

ETF Playbook

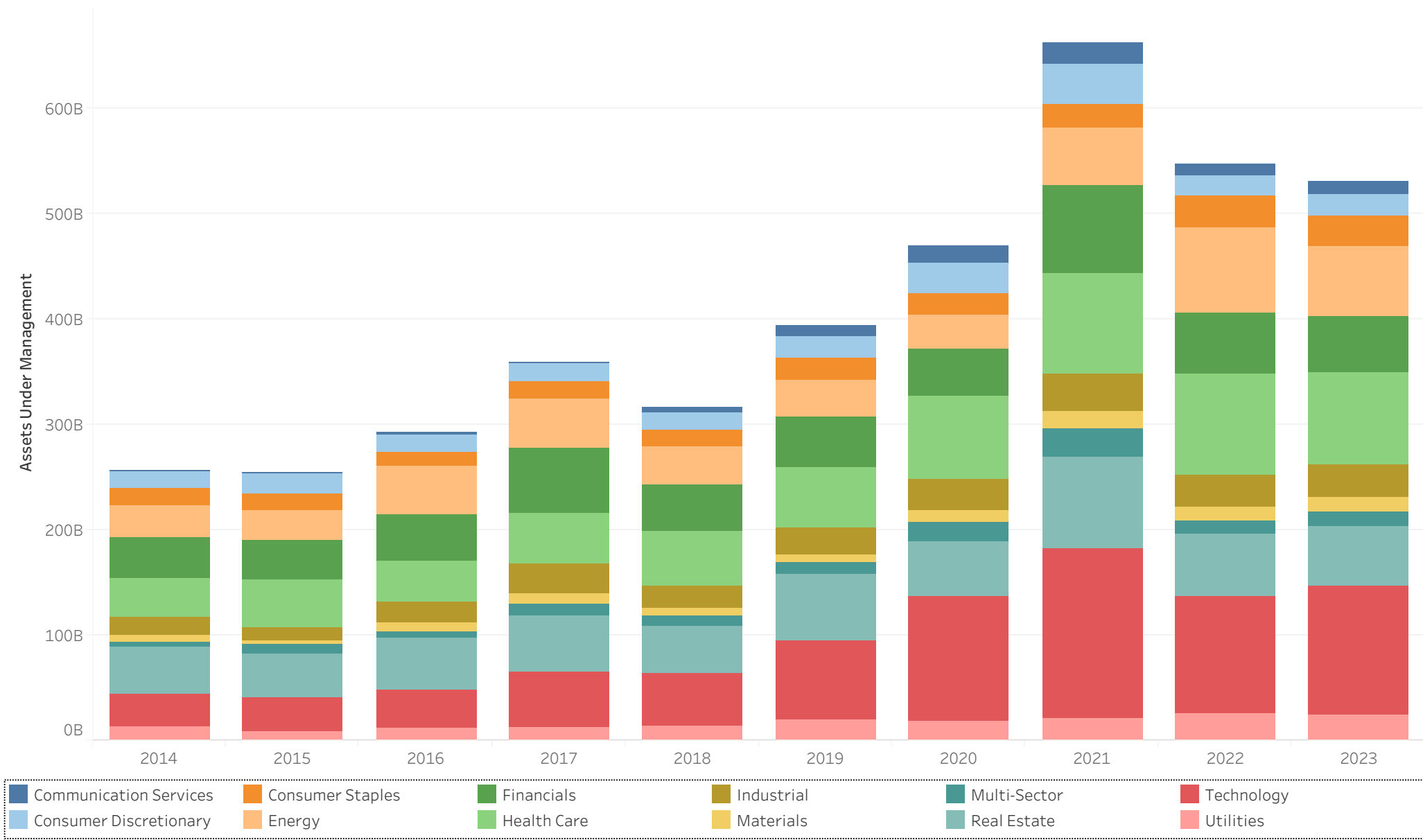
U.S. Sectors



ETF
ACTION

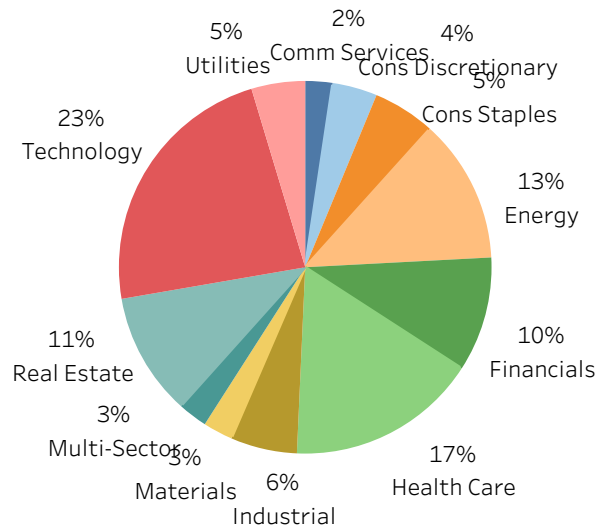
March 19, 2023

Annual AUM Growth



*Sector landscape data is represented by Sub-asset class Equity > Sector composite ETFs > U.S. market according to the ETF Action Classification System. Excludes inverse funds. **Flows delayed one day.

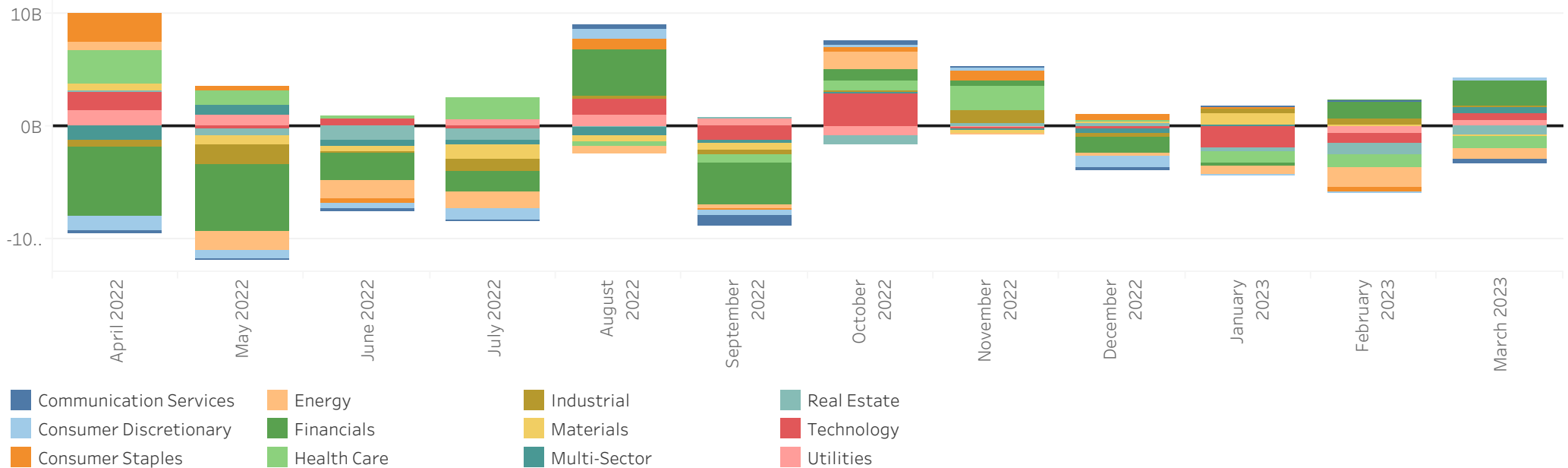
U.S. Sector AUM Makeup



Landscape Assets & Flows

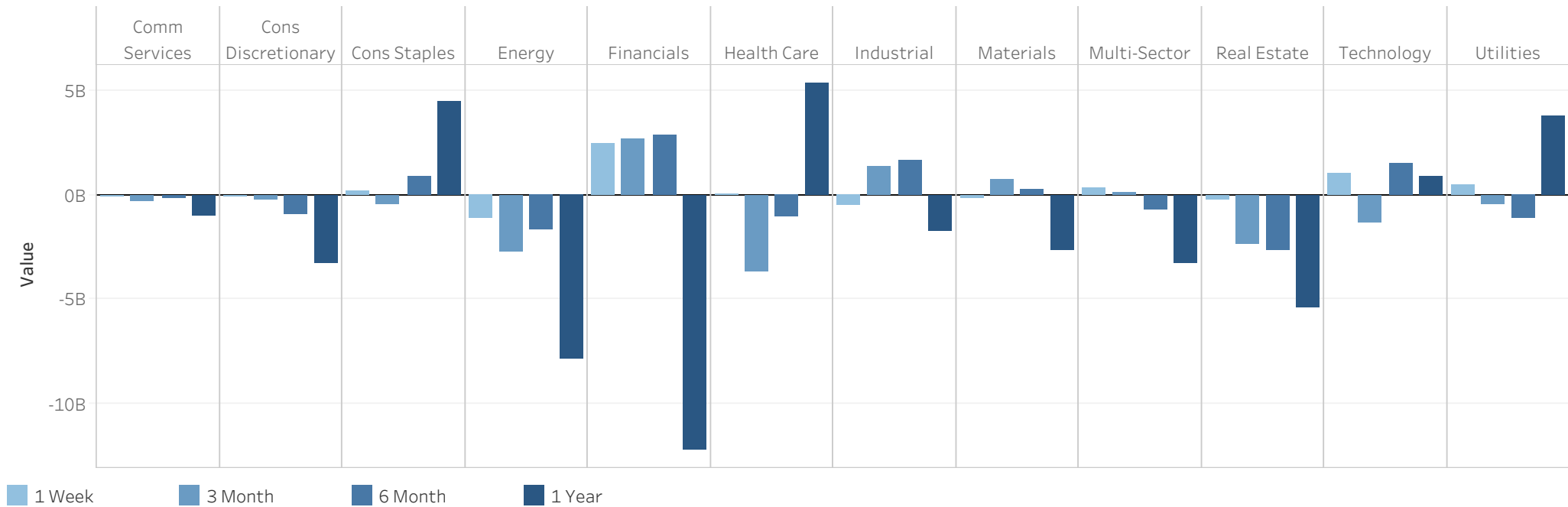
	Funds	AUM	1 Week	3 Month	6 Month	1 Year
Comm Services	7	\$12,529M	\$3M	(\$293M)	(\$145M)	(\$1,006M)
Cons Discretionary	12	\$20,579M	\$7M	(\$241M)	(\$915M)	(\$3,233M)
Cons Staples	10	\$28,722M	\$187M	(\$407M)	\$851M	\$4,477M
Energy	32	\$66,395M	(\$1,105M)	(\$2,677M)	(\$1,678M)	(\$7,894M)
Financials	26	\$52,984M	\$2,437M	\$2,665M	\$2,872M	(\$12,218M)
Health Care	23	\$87,991M	\$21M	(\$3,643M)	(\$1,024M)	\$5,362M
Industrial	13	\$30,670M	(\$484M)	\$1,352M	\$1,616M	(\$1,738M)
Materials	9	\$13,643M	(\$144M)	\$723M	\$231M	(\$2,616M)
Multi-Sector	19	\$13,653M	\$346M	\$124M	(\$684M)	(\$3,272M)
Real Estate	25	\$56,568M	(\$206M)	(\$2,341M)	(\$2,654M)	(\$5,371M)
Technology	23	\$122,335M	\$1,005M	(\$1,296M)	\$1,483M	\$850M
Utilities	9	\$24,682M	\$434M	(\$444M)	(\$1,091M)	\$3,755M

Monthly Flows



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Flows by Time Frames Bar Chart



Weekly Flows Leaders

		AUM	1 Week
KRE	SPDR S&P Regional Banking ETF	\$2,122M	\$2,098M
VGT	Vanguard Information Technology ETF	\$42,144M	\$636M
XLU	Utilities Select Sector SPDR Fund	\$14,399M	\$500M
XLF	Financial Select Sector SPDR Fund	\$30,233M	\$344M
FTXN	First Trust Nasdaq Oil & Gas ETF	\$1,207M	\$289M
KBE	SPDR S&P Bank ETF	\$1,312M	\$195M
IAT	iShares U.S. Regional Banks ETF	\$580M	\$177M
XRT	SPDR S&P Retail ETF	\$645M	\$175M
XHB	SPDR S&P Homebuilders ETF	\$750M	\$139M
XLK	Technology Select Sector SPDR Fund	\$39,357M	\$124M

Weekly Flows Laggards

		AUM	1 Week
XLE	Energy Select Sector SPDR Fund	\$38,932M	(\$1,092M)
XLI	Industrial Select Sector SPDR Fund	\$14,030M	(\$559M)
KBWB	Invesco KBW Bank ETF	\$1,742M	(\$386M)
XOP	SPDR S&P Oil & Gas Exploration & Production ETF	\$3,731M	(\$232M)
VNQ	Vanguard Real Estate ETF	\$32,196M	(\$197M)
VFH	Vanguard Financials ETF	\$8,110M	(\$194M)
XME	SPDR S&P Metals & Mining ETF	\$2,288M	(\$147M)
IBB	iShares Biotechnology ETF	\$7,698M	(\$100M)
XLB	Materials Select Sector SPDR Fund	\$5,572M	(\$97M)
IYG	iShares US Financial Services ETF	\$1,291M	(\$90M)

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Monthly Performance

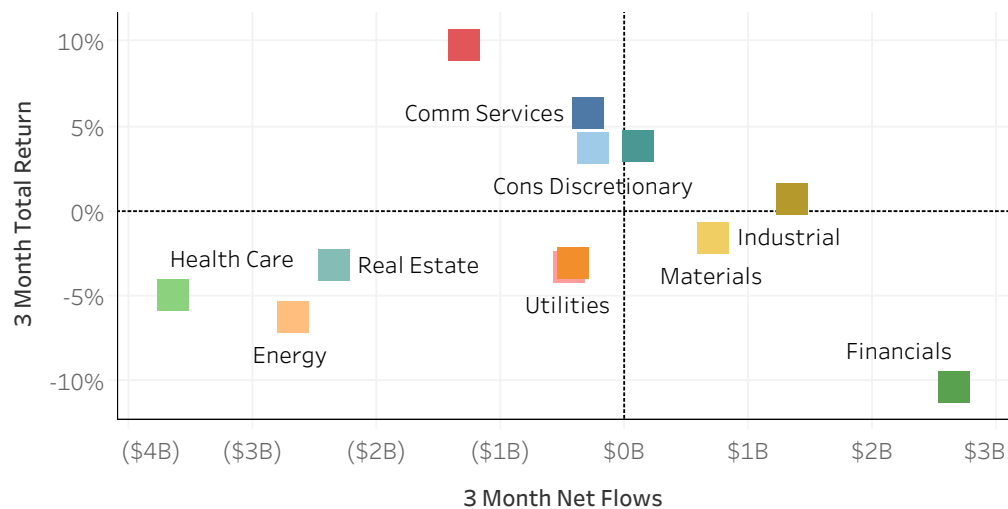
April 2022	May 2022	June 2022	July 2022	August 2022	September 2022	October 2022	November 2022	December 2022	January 2023	February 2023	MTD
1.60%	11.22%	-1.36%	13.16%	3.20%	-4.02%	19.01%	10.32%	-1.99%	13.43%	-0.03%	1.28%
-1.94%	4.60%	-3.13%	12.72%	-0.06%	-8.09%	13.06%	7.67%	-2.37%	12.92%	-0.15%	1.21%
-4.74%	3.00%	-5.64%	10.65%	-1.21%	-9.03%	11.59%	7.54%	-3.91%	12.07%	-1.71%	-1.76%
-4.75%	1.48%	-7.20%	10.38%	-1.72%	-9.39%	11.13%	6.14%	-4.06%	11.70%	-1.86%	-2.06%
-4.96%	0.77%	-7.93%	10.08%	-2.02%	-9.64%	10.15%	6.11%	-5.28%	10.70%	-2.22%	-3.02%
-7.79%	0.36%	-9.28%	8.71%	-2.64%	-9.86%	7.99%	6.04%	-5.47%	10.70%	-2.24%	-3.82%
-8.46%	-0.36%	-9.34%	8.01%	-2.92%	-10.38%	7.21%	6.03%	-6.26%	8.47%	-2.83%	-4.37%
-8.55%	-0.67%	-10.00%	7.84%	-2.98%	-11.19%	6.67%	5.26%	-6.30%	7.04%	-4.59%	-5.83%
-9.00%	-0.84%	-10.55%	5.92%	-3.48%	-11.21%	6.51%	5.22%	-6.71%	4.85%	-4.64%	-7.04%
-9.08%	-2.29%	-10.65%	5.77%	-3.52%	-11.21%	6.38%	4.78%	-6.97%	2.62%	-4.79%	-8.33%
-12.95%	-4.15%	-16.25%	5.36%	-5.42%	-12.35%	4.08%	4.09%	-7.69%	0.43%	-4.95%	-9.60%
-13.82%	-4.74%	-16.36%	3.63%	-6.09%	-12.52%	3.84%	3.67%	-8.12%	-0.01%	-5.08%	-17.04%

- Comm Services
- Cons Discretionary
- Cons Staples
- Energy
- Financials
- Health Care
- Industrial
- Materials
- Multi-Sector
- Real Estate
- Technology
- Utilities

Performance

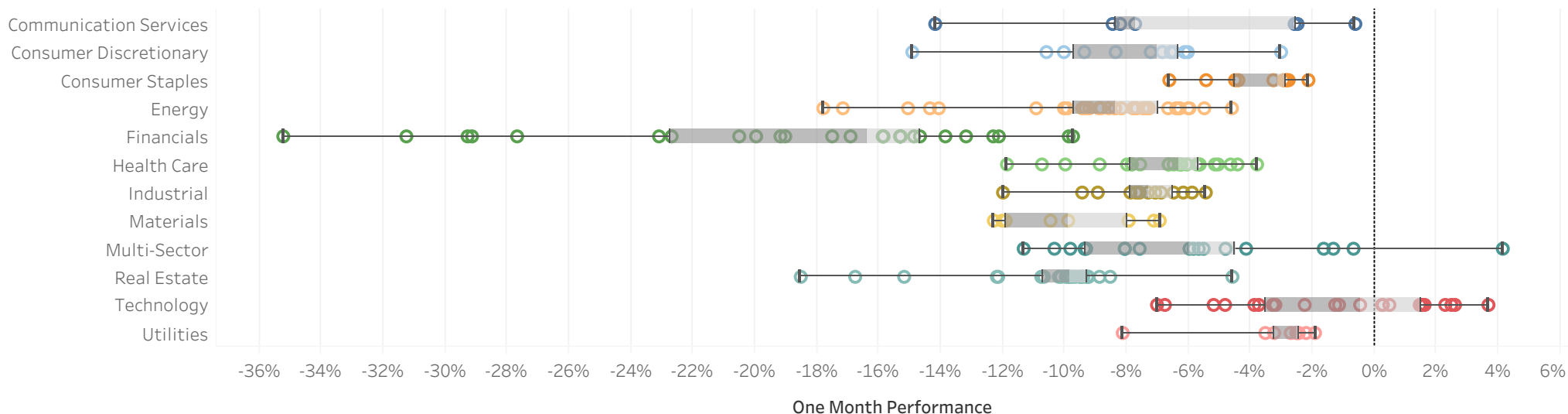
	1 Month	3 Month	YTD	1 Year
Communication Services	-6.32%	5.80%	5.37%	-21.36%
Consumer Discretionary	-7.96%	3.66%	5.37%	-15.57%
Consumer Staples	-3.77%	-3.06%	-3.03%	0.32%
Energy	-9.09%	-6.26%	-8.27%	3.84%
Financials	-18.84%	-10.33%	-11.74%	-21.72%
Health Care	-6.84%	-4.96%	-5.13%	-7.93%
Industrial	-7.60%	0.66%	0.59%	-6.92%
Materials	-9.61%	-1.60%	-0.97%	-10.98%
Multi-Sector	-6.03%	3.80%	5.10%	-11.13%
Real Estate	-10.52%	-3.14%	-2.34%	-21.87%
Technology	-1.08%	9.74%	12.08%	-9.72%
Utilities	-3.24%	-3.23%	-3.81%	-4.07%

3 Month Total Return vs Net Flows



*Sector performance calculated as averages. Landscape data is represented by Sub-asset class Equity > Sector composite ETFs > U.S. market according to the ETF Action Classification System. Excludes leverage & inverse funds. **Flows delayed one day.

One Month Performance Ranges - Box & Whisker Plot



One Month Performance Leaders

ETF Name	Ticker	1 Mo	YTD
MicroSectors FANG+ ETN	FNGS	4.15%	29.64%
iShares U.S. Technology ETF	IYW	3.68%	18.62%
Technology Select Sector SPDR Fund	XLK	2.60%	15.28%
Invesco PHLX Semiconductor ETF	SOXQ	2.49%	22.05%
iShares Semiconductor ETF	SOXX	2.29%	22.26%
iShares Expanded Tech Sector ETF	IGM	1.62%	15.08%
Vanguard Information Technology ETF	VGT	1.54%	14.61%
First Trust NASDAQ-100 Technology Sector Index Fund	QTEC	1.54%	18.11%
Fidelity MSCI Information Technology Index ETF	FTEC	1.46%	14.48%
iShares Expanded Tech-Software Sector ETF	IGV	0.48%	11.84%

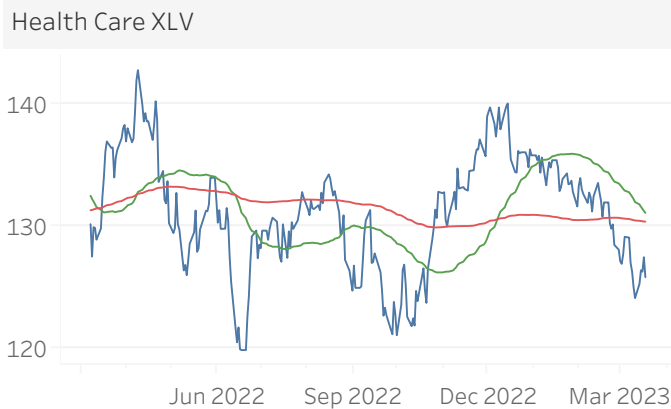
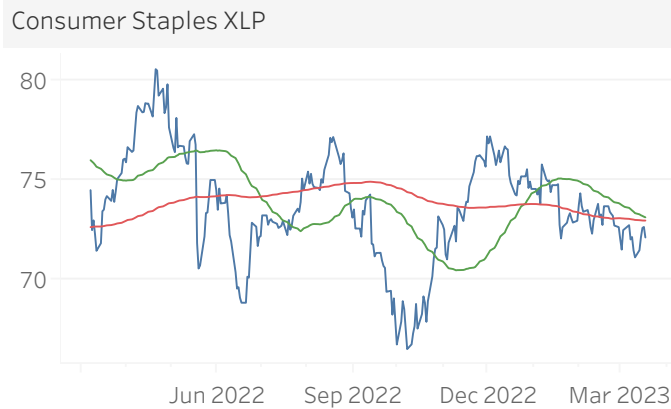
One Month Performance Laggards

ETF Name	Ticker	1 Mo	YTD
iShares U.S. Regional Banks ETF	IAT	-35.24%	-29.26%
SPDR S&P Regional Banking ETF	KRE	-31.27%	-26.05%
Invesco KBW Bank ETF	KBWB	-29.29%	-21.29%
First Trust Nasdaq Bank ETF	FTXO	-29.15%	-22.06%
SPDR S&P Bank ETF	KBE	-27.69%	-20.75%
Invesco KBW Regional Banking ETF	KBWR	-23.11%	-18.91%
First Trust Financials AlphaDEX Fund	FXO	-22.70%	-14.11%
Invesco S&P 500 Equal Weight Financials ETF	RYF	-20.52%	-14.15%
VanEck Mortgage REIT Income ETF	MORT	-19.97%	-10.37%
iShares Mortgage Real Estate ETF	REM	-19.18%	-10.14%

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U.S. Sector Price Charting

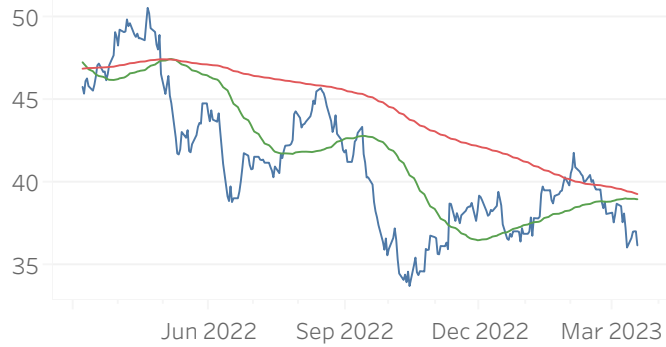
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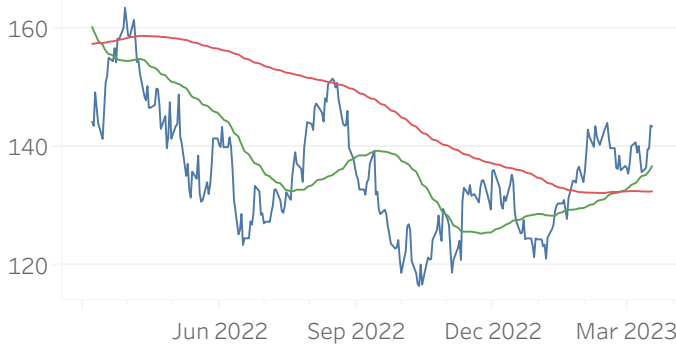
■ Closing Price ■ 50 Day Moving Average ■ 200 Day Moving Average

*Sector ETFs chosen for illustrative purposes only. Sector price charts represented by the Select Sector SPDR ETFs.

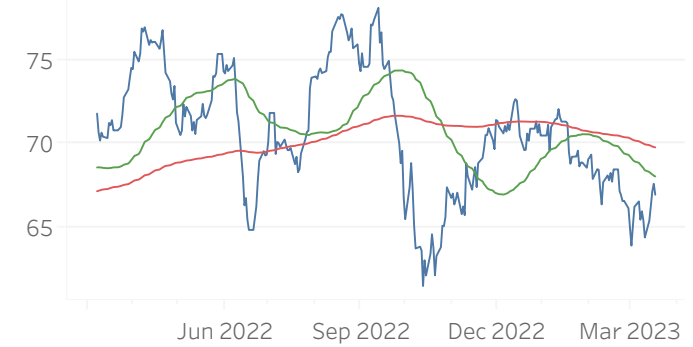
Real Estate XLRE



Technology XLK



Utilities XLU



■ Closing Price ■ 50 Day Moving Average ■ 200 Day Moving Average

**Sector ETFs chosen for illustrative purposes only.*

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