

# Before the Bell

An Ameriprise Investment Research Group Publication

October 2, 2024

## Starting the Day

- U.S. equity index futures see a modestly lower open.
- European markets are mostly lower at midday.
- Asian markets ended mixed.
- Markets in China were closed for a holiday.
- Israel /Iran conflict (see page 4).
- 10-year Treasury yield at 3.78%.
- West Texas Intermediate (WTI) oil is trading at \$71.93.
- Gold is trading at \$2,670.10

## Market Perspectives

**Patrick Diedrickson, CFA, Director – Consumer Goods and Services Analyst**

*In addition to comments related to overnight activity and pre-market conditions, each Wednesday, we feature commentary from members of the Ameriprise Global Asset Allocation Committee discussing investment considerations targeting their specific area of expertise. The comments are intended to provide additional insight into Committee allocation recommendations.*

**How to Put Lipstick On A Pig. The Lipstick Effect and Consumer Spending.** Overall consumer spending has been resilient, in our view, despite showing signs of weakness from macro pressures such as inflationary costs and higher interest rates. Consumers have been trading down to lower-priced products in certain categories and become more selective with their spending choices, particularly with bigger ticket purchases. Despite becoming increasingly selective, household spending has been durable. Households are changing their spending behavior and shifting their expenditure patterns in the face of higher costs. We believe these changes in consumer behavior may be creating an opportunity for some businesses and are a threat to others.

### Consumer Spending Patterns:



NOTE: FOR IMPORTANT DISCLOSURES, INCLUDING POSSIBLE CONFLICTS, PLEASE SEE THE DISCLOSURE PAGES AT THE END OF THIS DOCUMENT.

According to a survey by McKinsey, 74% of consumers traded down in some form during the third quarter of 2024, and 20% plan to trade down during the fourth quarter. Younger consumers are particularly price-sensitive, according to McKinsey. The third quarter survey indicates 86% of Gen Zers and millennials have changed their spending behavior due to inflationary cost pressure by changing the quantity or type of purchases made for better value and lower prices. Gen Xers reported in the survey that they are trading down at a lower rate than Gen Zers and millennials. It's not surprising to see that lower-income respondents reported trading down more frequently than higher-income consumers.

### Lipstick Effect

We believe one explanation of resilient consumer spending in recent quarters could be a theory called the Lipstick Effect. The Lipstick Effect was popularized following the 2001 economic downturn by Leonard Lauder, the chairman of **Estee Lauder (NYSE; EL; \$97.24)**, who noticed that lipstick sales often increased during challenging macro-economic conditions. The theory suggests that consumers still want to indulge themselves despite being strapped for cash. Sales of small luxury items can still experience solid sales growth during economic recessions.

The Lipstick Effect may be a reason why casual restaurants and movie theaters often outperform during economic recessions. Cash-strapped consumers may not be able to afford a trip to Europe, but they can settle for a fairly inexpensive dinner and a movie.

Despite increased economic uncertainty caused by inflationary pressures and higher interest rates, consumers can still purchase non-essential items to preserve a sense of indulgence. As such, we believe categories that are positioned to benefit from a potential Lipstick Effect period include health & wellness, beauty products, entertainment and casual restaurants. Warehouse retailers and off-price retailers may also be positioned to outperform from higher income consumers trading down for non-essential discretionary spending, in our view. We believe dollar stores and businesses that target lower income households as well businesses that target younger consumers may lag in the current environment because their core consumers are planning to be more frugal than Gen Xers and higher income households.

### Consumer Outlook

In our view, consumer spending could continue to hold up relatively well unless there is a significant deterioration in the labor market. We believe middle-income and higher-income households can absorb inflationary and interest rate pressure. That said, lower-income households may experience a consumer spending headwind over the next few quarters, resulting from macro challenges. We are taking a more defensive stance on consumer businesses that target lower-income households.

The Global Asset Allocation Committee is the underweight Consumer Discretionary sector and overweight the Consumer Staples Sector.

## U.S. Pre-Market Indicators / Overnight International Market Activity

### United States:

Here is a quick news rundown to start your morning:

- **Futures lower this morning.** U.S. stock futures are lower this morning after news that Iran fired ballistic missiles on Israel (see page 4 of this document for more). The Nasdaq Composite lost 1.5% yesterday and the S&P 500 fell 0.9%.
- **ADP report on deck.** In economic news investors will be waiting for a ADP's Employment Survey to gain insight on the labor market before Friday's nonfarm payroll report.

### Europe:

European markets were mixed at midday as investors assessed the Middle East conflict. France's CAC 40 index is up 0.1%, and Germany's DAX 30 is 0.3% lower, while in London the FTSE 100 was up 0.2%.

### Asia-Pacific:

Shares in the Asia-Pacific were mixed on Wednesday. The Hang Seng Index in Hong Kong finished up 6.2%, hitting a 22-month high for a sixth straight day of gains due to optimistic sentiment regarding Beijing's recent stimulus policies. The Nikkei 225 closed 2.2% lower. In Australia, the S&P/ASX 200 declined 0.1%. South Korea's KOSPI index was fell 1.2%. Markets in mainland China were closed Wednesday due to the Golden Week holiday.

**WORLD CAPITAL MARKETS**

10/2/2024

As of: 8:30 AM ET

Americas	% chg.	% YTD	Value	Europe (Intra-day)	% chg.	%YTD	Value	Asia/Pacific (Last Night)	% chg.	%YTD	Value
<b>S&amp;P 500</b>	-0.9%	20.9%	5,708.8	<b>DJSTOXX 50 (Europe)</b>	-0.3%	12.5%	4,940.1	<b>Nikkei 225 (Japan)</b>	-2.2%	14.7%	37,808.8
<b>Dow Jones</b>	-0.4%	13.5%	42,157.0	<b>FTSE 100 (U.K.)</b>	0.1%	10.4%	8,281.7	<b>Hang Seng (Hong Kong)</b>	6.2%	37.2%	22,443.7
<b>NASDAQ Composite</b>	-1.5%	20.0%	17,910.4	<b>DAX Index (Germany)</b>	-0.7%	13.9%	19,083.6	<b>Korea Kospi 100</b>	-1.2%	-2.5%	2,561.7
<b>Russell 2000</b>	-1.5%	9.5%	2,197.0	<b>CAC 40 (France)</b>	-0.2%	3.1%	7,558.3	<b>Singapore STI</b>	0.1%	16.1%	3,584.7
<b>Brazil Bovespa</b>	0.5%	-1.3%	132,495	<b>FTSE MIB (Italy)</b>	-0.5%	10.7%	33,592.8	<b>Shanghai Comp. (China)</b>	8.1%	12.2%	3,336.5
<b>S&amp;P/TSX Comp. (Canada)</b>	0.1%	17.4%	24,034.0	<b>IBEX 35 (Spain)</b>	-0.6%	18.8%	11,604.4	<b>Bombay Sensex (India)</b>	0.0%	17.9%	84,266.3
<b>Russell 3000</b>	-0.9%	19.5%	3,250.5	<b>MOEX Index (Russia)</b>	#VALUE!	#VALUE!	#N/A N/A	<b>S&amp;P/ASX 200 (Australia)</b>	-0.1%	12.5%	8,198.2
<b>Global</b>	% chg.	% YTD	Value	<b>Developed International</b>	% chg.	%YTD	Value	<b>Emerging International</b>	% chg.	%YTD	Value
<b>MSCI All-Country World Idx</b>	-0.7%	18.3%	845.9	<b>MSCI EAFE</b>	-0.6%	12.9%	2,454.8	<b>MSCI Emerging Mkts</b>	0.1%	17.3%	1,172.6

Note: International market returns shown on a local currency basis. The equity Index data shown above is on a **total return** basis, inclusive of dividends.

S&P 500 Sectors	% chg.	% YTD	Value	Equity Income Indices	% chg.	% YTD	Value	Commodities	% chg.	% YTD	Value
<b>Communication Services</b>	0.4%	29.3%	315.9	<b>JPM Alerian MLP Index</b>	0.7%	13.1%	287.7	<b>Futures &amp; Spot (Intra-day)</b>	% chg.	% YTD	Value
<b>Consumer Discretionary</b>	-0.5%	13.3%	1,597.3	<b>FTSE NAREIT Comp. TR</b>	-0.7%	13.5%	27,141.8	<b>CRB Raw Industrials</b>	0.1%	3.0%	559.9
<b>Consumer Staples</b>	-0.3%	18.4%	885.4	<b>DJ US Select Dividend</b>	-0.4%	18.3%	3,553.0	<b>NYMEX WTI Crude (p/bbl.)</b>	3.1%	0.5%	72.0
<b>Energy</b>	2.2%	10.8%	691.6	<b>DJ Global Select Dividend</b>	0.0%	14.0%	240.6	<b>ICE Brent Crude (p/bbl.)</b>	2.7%	-1.9%	75.6
<b>Financials</b>	-0.5%	21.2%	750.0	<b>S&amp;P Div. Aristocrats</b>	-0.2%	14.0%	4,870.4	<b>NYMEX Nat Gas (mmBtu)</b>	2.4%	17.9%	3.0
<b>Health Care</b>	-0.5%	13.8%	1,787.4	<b>Bond Indices</b>	% chg.	% YTD	Value	<b>Spot Gold (troy oz.)</b>	-0.5%	28.4%	2,649.4
<b>Industrials</b>	0.0%	20.2%	1,146.9	<b>Barclays US Agg. Bond</b>	0.3%	4.8%	2,264.9	<b>Spot Silver (troy oz.)</b>	0.0%	32.1%	31.4
<b>Materials</b>	-0.3%	13.8%	605.8	<b>Barclays HY Bond</b>	0.0%	8.0%	2,678.6	<b>LME Copper (per ton)</b>	1.5%	16.3%	9,840.2
<b>Real Estate</b>	-0.7%	13.6%	278.6	<b>Foreign Exchange (Intra-day)</b>	% chg.	% YTD	Value	<b>LME Aluminum (per ton)</b>	1.2%	12.5%	2,639.7
<b>Technology</b>	-2.7%	26.8%	4,286.7	<b>Euro (€/€)</b>	0.0%	0.3%	1.11	<b>CBOT Corn (cents p/bushel)</b>	0.9%	-14.0%	433.0
<b>Utilities</b>	0.8%	31.7%	413.6	<b>British Pound (£/£)</b>	0.1%	4.4%	1.33	<b>CBOT Wheat (cents p/bushel)</b>	1.5%	-9.2%	607.8
				<b>Japanese Yen (\$/¥)</b>	-0.8%	-2.6%	144.76	<b>Canadian Dollar (\$/C\$)</b>	0.0%	-1.8%	1.35
				<b>Australian Dollar (A\$/A\$)</b>	0.2%	1.3%	0.69	<b>Swiss Franc (S\$/CHF)</b>	-0.2%	-0.8%	0.85

Data/Price Source: Bloomberg. Equity Index data is total return, inclusive of dividends, where applicable.

**Ameriprise Global Asset Allocation Committee (GAAC)**

**U.S. Equity Sector - Tactical Views**

S&P 500 Index Weight	GAAC Tactical View	GAAC Tactical Overlay	GAAC Recommended Weight	S&P 500 Index Weight	GAAC Tactical View	GAAC Tactical Overlay	GAAC Recommended Weight
<b>Consumer Staples</b> 5.8%	Overweight	2.0%	7.8%	<b>Industrials</b> 8.1%	Equalweight	-	8.1%
<b>Information Technology</b> 32.5%	Equalweight	-	32.5%	<b>Energy</b> 3.6%	Equalweight	-	3.6%
<b>Financials</b> 12.3%	Equalweight	-	12.3%	<b>Utilities</b> 2.3%	Equalweight	-	2.3%
<b>Health Care</b> 11.7%	Equalweight	-	11.7%	<b>Materials</b> 2.2%	Equalweight	-	2.2%
<b>Communication Services</b> 9.4%	Equalweight	-	9.4%	<b>Real Estate</b> 2.1%	Equalweight	-	2.1%
				<b>Consumer Discretionary</b> 10.0%	Underweight	-2.0%	8.4%

As of: June 30, 2024

Index weightings represent the respective market capitalization of each sector in the S&P 500 as of 6/30/2024. The GAAC Tactical Overlay, as well as Recommended Tactical Weights, is derived from the Ameriprise Global Asset Allocation Committee (GAAC). Views are expressed relative to the Index and are provided to represent investment conviction in each region. Tactical Allocations are designed to augment Index returns over a 6-12 month time horizon. Numbers may not add due to rounding.

**Global Equity Regions - Tactical Views**

MSCI All-Country World Index Weight	GAAC Tactical View	GAAC Tactical Overlay	GAAC Recommended Weight	MSCI All-Country World Index Weight	GAAC Tactical View	GAAC Tactical Overlay	GAAC Recommended Weight
<b>United States</b> 63.6%	Overweight	2.1%	65.7%	<b>Latin America</b> 0.8%	Equalweight	-	0.8%
<b>Europe ex U.K.</b> 12.8%	Overweight	2.0%	14.8%	<b>Asia-Pacific ex Japan</b> 10.6%	Underweight	-3.0%	7.6%
<b>Japan</b> 5.1%	Overweight	1.0%	6.1%	<b>Canada</b> 2.7%	Underweight	-1.0%	1.7%
<b>United Kingdom</b> 3.3%	Equalweight	-	3.3%	<b>Middle East / Africa</b> 1.1%	Underweight	-1.1%	0.0%

as of: June 30, 2024

Index weightings are based on the regional market capitalizations of the MSCI All-Country World Index as of 06/30/2024. The GAAC Tactical Overlay, as well as the Recommended Tactical Weights, are derived from the Ameriprise Global Asset Allocation Committee (GAAC). Views are expressed relative to the Index and are provided to represent investment conviction in each region. Tactical Allocations are designed to augment Index returns over a 6-12 month time horizon. Numbers may not add due to rounding.

## Geopolitical Perspectives

William Foley, ASIP Director Energy and Utilities Sector

**An Escalation in Middle East Tensions Could Produce a Spike in Oil Prices:** On Tuesday, Iran launched a significant missile attack against Israel, firing over 180 ballistic missiles, including hypersonic Fattah missiles, in retaliation for Israel's recent actions against Tehran's Hezbollah allies in Lebanon. The Iranian Revolutionary Guard Corps (IRGC) claimed that 90% of the missiles successfully hit their targets in Israel. Notably, Iran provided advance notice of the attack, and as a result, there were minimal casualties, with no injuries reported in Israel and one death in the occupied West Bank. Both Israel and the United States intercepted most of the missiles, with Israeli air defenses activated and U.S. Navy warships firing about a dozen interceptors. The IRGC stated that the assault was in response to the killings of militant leaders and aggression in Lebanon and Gaza, warning that if Israel retaliates, Tehran's response would be "more crushing and ruinous." Israel vowed to respond "wherever, whenever and however" they choose, with the U.S. expressing full support and promising severe consequences for Iran's actions.

The escalation in Lebanon has been particularly severe in recent weeks, with nearly 1,900 people killed and more than 9,000 wounded in nearly a year of cross-border fighting, most of which occurred in the past two weeks, according to Lebanese government statistics. Israel's recent strikes in Beirut killed the commander of the Imam Hussein division, a Hezbollah-linked group based in Syria. Furthermore, Israeli troops have launched ground raids into Lebanon for the first time in 18 years, though they described the forays as limited. The prospect of a ground campaign pitting Israeli soldiers against Hezbollah, Iran's best-armed proxy force in the Middle East, raises concerns about a major regional escalation.

This attack is reminiscent of the events in April when both Iran and Israel launched missiles at each other with minimal casualties, seemingly designed to save face without escalating the conflict. However, given the recent escalation in Lebanon, the margin for error appears smaller this time. From an oil market perspective, the most significant concern is a wider Middle East war that could disrupt or shut down oil shipments through the Straits of Hormuz (SOH). Approximately ~21 million barrels per day (mmbd), or ~20% of the global oil supply flows through the SOH, making it the most important shipping channel in the world. While alternative measures exist, such as ~3.5 mmbd of pipeline capacity controlled by Saudi Arabia and the United Arab Emirates (UAE) plus the ability of import-dependent countries to temporarily tap into strategic reserves, we believe these measures fall well short of compensating for a full shutdown of the SOH. Therefore, in the event of a complete shutdown, a spike in oil prices appears likely, with potentially significant negative consequences for the global economy, in our view. The probability of a full-scale war between Israel and Iran is very difficult to estimate. However, if it happens, we believe the likelihood of a complete shutdown of the SOH rises significantly. WTI crude oil finished yesterday up 1.3% to \$70.74/bbl. Our base case outlook is for WTI to trade in the \$70/bbl to \$80/bbl over the next 6-12 months. However, in the event of a complete shutdown of the SOH, we believe a spike in oil prices to \$100/bbl or higher is possible.

## Economic News and Views:

Russell T. Price, CFA – Chief Economist

Releases for Wednesday October 2, 2024

All times Eastern. Consensus estimates via Bloomberg

Time	Period	Release	Consensus Est.	Actual	Prior	Revised to
8:15 AM	SEP	ADP Employment Estimate	+125k	<b>+143k</b>	+99k	+103k

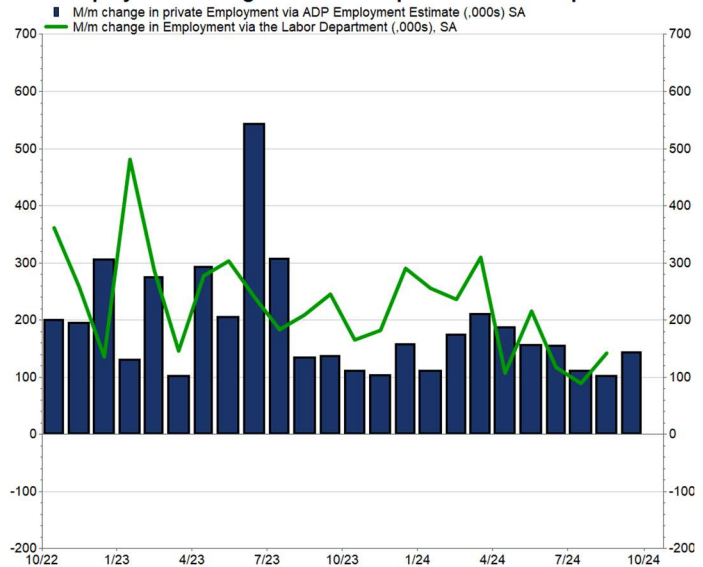
### Commentary:

- **ADP:** Payroll processor ADP this morning said net new job creation picked up a bit in September. The 143,000 jobs created in the private sector were the best since June, according to the report. Last month, the report showed a sub-100,000 number for August, its weakest gain since early 2021.
- For a second straight month, however, net employment in the small business sector (businesses with 49 or fewer employees) declined, showing a loss of 9,000 jobs. Medium sized businesses (50 to 499 employees) showed a solid gain of 64,000 jobs added while Large companies (500+ employees) added 86,000.
- *Continued on next page...*

Friday's Employment Report from the Labor Department is expected to show 150,000 net new jobs to have been created in the month of September versus the 142,000 reported for July. The Unemployment Rate is expected to have remained steady at 4.2%.

- The chart at right is sourced from FactSet and HAS been updated to reflect today's release.

**ADP Employment Change vs. Labor Department Jobs Report**



### Ameriprise Economic Projections

Forecast:	Full-year				Quarterly						
	Actual 2022	Actual 2023	Est. 2024	Est. 2025	Actual Q3-2023	Actual Q4-2023	Actual Q1-2024	Actual Q2-2024	Est. Q3-2024	Est. Q4-2024	Est. Q1-2025
<b>Real GDP (annualized)</b>	1.9%	2.5%	2.6%	1.7%	4.9%	3.4%	1.4%	3.0%	2.4%	1.5%	1.8%
<b>Unemployment Rate</b>	3.6%	3.7%	4.4%	4.2%	3.8%	3.7%	3.8%	4.1%	4.3%	4.4%	4.4%
<b>CPI (YoY)</b>	8.0%	3.4%	2.4%	2.0%	3.7%	3.4%	3.5%	3.0%	2.5%	2.4%	2.1%
<b>Core PCE (YoY)</b>	5.2%	2.9%	2.4%	2.0%	3.6%	2.9%	2.8%	2.6%	2.5%	2.3%	2.2%

Sources: Historical data via FactSet. Estimates (Est.) via American Enterprise Investment Services Inc.

YoY = Year-over-year, Unemployment numbers are period ending. GDP: Gross Domestic Product; CPI: Consumer Price Index

PCE: Personal Consumption Expenditures Price Index. Core excludes food and energy.

All estimates other than GDP are period ending.

Last Updated: August 30, 2024

## Ameriprise Global Asset Allocation Committee Targets and Views

### Targets

2024 Year-end Targets:	Favorable Scenario	Base-Case Scenario	Adverse Scenario
<b>S&amp;P 500 Index:</b>	5,900	5,750	5,000
<b>10-Year U.S. Treasury Yield:</b>	4.00%	3.75%	3.00%
<b>Fed Funds Target Range:</b>	4.50% to 4.75%	4.75% to 5.00%	4.25% to 4.50%

Estimates (Est.) via American Enterprise Investment Services Inc.

Please see latest *Quarterly Capital Market Digest* for more information.

Last Updated: July 8, 2024

# Ameriprise Global Asset Allocation Committee Tactical Asset Class Views

As of 6/30/24

	Overweight	Equalweight	Underweight
Equity	<ul style="list-style-type: none"> <li>U.S. Large Cap Growth</li> <li>Developed Foreign Equity</li> </ul>	<ul style="list-style-type: none"> <li>U.S. Large Cap Value</li> <li>U.S. Mid Cap Value</li> <li>U.S. Mid Cap Growth</li> <li>U.S. Small Cap Value</li> <li>U.S. Small Cap Growth</li> </ul>	<ul style="list-style-type: none"> <li>Emerging Foreign Equity</li> </ul>
S&P 500 Sectors	<ul style="list-style-type: none"> <li>Consumer Staples</li> </ul>	<ul style="list-style-type: none"> <li>Communication Services</li> <li>Energy</li> <li>Financials</li> <li>Health Care</li> <li>Industrials</li> <li>Information Technology</li> <li>Materials</li> <li>Real Estate</li> <li>Utilities</li> </ul>	<ul style="list-style-type: none"> <li>Consumer Discretionary</li> </ul>
Global Equity Regions	<ul style="list-style-type: none"> <li>Europe ex U.K.</li> <li>Japan</li> <li>United States</li> </ul>	<ul style="list-style-type: none"> <li>Latin America</li> <li>United Kingdom</li> </ul>	<ul style="list-style-type: none"> <li>Asia-Pacific ex Japan</li> <li>Canada</li> <li>Middle East / Africa</li> </ul>
Fixed Income	<ul style="list-style-type: none"> <li>U.S. Government</li> <li>U.S. Inv. Grd Corporate</li> </ul>	<ul style="list-style-type: none"> <li>Developed Foreign Bond</li> </ul>	<ul style="list-style-type: none"> <li>Emerging Foreign Bond</li> <li>High Yield Bond</li> </ul>
Alternatives		<ul style="list-style-type: none"> <li>Real Assets</li> </ul>	<ul style="list-style-type: none"> <li>Alternative Strategies</li> </ul>
Cash		<ul style="list-style-type: none"> <li>Cash</li> </ul>	

Note: Our Tactical Allocations are designed to augment a Strategic portfolio over a 6-12-month time horizon. **Asset Allocation and diversification do not ensure or guarantee better performance and do not eliminate the risk of investment losses. Investors should note that rising interest rates could have a detrimental effect on bond prices. Please consult with your financial advisor.** Cash generally refers to assets, securities and/or products low in risk and highly liquid. For asset allocation purposes, instruments can include Treasury bills, certificates of deposit, money market funds and high quality bonds whose maturities are less than 3 months. Outside of asset allocation purposes, cash investments can also include illiquid cash held in a mutual fund or pledged as collateral for derivatives. You can only access this cash by redeeming the fund using it, subject to fees or time constraints associated with redemptions.

As of June 30, 2024		Rolling Returns			
Major Market Indices	Q2'24	1-year	3-years	5-years	
Russell 3000 <sup>®</sup> Index (U.S. Equity)	3.22%	23.13%	8.05%	14.14%	
MSCI ACWI Ex USA Index – net (Foreign Equity)	0.96%	11.62%	0.46%	5.55%	
Bloomberg U.S. Universal Bond Index (Fixed Income)	0.19%	3.47%	-2.68%	0.11%	
Wilshire Liquid Alternative Index (Alternatives)	0.49%	7.30%	1.37%	2.75%	
FTSE Three-Month Treasury Bill Index (Cash)	1.37%	5.64%	3.17%	2.22%	

**Past performance is not a guarantee of future performance.** Performance calculations use FactSet data and are as of Date.

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# The Ameriprise Investment Research Group

With Ameriprise Financial, you can benefit from our dedicated team of experienced investment research and due diligence professionals. Our objective market insight, strategies and guidance are designed to provide you with insight into investment strategies and solutions to help you feel more confident about your financial future. It's the higher level of sophistication and service you've come to expect from Ameriprise.

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