Student of the Market



Worst days, weeks, and months for the S&P 500 since 1950

15 worst historic periods, principal return only

Worst Days

Calendar Days	S&P 500 Decline	Return 1 year later
10/19/1987	-20.5%	23.1%
3/16/2020	-12.0%	?
3/12/2020	-9.5%	?
10/15/2008	-9.0%	20.8%
12/01/2008	-8.9%	35.9%
09/29/2008	-8.8%	-4.1%
10/26/1987	-8.3%	23.5%
10/09/2008	-7.6%	17.8%
3/9/2020	-7.6%	?
10/27/1997	-6.9%	21.5%
08/31/1998	-6.8%	38.0%
01/08/1988	-6.8%	15.3%
11/20/2008	-6.7%	45.1%
05/28/1962	-6.7%	26.7%
08/08/2011	-6.7%	25.2%
Average	-8.9%	24.1%

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Calendar Week	S&P 500 Decline	Return 1 year later
10/5/2008	-18.2%	19.2%
3/15/2020	-15.0%	?
10/18/1987	-12.2%	13.7%
9/16/2001	-11.6%	-12.5%
2/23/2020	-11.5%	?%
4/9/2000	-10.5%	-12.8%
9/28/2008	-9.4%	-6.7%
10/11/1987	-9.1%	-2.2%
3/8/2020	-8.8%	?
9/8/1974	-8.7%	27.8%
11/16/2008	-8.4%	36.4%
7/14/2002	-8.0%	17.2%
9/7/1986	-7.9%	39.6%
6/25/1950	-7.6%	18.5%
9/22/1974	-7.4%	32.7%
Average	-9.2%	14.2%

Worst Months

	S&P 500 Decline	
Oct-87	-21.8%	10.8%
Oct-08	-16.9%	7.0%
Aug-98	-14.6%	37.9%
Sep-74	-11.9%	32.0%
Nov-73	-11.4%	-27.1%
Sep-02	-11.0%	22.2%
Feb-09	-11.0%	50.3%
Mar-80	-10.2%	33.2%
Aug-90	-9.4%	22.6%
Feb-01	-9.2%	-10.7%
Dec-18	-9.2%	28.9%
Oct-78	-9.2%	9.3%
Sep-08	-9.1%	-9.4%
Apr-70	-9.1%	27.5%
Aug-74	-9.0%	20.4%
Average	-12.4%	16.7%

Sources: BlackRock; Morningstar as of 3/22/20. U.S. stocks are represented by the S&P 500 Index, an urmanaged index that is generally considered representative of the US stock market. Index performance is for illustrative purposes only. It is not possible to invest directly in an index. Performance does not guarantee or indicate future results *Indicates principal return, dividends not included.

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Anatomy of Bear Markets Since 1950, bear periods include periods down 19% or more

					A breakd	own of bea	r markets s	ince 1950					
Bull market peak	8/2/56 +195.7%	12/11/61 +85%	2/9/66 +79.8%	11/27/68 +48.1%	1/11/73 +71%	9/21/76 +70%	11/28/80 +60.7%	8/25/87 +228%	7/16/90 +64.8%	7/17/98 +295%	3/23/00 +59.6%	10/9/07 +101.5%	9/19/18 +164.5%
Bear market low	10/22/57 -21.6%	6/26/62 -28.0%	10/7/66 -22.2%	5/26/70 -36.1%	10/3/74 -48.2%	3/6/78 -19.4%	8/12/82 -27.1%	12/4/87 -33.5%	10/11/92 -19.9%	8/31/98 -19.3%	10/9/02 -49.1%	3/9/09 -56.8%	12/24/18 -19.2%
# of days of bear market	306	135	167	369	436	366	430	71	62	31	637	355	65
-5%	8/30/56	1/10/62	3/2/66	1/6/69	2/5/73	10/11/76	12/8/80	9/4/87	8/3/90	7/29/98	4/13/00	11/8/07	10/11/18
-10%	11/21/56	4/30/62	5/16/66	6/19/69	4/27/73	5/2/77	8/24/81	10/15/87	8/17/90	8/14/98	4/14/00	1/8/08	12/14/18
-15% -20% -25% -30%	10/8/57	5/23/62	8/19/66	7/25/69	7/3/73	10/24/77	9/8/81	10/16/87	8/23/90	8/31/98	12/20/00	1/22/08	12/20/18
-20%	10/21/57	5/28-/62	8/29/66	1/29/70	11/27/73	-	2/22/82	10/19/87	-	-	3/12/01	7/11/08	-
-25%	-	6/14/62	-	4/28/70	4/25/74	-	8/5/82	10/19/87	-	-	3/20/01	9/29/08	-
-30%	-	-	-	5/14/70	7/5/74	-	-	10/19/87	-	-	9/17/01	10/6/08	-
-35%	-	-	-	5/25/70	8/14/74	-	-	-	-	-	9/20/01	10/7/08	-
-40%	-	-	-	-	8/23/74	-	-	-	-	-	7/16/02	10/9/08	-
-45%	-	-	-	-	9/13/74	-	-	-	-	-	7/22/02	10/27/08	-
-50%	-	-	-	-	-	-	-	-	-	-	-	11/20/08	-
-55%	-	-	-	-	-	-	-	-	-	-	-	3/5/09	-

Marningstar as of 12/31/19. Stock market represented by S&P 500 stocks PR Index Principal return only, dividends not included. Past performance does not guarantee or indicate future results. Index performance is for illustrative purposes only. You cannot invest directly in the index.

2.1 Anatomy of bull market rebounds Since 1950, bear periods include periods down 19% or more

Average performance following a bear market

Since 1950, 13 bear markets 35.6% 14.1% 11.2%

	Averagereturn 1 year after					Averagereturn 3 years after				Averagereturn 5 years after				
					Re	oounds fro	m bear ma	rketssind	ce 1950					
	Bear Market Low	10/22/57 -21.5%	6/26/62 -28.0%	10/7/66 -22.2%	5/26/70 -36.1%	10/3/74 -48.2%	3/6/78 -19.4%	8/12/82 -27.1%	12/4/87 -33.5%	10/11/92 -19.9%	8/31/98 -19.3%	10-9-02 -49.14%	3/9/09 -56.8%	12/24/18 -19.8%
	Return needed from low to break- even	27.3%	38.8%	28.5%	56.4%	93.1%	24.1%	37.2%	50.4%	24.9%	24.0%	96.6%	129.5%	24.7%
	Daysfromlowto break-even	233	299	143	451	1,462	366	58	414	148	61	1,166	1008	81
NO	1-year return	31.0%	32.4%	32.9%	43.7%	38.0%	12.6%	58.3%	22.5%	14.5%	37.9%	33.7%	68.6%	37.1%
the lo	3-year return	15.2%	16.7%	8.3%	15.9%	15.8%	14.3%	22.4%	16.4%	12.9%	5.8%	15.5%	10.4%	?
From t	5-year return	9.9%	11.9%	6.4%	5.5%	12.0%	2.1%	26.6%	17.4%	19.2%	1.0%	15.0%	7.9%	?
Fro	10-year return	8.3%	7.5%	3.5%	4.8%	10.1%	11.9%	15.1%	18.9%	7.6%	3.0%	6.4%	15.0%	?

Marningstar as of 12/31/19. Stock market represented by S&P 500. Stocks PR Index. Principal return only, dividends not included. Past performance does not guarantee or indicate future results. Index performance is for illustrative purposes only. You cannot invest directly in the index.

3 Missing the bear market bottom



Marningstar as of 12/31/19. Stock market represented by S&P 500. Stocks PR Index. Principal return only, dividends not included. Past performance does not guarantee or indicate future results. Index performance is for illustrative purposes only. You cannot invest directly in the index.

Asset class performance following bear market bottoms

One year performance following bear markets

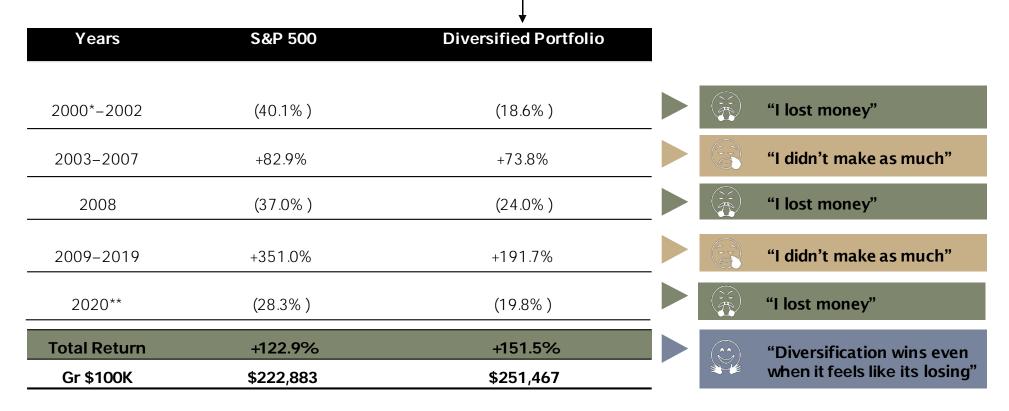
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Since1982, average annual return percentage (7 bear market bottoms)

56.5%					12/25/18 to 12/24/19	3/10/09 to 3/9/10	10/10/02 to 10/9/03	9/1/98 to 8/31/99	10/12/92 to 10/11/93	12/5/87 to 12/4/88	8/13/82 to 8/12/83	Avg. return
	42.00/			Tech stock funds	46.0%	84.4%	86.2%	114.1%	39.2%	20.0%	90.0%	68.6%
	43.8%	41.1%		EM stocks	19.5%	107.7%	59.7%	-	-	-	-	62.3%
			39.0%	U.S. small cap stocks	34.4%	97.9%	61.6%	28.4%	37.7%	36.7%	99.1%	56.5%
				U.S. mid cap stocks	38.5%	96.5%	51.9%	31.8%	24.7%	27.0%	73.2%	49.1%
				Financial stock funds	34.5%	110.9%	44.7%	18.4%	41.8%	29.8%	57.2%	48.2%
				U.S. large growth	40.8%	68.1%	34.0%	47.8%	20.5%	22.8%	72.8%	43.8%
				U.S. stocks	39.9%	72.3%	36.2%	39.8%	17.8%	22.5%	59.3%	41.1%
				U.S. large value	31.7%	74.3%	36.9%	27.6%	21.5%	24.6%	56.3%	39.0%
				Energy stock funds	14.6%	75.9%	35.8%	54.1%	39.3%	21.4%	29.2%	38.6%
				International stocks	22.8%	75.7%	39.4%	25.7%	26.4%	31.3%	32.0%	36.2%
				U.S. quality stocks	47.8%	60.5%	23.1%	45.4%	3.3%	19.4%	49.4%	35.6%
				High dividend stocks	28.6%	76.9%	28.8%	20.5%	11.0%	22.1%	53.1%	34.4%
				Health stock funds	37.1%	51.0%	31.2%	35.7%	10.0%	23.2%	51.5%	34.3%
Small	Large	U.S.	Large	High yield bonds	12.9%	52.8%	28.4%	4.9%	16.8%	13.5%	34.8%	23.4%
cap	growth	stocks	value	Municipal Bonds	7.6%	10.9%	2.8%	0.5%	12.7%	10.6%	25.8%	10.1%
·	0			U.S. Bonds	8.9%	9.3%	4.2%	0.8%	11.5%	9.2%	21.9%	9.4%

5 A diversified portfolio wins even though it never feels good

40% U.S. stocks, 15% international stocks, 5% small capstocks, 30% U.S. bonds, 10% high yield bonds

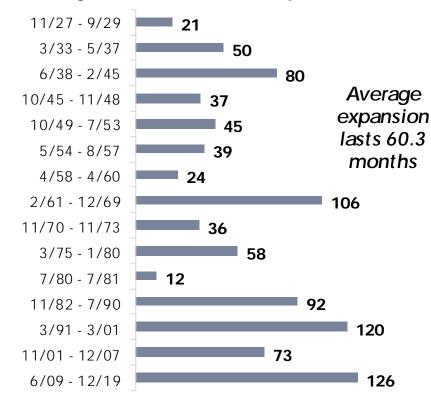


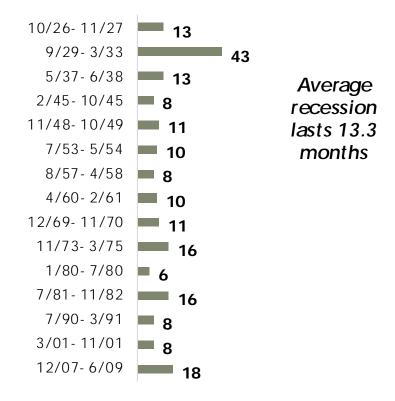
Source: Maningstar as of 3/22/20. *Performance is from 8/1/2000 to 12/31/2000 to more accurately reflect the time paried exampassing the previous two bull and bear markets **Performance is YTD as of 3/22/20. Diversified Partfolio is represented by 40% S&P 500 Index, 15% MSQ EAFE Index, 5% Russell 2000 Index, 30% Bloomberg Barclays USAggregate Band Index, and 10% Bloomberg Barclays USCorporate High Yield Index. Past performance does not guarantee or indicate future results. Index performance is for illustrative purposes only. You cannot invest directly in the index.

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Recessions and expansions

Length of U.S. economic expansion (months)





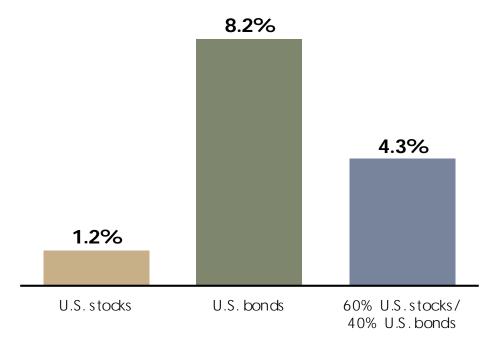
Length of U.S. economic recessions (months)

Source: National Economic Bureau of Research and Morningstar as of 12/31/19. For illustrative purposes only.

Performance during recessions

Average performance during a recession

Last90 years (since1929)



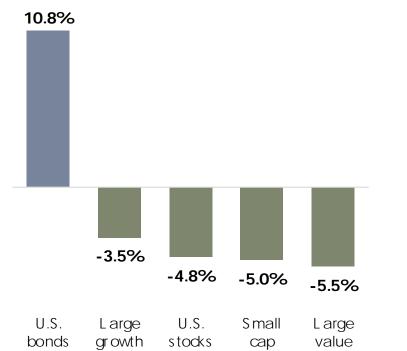
Recessions	U.S. stocks	U.S. bonds	60/40 portfolio
9/1/29 to 3/31/33	-33.6%	4.9%	-19.1%
6/1/37 to 6/30/38	-22.4%	6.4%	-9.9%
3/1/45 to 10/31/45	19.5%	1.0%	12.4%
12/1/48 to 10/31/49	15.2%	2.5%	10.1%
8/1/53 to 5/31/54	24.2%	5.1%	16.6%
9/1/57 to 4/30/58	-1.5%	9.7%	3.3%
5/1/60to2/28/61	20.3%	7.2%	14.9%
1/1/70 to 11/30/70	-2.0%	16.2%	5.3%
12/1/73 to 3/31/75	-5.9%	5.7%	0.0%
2/1/80 to 7/31/80	9.6%	9.5%	9.5%
8/1/81 to 11/30/82	10.5%	29.1%	17.9%
8/1/90 to 3/31/91	8.0%	7.5%	8.1%
4/1/01 to 11/30/01	-0.9%	5.9%	1.9%
1/1/08 to 6/30/09	-25.0%	4.8%	-11.5%
Average	1.2%	8.2%	4.3%

Morningstar as of 12/31/19. Stock market represented by S&P 500. Stocks represented by the IAUS Large Cap TR Index and USB onds by the IAUS IT Gov Bond Tr Index. Past performance does not guarantee or indicate future results. Index performance is for illustrative purposes only. You cannot invest directly in the index.

7.1 Performance during recessions- asset classes

Performance during recessions

Since1972, cumulative return percentage



Performance during recessions

Since1972, cumulativereturn percentage

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	Jan '08 to Jun '09	Mar '01 to Nov '01	Jul '90 to Mar '91	Aug '81 to Aug '82	Feb '80 to July '80	Dec '73 to Mar '75	Average
U.S. bonds	7.2%	5.9%	7.5%	27.1%	9.5%	7.6%	10.8%
Municipal bonds	3.8%	3.8%	5.2%	18.9%	-0.4%	-	6.3%
High yield bonds	-3.7%	-0.6%	3.7%	-	-	-	-0.2%
U.S. quality stocks	-24.8%	4.1%	10.8%	-5.1%	8.1%	-	-1.4%
Large growth stocks	-31.3%	0.8%	12.0%	-8.0%	9.4%	-	-3.5%
Mid cap stocks	-35.6%	1.4%	10.2%	-5.9%	10.7%	-	-3.9%
U.S. stocks	-35.0%	-0.9%	8.0%	-2.8%	9.6%	-7.8%	-4.8%
Small cap stocks	-32.0%	3.2%	7.7%	-11.4%	7.5%	-	-5.0%
Technology stocks	-30.7%	-6.6%	11.5%	-0.7%	7.4%	-11.4%	-5.0%
Large value stocks	-38.7%	-2.0%	6.2%	-1.3%	8.5%	-	-5.5%
Dividend growth stocks	-29.5%	8.8%	-	-	-	-	-10.4%
International stocks	-38.9%	-9.5%	-7.7%	-13.2%	7.1%	-3.1%	-10.9%
Momentum stocks	-42.2%	-0.4%	6.1%	-	-	-	-12.2%
Emerging market stocks	-36.5%	-4.5%	-	-	-	-	-20.5%
	1	1	1	-			

Source: Morningstar and BackRock as of 12/31/19. U.S. stocks represented by the lbbctson SBBI U.S. LargeCap TR Index and the S&P500 Index, U.S. bonds by the ASBI U.S. IT Bond Index and the BogBarc U.S. Agg Bond Index, Municipals by BogBarc U.S. Agg Bond Index, Municipals by BogBarc U.S. quality by the MSO USA High yield by the BogBarc U.S. Corporate High Yield Index, Dividend growth by the Russell 1000 Dividend Growth Index, High dividend by the MSO USAHigh Dividend Payers Index, U.S. quality by the MSO USAQuality Index, International by the MSO EAFEIndex, Mid cap by the Russell Mid Cap Index, Momentum by the MSO USAMomentum Index, Emerging market stocks by the MSO EM Index, Largegrowth by the Russell 1000 Growth Index and the Fama French Large Value Index, and the Fama French Small Cap Stock Index, Technology by the Morningstar Technology Fund category. Index performance is for illustrative purposes only. Past performance does not guarantee or indicate future results. It is not possible to invest in an index.

Student of the Market: April 2020 early edition

Returns as of 12/31/2019	Total Ret 1 Year	Total Ret 5 Years	Total Ret 10 Years
S&P 500 TR USD	31.49	11.70	13.56
BBgBarc Municipal TR USD	7.54	3.53	4.34
BBgBarc US Agg Bond TRUSD	8.72	3.05	3.75
BBgBarc US Corporate High Yield TR USD	14.32	6.13	7.57
IA SBBI US IT Govt TR USD	8.26	2.92	3.10
IA SBBI US LT Govt TR USD	12.16	3.67	6.55
MSCI EAFE NR USD	22.01	5.67	5.50
MSCI EM NR USD	18.42	5.61	3.68
Russell 1000 Growth TR USD	36.39	14.63	15.22
Russell 1000 Value TR USD	26.54	8.29	11.80
Russell 2000 TR USD	25.52	8.23	11.83
Russell Mid Cap TR USD	30.54	9.33	13.19
S&P 500 PR	28.88	9.43	11.22
US Fund Health	26.23	8.75	14.90
US Fund Technology	37.49	16.46	15.10
US Fund Utilities	22.87	8.66	10.76

Source: Morningstar. Performancedata quoted represents past performance and is no guarantee of future results. Current performance may belower or higher than that shown.

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