# **BMO Market Outlook**

9/30/2025

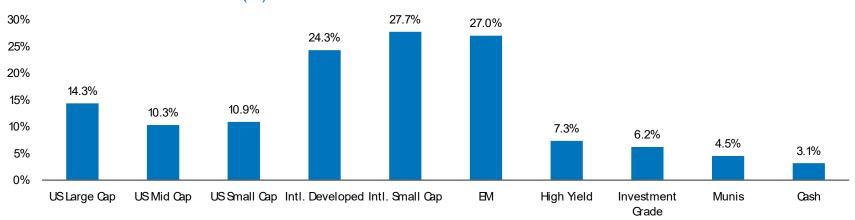
**Kathryn Lyons, CFA** 

Regional Director of Investments

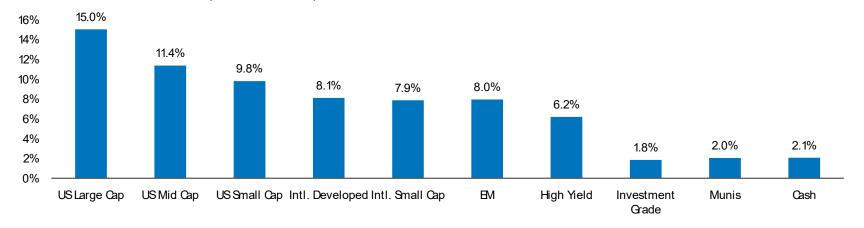


# Who would have thought this on April 8?

#### Year-To-Date Asset Class Returns (%)



#### 10-Year Asset Class Returns (%, Annualized)

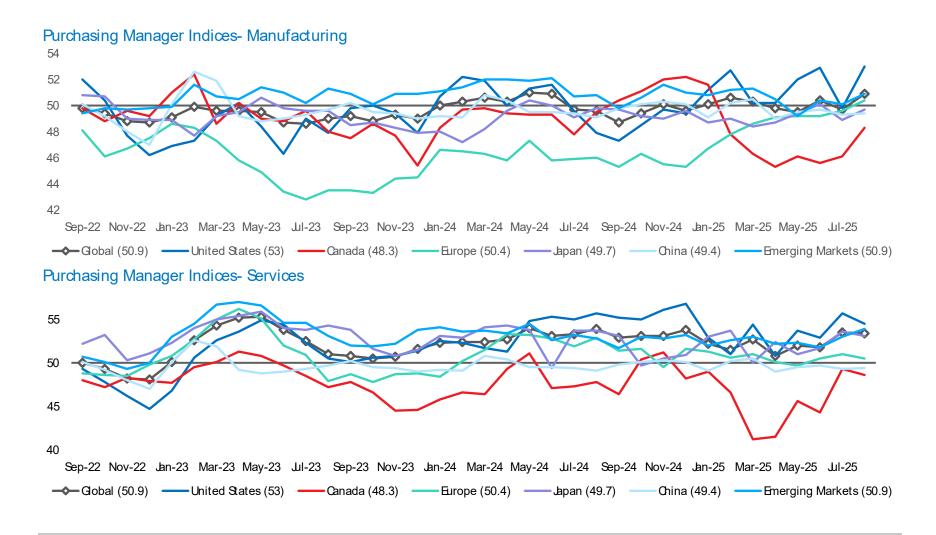




### **Macro Matters**

- > Growth
- > Inflation
- ➤ Policy (Not Just Monetary Policy)

#### **Growth: Business Environment**





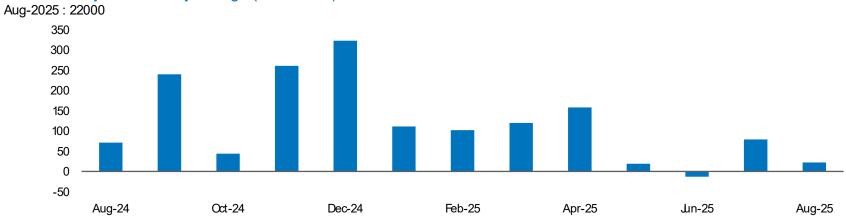
### **Growth: Consumer Environment**

#### Retail Sales (Year-Over-Year %) Jul Retail Sales: 3.9%; Jul Personal Spending: 4.7% 12 10 8 6 Aug-22 Feb-23 Aug-23 Aug-24 Feb-24 Feb-25 --- Retail Sales --- Personal Spending 90+ Days Delinquencies (%) Jun Credit Card: 12.3%; Jun Auto Loans: 5%; Jun Mortgages: 0.8% 14 12 6 Sep-22 Mar-23 Sep-23 Mar-24 Sep-24 Mar-25 - Credit Card - - · Credit Card Average · Auto Loans - - · Auto Loans Average - - · Mortgages Average

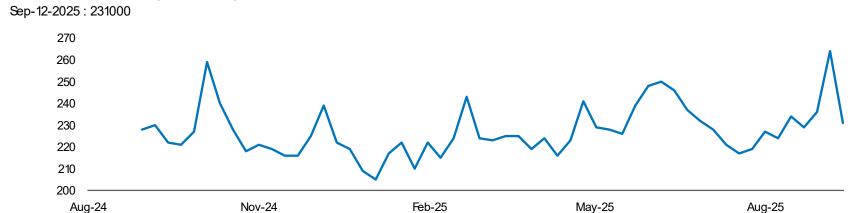


### **Growth: Labor Market**

#### Non-Farm Payrolls Monthly Change (Thousands)

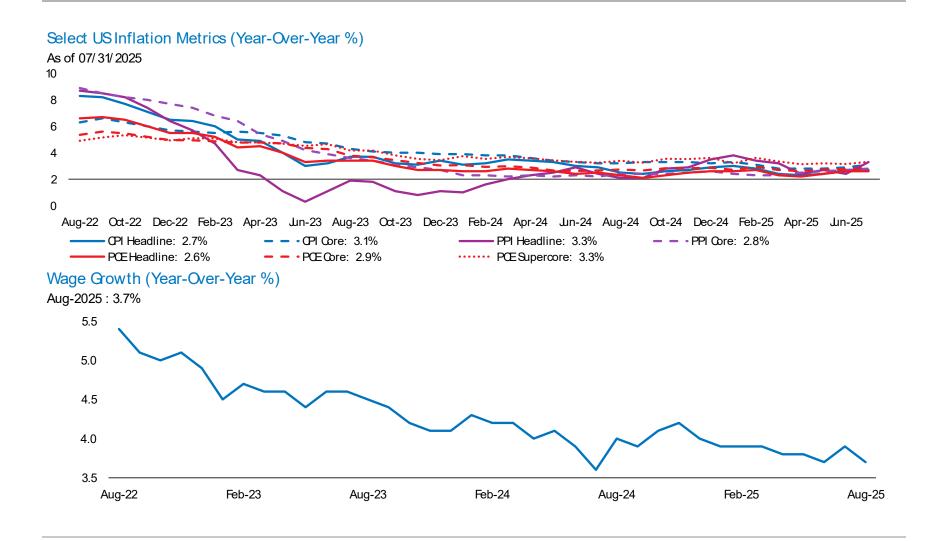


#### Initial Jobless Gaims (Thousands)



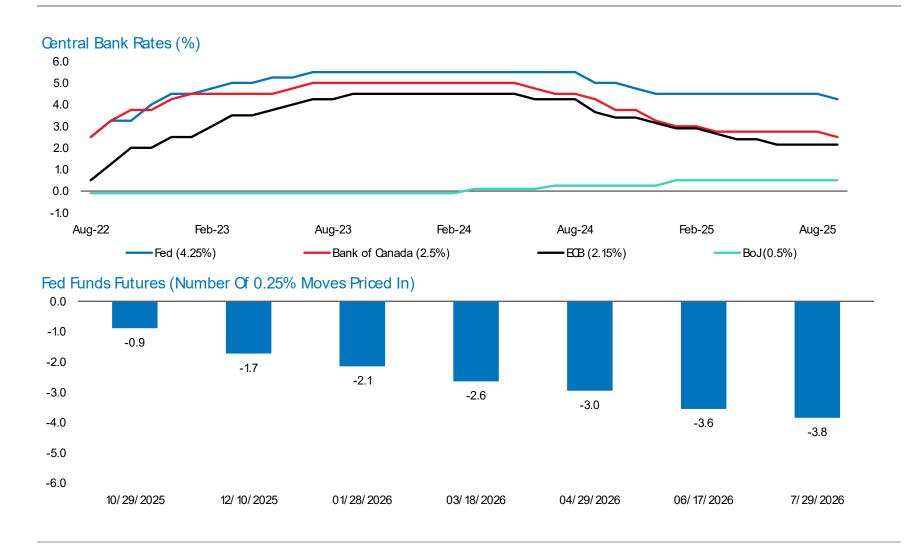


## Inflation: The last 1% is always the hardest...



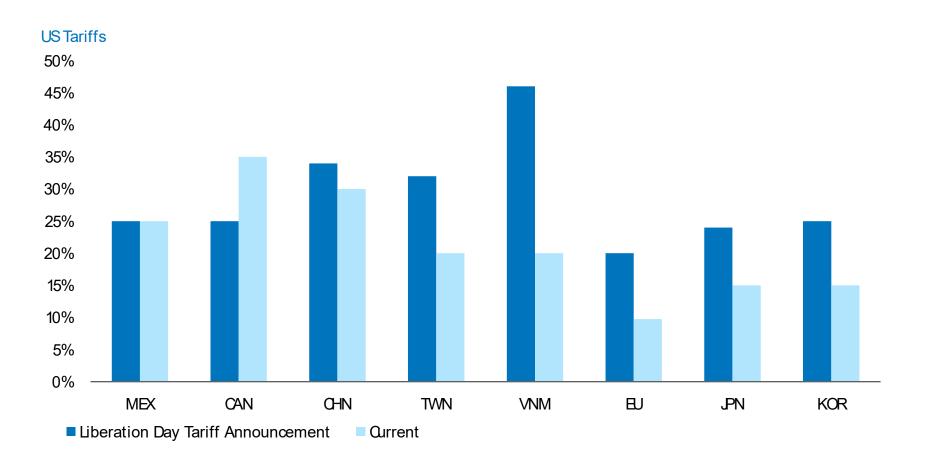


# Monetary Policy: Help is on the way





# Trade Policy: On-Going Negotiations



MEX = Mexico\*, CAN = Canada\*, CHN = China, TWN = Taiwan, VNM = Vietnam, EU = Eurozone, JPN = Japan, KOR = South Korea

\*USMCA-compliant goods are duty-free



## **Market Matters**

- ➤ Interest Rates
- > Credit Markets
- > Equity Markets

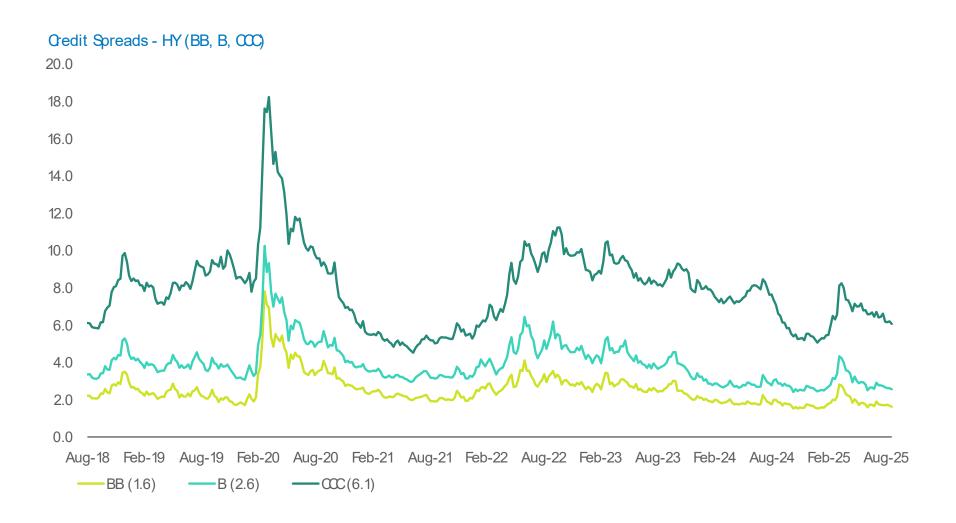


# Interest Rates: U.S. looking pretty attractive

	<0%		0-2%		2-4%		>4%	
	3M	1Y	2Y	5Y	7Y	10Y	20Y	30Y
United Kingdom	4.07	3.88	3.94	4.10	4.27	4.72	5.46	5.60
New Zealand			2.96	3.58	3.99	4.35	5.17	5.20
Australia		3.38	3.34	3.64	3.89	4.27	4.90	5.01
United States	4.14	3.83	3.62	3.70	3.93	4.23	4.87	4.93
Italy	1.94	2.01	2.21	2.76	3.15	3.59	4.21	4.59
Canada	2.65	2.62	2.64	2.88	3.13	3.37	3.73	3.82
Greece	1.96	1.96	2.06	2.64	3.02	3.41	3.92	4.36
France	1.99	2.02	2.19	2.82	3.05	3.51	4.09	4.42
Spain	1.96	1.99	2.04	2.51	2.76	3.33	3.92	4.21
Belgium	1.98	2.00	2.05	2.61	2.89	3.30	3.98	4.28
Portugal	1.95	1.99	1.96	2.45	2.78	3.18	3.84	4.06
Austria	1.97	1.93	1.98	2.41	2.70	3.04	3.57	3.82
Ireland			1.95	2.38	2.60	2.96	3.52	3.75
Netherlands	1.93	1.93	1.97	2.36	2.61	2.90	3.39	3.51
Germany	1.81	1.89	1.94	2.26	2.43	2.72	3.22	3.34
Japan	0.46	0.71	0.87	1.14	1.36	1.60	2.60	3.18
Switzerland	-0.10	-0.18	-0.14	0.05	0.15	0.27	0.53	0.48



# Credit Markets: Supporting financial markets





### Municipal August 2025 Performance Overview – Supply and Demand Technicals

# **Exhibit 2:** Historical Municipal Supply



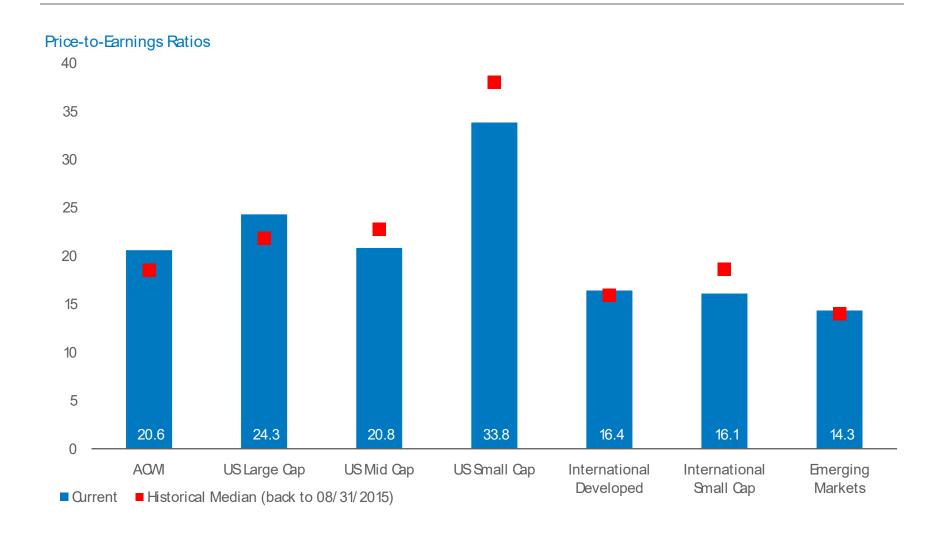
Source: Bloomberg L.P. (2025)

# **Equity Earnings: Double-digit growth**





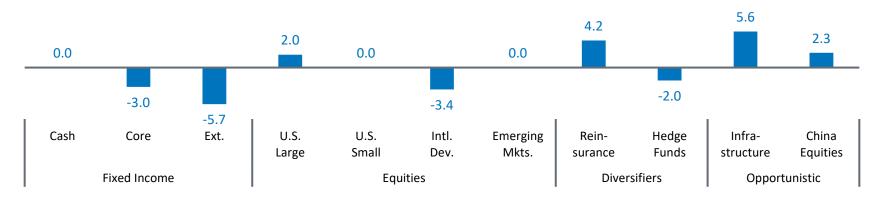
# Equity Valuations: You get what you pay for





# **BMO Wealth Management Outlook**

#### **TACTICAL POSITIONING**



Tactical allocations as of 9/15/2025. Ext. = Extended; LC – Large Cap; SC = Small Cap. Based on Balanced Portfolio.

#### **MACRO SCENARIOS**

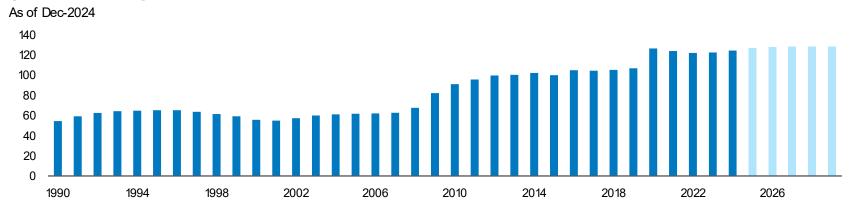
DOWNSIDE RISK CASE: POLICY DISRUPTIONS	Base Case: Moderating Expansion	Upside Risk Case:  Catalyst Convergence
25% Probability	55% Probability	20% Probability
<ul> <li>Unpredictable policy disruptions impact growth and inflation</li> <li>Immigration policy risks cutting the labor supply in key industries</li> </ul>	<ul> <li>Growth moderates as the softening labor market pressures consumer spending</li> <li>Fed begins a rate cut cycle on 9/17, focusing more on its full employment mandate (over stable prices)</li> </ul>	<ul> <li>Market catalysts converge to produce a strong and sustained US equity rally</li> <li>Catalysts include Fed rate cuts, midterm election growth boost, tax- bill provisions, deregulation and AI</li> </ul>

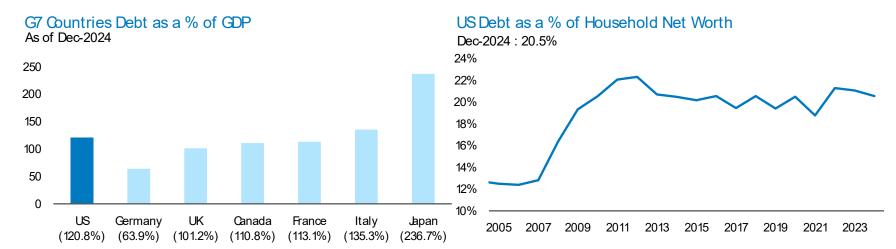
# **Frequently Asked Questions**

- > Government Debt
- > The Dollar
- ➤ The "Magnificent Seven"

### **Government Debt**

#### US Debt as a % of GDP

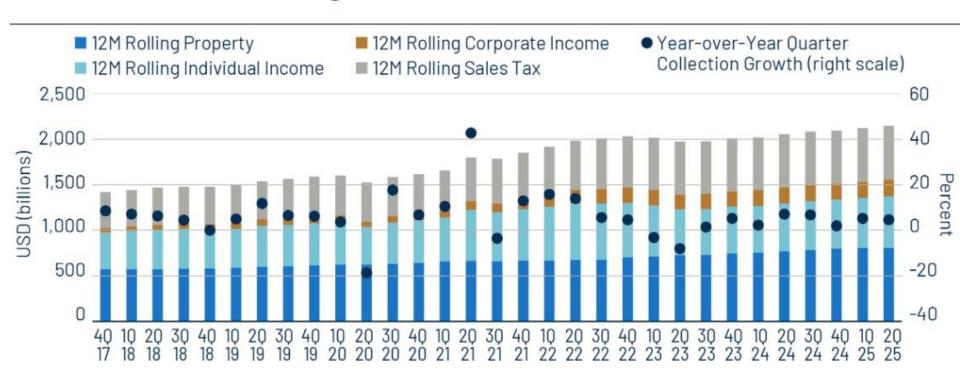






### State and Local Tax Collections Remain Strong

### Exhibit 2: 12-Month Trailing State and Local Revenue Collections

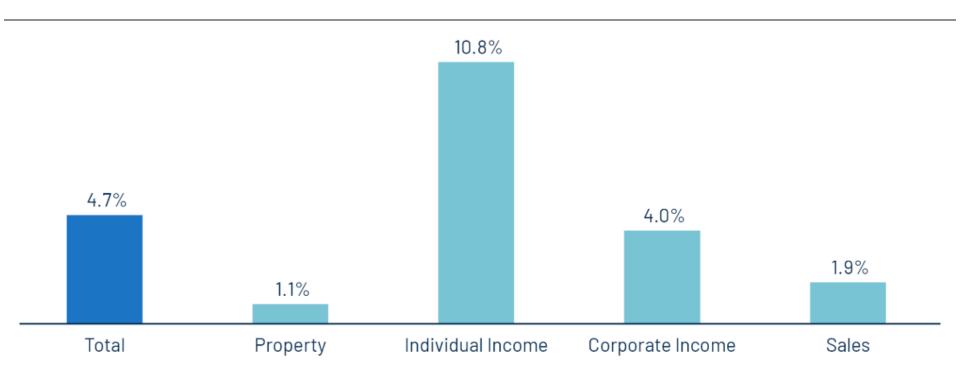




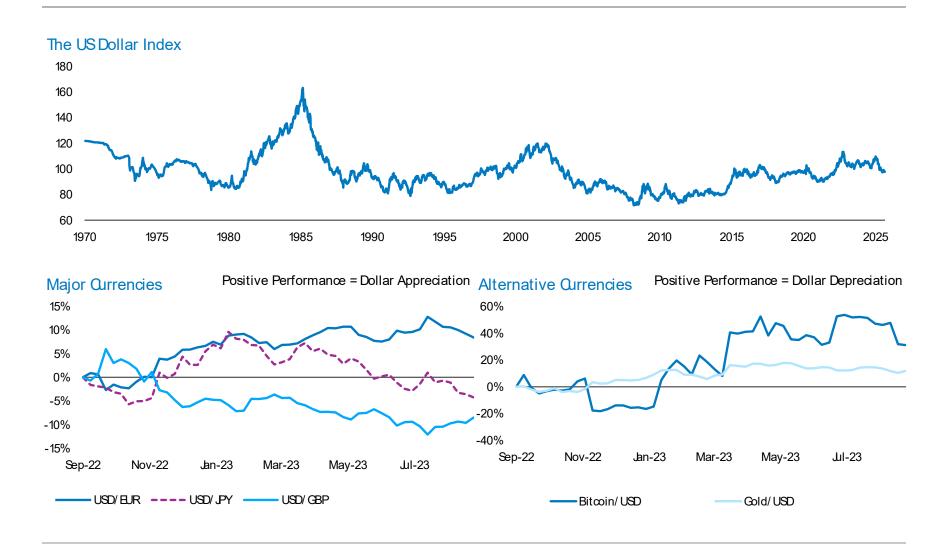
Source: Bloomberg L.P. (2025)

## State and Local Tax Collections Remain Strong

# Exhibit 1: 2Q25 YoY Revenue Growth

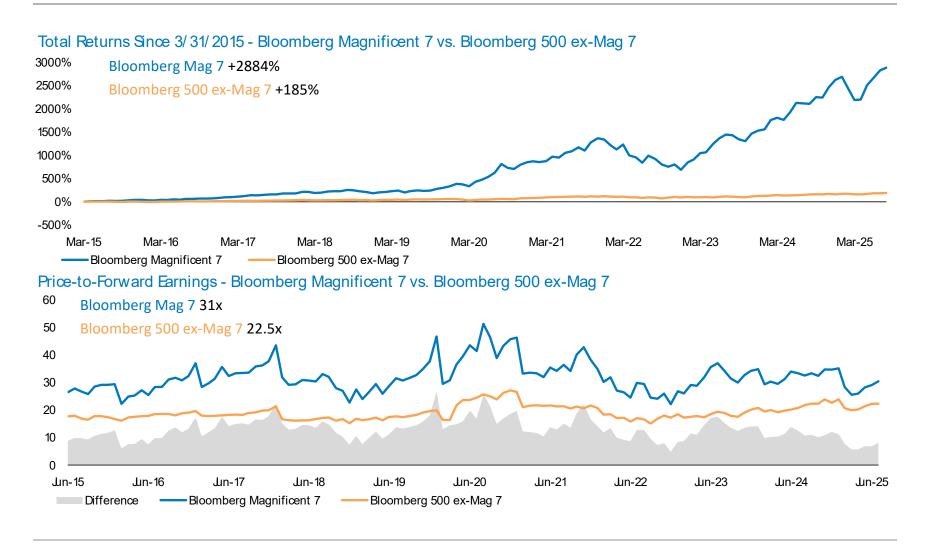


## The Dollar





## The Magnificent Seven





### **Index Definitions**

#### **Equity Indices**

S&P 500® Index is an unmanaged index of large-cap common stocks.

MSCI ACWI captures large and mid cap representation across 23
Developed Markets (DM) and 24 Emerging Markets (EM) countries

MSCI World Index captures large and mid-cap representation across 23 Developed Markets (DM) countries

MSCI USA Index is a benchmark that tracks the performance of the large and mid-cap segments of the US market.

The Russell 3000® Index measures the performance of the largest 3,000 US companies designed to represent approximately 98% of the investable US equity market.

Russell 1000® Index consists of the largest 1000 companies in the Russell 3000 index.

Russell Midcap® Index measures the performance of the 800 smallest companies in the Russell 1000® Index.

Russell 2000® Index (Russell 2000®) is an unmanaged index that measures the performance of the smallest 2000 U.S. companies in the Russell 3000® Index.

The MSCI Canada Index is designed to measure the performance of the large and mid cap segments of the Canada market. With 83 constituents, the index covers approximately 85% of the free floatadjusted market capitalization in Canada.

**The MSCI Europe Index** captures large and mid cap representation across Developed Markets (DM) countries in Europe. The index covers approximately 85% of the free float-adjusted market capitalization across the European Developed Markets equity universe.

MSCI EAFE Index (NDDUEAFE) (Developed Markets) — MSCI EAFE Index Europe, Australasia, and Far East Index (EAFE) is a standard unmanaged foreign securities index representing major non-U.S. stock markets, as monitored by Morgan Stanley Capital International.

MSCI EAFE Small Cap Index measures the performance of the small cap segment of developed markets, excluding the U.S. & Canada equity securities. It is free float-adjusted market-capitalization weighted.

The MSCI Japan Index is designed to measure the performance of the large and mid cap segments of the Japanese market. The index covers approximately 85% of the free float-adjusted market capitalization in Japan.

MSCI Emerging Markets Index (NDUEEGF) is a market capitalization

weighted index representative of the market structure of the emerging markets in Europe, Latin America, Africa, Middle East and Asia. Prior to January 1, 2002, the returns of the MSCI Emerging Markets Index were presented before application of withholding taxes.

Bloomberg Magnificent 7 Total Return Index is an equal-dollar weighted equity benchmark consisting of a fixed basket of 7 widely-traded companies classified in the United States and representing the Communications, Consumer Discretionary and Technology sectors as defined by Bloomberg Industry Classification System (BICS).

Bloomberg 500 ex Magnificent 7 Total Return Index is a float marketcap weighted benchmark designed to measure the most highly capitalized US companies, excluding members of the Bloomberg Magnificent 7 Index.

**Bloomberg Commodity Index** is calculated on an ER basis and reflects commodity price movements. The index rebalances annually weighted 2/3 by trading volume,1/3 by world production and weight-caps are applied at the commodity, sector and group levels.

SPDR S&P Global Natural Resources ETF is an exchanged-traded fund incorporated in the United States. The Fund seeks to track the performance of the S&P Global Natural Resources Index which tracks the global natural resources and commodities businesses.

#### **Fixed Income Indices**

Bloomberg U.S. Aggregate Bond Index is an unmanaged index that covers the U.S. investment-grade fixed-rate bond market, including government and credit securities, agency mortgage pass-through securities, asset-backed securities and commercial mortgage-based securities.

**Bloomberg U.S. Corporate High-Yield Bond Index** is an unmanaged index that covers the U.S.D-denominated, non-investment-grade, fixed-rate, taxable corporate bond market.

Bloomberg 1-10 Year Blend Municipal Bond Index is a market value-weighted index which covers the short and intermediate components of the Bloomberg Municipal Bond Index — an unmanaged, market value-weighted index which covers the U.S. investment-grade tax-exempt bond market.

**Bloomberg U.S. Corporate High Yield Index** measures the U.S.D-denominated, high yield, fixed-rate corporate bond markets. Securities are classified as high yield if the middle rating of Moody's, Fitch and S&P is Ba1/BB+ or below

**Bloomberg Muni High Yield Index** is an unmanaged index that measures the returns of high yield, fixed rate municipal bond markets.

**Bloomberg US Treasury Bill: 1-3 Months Index** tracks the market for treasury bills with 1 to 2.9999 months to maturity issued by the US government.

Indices used on the deck unless otherwise noted = Russell 1000° (U.S. Large Cap), Russell Midcap° (U.S. Mid Cap), Russell 2000° (U.S. Small Cap), MSCI EAFE (International Developed All Cap), MSCI EME (Emerging Markets), Bloomberg U.S. Aggregate (Core Taxable or Investment Grade), Bloomberg Municipal 1-10 Years A or Better (Core Munis or Munis), Bloomberg U.S. Corporate High Yield (High Yield Corporate or High Yield), Bloomberg Muni High Yield (High Yield Munis), Bloomberg US Treasury Bill: 1-3 Months Index (Cash)



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