER VOICES

Unusual factors have shielded the economy from the Federal Reserve's interest-rate increases. That's starting to change.



The Economy's Resistance to Higher Rates Is Wearing Off

Despite keeping interest rates on hold at this past week's meeting, Federal Reserve Chairman Jay Powell insists the Fed is keeping its options open and that July "will be a live meeting." Yet, May's hike could well have been the last in this cycle.

True, if economic data continue to come in strong, the Fed might hike every other meeting, as the Fed's economic projections suggest. But in the context of a hiking cycle in which the Fed raised rates by 5%, an additional

BY STEPHEN MIRAN
Miran is co-founder at Amberwave Partners, adjunct fellow at the Manhattan Institute, and former senior adviser at the U.S. Treasury, 2020-21.

quarter-point or two hardly matter.

Moreover, the Fed believes the inflation-adjusted rate of interest consistent with neutral policy is still around 0%. Real yields on one-year U.S. Treasury bills are now roughly 3% over inflation expectations embedded in the swap market. Last decade, it was common for yields to run about 1% *below* those inflation expectations. In other words, policy has become quite restrictive.

Even so, the economy has seemed quite strong. For a year, recession-callers have been frustrated at its resilience in the face of the historic rise in rates. If higher rates are powerful weapons trained on the economy, there

have been a number of unusual factors that have shielded it from their damage. But that shield may now be weakening, potentially leaving the economy vulnerable to high interest rates. Of four prominent supports for the economy, three seem to be wearing off. As these supports ebb, the Fed is likely to stop hiking and wait for the effects of higher rates to finally kick in.

First, as a result of trillions of dollars of new federal spending during and after the end of the pandemic recession, households accumulated over \$2 trillion of excess savings above their pre-Covid trend. The combination of direct checks from the government, soaring asset prices, and booming business led to a surge in bank account balances that has buttressed consumer spending.

However, inflation has far exceeded wage growth, and households' real incomes have shrunk. Real wages are about 4% below where they were at the end of 2020. Consumption has grown while real earnings declined, whittling down those stockpiled savings. Research by the San Francisco Fed indicates that excess savings could be exhausted this summer. Savings depleted, the decline in real incomes will take its toll as households start to cut their expenditures.

Second, fiscal policy has continued to underpin growth, particularly in interest-rate-sensitive sectors like construction. Billions of federal dollars flooding into infrastructure, semiconductor facilities, and climate tech have caused nonresidential construction spending to explode to all-time highs.

However, fiscal policy will soon turn from tailwind to modest headwind for the economy, due to the bipartisan legislation that also raised the debt limit. Student-loan repayments are slated to resume at the end of August. That will drain about \$5 billion per month from consumers' budgets—potentially at the same time excess savings run out. Limits to nondefense discretionary spending mean overall government outlays will grow more slowly than nominal gross domestic product, exerting a real drag on the economy.

Third, at the start of the year, because of the Fed's "abundant reserves" monetary framework, most banks still

faced upward-sloping yield curves, despite the inverted yield curve in the Treasury market. This matters because banks borrow short (deposits) and lend long (loans). When short-term yields exceed long-term yields, banks find credit creation unprofitable, dragging on growth. But with most banks still offering deposit yields close to 0%, banks' yield curves sloped up, and credit growth was healthy.

Since the bankruptcy of Silicon Valley Bank, this has changed. Yields of 5% on money market funds have lured deposits away, forcing many banks to raise deposit yields to remain in business, impeding the extension of bank credit into the economy. Commercial and industrial loans, particularly important for many smaller businesses, peaked in February and have been declining since.

Finally, peculiarities of the housing market make it unusually resistant to interest-rate hikes in this cycle. Typically, the large, volatile housing sector is a key monetary-transmission path into the economy, and layoffs from home builders accelerate quickly. But the lag from housing start to completion is significantly greater than usual, meaning workers are still building projects from a while ago. Shifting migration and homeownership patterns since the pandemic seem to have caused severe undersupply in some areas. Finally, interactions of the tax code with inflation mean that real, after-tax mortgage rates haven't increased as much as the nominal rate.

Higher mortgage rates will eventually catch up with the housing market. But workers shed by residential builders will have alternatives in booming government-subsidized nonresidential construction.

With the monetary-transmission system effectively clogged, higher rates weren't transmitting into the economy. But now those blockages seem to be resolving. Three of the four principal pillars of the economy's resilience seem to have eroded, leaving construction employment a redoubt of strength. Nobody knows if it will be enough, but increased rate transmission into the economy is likely to give the Fed pause. **B**

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Numbers by Barron's, which breaks down the markets, is available wherever you listen to podcasts.



The Bull's New Run, or a Market Top?

To the Editor:

Regarding your cover story ("This Market Has Legs," June 8) with the prominent illustration of the bull: The bull exudes anger, power, and a determination to charge ahead. Is there anything, any obstruction, that could possibly stop it? How about—a black swan?

Rob Suthe
Bethesda, Md.

To the Editor:

During my 40-year investment career, covers like the one in this week's *Barron's* have often occurred at market tops. I strongly agree with Louise Yamada's recommendation of Treasury bills, as noted by Randall W. Forsyth in his Up & Down Wall Street column ("Bonds Are Entering a New Era. How to Play It," June 9).

Bill Andrews
Whitehall, Pa.

To the Editor:

It isn't every week that *Barron's* contradicts itself in the same issue, albeit inadvertently. On page 14, we're told

that the market is headed higher. Fifteen pages later, Nicholas Jasinski writes that, for now, "the wall of worry the market has climbed is disappearing"—the hallmark of a top ("The Stock Market's Wall of Worry Has Crumbled," The Trader, June 9). The signs of complacency are everywhere, from the VIX to, for that matter, the cover of *Barron's*.

Meanwhile, it's rare that a bear market ends before the first Federal Reserve interest-rate cut and while the yield curve is badly inverted. The covers of *Mad Magazine* were graced by the visage of Alfred E. Neuman, who asked, "What, me worry?" I don't know about *Barron's*, but I'm worried.
Gene Sweet
Chicago

Crypto Speculation

To the Editor:

Lawyers will be the only ones laughing all the way to the bank—and perhaps investors in precious metals as an alternative store of value genuinely without a third party ("What's Ahead for Bitcoin and Coinbase as the SEC Cracks Down on the Industry," June 8). Bitcoin is the oldest and least well-structured token. There are now more than 23,000 crypto tokens. The exchanges are the third party and a pretty weak link in the ecosystem, albeit a well-capitalized one with real money. Tulips at least look nice. This is another speculation heading for the history books.

Cooper Peter
On Barrons.com

Apple's Vision Pro

To the Editor:

I enjoyed the Tech Trader column with one issue—never sell Apple short on what its endgame is with this future technology ("The Vision Pro Headset Is Nice. But Apple Needs an AI Plan," June 9).

A couple of use cases came to mind when having multiple screens floating in front of one with the ski mask on.

1) A chief information security officer

looking at his information-technology security dashboard while enjoying a latte anywhere in world, drilling down into what is working on blocking the latest attacks.

2) Another killer app for Vision Pro could be a having a brokerage firm leveraging the cloud and offering a stock trader six or seven virtual screens with various tools, such as eight-21-50 day charting metrics up, fast trade windows open, portfolio positions, advance/decline metrics, SPY sectors going green/red and positive/negative, etc. I would easily spend the money to buy Vision Pro for these apps if they existed, since I would be reducing the cost of my on-premise server and screen infrastructure.

Larry Dannemiller
Houston

Trump vs. Biden

To the Editor:

Matt Peterson's analysis of America's mood strikes me as spot on, as far as it goes, and it's true that the economy has often determined past elections ("Good Economic News Hasn't Boosted Biden. Here's Why," Commentary, June 6).

But while former President Donald Trump has a fiercely loyal legion of supporters, there also are many Americans who fear his possible return to the White House, and if he is the Republican nominee, that very well could override any economic angst they're feeling when casting their votes. I see the potential for another election in which normal political calculations don't apply.

Don Wittenberger
Shoreline, Wash.

Merger Arb Funds

To the Editor:

Thank you for bringing merger arbitrage funds to the attention of your readers ("Regulators Have Cracked Down on Big Deals. Why Investors Might Try Some Merger Arb," June 2). I have used these funds for over 30 years as a bond alternative for clients' allocation to safe money to protect their assets. I don't use them to maximize returns because I don't think they compete with the S&P 500 index over long periods of time. I was quoted in your publication many years ago giving my opinion that the Merger Fund was as safe as U.S. Treasuries. For many years, the merger arbitrage funds outperformed bonds and Treasuries, which offered de minimis returns in a very low interest-rate environment. This has changed over the past year. With U.S. Treasury bills offering a guaranteed yield of greater than 4.5%, and the merger arbitrage funds down about 2%, the risk and reward has shifted.

The spreads on the mergers may have widened, offering potentially greater returns, but the regulatory challenges that Andrew Bary highlights increase the risk of the merger deals closing, while the guaranteed rate available from U.S. Treasury bills is relatively attractive. Over the past year, I have been reducing my exposure to these funds and purchasing Treasuries, but I expect that when the regulatory environment becomes more favorable, I will reverse course. In the meantime, the guaranteed 4%-plus rate is a great option.

Arthur M. Cohen
Northbrook, Ill.

"Is there anything, any obstruction, that could possibly stop [the bull]? How about—a black swan?"

Rob Suthe, Bethesda, Md.

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BARRON'S

WEALTH & ASSET MANAGEMENT GROUP

JUNE 19, 2023

2023

TOP 1000 WOMEN ADVISORS

Page S12

Women continue to make strides in wealth management, with more becoming financial advisors and moving into executive ranks (**page S4**). How top advisors are saving clients money on taxes, helping entrepreneurs diversify, and adjusting portfolios for a tricky market (**pages S6, S8, and S10**).

Now's the time to have the bull at your back, with Merrill.

Merrill believes the future is bullish, even in the most unpredictable of markets. And when working with our advisors, you get a personalized plan to help you see through the uncertainty to find opportunity.

We're proud of the Merrill advisors named to the 2023 *Barron's* "Top 100 Women Financial Advisors" list, published on June 16, 2023 with rankings based on data as of March 31, 2023.

Contact an advisor at [ML.com/Bullish](https://ml.com/Bullish)

Investing involves risk and past performance does not guarantee future results.

2023 *Barron's* "Top 100 Women Financial Advisors" list. Opinions are those of *Barron's*, who evaluated advisors with a minimum of seven years' financial services experience and employed at their current firm for at least one year. Other quantitative and qualitative measures include assets under management, quality of practice, regulatory records, internal company documents and 100-plus points of advisor-provided data. Rankings do not reflect any client experience, or endorse any advisor and are available for client evaluation only. Compensation was not received from any Advisors for the study.

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TOP 100 WOMEN ADVISORS 2023

Women Advisors Are Reshaping Wealth Management

Although still a minority within the financial advisor industry, women are gradually gaining ground—and changing the business in the process

BY STEVE GARMHAUSEN

ILLUSTRATIONS BY GEORGIA PERRY

Women have long made up just a sliver of the financial advisor population, but as the industry evolves, their numbers are slowly but surely growing. And as their ranks increase, female advisors are changing the business for the better.

“We’re excited about this shift; it’s long overdue,” says Jennifer Povlitz, co-head of U.S. wealth management at UBS.

The change is important for investors, some of whom might want to seek out a female advisor, as well as for women considering the profession or looking for opportunities to advance in it. There are still significant hurdles, but women are making progress.

Barron's 2023 Top Women Financial Advisors ranking makes that clear. Average team assets under management rose to \$6.6 billion from \$5.8 billion in 2022. An important gauge of the overall health of an advisory practice, AUM growth is driven by new-client acquisition and the performance of assets the practice manages.

Meanwhile, the average age of the 100 women in this year’s ranking is 55.9, compared with 56.9 last year. By contrast, *Barron's* Top 1200 Financial Advisors have been trending older, with an average age of 55.5 this year, up from 55.4 in 2022 and 51.6 in 2012. As many of the nation’s most accomplished advisors near retirement, many are passing control of their teams to younger advisors, some of whom are women.

This year’s list of top women advisors (see tables starting on page S12) includes 18 newcomers, including two from Merrill Lynch, which had a total of 21 advisors on this list, the most of any firm. Several advisors made big moves this year, including Charla McIntyre Fields of Ameriprise, who jumped 56 ranking spots to No. 29. Michelle Young, also of Ameriprise, rose 34 spots to No. 47. UBS advisors Leslie Lauer and Hillary Cullen each jumped 20-plus spots to settle at No. 28 and 76, respectively. Rounding out the top five movers, Merrill’s Michelle Mayer rose 23 spots to No. 27.

We’ve also seen the percentage of women attendees at the *Barron's* Advisor Teams Summit, an invitation-only event for top teams, average 37%

in the past two years, indicating that many women advisors are part of top-tier practices and are leaning in and networking hard.

The early days. In the mid-20th century, women advisors were rare, but by 2015, they accounted for 15.7% of the advisor population, according to research firm Cerulli. By 2021, that figure had grown to 18.1%. Women made up 29% of new Certified Financial Planner designees in 2022—greater than their 24% share overall. The CFP designation is widely respected within the industry but isn’t required to work as a financial advisor.

It’s easy to argue that progress toward parity has been too slow. But it depends on how you look at it, says Penny Pennington, who leads Edward Jones, a St. Louis–based firm with 19,000 advisors. At Edward Jones, 23% of financial advisors are women, up from 21% two years ago. “You can say, ‘My gosh, that’s only two percentage points difference in a couple of years,’” says Pennington, “but actually, it’s a 10% lift in a couple of years.”

Achieving numerical gains among advisors is proving to be a slower process. Pennington is optimistic, however. “I’m always inspired by someone telling me that years ago, realtors were mostly men,” she says. “Today, they’re mostly women.”

Few people believe that the movement toward parity is happening fast enough. But industry leaders say the momentum bodes well. “There’s a significant opportunity here in the next 10 to 15 years, because about 40% of financial advisors are expected to retire industrywide,” says Povlitz. “That creates room for talented young women to step into the room with a fresh perspective,” she says. Going forward, she sees a “domino effect opening doors for future generations.”

The role of the modern financial advisor involves not just investment analysis but also the ability to plan, communicate, and empathize with clients.

Amy Webber, the CEO of Fairfield, Iowa–based Cambridge, sees more of her firm’s male advisors bringing female colleagues into their client relationships to provide a piece of the solution they can’t. “Female advisors can definitely relate and drill into a goal like taking care of my family at a higher emotional level,” says Webber. “That emotional intelligence comes through, and it makes their practice stronger.”

Women make up 17% of Cam-

bridge’s 3,824 advisors, compared with 14% 12 years ago. Amid this “incremental success,” as Webber calls it, more women are prospering. Twelve years ago, just 1% of the firm’s women advisors generated more than \$200,000 a year in revenue; today, 6% are generating over \$1 million annually. “So, while the growth has been slow, I think we can use these success statistics to let women know that this is an industry where they can thrive,” says Webber.

Joining the field. So, why are more women becoming advisors? Part of the answer is that the industry’s public image is catching up to reality. Years ago, the brokerage industry’s sales-driven, “eat what you kill” culture proved to be a turnoff for many. Today, the industry is far more focused on financial planning, of which investments are just one element.

“I think the nature of our business has changed pretty dramatically,” says Victoria Bailey, a private wealth advisor with Morgan Stanley in San Francisco. Rather than just being stockbrokers, “we’ve evolved into full holistic advisors, covering topics like tax planning and estate planning, and all of that planning work opens the door to people of different backgrounds becoming advisors.”

The industry has also become more amenable to work/life balance. That includes more-flexible hours and the ability to work at least partially from home, a change that was accelerated by the Covid-19 pandemic. “In the late ’80s and early ’90s, as I was having my children, I didn’t admit I was pregnant for a long time for fear of something bad happening,” says Webber. “The world has really changed.”

Another factor is the steady rise of advisory teams over the past two decades. Joining a team can allow for different personality types, versus building a client base as a solo advisor, which was once the norm. Today’s young advisors “don’t need to take that leap and bear the burden of success or failure,” says Webber. “It’s not 100% on their shoulders.”

Now, in fact, countless teams are on the hunt for strong female talent. The so-called great wealth transfer is expected to move \$84 trillion between older Americans and their heirs through 2045, and the industry is anticipating that women will wind up controlling a great deal of that wealth. Pair that with the fact that

many women investors prefer to work with a female advisor, and it’s easy to see why women advisors are a hot commodity.

“For the first time, clients are demanding diversity on their teams,” says Bailey. “When I started, it was pretty rare for somebody to say, ‘I really want a woman advisor.’ Now it happens fairly regularly.”

Women clients switch to a new financial advisor as much as 70% of the time upon the death of a spouse, according to Vanguard. Some may feel more comfortable working with a female advisor.

Female advisors are leaving their mark on the industry by “improving communication, creating a family-like environment for both employees and clients, and maintaining the sophistication of our business but making it accessible,” says Shannon Eusey, CEO of Beacon Pointe Advisors in Newport Beach, Calif.

They have also created more-holistic conversations around wealth planning, retirement planning, estate planning, and peace of mind for both spouses, says Eusey. “We have experienced that male clients seem to feel a sense of relief that if something were to happen to them, their wives and children would be in good hands with their financial advisor if there are also female advisors within the organization.”

In the C-suite. Women are also moving up within the executive ranks of the wealth management industry. Fifty percent of Beacon Pointe’s leadership team are women, for instance, and 38% of Cambridge executives at or above the vice-president level are women.

As firms and teams grow larger, many are creating a chief operating officer role—and it’s frequently filled by women. “Women tend to be incredible multitaskers and project-oriented individuals,” says Eusey. “They hold themselves to high standards with expectations—and often ask that of their teams, but lead by example.”

As the ranks of women advisors have grown and it has become clear that they’re wanted and valued in the industry, they’ve established networks of support and a sense of common purpose. “I think there’s a lot more camaraderie among the women than there might have been in the past,” says Bailey. “That is something that’s been really, really fun to watch and witness and be a part of.” ■

5 Signs Women Are Set to Break Through In Wealth Management:

1

Average team assets for women advisors on *Barron's* Top 100 Women ranking rose to \$6.6 billion this year from \$5.8 billion in 2022.

2

Women made up 29% of new Certified Financial Planner designees in 2022—greater than their 24% share overall.

3

The average age of ranked women advisors is falling while it continues to rise for ranked advisors overall. This suggests a significant shift as more advisors retire in the next decade.



TOP 100 WOMEN ADVISORS 2023

Emily Rubin

UBS Private Wealth Management

BY AMEY STONE

When Emily Rubin, a managing partner of the Entrepreneurs Group at UBS Private Wealth Management, started her career, she wasn't sure that she would pursue wealth management. She knew she had the opportunity—her father was a long-time UBS advisor who welcomed her to join his practice. But she worried that her introverted personality wasn't suited to the important advisor task of winning new clients.

So, Rubin first went into management consulting, working at McKinsey for four years. But she eventually realized that the opportunity to join her father's practice was too big to pass up, and learned that she could make a difference—and eventually win lots of new clients—by being herself.

Barron's spoke to Rubin, whose practice manages \$2.39 billion in assets, about how she was able to use her McKinsey experience as well as what she learned taking over her father's practice to develop a focus

on advising business owners who are going through transitions.

***Barron's:* Let's discuss how you started your career and why you didn't jump straight into wealth management.**

Emily Rubin: I grew up with my father working as a financial advisor, and I always heard stories about how he helped clients. I figured it was something I wanted to do someday, but I wanted to do my own thing first. I went as an undergrad to the Wharton School of the University of Penn-

KEY STATS

\$2,392
MILLION
in team assets

\$25
MILLION
typical account size

\$50
MILLION
typical net worth

Photograph by Mary Kang

sylvania, I got my M.B.A. at Dartmouth College, and then I spent four years at McKinsey. It was when I was thinking about my next steps after McKinsey that I had what you would call an "aha" moment. I realized that I had an opportunity to help modernize, transform, and grow my father's 30-year-old wealth management business. I would have been crazy not to seize this opportunity.

What do you think was holding you back?

I don't really consider myself a salesman. Frankly, I'm more of an introvert. When you think of most successful advisors, they tend to be extroverted, and that's how they built their business. But because I had this unique opportunity, I was able to do it in a different way. Some of my other qualities, like being a good listener and an analytical problem solver, and my ability to provide frank advice, have helped me build trust. That helped me grow through referrals, which has ended up being my primary source of new clients.

That's an interesting point because I think a lot of women avoid this field because they are concerned with hitting sales and revenue targets.

Exactly. Certain skills are really good for bringing in new clients, but they aren't necessarily what you want when you're actually working with a client. I'm still not the one who picks up new clients at a cocktail party, but I feel like my set of skills has actually helped me in the end. Clients want to see that you can really add value.

Was taking over difficult?

That was back in 2002, so it was a long time ago. When I came to UBS, I was able to bring what I had learned at McKinsey, where I was evaluating businesses and identifying opportunities, and apply that to the wealth management business. I saw ways in which we could enhance our client experience and beef up relationships. Of course, I also got my Certified Financial Planner designation in the first six months of working, which gave me confidence and showed me that I could provide extra value.

When did you decide to become part of a team?

Initially, my father worked with me to transition clients over, and, as time

passed, I gradually started to focus on entrepreneurs and build up women clients. Eventually, I realized that my clients would benefit if I were part of a larger team with some advisors with different skill sets. I ended up joining in 2020 with Ken Shapiro and Tom Livaccari, who had a team called the Entrepreneurs Group. Both of them were entrepreneurs prior to wealth management. I also had the experience of transitioning my family business. Among the three of us, we were able to provide a pretty unique offering targeting entrepreneurs going through liquidity events. I still have broader clients, of course, but we're able to provide a lot of extra value by focusing on this specific niche.

What are some of the benefits for clients?

I think having some diversity in your team as far as backgrounds and experiences really can be helpful. The interesting thing is that some clients will gravitate toward me and some will gravitate toward one of them. It has proved to be true that not every client is for every advisor.

The main thing is that we have developed some processes for entrepreneurs—one when they are pre- and post-transition, and another one around financial planning. That one is mainly about understanding how much money they need in order to meet their goals.

How are entrepreneurs different from regular clients?

One of the differences with entrepreneur clients is they often have had most of their money in their business, and with that, they feel like they've had control over their destinies. Then, when they have a liquidity event, they get a lot of cash and they need to start investing. They find they don't have control over everything, and that's when they start feeling anxious.

So, even though diversifying is reducing risk, it will actually create more anxiety because it's something they don't have as much control over. We find that by having some specific processes in place for entrepreneurs, it gives them a little bit more control. And we also have a communications process with monthly meetings that helps provide a bit more control and trust as we work with them.

What are you recommending now as far as investing goes? Let's say

"I think having some diversity in your team as far as backgrounds and experiences really can be helpful. The interesting thing is that some clients will gravitate toward me and some will gravitate toward one of them."

Emily Rubin

a client has a liquidity event. How are you allocating those assets?

We're very focused on the long term, and our allocation is based on the results of our planning process. We divide our clients' money into three categories: liquidity, which is what they'll need over the next few years; longevity, which is what they'll need for long-term spending; and legacy, which is hopefully the money left over for heirs. Liquidity is more conservatively allocated than the other buckets, but exactly how they are allocated is different for every client.

Right now, given the volatility of the past couple of years, and when fixed income suddenly has higher yields, it has been a good time to revisit the allocation with existing clients and make sure it appropriately represents their risk and their time frame.

How do you handle clients who receive a lot of cash from selling all or part of their business and want to spend it? Do you have to rein them in?

That happens. Some need to save money for taxes or save so they can change their living situation or buy another home. It all comes back to the planning process, because these are people who often aren't used to having liquid money. So, when they have a liquidity event, they're not always sure how to react.

This is when we have a frank, detailed discussion. There are certain entrepreneurs we talk to who might have unrealistic expectations about what they can do, especially if they are younger. You know, even if you have a lot of money, if you're spending a lot, it doesn't necessarily last. We ask them, what are your dreams? And, what does it mean to you to have a good life? What are your goals? Are they doable, and what would make them

doable? Then, we put some organization around the whole process.

What if they want to invest in new businesses?

Entrepreneurs often are serial entrepreneurs. That's when we come back to the plan. Usually, we've already figured out how much they need to cover their life goals. We put that aside and invest that in a diversified way, which hopefully leaves some extra money for them to take risks.

Having that separate bucket that's covered frees them to be able to take more risks.

You mentioned that you have a lot of women clients. What different issues do you encounter working with them?

One thing I've been disappointed to see is that women still often take a back seat to their husbands with finance—even successful entrepreneurs and senior executive women. I always make a strong effort to make sure that both partners are included in the planning. I've seen too many situations where something happens and the remaining partner is left feeling completely disoriented and confused. I get them involved so if something does happen to their husband, they would know they had an advisor they could trust.

I bet your father is proud of what you've accomplished. Is he still involved at all in the practice?

He's not really actively involved with the practice, but he is doing well. He spends a lot of his time following markets, watching CNBC, and reading financial publications. I'm not telling him about this interview because I'm sure he will come upon it himself, and it will be a nice surprise.

Thanks, Emily. ■



TOP 100 WOMEN ADVISORS 2023

Molly Rothove

Creative Planning

BY ANDREW WELSCH

Creative Planning's Molly Rothove, an estate-planning specialist, takes a long view—sometimes a generations-long view. “There are a lot of benefits to that type of planning,” she says. “You can save a lot on taxes over multiple generations if you set it up correctly.”

Rothove, a wealth manager and partner at the *Barron's*-ranked registered investment advisor, manages \$2.5 billion for 87 households, focusing on their complex tax, financial, and estate-planning needs. The Kansas City, Mo., native talked with *Barron's* about the nuances of estate planning and how Creative Planning has evolved during her two decades at the company.

Barron's: What differentiates you from other financial advisors?

Molly Rothove: We have one of the larger estate-planning teams at Creative Planning. Clients don't just get me; they get to work with all of our specialists who do this day in and day out. It isn't a situation where a client calls their advisor with a question

about a trust and has to wait for an answer. If I don't know the answer, I can get a specialist who does, and get them the answer typically in half an hour. Most advisors don't get exposure to this area. I get it every single day.

How did you come to specialize in estate planning?

We were going around to other advisors and helping them create estate plans for clients. We saw things that were being done incorrectly. So, we wanted to build a company that would make sure that a client's estate plan was correctly coordinated with their tax and financial plans. And we did it in a truly creative way. We added specialties to Creative Planning that are hard to do. We have an entire tax department, a very large estate-planning team, a large 401(k) team—we have all these experts. All of that allows us to be very knowledgeable about a lot of different things.

What trends are you seeing in estate planning?

More people are choosing to leave money to children in trusts. That is partially because the exemption is at an all-time high. [The Tax Cuts and Jobs Act of 2017 doubled the estate-tax exemption to \$11.2 million for single filers and to \$22.4 million for couples. The exemption is adjusted each year for inflation, and in 2023 it is \$12.9 million for single filers and \$25.8 million for couples. The 2017 expansion of the exemption is due to expire after 2025.]

We show clients visuals about how much they can save for their children. Sometimes clients will say, “That's amazing.” Others will say, “Oh, that is too much money.” There are a lot of benefits to that type of planning. You can save a lot on taxes over multiple generations if you set it up correctly. Trusts also offer some protection from creditors. That can be even more appealing to clients than tax savings.

If a client is contemplating making a large gift to their heirs, how do you make sure they have enough cash flow to fund their lifestyle?

You want to be thoughtful about that. You don't want to overdo it. You want to make sure that whatever the client is doing will be appropriate for their needs. It can swing too much one way. Sometimes, a client meets with an attorney, and the attorney sees a large estate that is taxable, and then will try to sell them the idea of these strategies. But the attorney may not understand all of the implications. Other times, a client may be frozen because

they don't understand the structure. My role is to help them understand all of the pieces so that they can make an educated and informed decision.

How have your portfolio allocations changed compared with a year ago?

Every client's portfolio is customized to their needs. But generally, when interest rates were low, we were reducing allocations to bonds, and clients increased allocations to alternative investments. In 2022, interest rates finally did go up, and go up tremendously, and markets started declining. We took [clients'] monthly or quarterly distribution needs from the bond side of the portfolio. So, their bond allocations drifted down. What we are envisioning is that stocks will recover, and at that point we will sell stocks and balance back to their bond target.

It isn't unusual for a client to have 20% to 30% in bonds, 20% to 40% in alternative investments, and the rest in stocks. But it all circles back to what the client needs. I have some clients who don't need their portfolio at all. They have income coming in from real estate, so they want their portfolio to grow. I have other clients who rely entirely on their portfolio to meet their income needs. That's where we may have smaller allocations to alternative investments and more to bonds.

You've been with Creative Planning since 2003. How has the company changed?

On the wealth management side, it was maybe five people. [Now it is 2,500.] As we grew, we were able to add experts. One of our favorite things that clients use is a Medicare specialist. We have an entire team of experts, and they help clients transition to Medicare. Clients love it. It's one of the best things we offer, and it relieves a lot of stress for people because they can work with someone who knows what they are doing.

What do you do to relax?

I have a 4-year-old and 18-month-old, so I really enjoy being around my family. We take them to the pool, relax with our friends, and we grill on our deck.

Thanks, Molly. 

KEY
STATS

\$2,499
MILLION
in team assets

\$28.7
MILLION
typical account size

\$50
MILLION
typical net worth



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TOP 100 WOMEN ADVISORS 2023

Krystal Julius

Merrill Lynch Wealth Management

BY STEVE GARMHAUSEN

Krystal Julius' eight-person team at Merrill Lynch has collectively been through births, weddings, graduations, cancer, divorce, and death. And that, says Julius, helps the Wayzata, Minn.-based group, seven of whom are women, to serve clients better: "It's impactful to be able to share personal experiences when you are trying to guide a client through a life cycle or financial problem."

Speaking with *Barron's*, Julius, a Minnesota native, describes how her team, which manages \$1.46 billion for 378 households, leads with empathy. Fifteen years into her career, she says that helping clients focus on the things they can control remains her biggest day-to-day challenge. And she explains why clients' fears of another 2008-style market meltdown are probably unfounded.

Barron's: Where are you from, and how did you get into the business?

Krystal Julius: I grew up in Minnesota, in a suburb of the Twin Cities called Roseville. In the Twin Cities, the Mississippi river divides Minneapolis and St. Paul. So, the joke was that I finally crossed the river—now I work on the west side of town. I went to the University of Saint Thomas in Minnesota, and I live near my office in Wayzata. My father had a lifelong career in banking, and he has been very impactful in my life. Hard work was a big part of our family value system. When I was 15 years old, I started as a local bank teller. I couldn't even drive—my parents would take me there. And that was my first experience with working with money on a small level, but also with talking to people about their financial decisions when they would come up and get their cash out. It gave me a foundation in one-on-one personal finance. I continued to work at the local bank while pursuing my four-year degree.

You've been with Merrill Lynch since starting your career in 2008. How did you break in with the company?

I applied for an internship. I started my career during the financial crisis, and things were very dicey. I was thrilled to have a job. It was very fast-

paced right from the beginning—a baptism by fire.

Can you describe your role now?

In 2017, I was made partner of our group. We operate very much as a team. My role is managing director; I'm in charge of setting forth our investment philosophy to our clients, and I'm the main person handling business acquisition.

How would you describe your clients?

The majority of the clients we serve are families and small-business owners. We have agriculture in our area, but it's also a broad range of businesses. In Minnesota, people are really intentional with their wealth, so I serve families that have started with grandpa and grandma as Merrill Lynch clients and are transitioning to generation three.

What do you feel differentiates your team?

You'll notice on our website that we have a lot of females on the team, and a lot of them are moms. What makes our team different is our listening, our empathy, and our attention to detail. That's the skill set of our entire group.

Women have long been underrepresented in the financial advisor business. Do you feel they are joining the industry in greater numbers today than in the past?

I think there has definitely been a momentum shift. I feel so proud when I look at not just our team but also some of my peers that I'm competing against, the great businesses that other ladies run. It's just very encouraging. Equality is important to me as an advisor, as well. When I'm giving a client review, for example, I make sure that I'm addressing both partners in a relationship as equals, and that both have opportunities to participate in the planning.

Can you share a key or two to your success?

Leading with empathy has been a key component. I've been through a lot personally in my life, so I feel I can have deeper connections with clients.

KEY
STATS**\$1,457**
MILLION
in team assets**\$3**
MILLION
typical account size**\$5**
MILLION
typical net worth

Photograph by Ackerman + Gruber

Also, I have been able to grow the business significantly through digital adoption and having different forward-looking processes.

What do you mean by "digital adoption"?

Specifically, Merrill Lynch offers a secure network where we can deliver advice to clients on the go. That allows me to securely access client information and get back to them quicker in responding to questions. I also have secure texting, and securely texting with clients is one way that we can interface with them that many prefer versus checking email, for example, or receiving a physical package.

You mentioned having life experiences that helped you to empathize with clients in different situations. Can you tell me more?

Yes, I can speak collectively. The members of our team have all been here a long time together, and we've been through pregnancies, births, graduations, weddings, surgeries, cancer, death, and divorce. And it's impactful to be able to share personal experiences when you are trying to guide a client through a life cycle or financial problem that we're trying to solve.

What's something that's particularly challenging about your job?

Remembering that you can control only what you can control. Our firm offers wonderful resources, but we can't control the markets or monetary policy. But we can guide clients and accept the challenge to keep revisiting their asset allocations and make sure they're aligned with their risk tolerance and goals and their time horizon. It can be a challenge just to keep your eye on the ball of what you can control on a day-to-day basis.

What are the top concerns on your clients' minds right now?

Inflation and the higher cost of living—whether their money will last as long as they need it to.

What are you telling them?

Because we run a planning-based business, we can run projections to model higher inflation and discuss decisions we can make today to create a successful outcome in the future. It falls back to goals-based planning.

What are you telling clients to expect from the market in the

coming months?

It's well documented that during market cycles, valuations always have to revert to the mean. So, we expect a lot of volatility in the short term. Today's data look different from the financial crisis in 2008, though, and I'm optimistic that things will start to turn in a positive direction.

The downturn 15 years ago remains vivid for investors. What's a piece of data that suggests this time is different?

Yes, I do feel like 2008 is a common reference. Nobody likes to lose money; it's a deep behavioral trait. And that's the most recent time frame when people felt [anxiety] when they saw their account statements. In 2008, there were many more adjustable-rate mortgages, whereas recently, more households have been able to lock in fixed-rate mortgages. I think that's a key reason why consumer spending will be able to hold up for longer despite higher inflation.

How do you relax and recharge outside of work?

I am a beginner pickleball player. I also really enjoy gardening and volunteering and growing in my faith. I have two sons who are going into third grade and kindergarten, and that's a huge part of my life. While I'll never really have a work/life balance, especially on a bad market day, they're the best blessing in the world.

Why do you say you think you'll never have a real work/life balance?

I love what I do so much that I really prioritize work and my clients in my life. It's a busy, busy lifestyle, but I make it work. I just want to be true to who I am and raise good kids and do the best I can for my clients.

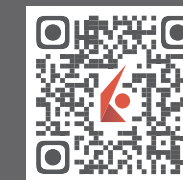
Our team carries a lot of designations, and I encourage them to continue to sharpen their pencils through education and additional industry credentials. I actually passed the test for the chartered financial consultant designation from the American College of Financial Services when my sons were 2 and 4. It took quite a bit of time to pursue this planning degree, and there were a lot of late nights and a lot of sacrifice for me, and it's something I'm really proud of.

Thanks, Krystal.

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Top 100 Women Financial Advisors 2023

Here are America's Top Women Financial Advisors, as identified by *Barron's*. The ranking reflects the volume of assets overseen by the advisors and their teams, revenue generated for their firms, and the quality of the advisors' practices. An "N" indicates that the advisor wasn't ranked in that year.

1. Karen McDonald
Morgan Stanley
Wealth Management
Palo Alto

2022 Rank: 1
Client Types: Retail, HNW, UHNW, Institutional
Team Assets (mil): \$219,894
Typical Account (mil): \$3
Typical Net Worth (mil): \$10

2. Valerie Newell
Mariner Wealth Advisors
Cincinnati

2022 Rank: 3
Client Types: Retail, HNW, UHNW
Team Assets (mil): \$5,118
Typical Account (mil): \$3
Typical Net Worth (mil): \$7.5

3. Stephanie J. Stiefel
Neuberger Berman
New York

2022 Rank: 5
Client Types: HNW, UHNW, Institutional
Team Assets (mil): \$2,819
Typical Account (mil): \$15
Typical Net Worth (mil): \$45

4. Holly Newman Kroft
Neuberger Berman
New York

2022 Rank: 2
Client Types: HNW, UHNW, Foundations, Institutional
Team Assets (mil): \$3,529
Typical Account (mil): \$10
Typical Net Worth (mil): \$15

5. Deborah Montaperto
Morgan Stanley Private
Wealth Management
Palm Beach, Fla.

2022 Rank: 4
Client Type: UHNW
Team Assets (mil): \$39,952
Typical Account (mil): \$125
Typical Net Worth (mil): \$250

6. Johanna Walters
Merrill Lynch
Wealth Management
Blue Bell, Pa.

2022 Rank: 6
Client Types: HNW, UHNW
Team Assets (mil): \$6,035
Typical Account (mil): \$12.5
Typical Net Worth (mil): \$15

7. Susan Kaplan
Kaplan Financial
Services
Newton, Mass.

2022 Rank: 8
Client Types: HNW, UHNW
Team Assets (mil): \$2,430
Typical Account (mil): \$4
Typical Net Worth (mil): \$10

8. Dagny Maidman
First Republic
Investment Management
Jackson, Wyo.

2022 Rank: 10
Client Types: HNW, UHNW, Foundations
Team Assets (mil): \$3,386
Typical Account (mil): \$25
Typical Net Worth (mil): \$100

9. Brenna Saunders
Creative Planning
Overland Park, Kan.

2022 Rank: 11
Client Types: HNW, UHNW
Team Assets (mil): \$2,962
Typical Account (mil): \$30.9
Typical Net Worth (mil): \$100

10. Colleen O'Callaghan
J.P. Morgan
Wealth Management
New York

2022 Rank: 9
Client Type: UHNW
Team Assets (mil): \$5,313
Typical Account (mil): \$35
Typical Net Worth (mil): \$75

11. Kimberlee Orth
Ameriprise Financial
Wilmington, Del.

2022 Rank: 15
Client Types: Retail, HNW, UHNW
Team Assets (mil): \$2,526
Typical Account (mil): \$7
Typical Net Worth (mil): \$16.8

12. Lisa Detanna
Raymond James
Beverly Hills, Calif.

2022 Rank: 20
Client Types: Retail, HNW, UHNW, Institutional
Team Assets (mil): \$5,309
Typical Account (mil): \$10
Typical Net Worth (mil): \$20

13. Virginia Guy
Neuberger Berman
New York

2022 Rank: 12
Client Types: HNW, UHNW
Team Assets (mil): \$2,006
Typical Account (mil): \$6.4
Typical Net Worth (mil): \$20

14. Elaine Meyers
J.P. Morgan
Wealth Management
San Francisco

2022 Rank: 13
Client Types: HNW, UHNW
Team Assets (mil): \$5,112
Typical Account (mil): \$45
Typical Net Worth (mil): \$100

15. Laila Pence
Pence Wealth
Management
Newport Beach, Calif.

2022 Rank: 14
Client Types: Retail, HNW, UHNW
Team Assets (mil): \$2,672
Typical Account (mil): \$2.5
Typical Net Worth (mil): \$5

16. Gillian Yu
Morgan Stanley Private
Wealth Management
San Francisco

2022 Rank: 7
Client Type: UHNW
Team Assets (mil): \$8,500
Typical Account (mil): \$50
Typical Net Worth (mil): \$100

17. Sherry Boulay
Truist Wealth
Atlanta

2022 Rank: N
Client Types: HNW, UHNW, Foundations
Team Assets (mil): \$2,829
Typical Account (mil): \$15
Typical Net Worth (mil): \$50

18. Patti Brennan
Key Financial
West Chester, Pa.

2022 Rank: 22
Client Types: Retail, HNW, UHNW
Team Assets (mil): \$1,793
Typical Account (mil): \$2
Typical Net Worth (mil): \$3

19. Jessica Culpepper
Creative Planning
Overland Park, Kan.

2022 Rank: 24
Client Type: UHNW
Team Assets (mil): \$2,776
Typical Account (mil): \$35.6
Typical Net Worth (mil): \$80

20. Carlette McMullan
William Blair
Chicago

2022 Rank: 38
Client Types: Retail, HNW, UHNW, Institutional
Team Assets (mil): \$1,792
Typical Account (mil): \$5
Typical Net Worth (mil): \$15

21. Molly Rothove
Creative Planning
Overland Park, Kan.

2022 Rank: 18
Client Types: HNW, UHNW
Team Assets (mil): \$2,499
Typical Account (mil): \$28.7
Typical Net Worth (mil): \$50

22. Kelly Westmoreland
Merrill Private
Wealth Management
Atlanta

2022 Rank: N
Client Types: HNW, UHNW
Team Assets (mil): \$4,471
Typical Account (mil): \$25
Typical Net Worth (mil): \$50

23. Cheryl L. Young
Rockefeller Capital
Management
Los Gatos, Calif.

2022 Rank: N
Client Types: HNW, UHNW
Team Assets (mil): \$3,011
Typical Account (mil): \$7
Typical Net Worth (mil): \$15

24. Louise Lane
William Blair
Chicago

2022 Rank: 17
Client Types: Retail, HNW, UHNW, Foundations
Team Assets (mil): \$1,716
Typical Account (mil): \$5
Typical Net Worth (mil): \$10

25. Tracey Gluck
J.P. Morgan
Wealth Management
Los Angeles

2022 Rank: 32
Client Types: HNW, UHNW, Foundations
Team Assets (mil): \$2,300
Typical Account (mil): \$12
Typical Net Worth (mil): \$20

26. Alexandra Fuhrmann
CIBC Private Wealth
New York

2022 Rank: N
Client Types: HNW, UHNW, Institutional
Team Assets (mil): \$2,106
Typical Account (mil): \$10.8
Typical Net Worth (mil): \$10

27. Michelle Mayer
Merrill Private
Wealth Management
Naples, Fla.

2022 Rank: 50
Client Types: HNW, UHNW
Team Assets (mil): \$2,000
Typical Account (mil): \$40
Typical Net Worth (mil): \$75

28. Leslie Lauer
UBS Private
Wealth Management
Atlanta

2022 Rank: 54
Client Types: HNW, UHNW, Institutional
Team Assets (mil): \$5,641
Typical Account (mil): \$25
Typical Net Worth (mil): \$60

29. Charla McIntyre
Fields
Ameriprise Financial
Hurst, Texas

2022 Rank: 85
Client Types: Retail, HNW, UHNW
Team Assets (mil): \$2,074
Typical Account (mil): \$1.3
Typical Net Worth (mil): \$2.8

30. Valerie Garcia Houts
Merrill Lynch
Wealth Management
San Francisco

2022 Rank: 16
Client Types: Retail, HNW, UHNW, Foundations, Endowments, Institutional
Team Assets (mil): \$56,771
Typical Account (mil): \$70
Typical Net Worth (mil): \$250

31. Judy Fredrickson
UBS Private
Wealth Management
Wayzata, Minn.

2022 Rank: 27
Client Types: HNW, UHNW
Team Assets (mil): \$3,984
Typical Account (mil): \$35
Typical Net Worth (mil): \$100

32. Debbie Jorgensen
Merrill Lynch
Wealth Management
San Francisco

2022 Rank: 39
Client Types: HNW, UHNW
Team Assets (mil): \$2,341
Typical Account (mil): \$25
Typical Net Worth (mil): \$55

33. Debra Pollock
Truist Wealth
Richmond, Va.

2022 Rank: N
Client Types: HNW, UHNW
Team Assets (mil): \$2,000
Typical Account (mil): \$4
Typical Net Worth (mil): \$5

34. Elizabeth Weikes
J.P. Morgan
Wealth Management
New York

2022 Rank: 34
Client Types: UHNW, Foundations
Team Assets (mil): \$4,814
Typical Account (mil): \$25
Typical Net Worth (mil): \$50

N=not ranked
HNW=high net worth
UHNW=ultra-high net worth

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Top 100 Women Financial Advisors 2023

35. Debra Brede

D.K. Brede Investment Management | GW & Wade
Needham, Mass.

2022 Rank: 29
Client Types: Retail, HNW, UHNW
Team Assets (mil): \$1,403
Typical Account (mil): \$2.8
Typical Net Worth (mil): \$4

36. Courtney Moore

Merrill Private Wealth Management
New York

2022 Rank: 57
Client Types: HNW, UHNW, Foundations, Endowments, Institutional
Team Assets (mil): \$9,611
Typical Account (mil): \$75
Typical Net Worth (mil): \$100

37. Lisa Reed

Neuberger Berman
Los Angeles

2022 Rank: 28
Client Types: HNW, UHNW
Team Assets (mil): \$1,087
Typical Account (mil): \$7.2
Typical Net Worth (mil): \$10

38. Margaret Starner

Raymond James
Coral Gables, Fla.

2022 Rank: 40
Client Types: Retail, HNW, UHNW
Team Assets (mil): \$1,461
Typical Account (mil): \$5
Typical Net Worth (mil): \$6.5

39. Emily Van Hoorickx

UBS Wealth Management
San Jose, Calif.

2022 Rank: 36
Client Types: Retail, HNW, UHNW
Team Assets (mil): \$14,858
Typical Account (mil): \$5
Typical Net Worth (mil): \$15

40. Mary Mullin

Merrill Lynch Wealth Management
Boston

2022 Rank: 53
Client Types: HNW, UHNW
Team Assets (mil): \$1,491
Typical Account (mil): \$7
Typical Net Worth (mil): \$15

41. Inna Kelly

Morgan Stanley Wealth Management
San Francisco

2022 Rank: 23
Client Types: HNW, UHNW
Team Assets (mil): \$1,544
Typical Account (mil): \$20
Typical Net Worth (mil): \$30

42. Melissa Corrado-Harrison

UBS Private Wealth Management
Denver

2022 Rank: 46
Client Types: HNW, UHNW
Team Assets (mil): \$1,373
Typical Account (mil): \$45
Typical Net Worth (mil): \$65

43. Joanne Zhong

UBS Wealth Management
San Francisco

2022 Rank: 63
Client Types: HNW, UHNW
Team Assets (mil): \$3,040
Typical Account (mil): \$50
Typical Net Worth (mil): \$100

44. Emily Rubin

UBS Private Wealth Management
New York

2022 Rank: 45
Client Types: HNW, UHNW
Team Assets (mil): \$2,392
Typical Account (mil): \$25
Typical Net Worth (mil): \$50

45. Kristina Van Liew

Morgan Stanley | Graystone
Chicago

2022 Rank: 30
Client Types: HNW, UHNW, Foundations, Endowments
Team Assets (mil): \$7,223
Typical Account (mil): \$150
Typical Net Worth (mil): \$100

46. Cindy Nofi

Truist Wealth
Alpharetta, Ga.

2022 Rank: N
Client Types: HNW, UHNW
Team Assets (mil): \$1,676
Typical Account (mil): \$7
Typical Net Worth (mil): \$15

47. Michelle Young

Ameriprise Financial
Edina, Minn.

2022 Rank: 81
Client Types: HNW, UHNW
Team Assets (mil): \$1,408
Typical Account (mil): \$1.8
Typical Net Worth (mil): \$2.8

48. Linda Stephans

Morgan Stanley | Graystone
Palm Beach, Fla.

2022 Rank: 33
Client Types: HNW, UHNW, Foundations, Endowments
Team Assets (mil): \$7,223
Typical Account (mil): \$150
Typical Net Worth (mil): \$100

49. Geri Eisenman Pell

Ameriprise Financial
Rye Brook, N.Y.

2022 Rank: 67
Client Types: HNW, UHNW
Team Assets (mil): \$1,534
Typical Account (mil): \$2.3
Typical Net Worth (mil): \$6.9

50. Krystal Julius

Merrill Lynch Wealth Management
Wayzata, Minn.

2022 Rank: 25
Client Types: Retail, HNW, UHNW
Team Assets (mil): \$1,457
Typical Account (mil): \$3
Typical Net Worth (mil): \$5

51. Louise Gunderson

UBS Private Wealth Management
New York

2022 Rank: 52
Client Types: HNW, UHNW
Team Assets (mil): \$5,292
Typical Account (mil): \$8
Typical Net Worth (mil): \$18

52. Wen Nottebohm

Cresset
Atlanta

2022 Rank: N
Client Type: UHNW
Team Assets (mil): \$5,663
Typical Account (mil): \$20
Typical Net Worth (mil): \$50

53. Virgil Kahl

Spring Ridge Financial Group
Wyomissing, Pa.

2022 Rank: 62
Client Types: Retail, HNW
Team Assets (mil): \$1,104
Typical Account (mil): \$1
Typical Net Worth (mil): \$2

54. Gail Reid

Ameriprise Financial
Glendale, Calif.

2022 Rank: 48
Client Types: Retail, HNW, Foundations, Institutional
Team Assets (mil): \$1,838
Typical Account (mil): \$3
Typical Net Worth (mil): \$5

55. Kathleen Malone

Wells Fargo Advisors
Charlotte, N.C.

2022 Rank: 37
Client Types: HNW, UHNW
Team Assets (mil): \$3,902
Typical Account (mil): \$7
Typical Net Worth (mil): \$15

56. Sharon Oberlander

Merrill Lynch Wealth Management
Chicago

2022 Rank: 51
Client Types: Retail, HNW, UHNW
Team Assets (mil): \$1,868
Typical Account (mil): \$5
Typical Net Worth (mil): \$12

57. Donna Joyner

Merrill Lynch Wealth Management
Alpharetta, Ga.

2022 Rank: 44
Client Types: HNW, UHNW
Team Assets (mil): \$1,227
Typical Account (mil): \$15
Typical Net Worth (mil): \$25

58. Alyssa Moeder

Merrill Private Wealth Management
New York

2022 Rank: 47
Client Types: UHNW, Foundations
Team Assets (mil): \$5,206
Typical Account (mil): \$25
Typical Net Worth (mil): \$150

59. Diane Compardo

Moneta Group
Clayton, Mo.

2022 Rank: 35
Client Types: HNW, UHNW
Team Assets (mil): \$2,341
Typical Account (mil): \$15
Typical Net Worth (mil): \$25

60. Dalal Salomon

Salomon & Ludwin
Richmond, Va.

2022 Rank: 82
Client Types: Retail, HNW, UHNW
Team Assets (mil): \$1,325
Typical Account (mil): \$3.5
Typical Net Worth (mil): \$5

61. Carolyn Taylor

Weatherly Asset Management
Del Mar, Calif.

2022 Rank: 43
Client Types: Retail, HNW, UHNW
Team Assets (mil): \$1,056
Typical Account (mil): \$2.8
Typical Net Worth (mil): \$5

62. Donna Di Ianni

Merrill Lynch Wealth Management
Aspen, Colo.

2022 Rank: 49
Client Types: HNW, UHNW, Foundations
Team Assets (mil): \$1,886
Typical Account (mil): \$25
Typical Net Worth (mil): \$45

63. Lori Van Dusen

LVW Advisors
Pittsford, N.Y.

2022 Rank: 58
Client Types: HNW, UHNW, Institutional
Team Assets (mil): \$2,008
Typical Account (mil): \$15
Typical Net Worth (mil): \$35

64. Emmeline Swanson

Merrill Lynch Wealth Management
New York

2022 Rank: 76
Client Types: Retail, HNW, UHNW, Foundations, Endowments, Institutional
Team Assets (mil): \$56,771
Typical Account (mil): \$70
Typical Net Worth (mil): \$250

65. Melissa Spickler

Merrill Lynch Wealth Management
Bloomfield Hills, Mich.

2022 Rank: 42
Client Types: Retail, HNW, UHNW
Team Assets (mil): \$1,532
Typical Account (mil): \$2
Typical Net Worth (mil): \$5

66. Megan Bailey

Merrill Lynch Wealth Management
Blue Bell, Pa.

2022 Rank: 61
Client Types: HNW, UHNW
Team Assets (mil): \$6,035
Typical Account (mil): \$10.5
Typical Net Worth (mil): \$12

67. Julie Parisio Roy

Badgley Phelps Wealth Managers
Seattle

2022 Rank: 86
Client Types: HNW, UHNW, Foundations, Institutional
Team Assets (mil): \$1,196
Typical Account (mil): \$3
Typical Net Worth (mil): \$6

68. Louise Armour

J.P. Morgan Wealth Management
Palm Beach Gardens, Fla.

2022 Rank: 66
Client Types: HNW, UHNW, Institutional
Team Assets (mil): \$1,479
Typical Account (mil): \$13
Typical Net Worth (mil): \$25

Top 100 Women Financial Advisors 2023

69. Marie Vanerian
Merrill Lynch
Wealth Management
Bloomfield Hills, Mich.

2022 Rank: 72
Client Types: HNW, UHNW,
Endowments, Institutional
Team Assets (mil): \$2,814
Typical Account (mil): \$7.5
Typical Net Worth (mil): \$20

70. Corina Davis
Merrill Lynch
Wealth Management
Seattle

2022 Rank: 79
Client Types: Retail, HNW,
UHNW
Team Assets (mil): \$1,033
Typical Account (mil): \$3
Typical Net Worth (mil): \$7

71. Mary Deatherage
Morgan Stanley Private
Wealth Management
Coral Gables, Fla.

2022 Rank: 19
Client Types: Retail, HNW,
UHNW
Team Assets (mil): \$2,062
Typical Account (mil): \$10
Typical Net Worth (mil): \$20

72. Mary Guza
Morgan Stanley
Wealth Management
Florham Park, N.J.

2022 Rank: 65
Client Types: Retail, HNW,
UHNW
Team Assets (mil): \$4,874
Typical Account (mil): \$10
Typical Net Worth (mil): \$15

73. Jennifer Garcia
Wells Fargo Advisors
Encino, Calif.

2022 Rank: 84
Client Types: HNW, UHNW
Team Assets (mil): \$1,710
Typical Account (mil): \$15
Typical Net Worth (mil): \$25

74. Maria Brisbane
Merrill Private
Wealth Management
New York

2022 Rank: 56
Client Types: HNW, UHNW,
Foundations
Team Assets (mil): \$1,006
Typical Account (mil): \$30
Typical Net Worth (mil): \$80

75. Susan Kingsolver
Morgan Stanley Private
Wealth Management
New York

2022 Rank: 68
Client Types: HNW, UHNW
Team Assets (mil): \$2,582
Typical Account (mil): \$20
Typical Net Worth (mil): \$75

76. Hillary Cullen
UBS Private
Wealth Management
New York

2022 Rank: 99
Client Types: Retail, HNW,
UHNW, Foundations
Team Assets (mil): \$3,367
Typical Account (mil): \$20
Typical Net Worth (mil): \$40

77. Susan Kim
Ameriprise Financial
Vienna, Va.

2022 Rank: 59
Client Types: Retail, HNW
Team Assets (mil): \$1,830
Typical Account (mil): \$1.8
Typical Net Worth (mil): \$4

78. Catherine Fang
Morgan Stanley Private
Wealth Management
Menlo Park, Calif.

2022 Rank: N
Client Types: HNW, UHNW
Team Assets (mil): \$1,534
Typical Account (mil): \$50
Typical Net Worth (mil): \$100

79. Christina Boyd
Merrill Lynch
Wealth Management
Wayzata, Minn.

2022 Rank: 26
Client Types: HNW, UHNW
Team Assets (mil): \$1,020
Typical Account (mil): \$6
Typical Net Worth (mil): \$12

80. Jacqueline Willens
UBS Private
Wealth Management
New York

2022 Rank: 93
Client Types: Retail, HNW,
UHNW
Team Assets (mil): \$1,106
Typical Account (mil): \$5
Typical Net Worth (mil): \$10

81. Rebecca Glasgow
UBS Private
Wealth Management
Atlanta

2022 Rank: N
Client Types: HNW, UHNW,
Institutional
Team Assets (mil): \$5,641
Typical Account (mil): \$25
Typical Net Worth (mil): \$60

82. Cheryl Holland
Abacus Planning Group
Columbia, S.C.

2022 Rank: 91
Client Types: HNW, UHNW
Team Assets (mil): \$1,585
Typical Account (mil): \$5
Typical Net Worth (mil): \$12

83. Wendy Holmes
UBS Private
Wealth Management
New York

2022 Rank: 100
Client Types: UHNW,
Foundations
Team Assets (mil): \$1,507
Typical Account (mil): \$40
Typical Net Worth (mil): \$80

84. Catherine Chen
RBC Wealth
Management
San Francisco

2022 Rank: N
Client Types: HNW, UHNW,
Foundations
Team Assets (mil): \$2,978
Typical Account (mil): \$20
Typical Net Worth (mil): \$25

85. Lindsey Holton
William Blair
Chicago

2022 Rank: N
Client Types: HNW, UHNW,
Foundations
Team Assets (mil): \$5,892
Typical Account (mil): \$15
Typical Net Worth (mil): \$25

86. Catherine Evans
First Republic
Investment Management
San Francisco

2022 Rank: 83
Client Types: HNW, UHNW,
Endowments
Team Assets (mil): \$1,318
Typical Account (mil): \$10
Typical Net Worth (mil): \$25

87. Hollis Montgomery
Morgan Stanley
Wealth Management
Atlanta

2022 Rank: N
Client Types: HNW, UHNW,
Institutional
Team Assets (mil): \$7,145
Typical Account (mil): \$10
Typical Net Worth (mil): \$25

88. Kristin Nicholson
First Republic
Investment Management
San Francisco

2022 Rank: 78
Client Types: Retail, HNW,
UHNW, Institutional
Team Assets (mil): \$1,643
Typical Account (mil): \$3
Typical Net Worth (mil): \$5

89. Thais Piotrowski
Ameriprise Financial
Boca Raton, Fla.

2022 Rank: 89
Client Types: Retail, HNW,
UHNW
Team Assets (mil): \$1,188
Typical Account (mil): \$1
Typical Net Worth (mil): \$5

90. Jana Shoulders
Mariner Wealth Advisors
Tulsa, Okla.

2022 Rank: 64
Client Types: Retail, HNW,
UHNW
Team Assets (mil): \$2,420
Typical Account (mil): \$3.1
Typical Net Worth (mil): \$9

91. Joni Abalos
Merrill Lynch Wealth
Management
Houston

2022 Rank: N
Client Types: HNW, UHNW
Team Assets (mil): \$1,713
Typical Account (mil): \$3.5
Typical Net Worth (mil): \$5

92. Kathleen Roeser
Morgan Stanley
Wealth Management
Chicago

2022 Rank: 31
Client Types: HNW, UHNW,
Foundations, Institutional
Team Assets (mil): \$1,860
Typical Account (mil): \$10
Typical Net Worth (mil): \$18

93. Ann Marie Etergino
RBC Wealth
Management
Chevy Chase, Md.

2022 Rank: 88
Client Types: HNW, UHNW,
Foundations, Endowments,
Institutional
Team Assets (mil): \$1,562
Typical Account (mil): \$10
Typical Net Worth (mil): \$25

94. Trudy Haussmann
Haussmann Financial
Lake Forest, Calif.

2022 Rank: 87
Client Types: Retail, HNW
Team Assets (mil): \$907
Typical Account (mil): \$0.8
Typical Net Worth (mil): \$2.5

95. Samantha Vassallo
Truist Wealth
Boca Raton, Fla.

2022 Rank: N
Client Types: HNW, UHNW
Team Assets (mil): \$2,028
Typical Account (mil): \$12
Typical Net Worth (mil): \$15

96. Teresa Jacobsen
UBS Private Wealth
Management
Stamford, Conn.

2022 Rank: N
Client Types: HNW, UHNW,
Institutional
Team Assets (mil): \$1,376
Typical Account (mil): \$10
Typical Net Worth (mil): \$25

97. Jacqueline Moss
William Blair
Chicago

2022 Rank: 94
Client Types: HNW, UHNW
Team Assets (mil): \$1,058
Typical Account (mil): \$30
Typical Net Worth (mil): \$40

98. Sarah Mercurio
William Blair
Chicago

2022 Rank: N
Client Types: HNW, UHNW
Team Assets (mil): \$4,669
Typical Account (mil): \$18
Typical Net Worth (mil): \$28

99. Courtney Liddy
UBS Private
Wealth Management
San Diego

2022 Rank: N
Client Types: HNW, UHNW,
Institutional
Team Assets (mil): \$1,340
Typical Account (mil): \$6
Typical Net Worth (mil): \$10

100. Elizabeth Armitage
Merrill Lynch
Wealth Management
Cincinnati

2022 Rank: N
Client Types: HNW, UHNW,
Institutional
Team Assets (mil): \$1,581
Typical Account (mil): \$2.5
Typical Net Worth (mil): \$5

N=not ranked
HNW=high net worth
UHNW=ultrahigh net worth

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