



Corporate Time Out

Managing expectations in a challenging world

Kenneth J. Entenmann
Chief Investment Officer
Chief Economist



Trump 2.0: Impact on the Economy and Financial Markets

Tariffs

Immigration

Taxes

**Regulation
&
Reform**



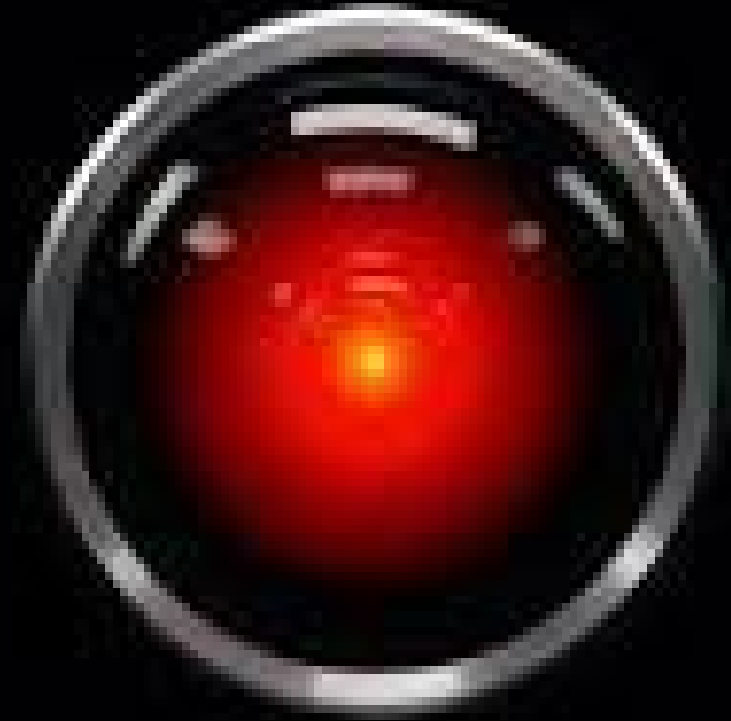
The Impact of Artificial Intelligence

Dave: Open the pod bay doors, HAL.

HAL: I'm sorry, Dave. I'm afraid I can't do that.

Dave: HAL, I won't argue with you anymore! Open the doors!

HAL: Dave, this conversation can serve no purpose anymore. Goodbye.



“Stanley Kubrick and his buddy Hal now don't look that abstract”



Source: 2001: a space Odyssey, a Stanley Kubrick Production

Fruitcakes
Jimmy Buffett

US GDP

A Corporate “Time Out”

Gross Domestic Product (GDP) =

C

CONSUMPTION

+

I

INVESTMENTS

+

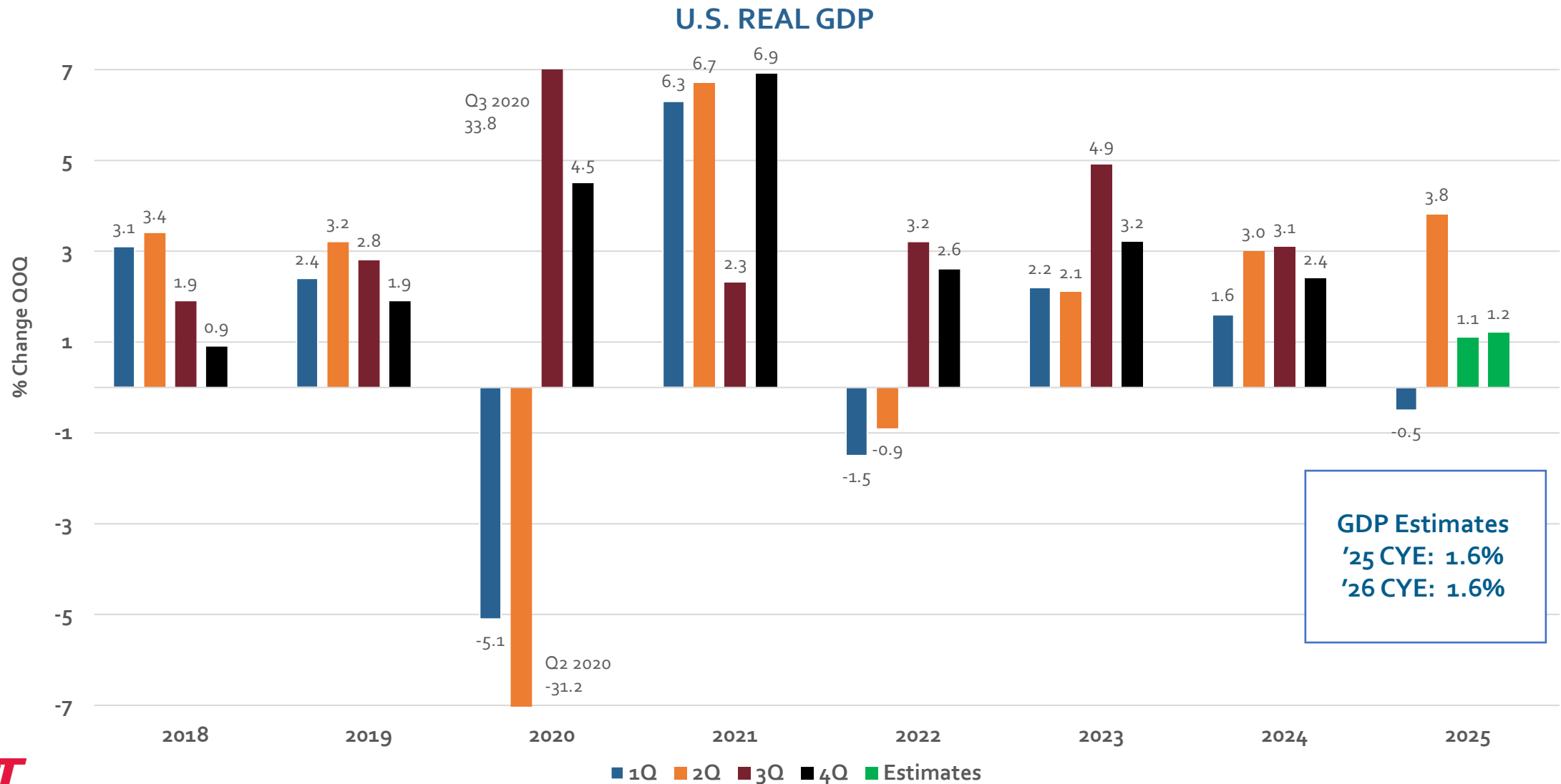
G

GOVERNMENT

+
-

NET EXPORTS

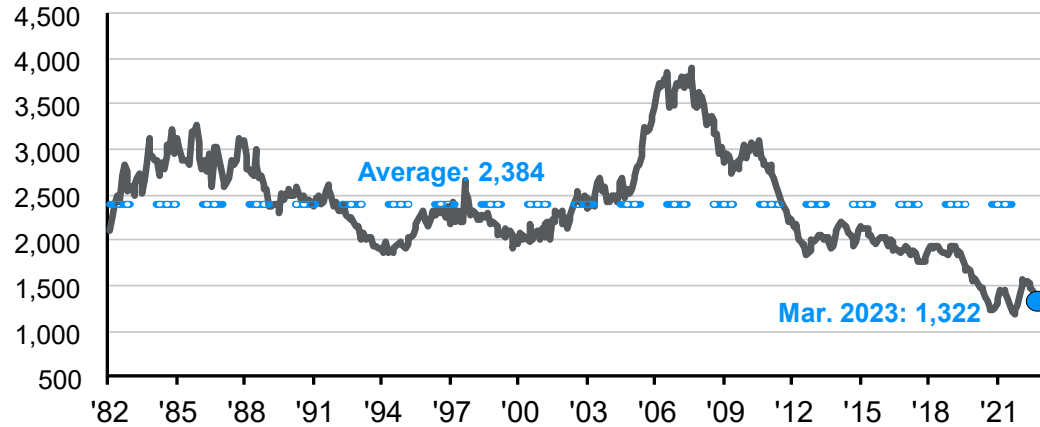
US GDP: In Search of a Soft Landing...Again!



Residential Real Estate

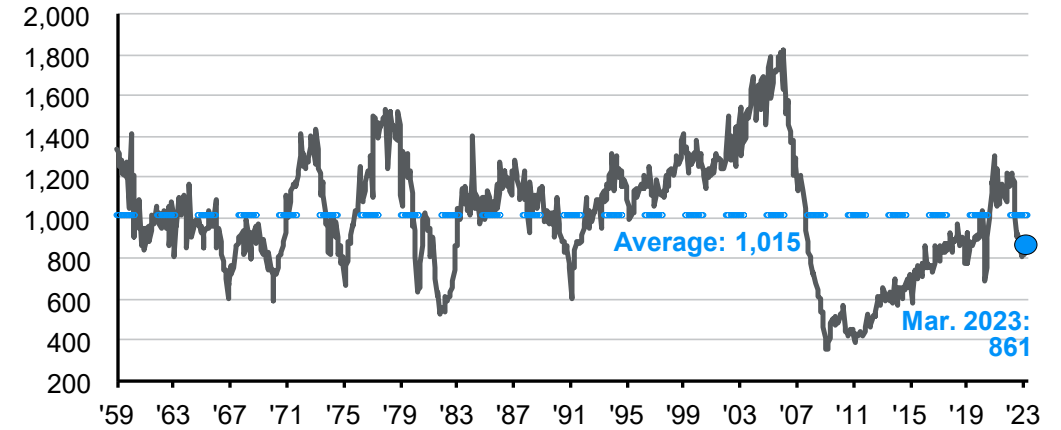
Housing inventories

Inventory of new and existing single-family homes for sale, thous, SA*

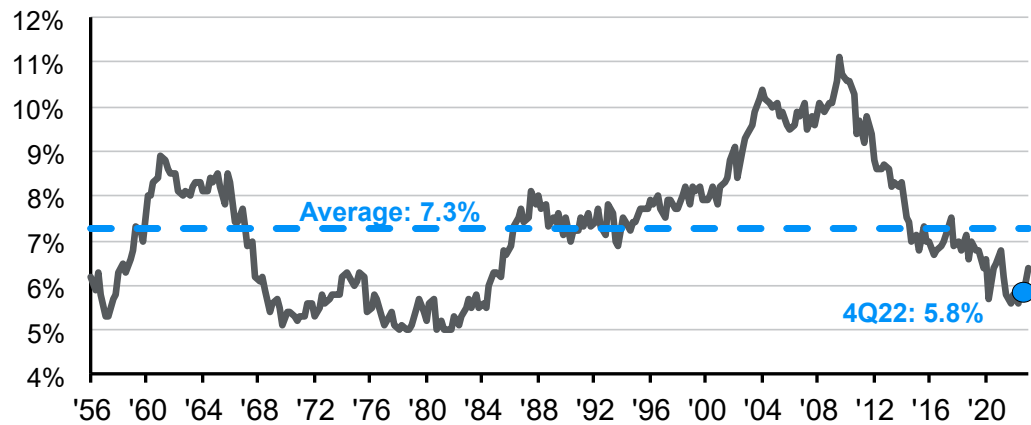


Single-family housing starts

Seasonally adjusted annual rate (SAAR), thous houses

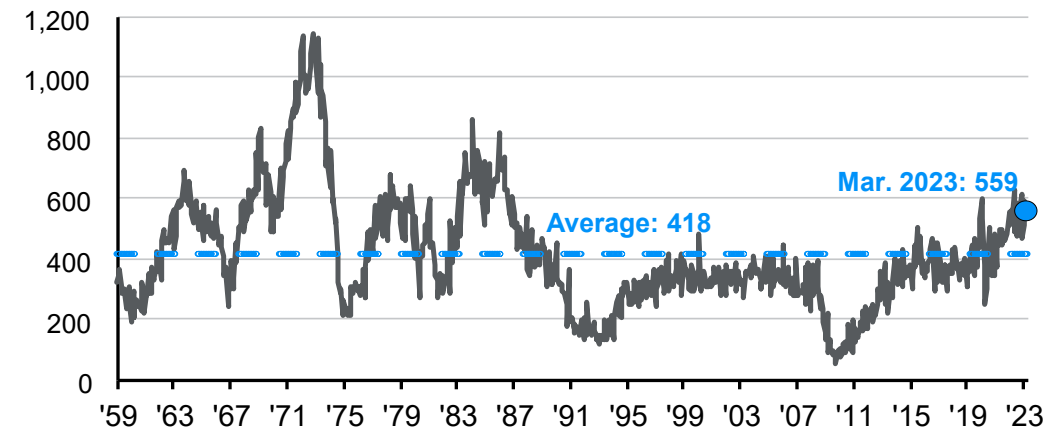


Rental vacancy rate (%)



Multi-family housing starts

Total multi-family, SAAR, thous houses



Housing

Highly Sensitive to Interest Rates

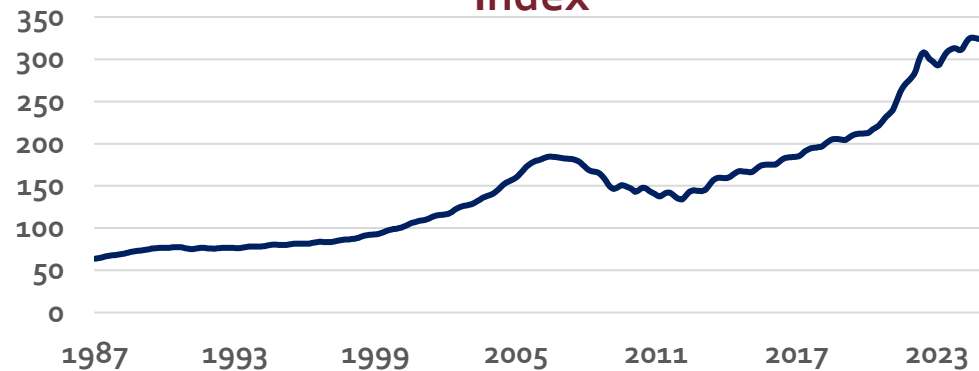
Existing Home Sales



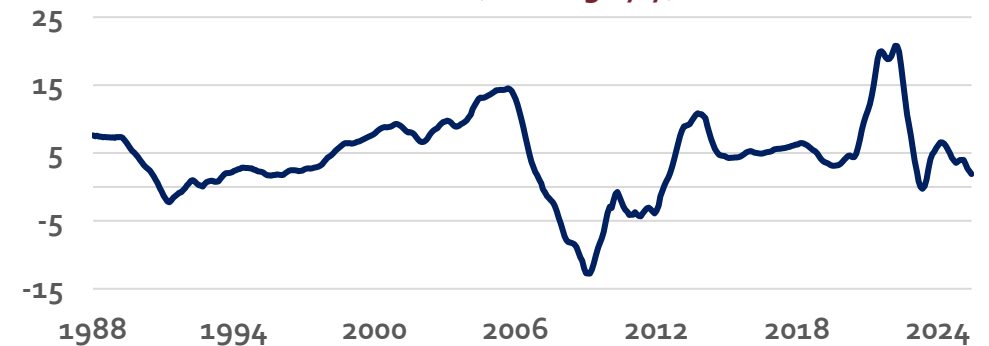
30-Year Fixed Rate Mortgage Average in the US (%)



Case-Shiller U.S. National Home Price Index

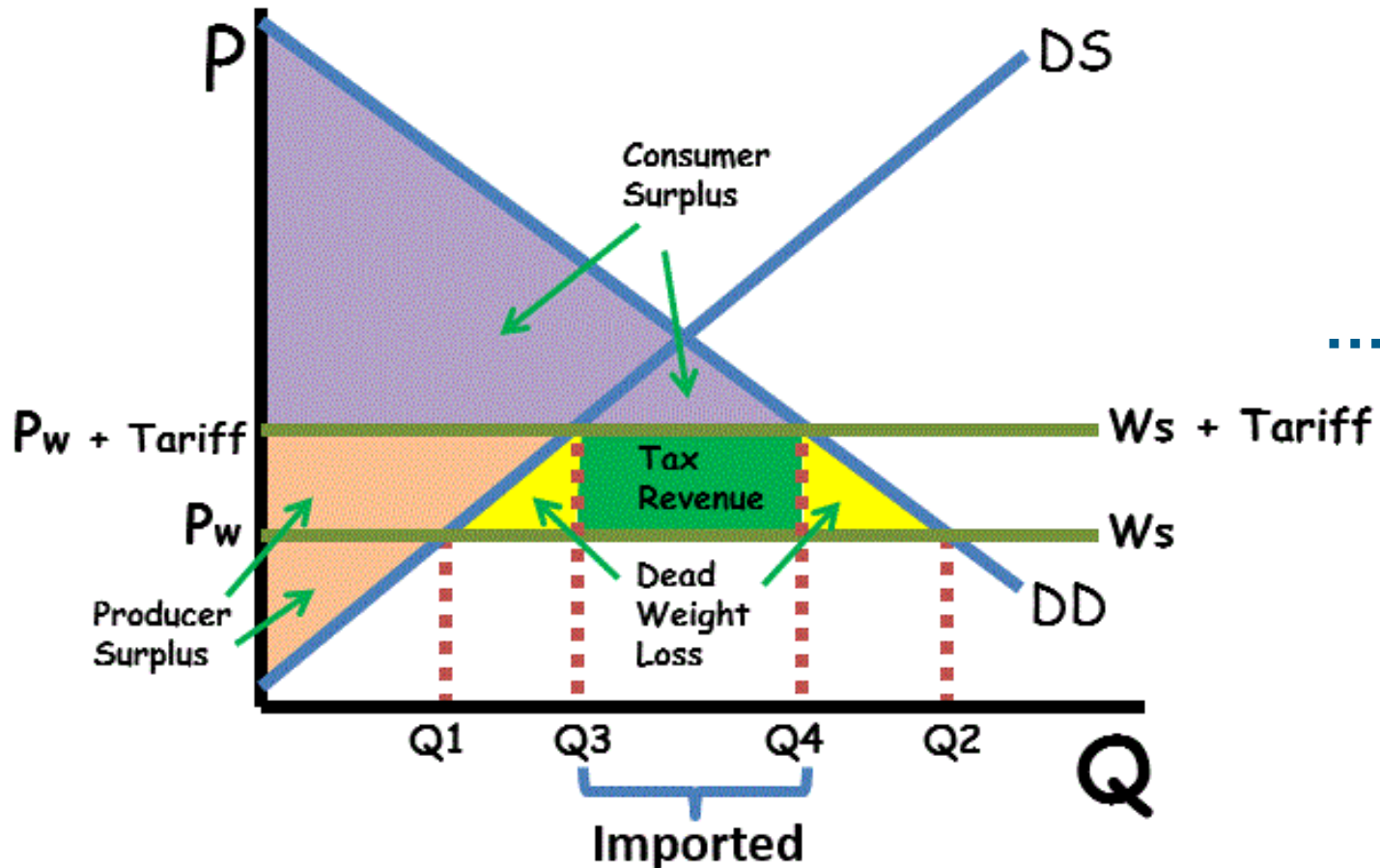


Case-Shiller U.S. National Home Price Index (% change y/y)



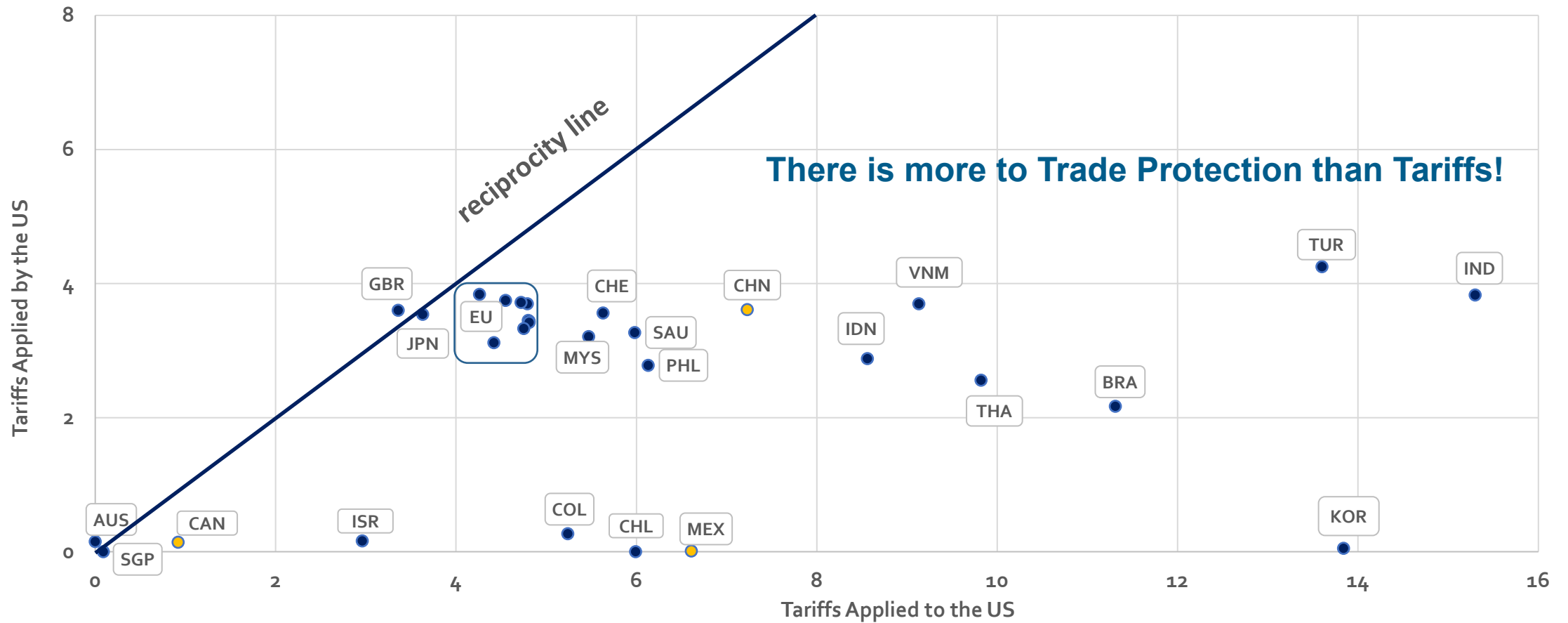
Tariffs are BAD!

...in a free and fair Global Market!

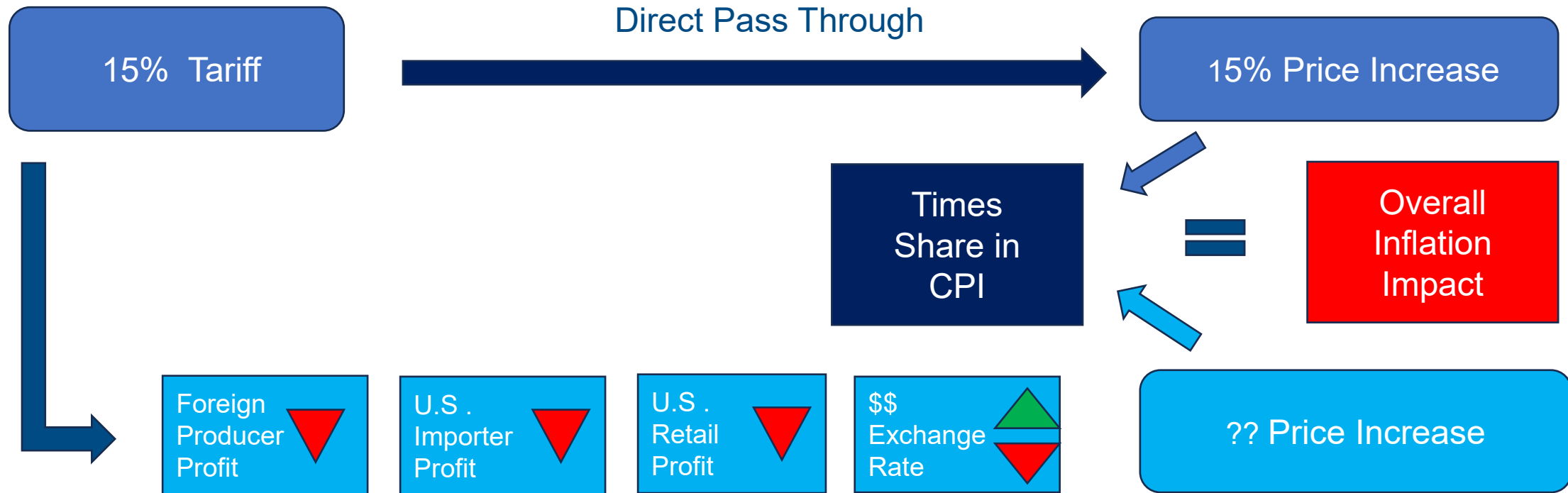


- Slower Economic Growth
- Higher Inflation
- Retaliation

A General Lack of Trade Reciprocity



Tariffs and Inflation



Inflation **MAY** increase .5%-1%

What is the End-Game of Tariffs?

What is effective level of tariffs?

What is the ultimate goal of U.S. Trade Policy/Tariffs?

- Increased Revenue
- Reduce Trade Imbalances
- Increased Manufacturing Employment
- Free & Fair Trade with the Western World
- Isolation of China

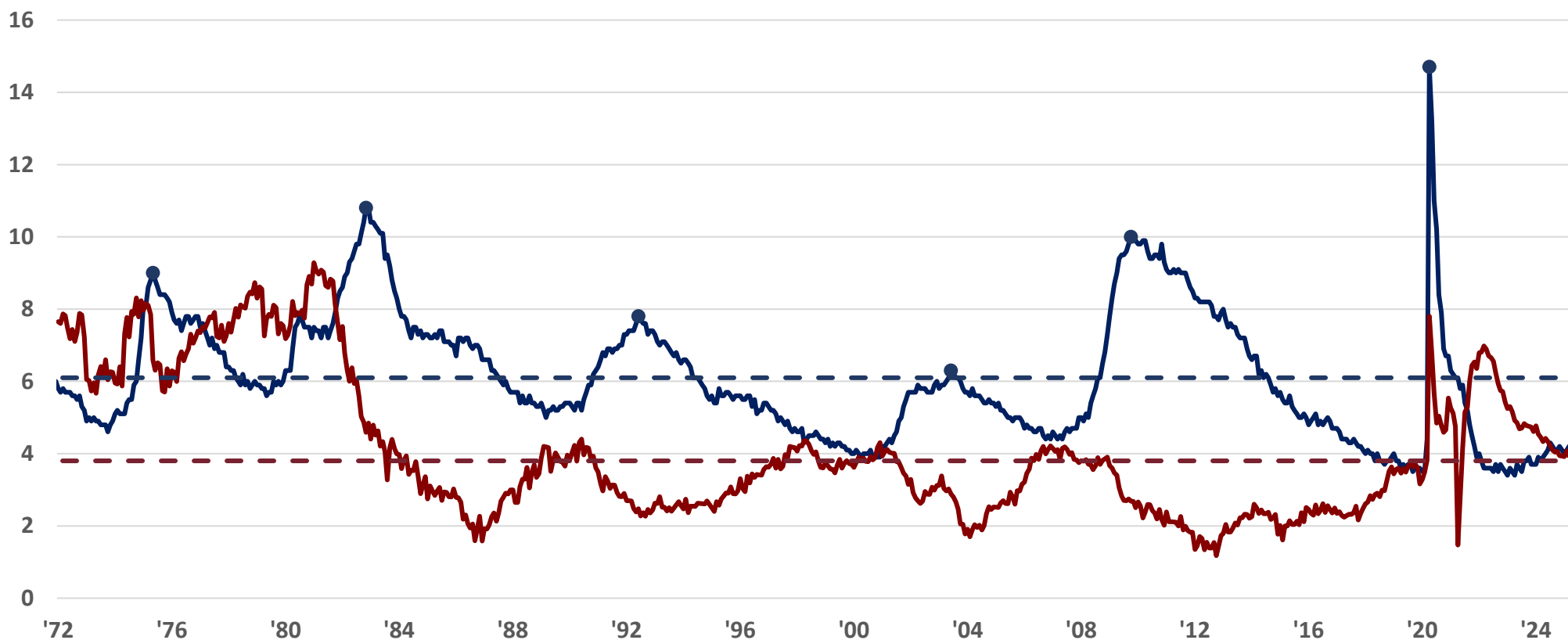


Federal Reserve Bank Stuck between a Rock and a Hard Place





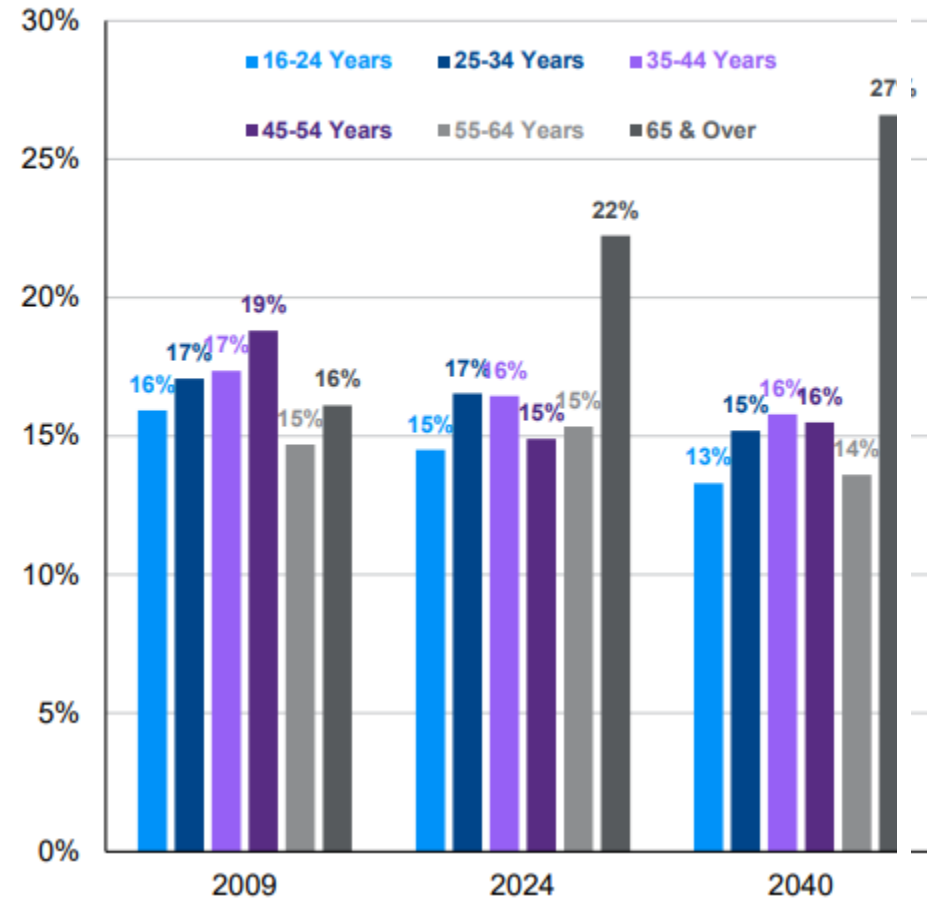
A Slowing, But Decent Labor Market



Aging Demographics and the Labor Force

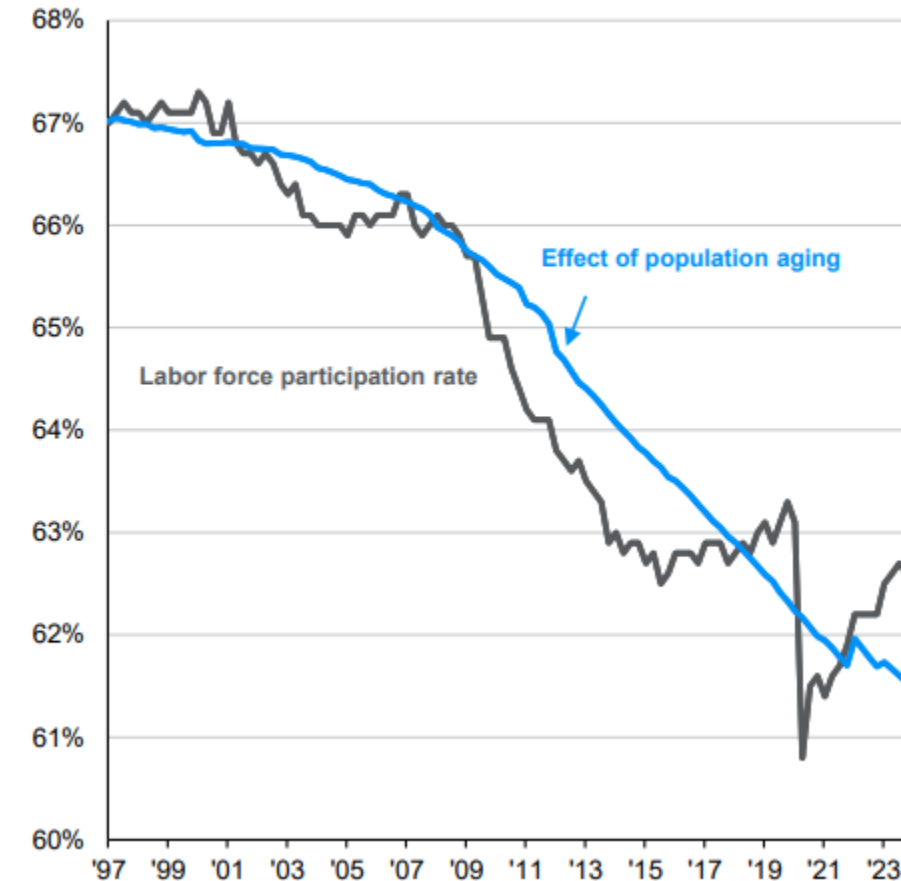
Aging population distribution

%, age group share of total civilian non-institutional population



Impact of aging on labor force participation

%, blue line fixes LFPR for age groups at 1997 levels, quarterly



“The challenge of finding qualified workers is easing overall but still remained significant for many small business owners in July. The easing labor market pressures are also reflected in fewer firms raising compensation.”

William Dunkelburg, Chief Economist
National Federation of Independent Business
NFIB June 2024 Employment Report

**57% of owners reported
trying to hire in June**

**84% of owners trying to hire reported
few or no qualified applicants for open
positions**



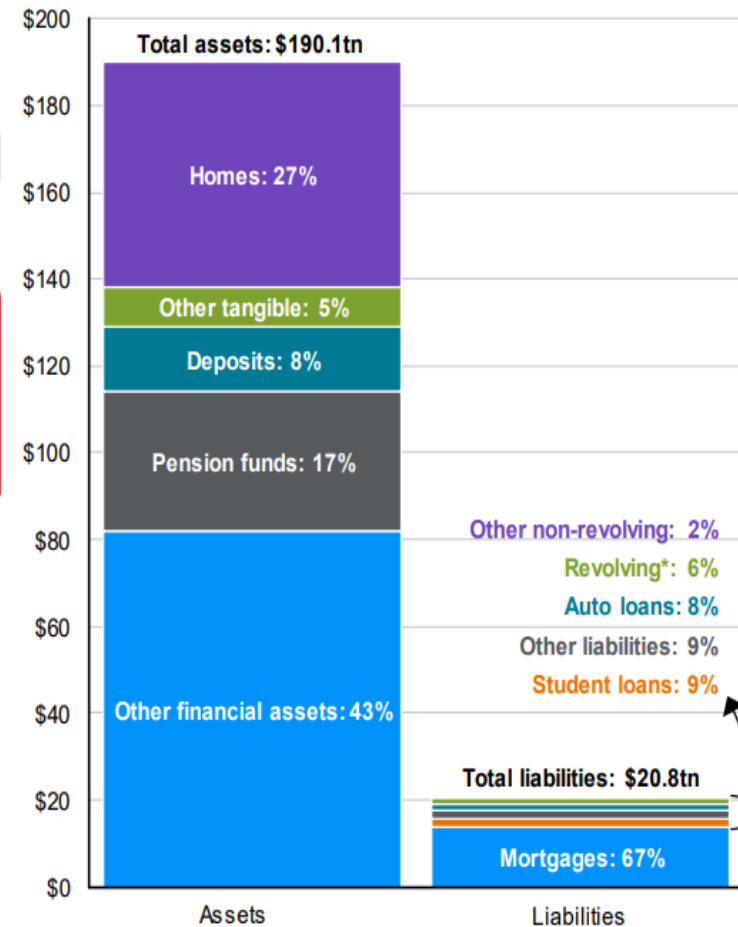
Anatomy of a Labor Shortage



A Strong Consumer Balance Sheet

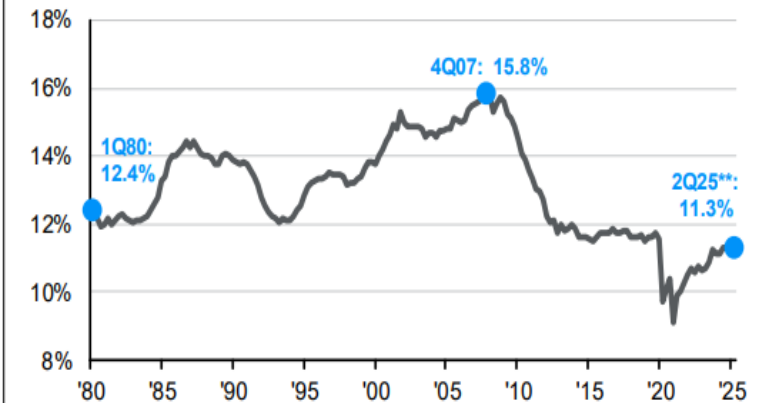
Consumer balance sheet

1Q25, USD trillions, not seasonally adjusted



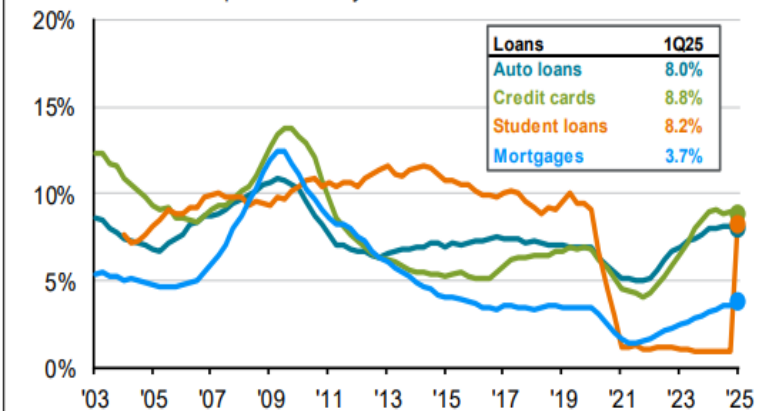
Household debt service ratio

Debt payments as % of disposable personal income, SA



Flows into early delinquencies

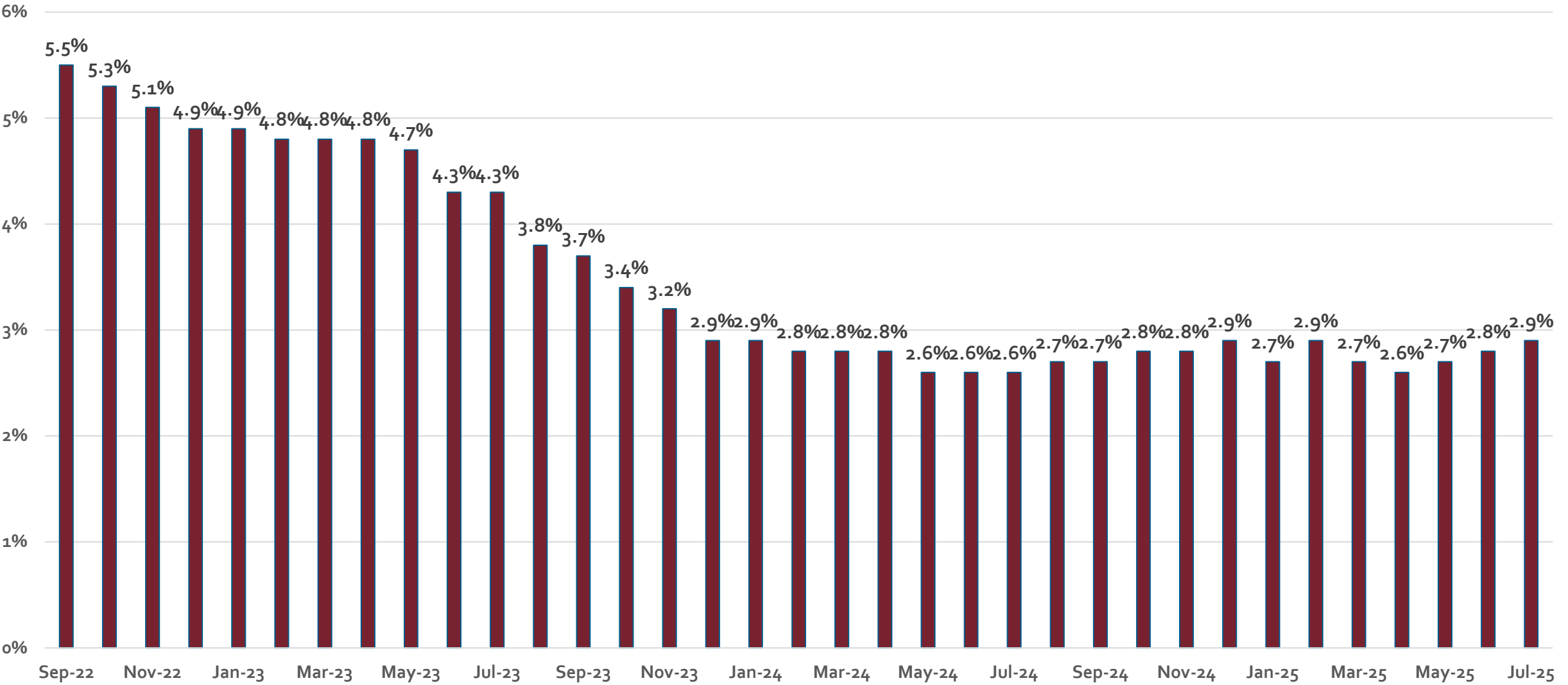
% of balance delinquent 30+ days



Source: FactSet, FRB, J.P. Morgan Asset Management; (Top and bottom right) BEA. *Revolving includes credit cards. Values may not sum to 100% due to rounding. **2Q25 figures for debt service ratio are J.P. Morgan Asset Management estimates.
Guide to the Markets – U.S. Data are as of July 28, 2025.

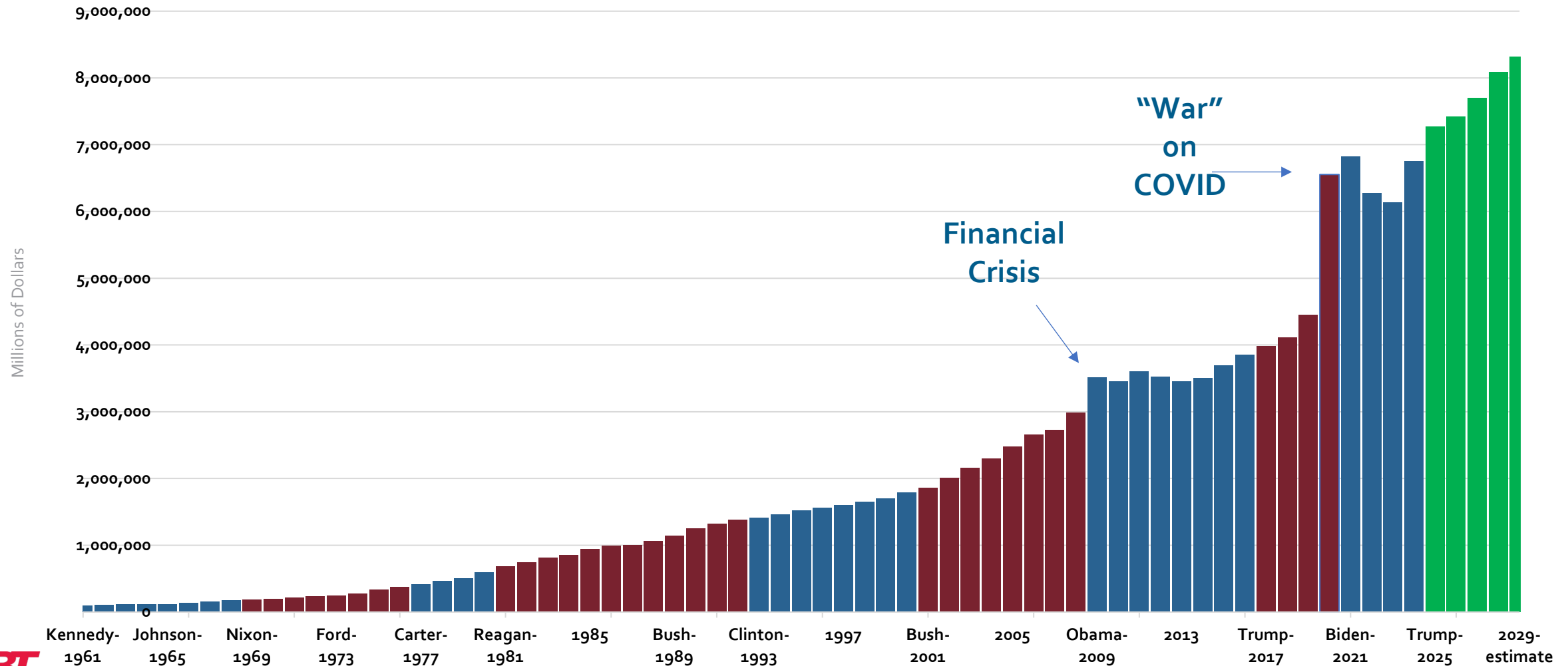
Core PCE (YoY %)

(excluding Food & Energy)



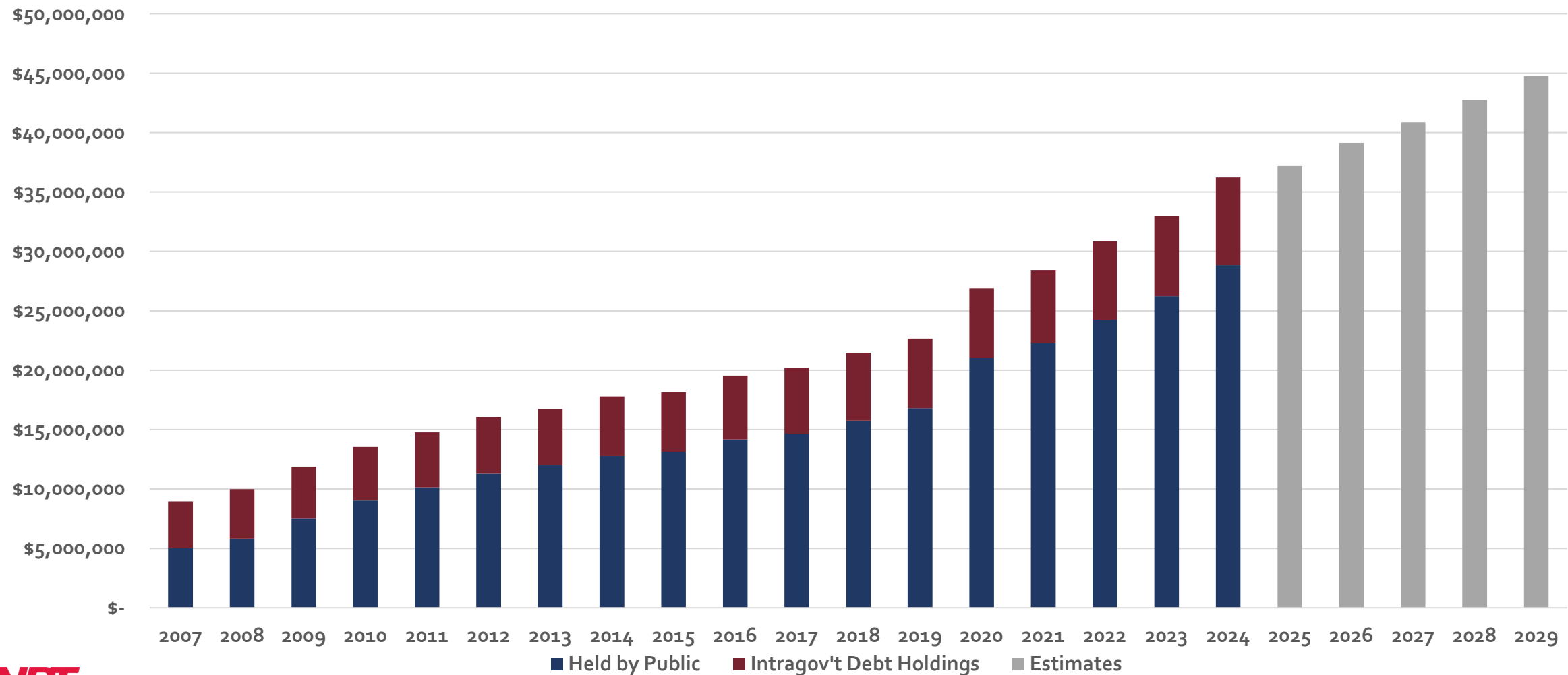
Source: BEA, September 2, 2025.

Bi-Partisan Government “Outlays” 1961-Present!



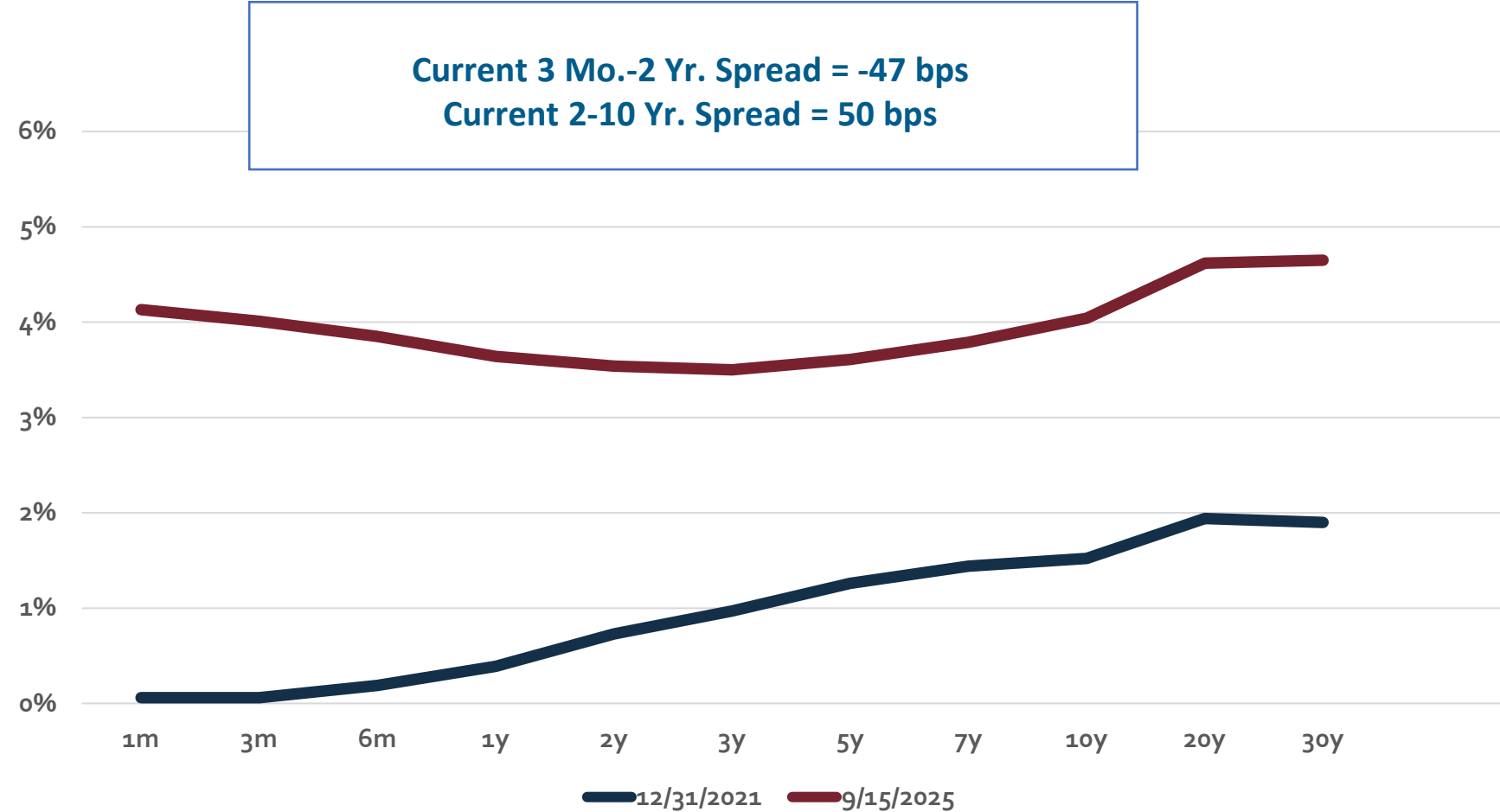
Federal Debt Levels

Millions of Dollars (\$)



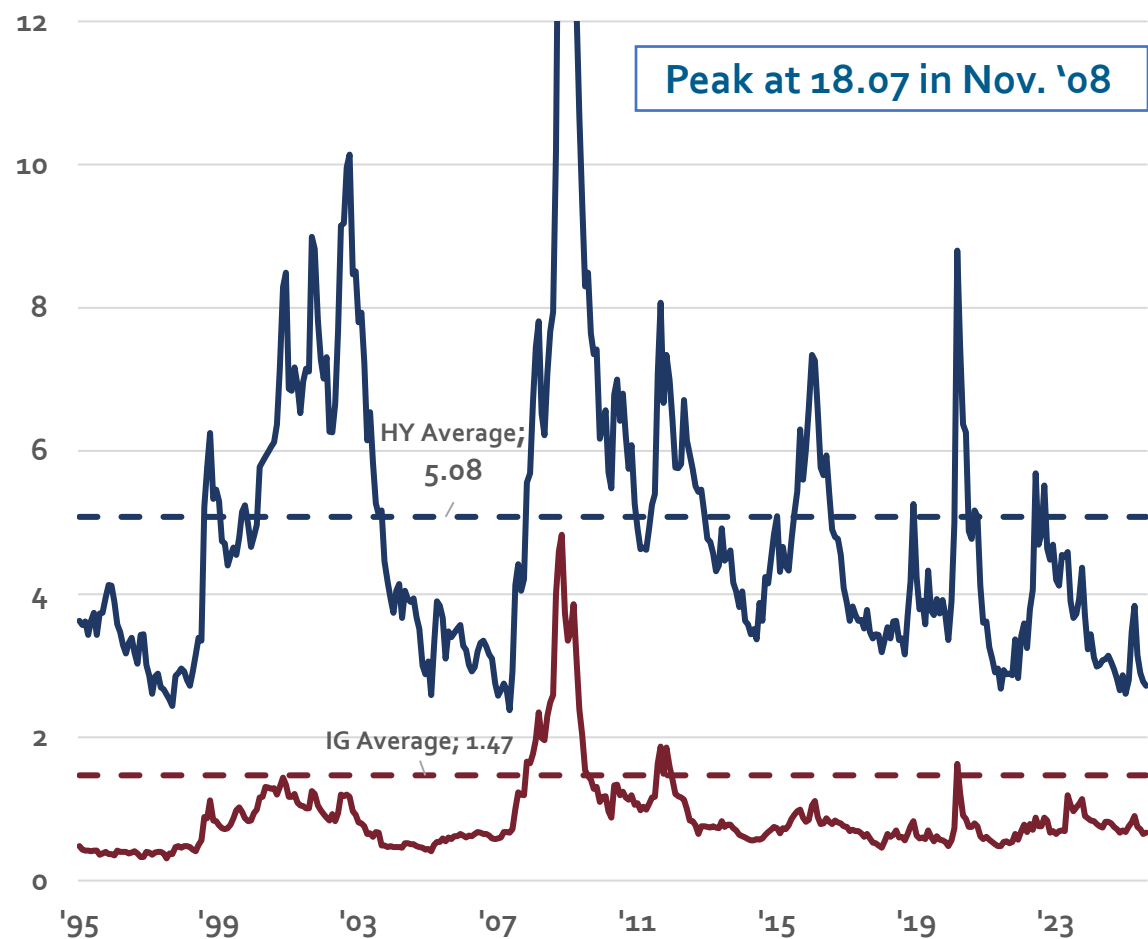
Source: cbo.gov. Data as of July 7, 2025.

A Challenging Interest Rate Environment

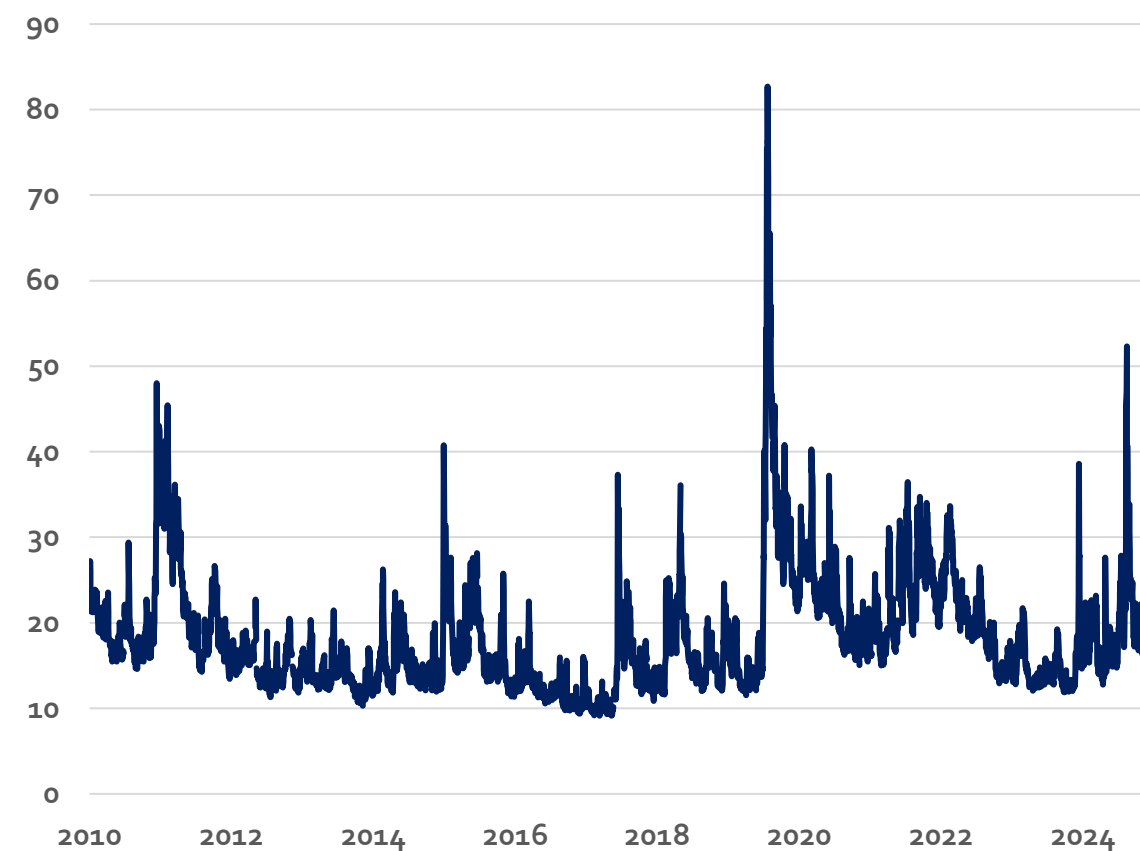


Where are the Market Vigilantes?

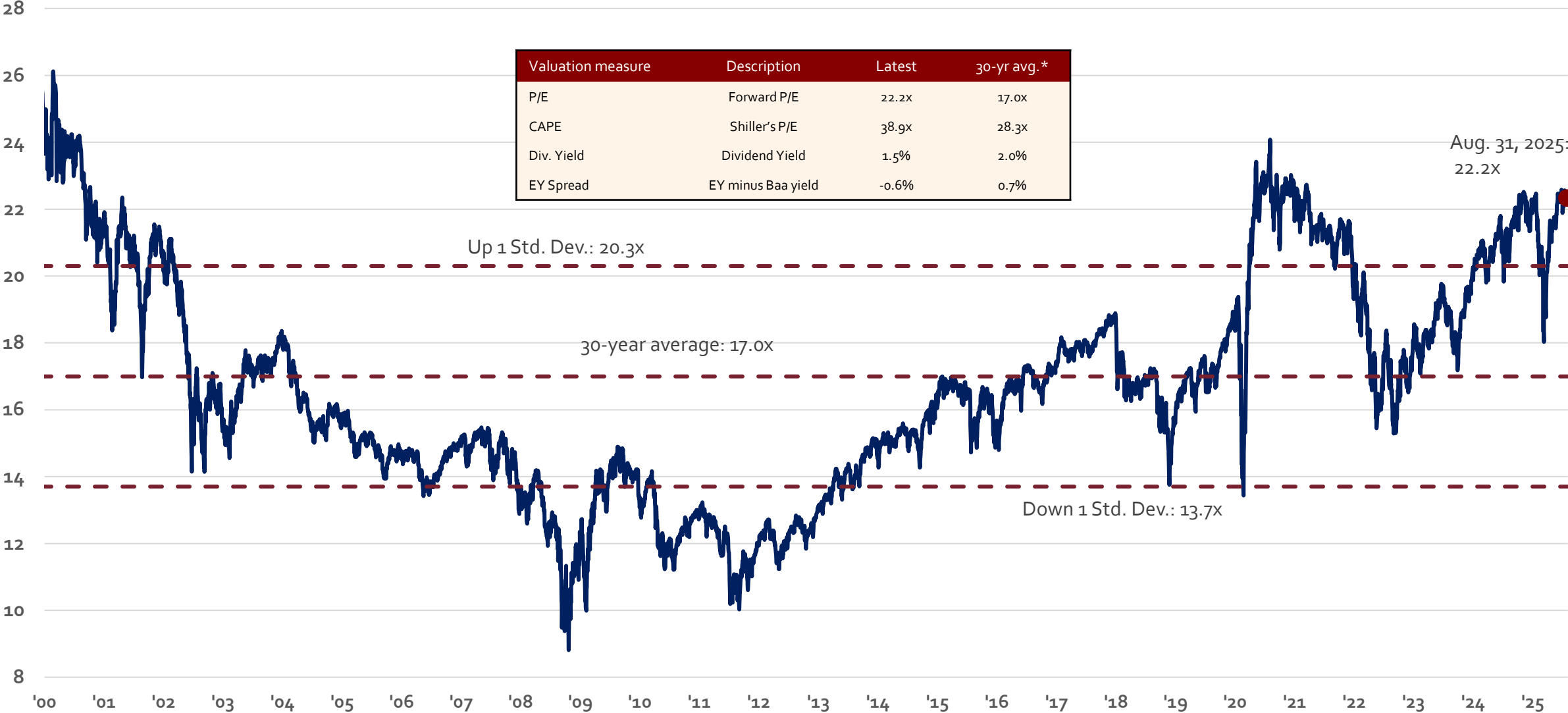
Bond Credit Spreads



S&P 500 "VIX" Volatility Index



S&P 500 Index: Forward P/E Ratio

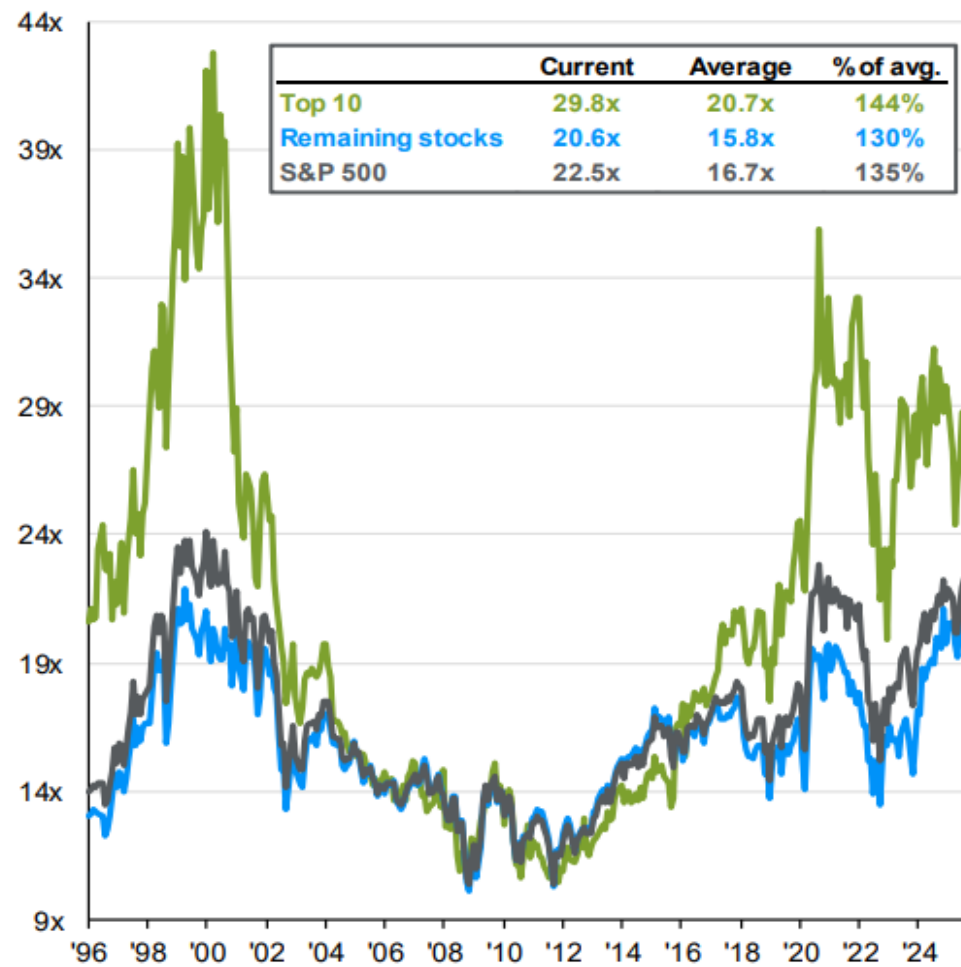


Source: Guide to the Markets, FactSet, September 2, 2025.

S&P 500: Index Concentration

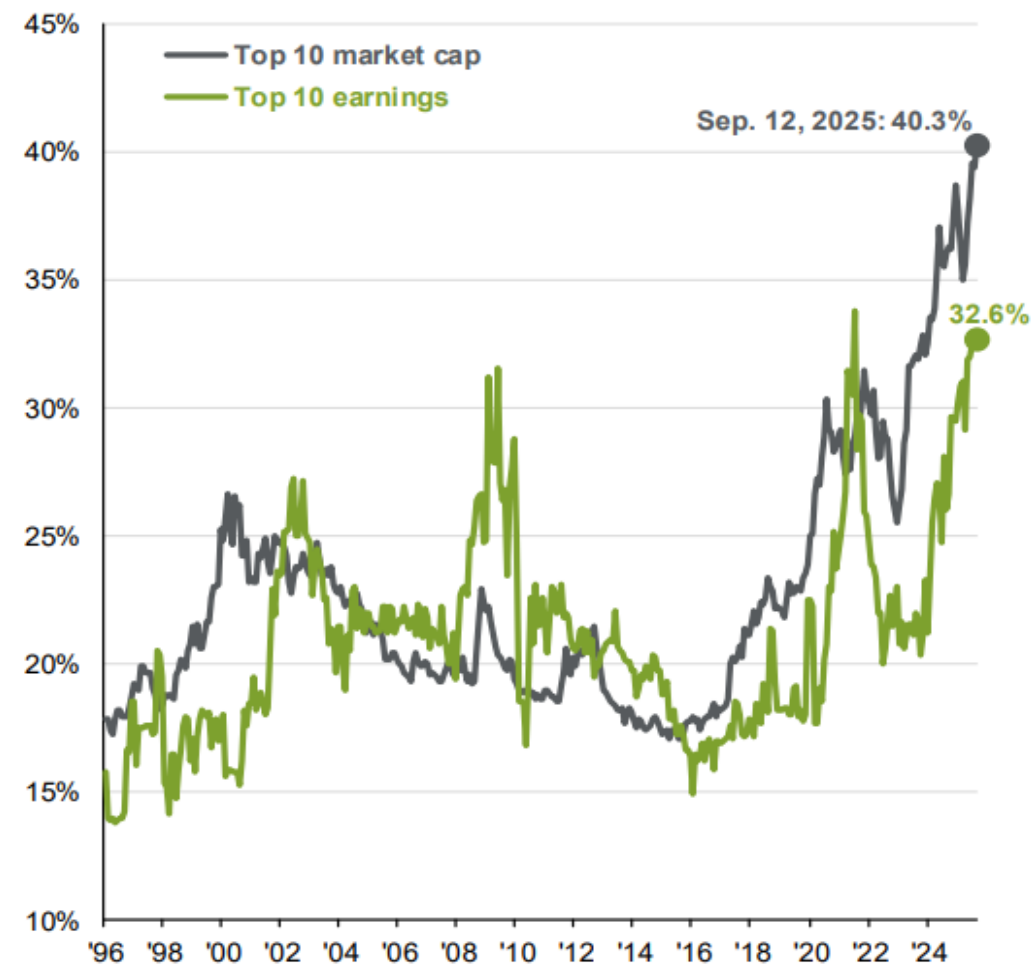
P/E of the top 10 and remaining stocks in the S&P 500

Next 12 months, 1996 - present



Weight of the top 10 stocks in the S&P 500

% of market capitalization, % of last 12 months' earnings



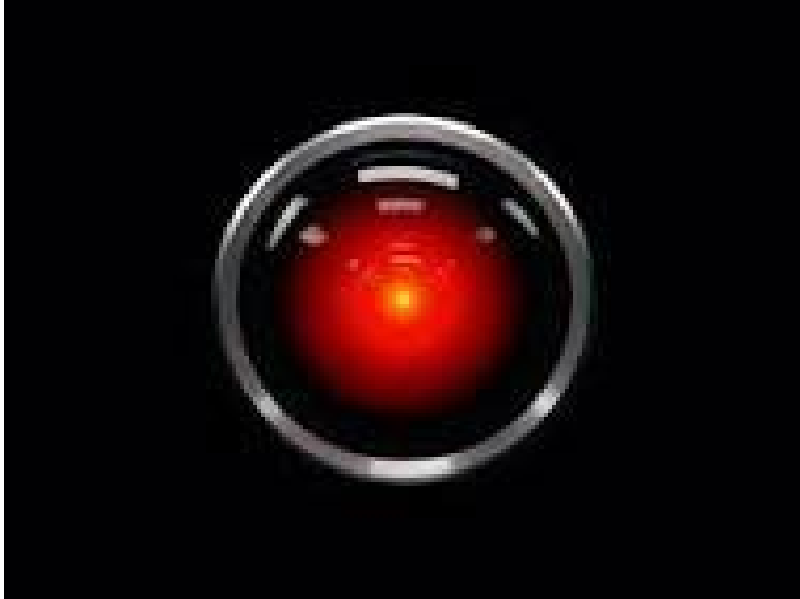
Source: FactSet, Standard & Poor's, J.P. Morgan Asset Management

The 10 largest S&P 500 companies are based on the beginning of each month. As of 8/31/2025, the top 10 companies in the index were NVDA (7.8%), MSFT (6.9%), AAPL (6.3%), GOOGL/GOOG (4.1%), AMZN (4.0%), META (2.9%), AVGO (2.6%), TSLA (1.7%), BRKB (1.7%) and JPM (1.5%). The remaining stocks represent the rest of the 490 companies in the S&P 500.

Guide to the Markets - U.S. Data are as of September 12, 2025.

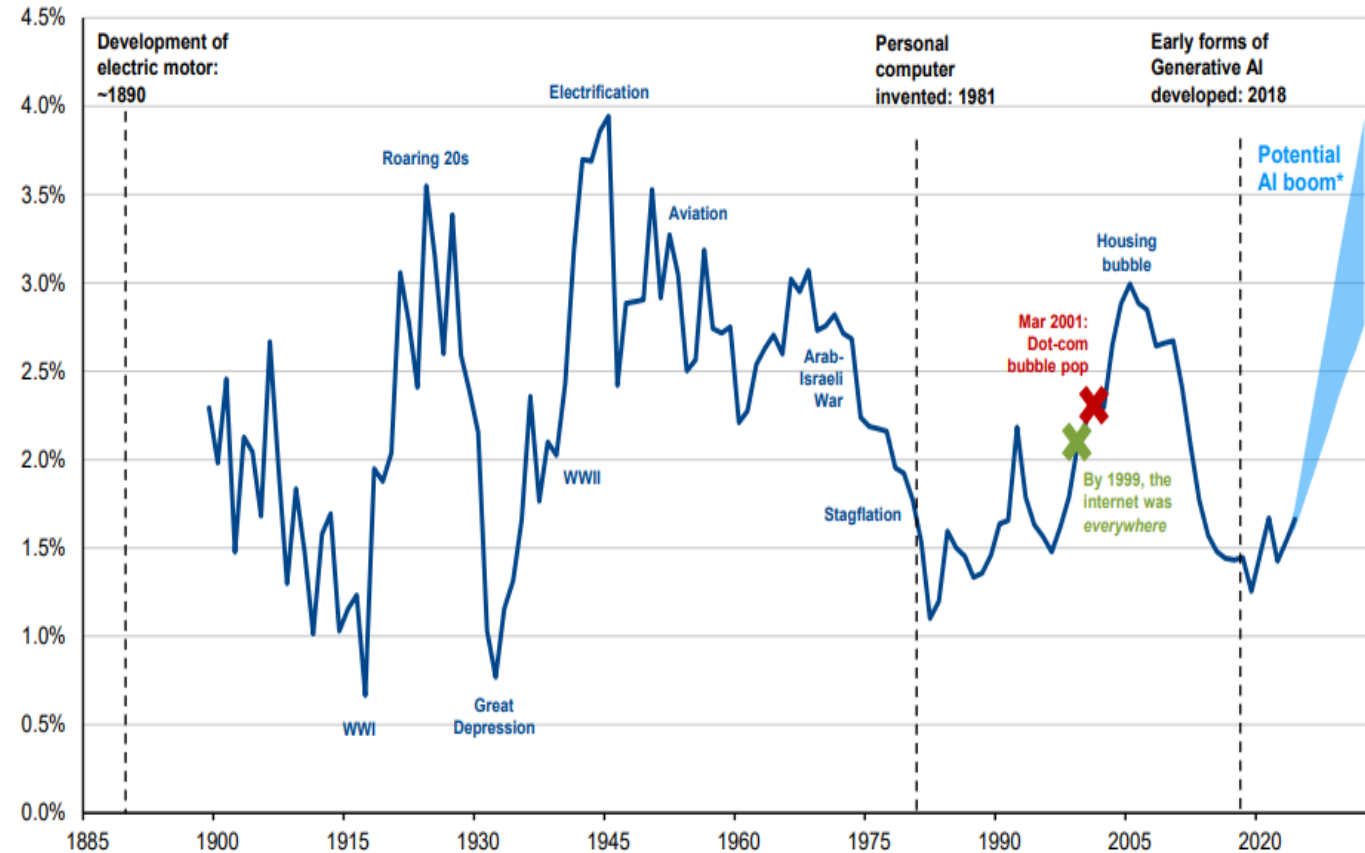
Artificial Intelligence and Productivity Growth

Impact on Economic Growth and Corporate Earnings



U.S. labor productivity growth

Rolling 10-year annualized rate



Executive Summary

Economic growth is uncertain due to trade wars. Growth estimates vary between modest growth to recession

Tug of War
Negativity of Trade War
vs.
Pro-growth Tax and Regulatory policy
and AI

Between a rock and a hard place!
Federal Reserve Bank in a difficult position due to uncertainty of trade policy on growth, employment and inflation

U.S. Debt and Deficits remain a significant long-term issue
DOGE unlikely to have material impact

Equity market is highly valued and highly concentrated, led by the “Magnificent Seven” stocks

The Revenge of Diversification. Niche asset classes provide significant benefit in a historic volatile market



Thank You

For more Market Insights,
visit www.nbtbank.com/marketinsights

