

What's News

Business & Finance

A coalition of 41 states and the District of Columbia are filing lawsuits alleging that Meta Platforms has intentionally built its products with addictive features that harm young users of its Facebook and Instagram services. **A1**

GM is abandoning a self-imposed target to build 400,000 electric vehicles by mid-2024, the latest sign that automakers are concerned about the viability of the market for battery-powered cars. **B1**

Google's business grew faster than it has in more than a year, a signal that on-line advertising buyers are gaining confidence in the improving economic outlook. **B1**

Microsoft's sales growth accelerated last quarter as demand for its cloud computing services warmed amid growing enthusiasm about artificial intelligence. **B1**

Ample stockpiles of natural gas and expectations for a warmer-than-normal winter have forecasters predicting lower household heating bills than last year. **B1**

3M boosted its earnings forecast after a stronger-than-expected quarter, saying efforts to improve performance and control costs are bearing fruit. **B3**

Gucci parent Kering posted sales below expectations for the third quarter, becoming the latest fashion group to reel from a slowdown in the luxury-goods industry. **B3**

Strong earnings reports and optimistic corporate outlooks lifted stock markets. The Dow, S&P 500 and Nasdaq rose 0.6%, 0.7% and 0.9%, respectively. **B13**

World-Wide

Blinken warned that Washington would react "swiftly and decisively" if Iran or its proxy forces attack U.S. personnel after Tehran raised the risk of a larger Mideast conflict by unleashing the regional militias it has spent years arming. **A1**

The largest provider of humanitarian support in the Gaza Strip said it would have to stop operations in the enclave by Wednesday night if it doesn't get fuel. **A8**

Trump's former personal lawyer, Michael Cohen, testified in New York's civil-fraud suit that the former president commanded him to "reverse engineer" estimates of his financial wealth. **A1**

Lawyer Jenna Ellis became the third legal adviser to the former president to plead guilty in the Georgia case involving Trump's attempt to overturn the 2020 election. **A4**

Republicans chose Rep. Mike Johnson as their latest nominee for House speaker, hours after the party elected and then derailed House Majority Whip Tom Emmer for the nomination. **A4**

New data show the number of abortions ticked up slightly in the year following the Supreme Court's ruling overturning Roe v. Wade. **A3**

China removed its defense minister, the second time in three months that Chinese leader Xi abruptly axed a minister he had picked for his third-term government. **A9**

The Arizona Diamondbacks will face the Texas Rangers in the World Series, after beating the Philadelphia Phillies 4-2 in Game 7 of the NL Championship Series.

CONTENTS

Opinion..... A15-17

Arts in Review... A13

Personal Journal A11-12

Banking & Finance B12

Property Report... B6

Business News..... B3

Sports..... B4

Crossword..... A14

Technology..... A14

Heard on Street. B14

U.S. News..... A2-7

Markets..... B13

World News..... A8-10

4 3 3 3 3 >

0 78908 16314 1

© 2023 Dow Jones & Company, Inc.

All Rights Reserved

Rush for Aid in Gaza Hits Hurdle as Fuel Runs Low

IN NEED: Palestinian children received food Tuesday at an aid center for refugees set up by the United Nations Relief and Works Agency in the southern Gaza Strip. The agency said a lack of fuel will prevent it from distributing aid in Gaza. **A8**

Blinken Warns Iran as Militias Backed by Tehran Stage Attacks

Secretary of State Antony Blinken warned that Washington would react “swiftly and decisively” if Iran or its proxy

By Michael R. Gordon, Nancy A. Youssef and Gordon Lubold

forces attack U.S. personnel after Tehran raised the risk of a larger Middle East conflict in recent days by unleashing the regional militias it has

spent years arming.

For more than six months, these Iranian-backed militia groups refrained from launching drones or rockets against American troops in Iraq and Syria, as part of what appeared to be an undeclared truce between Tehran and Washington.

That came to an abrupt end when U.S. officials said Iran-backed groups launched 10 drone and rocket attacks against bases that U.S. troops

use in Iraq and three on a U.S. base in southeast Syria.

The attacks were carried out between Oct. 17 and Tuesday. In one of the attacks at al-Asad air base in Iraq last week, U.S. troops shot a militia group's drone out of the sky, where it fell atop of an American drone and destroyed it, U.S. military officials said.

In Yemen, the Iranian-backed Houthis also fired five Iranian-provided cruise mis-

siles and launched about 30 drones toward Israel in an attack that was larger than initially described by the Pentagon, U.S. officials said.

Last week, the USS Carney, a guided-missile destroyer that was operating in the northern

Please turn to page A8

Without fuel, aid effort to Gaza will stop..... A8
Business titans press on at Saudi forum..... A8

Landlords' Use of Data Fuels Collusion Claims

By WILL PARKER

If you want to know why apartment rents got so high, some people have said look to big data. Many landlords outsourced their pricing decisions to software that told them what rents to charge.

These algorithmic pricing systems analyze giant troves of information about the rental market. Then they direct landlords on how much to increase rent for each lease renewal, or what to ask for newly vacated apartments.

Algorithms and other big data have changed the way many landlords do business. In the past, landlords would often make deep cuts to rents when the market started to head south, but algorithms showed them that wasn't always necessary. Many building

owners also once believed keeping their apartment buildings as full as possible was the best way to maximize profits.

Algorithmic pricing systems, by contrast, calculated that some landlords could earn more money by pushing up rents, even if that brought about higher vacancy rates.

At least dozens of landlords across the U.S. rely on pricing systems from two companies—RealPage and Yardi Systems—to determine what they charge millions of renters.

Now, these two firms face allegations that their rent-pricing systems facilitate collusion among some of the country's biggest apartment owners.

Two lawsuits, one against RealPage and one against Yardi, allege that the pricing systems enable an exchange of

Please turn to page A7

INSIDE

U.S. NEWS

House Republicans pick Rep. Mike Johnson as their latest speaker nominee. **A4**

BUSINESS & FINANCE

GM posts strong quarterly profit, but scales back EV plans as buyers balk. **B1**

Companies Bail On Hong Kong

Ties to mainland China become liability

By ELAINE YU

International companies began trickling out of Hong Kong a few years back, uneasy about the financial hub's tightening ties to mainland China. That first smattering of departures is now turning into a broad retreat involving banks, investment firms and technology companies.

The number of U.S. companies operating in the city has fallen for four years in a row, by Hong Kong's count, hitting 1,258 in June 2022, the fewest since 2004. Last year, mainland Chinese companies with regional headquarters in

Hong Kong outnumbered American ones for the first time in at least three decades.

Coming to Hong Kong used to be “a fairly risk-free matter,” said Simon Cartledge, who runs a research and publishing company in the city and is the author of “A System Apart: Hong Kong's Political Economy from 1997 until Now.” “Now, it's not a risk-free place. There are question marks over everything.”

For years after the U.K. re-

Please turn to page A10

China slowdown resonates far from mainland..... A9

Hot New Way To Network: Cold Plunges

* * *

Mixing ice baths and business can be invigorating

By ANNE MARIE CHAKER

Anson Whitmer had a bracing solution to a flagging afternoon meeting at his company's recent employee retreat.

“We need to shake things up,” he said, clapping his hands to wake one dozing attendee. Whitmer, chief executive of Mental, a wellness app, then ushered his fully clothed staff of four into a walk-in shower at the Lake Tahoe retreat site and turned its two nozzles on to ice-cold blast.

“This feels like being shot by a BB gun!” shouted Jason Kyle, Mental's head of content.

Please turn to page A11

Trump, Cohen in Court: A ‘Heck of a Reunion’

By JACOB GERSHMAN

Michael Cohen, Donald Trump's scorned ex-confidant, testified against his former boss during an electric day in court, telling a New York justice that Trump commanded him to “reverse engineer” estimates of the former president's financial wealth.

Tuesday's appearance by Cohen, which came in the New York attorney general's civil-fraud case against Trump and his business, placed the two men face-to-face five years after their bitter split. When Cohen, 57 years old, took the stand midday and swore to tell the truth, Trump sat cross-armed and stone-faced at the defense table a few feet away.

“I was tasked by Mr. Trump to increase the total assets based upon a number that he arbitrarily elected,” said Cohen, a longtime Trump lieutenant who previously worked at the

Trump Organization and served as Trump's personal lawyer.

The former president, who has attended parts of the trial, made the trip to Manhattan to watch Cohen in person. In a courthouse hallway, he called Cohen a “proven liar” and a felon. “He served a lot of time for lying,” Trump said.

Cohen spent more than a year behind bars after pleading guilty to tax and campaign-finance crimes and lying to Congress about Trump's plans for a Trump Tower in Moscow, among other federal charges.

Asked outside of the courtroom how it felt to see Trump, Cohen responded, “Heck of a reunion.”

Over an afternoon of testimony, Cohen said Trump's

Please turn to page A4

Trump lawyer Ellis pleads guilty in Georgia case.... A4
New bid by Trump lawyers to toss D.C. cases..... A4

Salesforce.

#1 CRM.

Ranked #1 for CRM Applications based on IDC 2022 Revenue Market Share Worldwide.

23.0%

salesforce

5.7%

Microsoft

4.8%

ORACLE

4.6%

SAP

3.6%

Adobe

2018

2019

2020

2021

2022

Source: IDC, Worldwide Semiannual Software Tracker, April 2023.

salesforce

salesforce.com/number1CRM

CRM market includes the following IDC-defined functional markets: Sales Force Productivity and Management, Marketing Campaign Management, Customer Service, Contact Center, Advertising, and Digital Commerce Applications. © 2023 Salesforce, Inc. All rights reserved. Various trademarks held by their respective owners.

© 2023 Dow Jones & Company, Inc. All Rights Reserved

U.S. NEWS

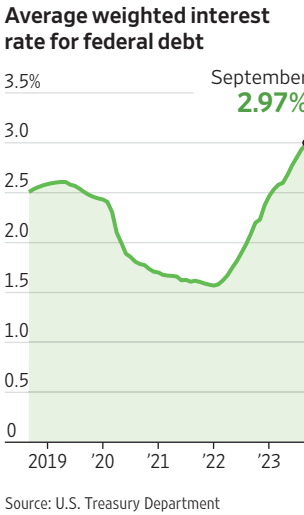
High Borrowing Costs Pose Threat to Resilient Economy

By AMARA OMEOKWE
AND ANDREW DUEHREN

Add surging interest rates to the list of threats staring down the U.S. economy. The yield on the U.S. 10-year Treasury note touched 5% on Monday for the first time in 16 years, after climbing rapidly in recent weeks. That is among many borrowing costs—including for other long-term government debt, mortgages, credit cards, auto purchases and business loans—that could slow the surprisingly resilient economy. Rising rates come on top of other potential impediments for the economy. Those include the possibilities of the conflict in the Middle East raising energy prices, prolonged labor strikes resulting in wider job losses and a partial government shutdown next month. Meanwhile, higher yields lift borrowing costs for the U.S. government, amid ballooning federal budget deficits and debt. The economy has remained strong over the past year, despite the Federal Reserve sharply raising short-term rates to combat inflation by

moderating economic activity. If higher long-term rates persist, they could increase the risks of a broader and deeper downturn rather than a hoped-for soft landing, in which inflation cools without a recession. “The fear in the market is that we get surprises of ever-higher yields,” said Roger Aliaga-Díaz, chief economist for the Americas at Vanguard. “We still believe we’re not out of the woods yet in terms of a recession call.” Higher rates could crimp consumer spending, which has powered the economy this year alongside a strong job market. Hiring jumped and the jobless rate held at historically low levels during September, according to the Labor Department. Americans extended their summer spending spree at retailers into last month, separate data showed. That drove economic growth above a 5% annual rate during the summer months, the Federal Reserve Bank of Atlanta estimates. Economists surveyed this month by The Wall Street Journal estimate growth will slow sharply to a roughly 0.9% pace in the current quarter.

Consumers also face the resumption of federal student-loan payments and higher prices than before the pandemic. “You have a mix that does not favor stronger consumer spending, but rather more cautious consumer spending,” said Gregory Daco, chief economist at EY-Parthenon. He expects a 3% rise in retail sales during this year’s November through December holiday season from the year before, a slowdown from 2022 and falling behind the recent rate of inflation. He now sees the probability of a U.S. recession over the next 12 months at around 50%, up from 40% before long-term yields surged. The sudden rise in long-term yields also creates the possibility of financial-market turmoil, he said. Higher interest rates could further strengthen the dollar, hurting American exporters by making their products more expensive on world markets. In housing, higher mortgage rates intensify downward pressure in the slumping market. Mortgage rates nearing 8%



creates “a new psychological threshold” for potential home buyers, said Lisa Sturtevant, chief economist at Bright MLS. “Frankly, the numbers are going to stop working for people,” she said, as both mortgage rates and high home prices make purchases less affordable for many. A slowdown in residential investment and related purchases, such as furnishings, would curb overall economic growth. To be sure, the climb in long-term Treasury yields

could slow or reverse. “The higher we are, the more likely the next move is down,” said Aliaga-Díaz of Vanguard. Persistently higher yields would likely put stress on the federal budget, too. Federal spending on interest on the public debt increased by \$162 billion during the fiscal year ended Sept. 30 from the year earlier, according to the Treasury Department. That was more than the respective increases in spending for Medicare, Medicaid and Social Security. The Congressional Budget Office expects payments on the federal debt to more than triple as a share of gross domestic product to 6.7% by 2053. Those forecasts are premised upon a 10-year Treasury yield averaging 3.8% in 2033 and 4.5% in 2053. “If rising interest rates are sustained long term it is potentially catastrophic for the federal budget,” said Brian Riedl, senior fellow at the Manhattan Institute and a former Republican staffer. Higher bond yields add to the government’s cost of borrowing gradually, as the Treasury rolls over debt issued previously at lower interest

rates. The weighted average interest rate the government paid on all of its debt was 2.97% in September, according to Treasury data. But more than half of all Treasury debt will mature in less than three years, meaning that rate is poised to rise over time. Alec Phillips, chief political economist at Goldman Sachs, said that the cost of the government’s interest payments is less worrisome when it is adjusted for inflation. The real net interest expense is more affordable considering the size of the economy, he said. Meanwhile, the government will likely have to keep borrowing more. When adjusted for the student-loan cancellation plan, the deficit increased dramatically during the recently ended fiscal year. The Treasury Department surprised investors when it said in July that it would gradually increase the size of its auctions of notes and bonds. Borrowing more can cause rates to rise, potentially creating a vicious cycle of debt. “All of it comes down to at some point the bond market starts to cut Washington off, at least at reasonable interest rates,” Riedl said.

U.S. WATCH



HONORED: Prof. Gebisa Ejeta of Purdue University received the National Medal of Science from President Biden on Tuesday for his contributions to the science of plant genetics.

NEW YORK
State Picks Offshore Wind Projects

New York will invest in three offshore wind projects as the state tries to meet its ambitious timetable to transition to renewable energy sources, Gov. Kathy Hochul said Tuesday. The Democratic governor announced the conditional awards as high development costs affect other offshore wind projects for New York and around the globe. The state also announced awards to 22 land-based solar, wind and hydro projects. Combined, the projects will generate enough power for 2.6 million homes, with almost two-thirds of it coming from the three offshore wind projects. State law sets goals for 70% of New York’s electricity to come from renewable sources by 2030, and 9,000 megawatts of offshore wind by 2035. There is currently an offshore wind project under construction off Long Island. The New York State Energy Research and Development Authority will negotiate final contracts with three offshore wind projects totaling 4,032 megawatts: Attentive Energy One, Community Offshore Wind and Excelsior Wind. The projects are expected to be operating by 2030. Though offshore wind development costs have gone up, state energy officials said the three projects will still benefit consumers. The average bill increase for customers will be about \$2.93 a month, according to the state.

—Associated Press

LOUISIANA
Death Toll Climbs In ‘Superfog’ Crash

The toll from a series of crashes on a Louisiana interstate rose to eight dead and 63 injured Tuesday, a day after a “super fog” of marsh fire smoke and dense fog snared more than 160 vehicles in the fiery pileup, authorities said. An estimated 168 vehicles were involved in the crashes on Interstate 55 near New Orleans, Louisiana State Police said. By Tuesday evening the number of fatalities had increased from seven to eight and the number of reported injured more than doubled, Louisiana State Police said. At least 63 people were injured in the crashes, with injuries ranging from minor to critical, and others sought medical aid on their own, authorities said. It was unclear whether it was the most significant crash ever handled by Louisiana State Police, given the number of vehicles and fatalities involved, state police Sgt. Kate Stegall said. “However, I can tell you that this is an extensive and devastating incident, resulting in loss of lives and profound repercussions for both the community and first responders,” she said. The crashes began before 9 a.m. Monday along a 1-mile stretch of the elevated interstate, which passes over swamp and open water between Lake Pontchartrain and Lake Maurepas, Stegall said. The crashes left a long stretch of mangled and scorched cars, trucks and tractor-trailers. Crushed vehicles were piled atop each other, blackened by flames.

—Associated Press

MASSACHUSETTS
Woods Searched After Fatal Shooting

Police in Massachusetts were searching a large area of woods on Tuesday for a man in connection with the shooting death of his wife. Police focused on around 400 acres after a hunter found a car in the area belonging to Aaron Pennington, 33 years old. Pennington’s wife, Breanne Pennington, 30, was found dead in their Gardner home on Sunday. Police were searching an area known as Camp Collier, a land trust used by Boy Scouts and church groups for getaways, Gardner Police Chief Eric McAvene said at a news conference near the woods Tuesday. Police said they consider Pennington to be armed and dangerous. When his car was found, unoccupied, Gardner, a city about 15 miles from the New Hampshire state line, temporarily issued a shelter-in-place order for a neighborhood near the woods. “We’re asking anyone with trail cams, any hunters, any people with video cameras at their houses, please, give it to the police...we’re asking the public for all their help,” Worcester County District Attorney Joseph Early Jr. said at the news conference. City property records show Aaron Pennington has owned the home since June 2022. The couple had four children, who were in the custody of the state, Early said.

—Associated Press

States Sue Meta Over Young Users

Continued from Page One young peoples’ experiences,” a Meta spokesman said. “We’re disappointed that instead of working productively with companies across the industry to create clear, age-appropriate standards for the many apps teens use, the attorneys general have chosen this path.” The spokesman said supporting teens requires examining the many issues they struggle with and recognizing many teens find support and community on social media. Of the states, 33 joined a suit filed in federal court in Northern California. Some of the attorneys general, including Skremetti of Tennessee and Democrat Andrea Campbell of Massachusetts, chose to bring cases making essentially the same arguments under their states’ consumer-protection laws for what people familiar with the efforts called strategic reasons. Weiser and Skremetti highlighted the bipartisan nature of the effort. They pledged the states would invest heavily in the cases, comparing them to other landmark state actions over products deemed harmful to public health. “We had a conference six months ago working on this, we had over 100 people there,” Skremetti said. “That’s tobacco-suit level, opioid-suit level commitment.” According to the federal suit, Meta maximized the attention teen users spend on its platform in ways the company knows often come at the expense of their mental health. “Despite overwhelming internal research, independent expert analysis, and publicly available data that its Social Media Platforms harm young users, Meta still refuses to abandon its use of known harmful features—and has instead redoubled its efforts to misrepresent, conceal, and downplay the impact of those features on young users’ mental and physical health,” the suit claims. Meta has said it rolled out a number of features to improve well-being for young people and enhance parental controls over how their children use the product. The attorneys general cite as part of their evidence internal Meta documents made public by Frances Haugen, a former employee who took more than 20,000 screenshots of records about company research into its products’ potential harms. Those documents were part of the basis of The Wall Street Journal’s Facebook Files series of articles in 2021. Among those records were hundreds of pages of internal research into teen users’ behavior and Meta’s efforts to make its platform more alluring to them. Based on focus-group user-experience work and surveys of hundreds of thousands of Instagram users, Meta’s re-

searchers concluded that social media likely didn’t pose significant risks for most users. But for a substantial minority of teens with existing mental-health vulnerabilities, they wrote, Instagram posed risks. In one of the documents cited by the Journal, an Instagram research manager explained to colleagues: “Teens told us that they don’t like the amount of time they spend on the app but feel like they have to be present.” The manager added that “they often feel ‘addicted’ and know that what they’re seeing is bad for their mental health but feel unable to stop themselves.” According to Meta’s internal research, the problem was most pronounced among young women. “Thirty-two percent of teen girls said that when they felt bad about their bodies, Instagram made them feel worse,” researchers wrote in a summary of their work, according to the Journal article. Citing the platform’s “high-light reel” sensibilities and focus on users’ bodies, the researchers concluded that “comparisons on Instagram can change how young women view and describe themselves.” In the wake of the Journal article, Meta suspended plans for a version of its Instagram app tailored to children. But the company pushed back against the claims of harm, calling the Journal’s reporting misleading and saying that on 11 out of 12 potential well-being issues, teenage girls said Instagram was helpful. The federal suit alleges that, in the wake of the Journal’s reporting and the allegations by

Haugen, the company offered false reassurances to parents and took steps to muzzle its research staff. While specific examples of Meta’s alleged coverup are redacted in the filing, in an interview, Weiser said they included disbanding internal research teams and restricting employee access to data. He called the steps an effort by Meta to protect its business model of maximizing user engagement. Tuesday’s suits follow extended discussions between the states and Meta regarding a possible settlement that would have required the company to acknowledge the alleged risks of its products and limit specific design features that the states concluded were aggravating existing mental-health issues for young users. The talks failed, Weiser said, because Meta was unwilling to alter its products in ways that would reduce compulsive usage. “Young people can use social media in a safe, protected way. But that hasn’t happened. Instead young people have been fed features that lead them into dark holes,” he said. “If Meta were to start from the premise that they recognize the concerns we’ve identified and are committed to addressing the harms we can always resume those talks.” The coalition of attorneys general have been pursuing similar lines of inquiry regarding Meta’s social-media competitors, with Tennessee and others seeking to compel TikTok to produce internal records related to teen mental health in court. It isn’t clear if those inquiries could lead to litigation.

The suits follow extended settlement discussions with Meta.

CORRECTIONS & AMPLIFICATIONS

Country Garden missed a \$15.4 million interest payment on an outstanding dollar bond that was due at midnight ET on Oct. 17, which was Oct. 18 midday in Hong Kong. An Oct. 19 Business & Finance article about the company omitted

the time zone. **In some editions** Tuesday, the last name of Jeremy Balkin, chief executive of TodayPay, was misspelled as Balkan in one instance in a Technology article about the company.

Readers can alert The Wall Street Journal to any errors in news articles by emailing wsjcontact@wsj.com or by calling 888-410-2667.

THE WALL STREET JOURNAL
(USPS 664-880) (Eastern Edition ISSN 0099-9660)
(Central Edition ISSN 1092-0935) (Western Edition ISSN 0193-2241)

Editorial and publication headquarters: 1211 Avenue of the Americas, New York, N.Y. 10036
Published daily except Sundays and general legal holidays.
Periodicals postage paid at New York, N.Y., and other mailing offices.

Postmaster: Send address changes to The Wall Street Journal, 200 Burnett Rd., Chicagope, MA 01020.

All Advertising published in The Wall Street Journal is subject to the applicable rate card, copies of which are available from the Advertising Services Department, Dow Jones & Co. Inc., 1211 Avenue of the Americas, New York, N.Y. 10036. The Journal reserves the right not to accept an advertiser's order. Only publication of an advertisement shall constitute final acceptance of the advertiser's order.

Letters to the Editor: Fax: 212-416-2891; email: wsjltrs@wsj.com

Need assistance with your subscription?
By web: customercenter.wsj.com; By email: wsjsupport@wsj.com
By phone: 1-800-JOURNAL (1-800-568-7625)

Reprints & licensing:
By email: customreprints@dowjones.com
By phone: 1-800-843-0008

WSJ back issues and framed pages: wsjshop.com

Our newspapers are 100% sourced from sustainably certified mills.

GOT A TIP FOR US? SUBMIT IT AT WSJ.COM/TIPS

U.S. NEWS

Procedures on Rise Since Court Voided Roe v. Wade

By Laura Kusisto
and Jennifer Calfas

More than a year after the Supreme Court overturned Roe v. Wade, one thing seems clear: New state bans have done little so far to deter women from obtaining abortions.

Data released Tuesday show the number of abortions ticked up slightly in the year following the high court's Dobbs v. Jackson Women's Health Organization decision. That ruling, from June 2022, ended federal protections for the procedure, and paved the way for some 16 states to ban many or most abortions.

The data indicate that abortion providers, funders and others have adapted quickly to a legal landscape that has changed profoundly. Access has been cut off throughout much of the South, and demand has surged in states in which abortion is still legal. Many providers there have had to significantly increase capacity.

The findings also underscore the challenges facing anti-abortion groups, as the ease of traveling to another state or obtaining abortion pills online seem to be largely undercutting laws intended to reduce abortions.

In the new study, WeCount, an abortion-data project sponsored by the Society of Family Planning, which supports abortion rights, found that nationwide there were 183 more monthly abortions on average in the 12-month period following the Dobbs decision compared with the monthly average prior to the decision. That trend mirrors similar findings by the

Guttmacher Institute, a research group that also supports abortion rights, which showed the number of abortions rising in most states in the first half of this year compared with 2020, the most recent year for which data are available.

"I have been surprised to see the evidence that is mounting that abortions have had a slight increase," said Caitlin Myers, an economics professor at Middlebury College who has studied abortion data.

While it has become much harder since the end of Roe to obtain an abortion in states with newly enacted bans, it actually appears to have become easier in many other states, thanks to increased attention and resources. Abortion funds, nonprofits that help finance abortions and logistics associated with them, have raised millions to help lower-income women pay for procedures and travel, while new clinics have opened in states such as Illinois and New Mexico that have become major destinations for women

traveling from other states.

Nearly 115,000 fewer abortions were performed in the year after the Dobbs decision in states that banned abortions throughout pregnancy or

after six weeks, according to the WeCount data. At the same time, states including Illinois, Florida and North Carolina—where the procedure remained largely legal—saw an increase of 117,000 abortions.

The data don't include women who order pills online from overseas outside the formal medical system, a practice

that appears to have become more common.

Efforts focused on helping women travel seem to have also made it easier for some in-state residents to obtain abortions. For example, providing more telehealth appointments to accommodate increased demand can also make appointments more accessible for women in rural areas.

In California, Planned Parenthood of Orange & San Bernardino Counties doubled the number of open appointments available for medication abortion at its nine locations in spring 2022 in anticipation of the high court's decision, said Krista Hollinger, the Planned Parenthood branch's chief operating officer.

Those centers have seen an increase in out-of-state patients, but more Californians are getting abortions as well. Planned Parenthood of Orange & San Bernardino Counties saw a 20% increase in its total volume since June 2022, while only about 3% of that increase came from out-of-state patients.

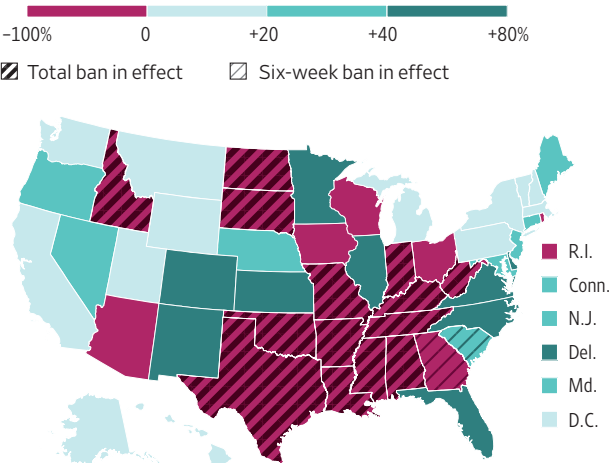
Abortion providers say laws have created obstacles. For instance, women forced to travel out-of-state for an abortion may have to take time off work and involve friends and family members in a private medical decision. Bans are also pushing some abortions further back into pregnancy, when they become more complicated and expensive.

For antiabortion advocates, the policy options available to combat the ease of traveling and obtaining pills online present major challenges. Any efforts to prevent women from traveling out of state for abortions could run up against constitutional challenges. Restricting the use of abortion pills ordered online from overseas or out-of-state actors is



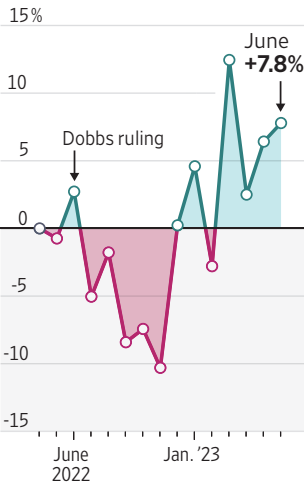
Both sides of the abortion issue demonstrated outside the Supreme Court on June 24, the first anniversary of the ruling on the Dobbs case that overturned Roe v. Wade.

Estimated number of abortions
Change from April 2022 to June 2023



Note: Bans are as of October and may have limited exceptions, such as medical emergencies. Sources: WeCount (abortions); Guttmacher Institute and staff reports (bans)

Estimated number of abortions, U.S.
Change from April 2022



Kara Dapena/THE WALL STREET JOURNAL

Some states enacted bans, others made it easier to get abortions.

Georgia's Six-Week Abortion Ban Upheld

By Laura Kusisto

Georgia's highest court upheld a law banning abortion after about six weeks of pregnancy, a decision that will keep abortion access significantly constrained throughout most of the South.

On Tuesday, a 6-to-1 majority of the Georgia Supreme Court rejected a claim by abortion providers that the law, enacted in 2019, was clearly unlawful when it was passed because Roe v. Wade, which protected the right to an abortion, was the law of the land at the time.

In June 2022, the U.S. Su-

preme Court overruled Roe and eliminated that right in Dobbs v. Jackson Women's Health Organization. Georgia's law took effect shortly after.

The state court on Tuesday said it must follow current legal precedent, meaning the six-week ban was constitutional under Dobbs. The decision reversed a state trial judge who found that state law invalid on the grounds that it was unconstitutional four years ago.

Justice Verda Colvin, writing for the court, noted that the Dobbs decision found Roe "egregiously wrong from the start." The court had already issued an interim order that al-

lowed the ban to be enforced during the litigation.

The Georgia ruling was the latest in a flurry of legal battles that have shifted to state courts in the year since Roe was overturned. Without federal constitutional protections for the procedure, abortion-rights groups have mounted new legal arguments based on state constitutions, especially in states where the legislature and governor's office are controlled by Republicans. The results have been mixed.

Abortion-rights supporters won an initial victory in South Carolina this year, but the court quickly reversed itself and al-

lowed a six-week ban to go into effect. They also have scored some narrow victories in states such as Oklahoma, where the state supreme court found a right for women to obtain abortions in medical emergencies.

Georgia has seen a roughly 40% decline in abortions under the six-week ban, according to WeCount, an abortion-data project sponsored by the Society of Family Planning, which supports abortion rights.

Tuesday's ruling didn't resolve all the issues in the litigation. The state high court sent the case back to the trial level for consideration of other legal arguments.



PAUL MORELLI



PAULMORELLI.COM

725 MADISON AVENUE (NYC)
1118 WALNUT ST (PHL)
917.227.9039

Buy Side

FROM

WSJ

EXCLUSIVES



INSIDER DEALS THAT SAVE YOU TIME AND MONEY

Whether you want to get ahead with offers on tech, learning, and personal finance, or kick back with wine, culture, and travel perks, **Buy Side from WSJ Exclusives** has you covered with subscriber-only savings to improve your daily life.

SCAN TO SIGN UP FOR THE NEWSLETTER



Buy Side from WSJ Exclusives is included with a subscription to The Wall Street Journal, Barron's, MarketWatch, Financial News or Private Equity News.

Explore the offers at wsj.com/buyside/exclusives

Buy Side from WSJ Exclusives is a marketing product, which is independent of The Wall Street Journal newsroom and the editorial staff of Buy Side from WSJ.

©2023 Dow Jones & Co., Inc. All rights reserved.

U.S. NEWS



Jenna Ellis pleaded guilty to state charges in exchange for no jail time during an emotional court hearing in Atlanta.

Trump Lawyer Ellis Pleads Guilty In Georgia Election-Interference Case

ATLANTA—Lawyer Jenna Ellis became Tuesday the third legal adviser to plead guilty in the Georgia racketeering case involving Donald Trump's attempt to overturn the 2020

By Jan Wolfe, Mariah Timms and Cameron McWhirter

election, marking a blow to the former president's defense and raising pressure on other loyalists to cut deals with the district attorney.

Trump and 18 co-conspirators, including eight lawyers, were charged with participating in a criminal enterprise to subvert Joe Biden's victory. A trial date hasn't been scheduled, but a flurry of commitments to cooperate obtained by Fulton County District Attorney Fani Willis shows she is homing in on those who gave Trump legal advice in the months after the election.

Ellis, a former lawyer for the Trump campaign, pleaded guilty to state charges in exchange for no jail time during an emotional court hearing in Atlanta. Legal observers say Willis is climbing the ladder to get to Trump's inner circle, including his former lawyer Rudy Giuliani, to bolster her case against Trump himself.

Clint Rucker, an attorney who worked with Willis as a Fulton County prosecutor on racketeering cases, said that with each plea, the prosecution's position grows stronger. "[Ellis] was sitting at the table...That's going to be really, really pivotal," Rucker said, adding that Ellis's testimony during a trial would hurt Giuliani's because they worked closely together.

The former New York City mayor doesn't currently have a lawyer in the Georgia case, and a spokesman didn't respond to requests for comment. He has pleaded not guilty.

Ellis, 38 years old, followed in the footsteps of Trump legal advisers Sidney Powell and

New Bid to Toss D.C. Charges

Donald Trump's lawyers stepped up their challenges to federal charges that the former president conspired to overturn his 2020 election loss, arguing in court filings that the indictment violates his free-speech rights and targets him because he is President Biden's chief rival for the White House in 2024. U.S. District Judge Tanya Chutkan hasn't yet ruled on Trump's earlier argument that the case should be tossed because he has immunity from prosecution for actions he

took in his role as president. Special counsel Jack Smith's team has urged her to reject that claim and is expected to oppose the latest challenges to the indictment, which accuses the former president of conspiring to cling to power through actions that culminated in the Jan. 6, 2021, attack on the U.S. Capitol. The trial is currently scheduled to open in March 2024. It is one of four criminal cases facing the Republican front-runner.

—Sadie Gurman

Kenneth Chesebro, who agreed to cooperate with prosecutors last week, and became the fourth defendant overall in the case to take a deal. Ellis's deal is similar to one accepted by Chesebro; both pleaded guilty to one felony charge. Chesebro wrote legal memos outlining a strategy to reverse the outcome of the 2020 election. Powell pleaded guilty to misdemeanor charges relating to a plot to copy voting equipment and voter data in a rural Georgia county.

Prosecutors got the lawyers to agree to testify at Trump's trial if asked, hoping their testimony would take jurors inside Trump's frenzied national effort to overturn his loss to Biden. Ellis was a close adviser to Giuliani as he traveled to Pennsylvania, Arizona and Georgia and urged state lawmakers to reverse Biden's victory based on false claims of widespread voter fraud.

A spokesman for Willis declined to comment. Ellis was the first defendant to publicly read an apology letter in open court. Tearing up, she said she should have done more to investigate the voter

fraud claims she made in late 2020 when she was crisscrossing the country with Giuliani. "I failed to do my due diligence," she said. "If I knew then what I know now, I would have declined to represent Donald Trump in these post-election challenges. I look back on this whole experience with deep remorse."

Fulton County Superior Court Judge Scott McAfee on Tuesday signed off on a sentence for Ellis negotiated by Willis's office: five years of probation along with \$5,000 in restitution and 100 hours of community service.

As part of her deal with prosecutors, she pleaded guilty to one count of aiding and abetting the filing of false statements—namely, testimony by Giuliani to a Georgia Senate subcommittee in December 2020 that tens of thousands of mail-in ballots had been fabricated and voting machines had flipped votes. That implicates Giuliani in a criminal act, legal experts said.

He faces charges for allegedly attempting to convince Georgia senators to violate their oaths of office by ap-

pointing alternate electors, knowingly making false claims of election fraud and forging documents to pave the way for the scheme.

A fourth co-defendant, Georgia businessman Scott Hall, pleaded guilty in September to misdemeanor charges.

Trump's lawyer Steve Sadow noted that none of the four defendants to have taken deals has pleaded guilty to the racketeering charge at the heart of the case. The former president pleaded not guilty. "What that shows is this so-called RICO case is nothing more than a bargaining chip for Willis," Sadow said, using a common legal phrase for racketeering cases.

Even though defendants haven't admitted to racketeering, they are boosting Willis's case by admitting to the acts that allegedly furthered the conspiracy, said E. Jay Abt, a criminal defense attorney. Abt predicts the focus will shift to Trump and his close advisers: Giuliani, former Trump White House chief of staff Mark Meadows, and John Eastman, another Trump lawyer. A representative for Meadows, who had pleaded not guilty in the case, didn't immediately respond to request for comment.

Eastman, a constitutional lawyer and an architect of Trump's postelection litigation, has said he won't take a plea deal. In late 2020, Eastman worked with Chesebro on a plan to prepare slates of electors pledged to Trump in states he had lost. One of Eastman's lawyers, Harvey Silverplate, said his client is being prosecuted for the routine act of giving legal advice. That is the defense Eastman will make at trial, and plea deals by co-defendants won't change that, he said.

Watch a Video



Scan this code to watch a video on Jenna Ellis's guilty plea in Georgia case.

GOP Gets New Speaker Pick After Emmer

WASHINGTON—Rep. Mike Johnson of Louisiana was chosen as House Republicans' latest nominee for speaker in a conference vote late Tuesday, hours after the party elected

By Siobhan Hughes, Katy Stech Ferek, Kristina Peterson and Eliza Collins

and then derailed a different member in its search for the elusive candidate who can actually win the gavel.

Johnson, the vice chairman of the House Republican Conference, bested Byron Donalds of Florida, a Trump ally popular with many of the most conservative lawmakers. Lawmakers left the Capitol saying Johnson could unite them after a series of failed attempts to find a successor for former House Speaker Kevin McCarthy (R., Calif.), who was ousted three weeks ago.

The House is frozen until a new speaker is elected. Lawmakers are eager to get back to work, with many wanting to



Rep. Mike Johnson

pass aid to Israel and address a looming government funding deadline next month. A floor vote could be held as soon as noon Wednesday.

Johnson's ascension marked the latest chapter in a dizzying day, as Republicans' deep divisions and the power of its most conservative members to steer the party were thrust into the spotlight once again. House Majority Whip Tom Emmer (R., Minn.) was chosen as the nominee around lunchtime but dropped his bid by dinner, as stiff resistance from hard-right members buttressed by former President Donald Trump sank his chances.

By contrast, lawmakers said Johnson benefited from not being considered part of the core GOP leadership team, whose decisions about policy issues including the debt limit and spending levels have divided House Republicans. Those disagreements culminated in McCarthy's removal and have hobbled efforts to find a replacement.

"The conference just wanted something new. They did not want the old," said Rep. Jodey Arrington (R., Texas). He said

that House Republicans first had to consider other members of GOP leadership before landing on Johnson.

Johnson also appeared to have won over at least some lawmakers who had thrown up roadblocks before, including Rep. Matt Gaetz (R., Fla.), who led the charge to oust McCarthy. Gaetz said he believed Johnson had "enthusiastic support" across the party.

Emmer's withdrawal put the Republicans back to square one for the fourth time, another reset after similar defeats for Reps. Steve Scalise (R., La.) and Jim Jordan (R., Ohio) in recent weeks. Republicans regrouped again late Tuesday to assemble another slate of candidates and hold a fresh vote.

Johnson previously led the Republican Study Committee, a broad group of conservative members, but has less experience in leadership than the previous three speaker picks. The 51-year-old joined Congress in 2017 and serves on the House Judiciary Committee.

In a sign of frustration over a long and messy process, the tally in the final round was 128 for Johnson to 29 for Donalds, with 44 protest votes for "other"—all but one for McCarthy. The other candidates to be eliminated or drop out in earlier rounds were Rep. Roger Williams of Texas and two Tennessee Republicans, Mark Green and Chuck Fleischmann.

A follow-up round of voting designed to see if lawmakers would support Johnson on the House floor didn't raise any immediate red flags. Members said everyone voted for Johnson, with three voting "present." There were about 20 absences, meaning opposition could still emerge.

Any candidate for speaker needs a majority of votes in the 433-member House, assuming all members vote for an individual. Republicans currently hold 221 seats compared with 212 for Democrats. No Republican can lose more than four GOP votes to be elected speaker, assuming all Democrats vote for their candidate, Rep. Hakeem Jeffries (D., N.Y.). Earlier, House Republicans picked Emmer, a former chairman of the House Republicans' campaign arm, over fellow finalist Johnson, following a rapid-fire series of votes to winnow an initial group of more than a half-dozen. The tally in the final round was 117 for Emmer to 97 for Johnson.

But after Emmer won the nod, more than 20 members indicated they wouldn't support him, including some members of the House Freedom Caucus. Trump issued a statement saying electing Trump's speaker would be a mistake.

—Lindsay Wise contributed to this article.

Trump's Ex-Ally Testifies

Continued from Page One wealth wasn't calculated but dictated by a boss determined to puff up his net worth. Cohen said he was part of a high-level team instructed to do what it had to do to make the asset valuations match Trump's vision of himself as a titan of business.

Cohen said he and the Trump Organization's then-chief financial officer, Allen Weisselberg, had the responsibility to "reverse engineer the various different asset classes...to achieve the number that Mr. Trump had tasked us."

Weisselberg in previous testimony said he didn't recall ever getting such specific commands from Trump.

Under cross-examination, Trump lawyer Alina Habba sought to hammer at Cohen's credibility as a witness. "You have lied numerous times under oath, isn't that correct?" Habba asked.

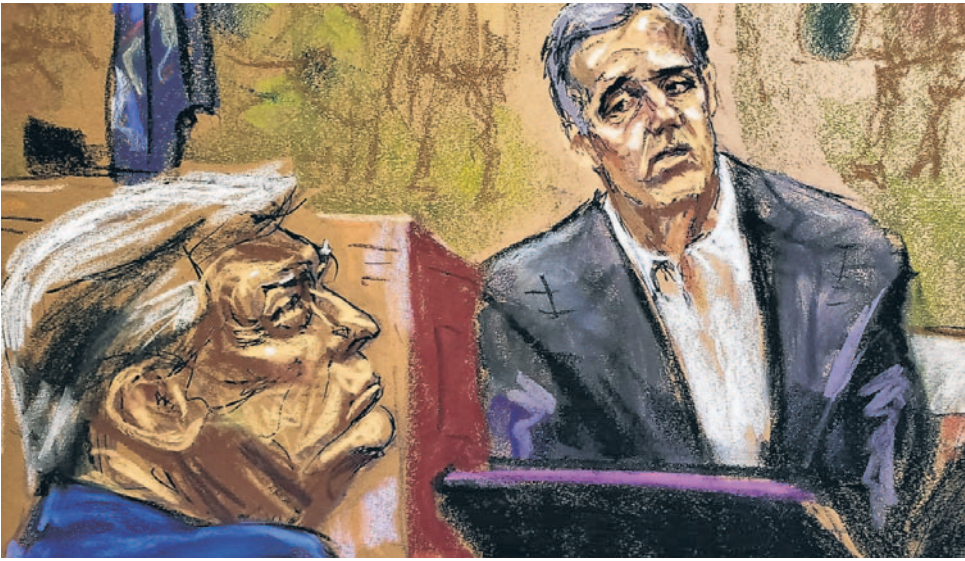
"That's correct," Cohen replied.

Trump's lawyers said his financial statements were materially accurate and that he included disclaimers in them cautioning banks not to necessarily rely on his valuation methods and estimates. They also said that lenders profited from his business and that Trump never defaulted on the loans in question.

Over his decade in the Trump Organization, Cohen carved out a niche as the guardian of Trump's image, issuing legal threats to reporters and others in possession of information that could conceivably damage his boss, including a Catholic priest.

The two men were close through Trump's 2016 presidential campaign, with Cohen helping orchestrate hush-money payments to Stormy Daniels, a porn star, and Karen McDougal, a former Playboy centerfold. Both women alleged sexual relationships with Trump, who denied them. After Trump became president, Cohen found himself frozen out of the White House, ensnared in a sex scandal coverup and in legal peril.

Though Cohen advertised himself as the new president's



Former President Trump and his former lawyer Michael Cohen faced each other in court Tuesday.

personal lawyer, Trump had little to do with him. But Cohen traded on his history with Trump to land consulting contracts with companies desperate for an inside track with the new administration.

He drew the attention of federal investigators, who began looking into his finances and the hush-money payments. Prosecutors charged him in 2018 with campaign-finance violations, tax evasion and lying to Congress about

the extent of efforts to build a Trump Tower in Moscow during the 2016 campaign.

As his legal fees mounted, the Trump Organization resisted paying, and inquiries on Cohen's behalf about a presidential pardon met with lukewarm responses.

Cohen broke with Trump in explosive fashion, accusing the man he had once revered of directing the hush-money payments as he pleaded guilty before a federal judge. He then

went on a tour of Congress, testifying to Trump's alleged misdeeds in hearing after hearing.

It was Cohen's 2019 congressional testimony about Trump's dealings with lenders that sparked the New York civil case, brought by state Attorney General Letitia James, a Democrat. This case now threatens the Republican presidential front-runner's business empire.

James's office has pointed to Cohen's sworn accounts as

evidence that Trump over many years supplied bogus information to lenders and other financial institutions to secure hundreds of millions of dollars in loans. She is seeking \$250 million in penalties and has already persuaded New York Supreme Court Justice Arthur Engoron, who is presiding over the case, to cancel state business certificates held by Trump. A state appeals court earlier this month temporarily halted the cancellation of the certificates.

Cohen also is a key witness in a Manhattan criminal case involving the hush-money payments. District Attorney Alvin Bragg has charged Trump with felony falsification of business records, a case scheduled to go to trial in March. Trump has pleaded not guilty.

Trump is facing charges in four criminal cases. Among other developments Tuesday, Jenna Ellis, a former lawyer for the Trump campaign, became the third legal adviser to plead guilty in the Georgia racketeering case involving Trump's attempt to overturn the 2020 election. Trump has pleaded not guilty.

—Joe Palazzolo and James Fanelli contributed to this article.



Becky K.
Independent Financial Advisor
Since 2005

I promise – as an independent advisor – to be a careful steward of your family’s financial well-being. As a fiduciary, I promise to put your interests first, always.

FindYourIndependentAdvisor.com



Scan now to find
a local advisor.



Own your tomorrow.

This content is made available and managed by Charles Schwab & Co., Inc. (“Schwab”). The purpose of this information is to educate investors about working with an independent Registered Investment Advisor (RIA). Schwab Advisor Services™ serves independent investment advisors and includes the custody, trading, and support services of Schwab. Independent investment advisors are not owned by, affiliated with, or supervised by Schwab. ©2023 Charles Schwab & Co., Inc. All rights reserved. Member SIPC (1221-11GE) (11/21)

U.S. NEWS

GOP Senators Seek Changes to Foreign Aid Package

By LINDSAY WISE
AND MICHELLE HACKMAN

WASHINGTON—Senate Republicans want changes to the Biden administration’s request for \$106 billion in emergency funds for Ukraine, Israel and Taiwan and to manage the flow of migrants at the U.S. border, setting up tricky negotiations that could imperil the bill even before it runs headlong into the currently paralyzed House. The administration’s proposal includes about \$61 bil-

lion for Ukraine, another \$14 billion for Israel for security needs, and about \$9 billion for humanitarian assistance to both conflict theaters, among other requests. It also includes about \$2 billion for security assistance in the Indo-Pacific and \$14 billion for the border, which would pay for more-efficient processing of migrants seeking asylum, more border-patrol agents and asylum officers, and reimbursements to cities and private organizations that have set up shelters.

There is broad bipartisan support in Congress for aid to Israel, following the deadly attack by Hamas this month. But some Republicans are skeptical of new funding for Ukraine, while others would prefer to finance weaponry instead of humanitarian aid or direct economic assistance to the Ukrainian government. Congress has approved more than \$100 billion for Ukraine since Russia invaded in early 2022. The parties also differ on how to respond to illegal immigra-

tion, with Republicans emphasizing tougher border controls. Senate Minority Leader Mitch McConnell (R, Ky.) said he is generally supportive of the administration’s big-picture approach—he didn’t object to the price tag—but he made it clear he plans to push for some changes, with an emphasis on border policy. “It’s pretty clear that the supplemental that was sent up is just a certain starting point,” McConnell said at his weekly press conference Tuesday.

“We’re gonna go over it with a fine-tooth comb. As you can see, there’s a lot of passion among our members about having a credible border-security provision in there and we’re gonna make other changes as well.” Some Republicans want the Israel aid separated from the Ukraine aid, a nod to the fact that the latter has become politically unpopular with their party’s voters and a number of Republican lawmakers. “The Senate needs to vote on aid for Israel now – by it-

self,” Sen. Rick Scott (R, Fla.) said on Tuesday. “Everyone in Washington knows what the president has proposed will never pass the House.” Senate Democrats say the supplemental is needed to provide vital aid to democratic governments in Ukraine, Israel and Taiwan. “Let’s get to work in the coming weeks to pass this supplemental package quickly and with strong bipartisan support,” Senate Majority Leader Chuck Schumer (D, N.Y.) said on Tuesday.

Donors to Elite Universities Chafe Over Mideast Conflict

By RACHEL LOUISE ENSIGN
AND JULIET CHUNG

David Magerman was in Israel celebrating a holiday by dancing with a Torah in synagogue when Hamas attacked the country earlier this month. When his alma mater, the University of Pennsylvania, put out a statement a few days later that called the assault “horrific” but didn’t explicitly condemn Hamas, he was incensed.

Magerman, a hedge-fund veteran turned venture capitalist who has donated millions to the school, has since cut his ties with Penn. “I was just pushed over the edge by the equivocation of the response,” he said.

Top universities such as Harvard and Penn are facing backlash from alumni angry about the schools’ reactions to the Oct. 7 attacks and their aftermath. The alumni say their schools didn’t move quickly and forcefully enough to condemn Hamas and denounce antisemitism, and they have done a poor job since then protecting Jewish students as on-campus tensions rise.

Some say it was the final straw after years of growing disenchantment with the

schools over what they see as a leftward political shift. Many big donors have announced plans to stop giving or said they are reconsidering future gifts.

The pullback could dent the finances of some universities that rely on big givers to fill their coffers. People giving \$1 million or more made up less than 1% of donors but 57% of total donations across surveyed U.S. universities, according to a study by the Council for Advancement and Support of Education covering the fiscal year ended June 30, 2022.

At Harvard, more than 30 student groups signed a letter laying blame for Hamas’s violence on Israel’s treatment of Palestinians over decades. University leaders, including new President Claudine Gay, wrote on Oct. 9 to the Harvard community that they were “heartbroken by the death and destruction unleashed by the attack by Hamas.” The statement attracted criticism from former Harvard President Larry Summers and others for not distancing Harvard from the student groups’ stance and for not explicitly condemning Hamas.

On Oct. 10, Gay followed up

with a note explicitly condemning “the terrorist atrocities perpetrated by Hamas” and saying student groups don’t speak for Harvard. She shared another statement via video two days later.

Retail billionaire Leslie Wexner’s foundation said it would cut financial ties with Harvard and end a program it funded at the school for Israelis. Wexner and his wife have donated more than \$42 million to the Cambridge, Mass., university.

On Monday, a group of prominent alumni including Sen. Mitt Romney and investors Seth Klarman and Bill Helman published an open letter to Harvard criticizing the school’s leadership in what they described as an increasingly hostile environment for Harvard’s Jewish students. The group outlined steps it said the school should take, such as restricting campus protests to enrolled students and creating and making mandatory a semesterlong class on critical thinking and fact-finding.

“We fear that history is on the verge of repeating itself,” the letter said.

Penn faces perhaps the biggest donor revolt. Prominent



At Harvard, supporters of Palestinians rallied on Oct. 14, a week after Hamas’s attacks on Israel.

alumni such as cosmetics tycoon Ronald Lauder and Apollo Global Management Chief Executive Marc Rowan had already clashed with the school last month when it hosted a Palestinian literary festival they believed showed the university was tolerant of antisemitism.

Top school officials released a statement condemning antisemitism ahead of the literary festival. Following the Hamas attacks, University President Liz Magill wrote on Oct. 10: “We are devastated by the horrific assault on Israel by Hamas that targeted civilians and the taking of hostages

over the weekend.” She issued a follow-up statement Oct. 15 condemning Hamas.

“When the university wants to say something, it knows how and it can say it forcefully,” Rowan, chair of the board of advisers at Penn’s Wharton School, told The Wall Street Journal. “And the university doesn’t seem to be able to find its voice with respect to antisemitism.”

He said the response to the Hamas attacks was a departure from the school’s strong condemnations of the killing of George Floyd and the Supreme Court’s overturning of Roe v. Wade.

Rowan, who has donated more than \$50 million to Penn, has said he won’t give more unless Magill and Board of Trustees Chair Scott Bok step down.

In the past few years, dissident alumni groups have started cropping up for people who believe progressive groupthink has taken over college campuses. Several significant donors said they don’t want to force their worldviews on anyone, but that they do want college students to be exposed to a diversity of views and be able to engage in robust dialogue.

ADVERTISEMENT

THE WALL STREET JOURNAL.

CMO Network

Member Voices

The Wall Street Journal CMO Network connects the decision-makers behind the world’s most influential brands to discuss what — and who — is driving today’s trends and chart the path forward.



Samantha Malin

EVP, Chief Marketing and Brand Officer, Sesame Workshop

Membership is by invitation:
CMONetwork@wsj.com

Share online:
CMONetwork.wsj.com/
membervoicesamesameworkshop



The Wall Street Journal news organization was not involved in the creation of this content.

In the past two years, what’s the biggest lesson you’ve learned about marketing through economic uncertainty?

True impact requires a deep understanding of your audience and keeping its needs centered. You must be clear on what your audience needs and what your purpose is. For over 50 years, our focus has been children and families. Economic uncertainty accompanies new challenges — from the COVID-19 learning gap to more children being displaced than ever — and we are intently focused on developing solutions that address those challenges. But the fundamental needs of children and families remain the same. And there has never been a greater need for Sesame Workshop and our mission.

What priorities rise to the top for you in your role as CMO during times like this?

My top priority will always be my team and making sure I support and empower them in the best ways possible. I want to foster an environment where people can show up as their whole selves and build mutual trust. When we have a clear understanding of our vision, a sense of purpose and an inclusive environment, we do our best work. We need access

to the best data to understand the needs of multiple generations we serve around the world and deliver resources and experiences that support them. Finally, we need to be flexible and willing to rewrite traditional playbooks to adapt to an increasingly complicated world.

When faced with a new challenge, what’s your decision-making process, and where do you turn for trusted information or advice?

I’ve always been analytical. I like gathering as many points of view as possible to understand what I may not be seeing in any given challenge or situation. I find opposing points of view especially valuable; reinforcing my opinion doesn’t gain me additional insight. I rely on trusted advisors, but also find it helpful to seek input from differing dimensions — across levels in my organization and in other industries as well. Pulling myself out of my own environment and hearing from others refuels me. It’s how I recharge and learn.

What does authentic marketing look like for you? And what’s one mistake you think brands make during times of instability?

Clearly defining your “why” — your reason for being, who you serve and

what you stand for — is critical to authenticity. At Sesame Workshop, our “why” is to empower each generation to build a better world. Authentic marketing means staying true to that purpose — which is at the heart of everything we do. This holds true for where you lean in (or don’t) on social platforms. It’s when brands veer from their purpose or don’t center the needs of their consumer that you see a fallout. People see that as inauthentic and will abandon brands that don’t support their values in favor of those that do.

What are you most proud of in your current role?

I’m most proud of working for an organization that has the kind of impact Sesame Workshop is able to have for children and families around the world. This is a legacy brand with legacy impact. For over 50 years, we have provided an opportunity for children to see themselves reflected in media and helped them grow smarter, stronger and kinder. Smarter by learning fundamental academics; stronger through lessons promoting physical and mental health and well-being; and kinder as they build a positive sense of self-identity and an understanding and appreciation of others.

THE WALL STREET JOURNAL.

TRUST YOUR DECISIONS

© 2023 Dow Jones & Co., Inc. All rights reserved. 6DJ7977

U.S. NEWS

Mushrooms Eyed in Midflight Scare

Off-duty pilot said that he had used psychedelic drug, authorities say

By Andrew Tangel and Alison Sider

An off-duty Alaska Airlines pilot accused of attempting to shut down an airplane’s engines midflight discussed with police taking psychedelic mushrooms and his depression, authorities said.

The details came as federal and state officials filed criminal complaints Tuesday charging Joseph David Emerson with interfering with flight crew members, and with dozens of counts of attempted murder related to last weekend’s flight. The plane eventually landed safely in Portland, Ore.

On Tuesday, an attorney for Emerson entered not-guilty pleas on his behalf at a brief court appearance in a Multnomah County, Ore., courtroom. A judge didn’t address terms of any potential release pending trial.

Emerson, 44 years old, was off duty and flying in a cockpit jump seat on a regional flight Sunday evening when the incident occurred.

“I’m not OK,” Emerson told pilots, according to a criminal complaint filed in federal court in Portland on Tuesday. After a struggle that lasted about 30 seconds, Emerson settled down, the complaint said, and then left the cockpit after one of the pilots asked him to leave.

Alaska said that Emerson tried to shut down the plane’s engines by engaging its fire suppression system, which can shut off the flow of fuel. Pilots on the flight, operated by Horizon Air, subdued Emerson and were able to reset the system and land the plane, the airline said. Alaska Air Group is the parent of both Horizon and Alaska Airlines.

The airline said there were 80 passengers aboard the flight and four crew members.



Joseph David Emerson, left, appeared Tuesday in court in Portland, Ore., on charges that he tried to shut off a plane’s engines in midflight. Not-guilty pleas were entered on his behalf.

Emerson was taken into custody at the Portland airport after the flight diverted there.

An FBI affidavit suggested psychedelic mushrooms may have played a role in the episode. It said Emerson discussed using mushrooms with police and “said it was his first-time taking mushrooms.” Emerson told police and medical personnel he had taken “magic mushrooms” about 48 hours before the flight, according to court documents filed in the state case.

Emerson told authorities he had struggled with depression for some time, and that a friend recently had died, according to an affidavit filed by the Federal Bureau of Investigation.

The Federal Aviation Administration said use of psychotropic drugs is disqualifying for medical certification for pilots. Alaska said it main-

tains a zero-tolerance policy for drug use by crew members.

Emerson has been an airline pilot for over 20 years. Alaska said Tuesday it had removed him from service indefinitely and was consulting with its labor union on his employment status.

On Tuesday, the Multnomah County District Attorney’s Office formally charged Emerson with 83 counts of second-degree attempted murder, along with one count of endangering an aircraft.

A spokesman for the U.S. Attorney’s Office for the District of Oregon said a separate arraignment in federal court was expected as soon as Wednesday. According to an affidavit by FBI Special Agent TaPara Simmons Jr. that was filed with the federal complaint, Emerson asked Portland airport police if he could waive his right

to an attorney, saying, “I’m admitting to what I did. I’m not fighting any charges you want to bring against me, guys.”

Emerson last piloted a flight on Oct. 19 and then had two days off, Alaska said.

On Sunday, he approached the Horizon Air gate agents overseeing boarding for Flight 2059 and was approved to join the flight as a passenger in the cockpit jump seat, following standard industry practices, Alaska said Tuesday.

The airline said its gate agents and flight attendants are trained to identify signs of impairment, and at no time during check-in or boarding did they observe any indications that Emerson should be kept off the plane.

The documents filed in federal court include accounts of the outburst and its aftermath from pilots, flight attendants and police who interacted with Emerson.

As the flight took off from Everett, Wash., Sunday night, there was little sign anything was amiss, the Horizon Air pilots recounted to police.

About halfway between Astoria, Ore., and Portland, Emerson threw his headset across the cockpit and pronounced that he was “not OK,” one of the pilots recalled. Emerson grabbed two red handles, part of the system used to put out engine fires. One pilot said he grabbed Emerson’s wrist and the pilots briefly tussled with him. The other pilot declared an in-flight emergency.

Had Emerson managed to pull the handles down all the way, fuel to the plane’s engines would have been cut off, turning the plane into a glider, one of the pilots told police. Alaska has said that the engines never lost power.

After the brief scuffle, the pilots said Emerson settled down and left the cockpit.

He was observed walking peacefully to the back of the plane, but Emerson told a flight attendant, “You need to cuff me right now or it’s going to be bad,” according to court documents.

Flight attendants said they heard Emerson make statements such as, “I messed everything up” and “tried to kill everybody.” At one point during the flight’s descent, he tried to grab the handle of an emergency exit door. A flight attendant put her hands over his to stop him.

Emerson was restrained with flex cuffs in a flight attendant’s seat. After his arrest, police said he told them that he felt dehydrated and tired, felt he was having a nervous breakdown and hadn’t slept in 40 hours.

The court documents say Emerson admitted to trying to disrupt the plane’s operations. “I pulled both emergency shut off handles because I thought I was dreaming and I just wanna wake up,” he said, according to court documents.

Watch a Video



Scan this code for a video about the Horizon Air incident.

RSV Drug Supply Is Limited, CDC Warns

By Joseph Pisani

The Centers for Disease Control and Prevention is warning that there is a limited supply of a new drug that protects babies from RSV, a common but potentially deadly respiratory virus.

The U.S. health agency is recommending doctors give it to infants at high risk first.

The drug, Beyfortus, approved by the U.S. in July, protects infants against respiratory syncytial virus. RSV is the leading cause of hospitalization of infants in the U.S., sending up to 80,000 children to the hospital each year. As many as 300 children under the age of 5 die of RSV each year, according to the CDC.

RSV season lasts from fall to winter. It often causes mild, coldlike symptoms but can lead to severe illness, such as infections of the lungs or the respiratory tract, especially in the young and elderly. A spike in children’s cases last year swamped emergency rooms.

Cases are on the rise in the Southern U.S., the CDC said in a health alert Monday, and are expected to increase around the country in the next two months. The agency said infants 6 months old and younger and those with underlying conditions are at the highest risk.

A Beyfortus injection gives infants antibodies to neutralize the virus before their immune systems are mature enough to generate them on their own. Sanofi, which makes Beyfortus, said demand for the drug was higher than anticipated and that it is working with the CDC and its manufacturing partner AstraZeneca to increase production.

There have been a series of drug shortages in recent years due to higher demand or supply-chain issues.

Landlords’ Tactics Fuel Questions

Continued from Page One
confidential pricing information to set rents across buildings and markets. That reduces much of the natural competition that might exist if landlords didn’t outsource their pricing decisions to software, the complaints allege.

The lawsuits, brought by tenants in federal courts in Tennessee and Washington, allege that the two companies and their landlord customers are engaged in illegal behavior, and that it has translated into higher rents for tenants.

The U.S. Justice Department might soon weigh in on whether algorithms unlawfully drive up rents. The department’s antitrust division has been investigating RealPage’s practices and is considering a potential enforcement action, according to people familiar with the matter.

Earlier this month, the department filed a notice in the case against RealPage, saying it would consider posting a “statement of interest” by next month that would attempt to guide the court’s decision in that case.

The scrutiny is part of a broader effort by antitrust enforcers to examine whether the use of algorithms in price setting facilitates collusion or otherwise keeps prices artificially high.

RealPage has previously denied these allegations. It declined to comment further on pending litigation. Yardi denied the allegations against the company.

In a letter to members of Congress who called on the Justice Department to investigate RealPage, the company said last year that the purpose of its system wasn’t to boost rents or drive up vacancies. It was to analyze supply and demand so landlords can more efficiently manage buildings.

In some cases, that can mean lowering rents to preserve occupancy, RealPage said.

The firm pointed to the general decline in apartment-vacancy rates in recent years as evidence that its software didn’t contribute to an increase in empty apartments.

It also played down the role that nonpublic pricing data plays in its algorithm. Yardi, meanwhile, has said it never uses nonpublic data to adjust rents. Both firms said they don’t allow their clients to directly see each other’s pricing data.

Apartment owners are hardly alone in embracing sophisticated pricing systems. Student-housing operators also use rent-setting software, as do owners of single-family rental homes. More companies, from grocery stores to ride-sharing entities, rely on automated pricing to make sales.

Regulators and the Biden administration have expressed concerns about the pricing effects of big data. In September, the Justice Department filed a complaint against Agri Stats, an analytics company focused on the pork and poultry industry, alleging that it was helping processors raise prices and reduce market competition.

“So many of the products we buy have prices set by algorithms,” said Zach Brown, an economics professor at the University of Michigan who has studied the effects of pricing technology. “These issues are going to be increasingly relevant, and for a long time.”

In the multifamily market, asking rents have flattened out this year and even fallen in some places after a boom in new construction. But rents rose to record levels during the pandemic, up about 25% between 2021 and 2022, according to some metrics.

The companies that offer pricing software have indicated that their technology helps landlords to raise prices. In promotions for Yardi’s pricing system, formerly called RENTmaximizer, one landlord said it allowed the firm to “push rents more aggres-

sively” and “quickly.” Another landlord said it enabled her firm to eliminate concessions for tenants.

RealPage’s marketing materials explain how pricing software prevents “costly reactionary pricing behaviors,” such as across-the-board rent cuts. The ads also boast of the opportunity to “outperform the market by 3% to 7%.”

The first software for pricing apartment rents made its debut two decades ago. One of the early pioneers was a former airline employee named Jeffrey Roper, who worked at RealPage for more than eight years and previously worked on a pricing system for Alaska Airlines in the 1980s. That airline and seven others later settled with the Justice Department following allegations that their systems were used to fix airfares.

Algorithms took a while to catch on with landlords. A few years ago, a large apartment-

management company started raising its rents through RealPage’s pricing system. Occupancy levels at its buildings fell from 98% to 95%. Nevertheless, the company was more profitable than

it had been before, said Steve Winn, former chief executive of RealPage, during a 2018 earnings call.

“Initially, it was very hard for executives to accept that they could operate at 94% or 96% and achieve a higher [income] by increasing rents,” he said on the call.

Now, many landlords view these systems as essential to doing business. “We don’t set our rents,” Matthew Gottesdiner, chief executive of apartment owner Northland, wrote in a social-media post last year, adding that he relies on an algorithm.

The parties suing RealPage and Yardi will likely need to prove that these companies control an outside share of the rental market, said Peter Carstensen, a former antitrust attorney at the Justice Department and professor emeritus at the University of Wisconsin Law School.

‘I’m not OK,’ Emerson told the pilots, a criminal complaint says.

25% Increase in rental prices between 2021 and 2022 during the pandemic



SILVER LININGS

TIFFANY & CO. FLATWARE SET

Luxury firm. Master quality. Chrysanthemum pattern.

This exceptional 272-piece Tiffany & Co. complete sterling flatware service for 12 features the highly coveted *Chrysanthemum* pattern. Patented in 1880, *Chrysanthemum* was one of the most expensive patterns to produce and quickly became the most highly prized of all Tiffany patterns. Set in its fitted case with a blue velvet interior.

Circa 1910. Case on base: 38¼”h x 36¼”w x 24¼”d. #31-6876



Scan to learn more about this set



FINE ART • ANTIQUES • JEWELS

622 Royal Street, New Orleans, LA • 877-677-2801 • ws@rauantiques.com • msrau.com

Since 1912, M.S. Rau has specialized in the world’s finest art, antiques and jewelry. Backed by our unprecedented 125% Guarantee, we stand behind each and every piece.

WORLD NEWS

Without Fuel, Gaza Aid Effort Will Stop

U.N. warning comes amid pressure for Israel to do more to protect civilians

The largest provider of humanitarian support in the Gaza Strip said it would be forced to stop operations in the enclave by Wednesday night if it doesn't get fuel,

By Omar Abdel-Baqi, Margherita Stancati and Noemie Bisserbe

putting desperately needed aid for the strip at risk amid intensifying Israeli airstrikes. The United Nations Relief and Works Agency said that without the additional fuel it wouldn't be able to pick up and distribute aid that enters Gaza, affecting residents across the enclave, including the 600,000 people sheltering at its facilities.

The warning comes amid growing international pressure for Israel to do more to protect civilians in Gaza ahead of a possible ground invasion in response to the Hamas attacks of Oct. 7, in which the group killed more than 1,400 people and kidnapped at least 222, according to Israeli authorities. Israeli officials said Tuesday that Hamas controls large amounts of fuel in Gaza, and that additional supplies could be taken by the group's military wing.

French President Emmanuel Macron on Tuesday became the latest Western leader to travel to Israel to show his support and, like others, sounded a note of caution about how the country achieves its war objectives. "This fight must be without mercy, but not without rules." At the United Nations, tensions escalated during a Security Council meeting after U.N. Secretary-General António Gu-



Egyptian volunteers at the Rafah border crossing handle humanitarian aid headed for Palestinians in the Gaza Strip.

Freed Hostage Describes Web of Wet Tunnels in Gaza

One of the four hostages freed by Hamas recounted her ordeal Tuesday, describing how she and other captives were brought to a network of tunnels in Gaza after they were seized, highlighting the difficulty Israeli forces would likely face in a ground invasion. Yocheved Lifshitz, 85 years old, described how she was captured by Hamas and outlined the conditions in which she was held for 17 days before her release on Monday. She said the militants

blew up the gate of her kibbutz, Nir Oz, kidnapping children and the elderly. "There was no difference," she said, speaking outside the hospital in Tel Aviv where she is being treated. Lifshitz described being brought to Gaza on a motorcycle, her body on one side and head on another. She said the ride put pressure on her ribs, making it difficult to breathe. The militants, she said, stole her jewelry and watch. She said she was taken to a deep, wet underground

network of tunnels, which she called a "spiderweb." At several points, Lifshitz had difficulty speaking and her daughter repeated her words in Hebrew and English. "We lay on mattresses and doctors came every two to three days," she said. "The doctor brought medicine. If there wasn't [the correct] medicine they gave us different medicines." The U.S., Egypt and Qatar are involved in negotiations aimed at securing the release of more of the roughly 222 hostages.

The Israeli military continued to pound the enclave with airstrikes. The military also beat back an incursion by Hamas militants by sea into Israeli territory just north of Gaza, it said, the first such attack since Oct. 7. Meanwhile, the World Health Organization said six hospitals in Gaza have closed because of a lack of fuel, in addition to the ones that have shut because of damage or attacks. Several other hospitals have stopped critical services because of the fuel shortage. "The situation is desperate," the WHO said. "It will become catastrophic without the safe and continuous passage of fuel and health supplies." The enclave is short of drinking water, medicine and other vital supplies. Convoys of limited humanitarian aid have reached Gaza for three consecutive days since Saturday. Macron, during his visit, suggested after a meeting with Israeli Prime Minister Benjamin

Netanyahu that an international coalition be formed to help counter Hamas, similar to the one that gathered to fight Islamic State in Syria and Iraq. The international coalition could share intelligence and enforce sanctions without threatening local populations, Macron said after meeting with Palestinian Authority President Mahmoud Abbas later Tuesday. At the U.N., Guterres reiterated calls for an immediate humanitarian cease-fire, adding that while Hamas's attacks weren't justified by the grievances of the Palestinian people, they couldn't justify what he called "the collective punishment" of the Palestinian people. U.S. Secretary of State Antony Blinken said Tuesday that pauses in fighting to allow in aid should be considered, though the Biden administration has strongly backed Israel's military campaign.

A full cease-fire "right now really only benefits Hamas," U.S. National Security Council spokesman John Kirby said. Netanyahu, meanwhile, blamed Hamas for civilian casualties in Gaza, accusing the group of blending into the resident population to discourage attacks. "But we will do every effort to avoid them," he said. Netanyahu also warned the Lebanon-based Hezbollah against joining the conflict. Two rockets fired Tuesday into Israel from Syria raised the specter of a further broadening of the conflict. Israel's military said the rockets landed in open areas and caused no casualties, and that it responded with artillery fire and airstrikes at the sources of the launches.

Watch a Video



Scan this code for a video of freed hostage Yocheved Lifshitz.

Blinken Warns Iran On Attacks

Continued from Page One Red Sea, shot down four of the cruise missiles while Saudi Arabia intercepted a fifth as it protected its airspace, people familiar with the episode said. Those cruise missiles have a range of about 1,240 miles, the Pentagon said on Tuesday, which would enable them to reach targets in Israel. Amid the surge of attacks on U.S. forces, the Pentagon deployed nearly a dozen air-defense systems to countries across the Middle East ahead of Israel's expected land invasion of Gaza, moving missile launchers to Iraq, Syria and the Gulf, U.S. officials said. The Pentagon is sending a Terminal High Altitude Area Defense, or Thaad, to Saudi Arabia, and Patriot surface-to-air missile systems to countries including Kuwait, Jordan, Iraq, Qatar and the United Arab Emirates. The systems are expected to be in place this week, the officials said. Military bases at al-Udeid in Qatar, Prince Sultan Air Base in Saudi Arabia, and the al-Dhafra base in the U.A.E. are all getting air-defense systems, military officials said. The additional forces mark a shift in how the U.S. is deploying in the region. The U.S. had previously sent military assets to deter attacks on Israel from the Lebanese militia Hezbollah, but this week, the U.S. focus is on threats to American troops throughout the Middle East. "The United States does not seek conflict with Iran; we do not want this war to widen," Blinken said on Tuesday at a tense U.N. meeting. "But if Iran or its proxies attack U.S. personnel anywhere, make no mistake, we will defend our people, we will defend our security, swiftly and decisively." Iran's ambassador to the U.N., Amir Saeid Iravani, said later on Tuesday that the "U.S. secretary of state once

again attempted to wrongly place the blame on Iran." "We categorically reject these groundless allegations," he told the U.N. Security Council. "Our commitment to the regional peace and stability remains unwavering." Though Pentagon spokesman Air Force Brig. Gen. Pat Ryder on Monday said the U.S. doesn't have information that Iran "explicitly ordered" the recent militia attacks, Defense Department officials also say Tehran is either actively encouraging the strikes or is removing restraints on the groups it has armed and trained. But in either case, they hold Iran responsible. "When you see this uptick in activity and attacks by many of these groups," a senior defense official said, "there's Iranian fingerprints all over it." The U.N. Relief and Works Agency said it would be forced to cease humanitarian-aid operations in Gaza on Wednesday if it doesn't receive fuel. The warning comes amid growing pressure for Israel to do more to protect civilians in Gaza ahead of a possible ground invasion. This latest wave of militia attacks comes after Hamas's Oct. 7 assault on Israel and marks the end of what had been a relatively calm period between Washington and Tehran as the two sides conducted quiet talks

over the release of American detainees held in Iran and the pace of Iran's nuclear program. More broadly, however, the militia attacks reflect Iran's longstanding goal of driving American forces out of the Middle East and creating a wedge between Arab states and Washington. Before the latest flare-up, the latest attack was in March, when an Iranian-supported militia in Iraq mounted a drone attack on American forces in northeast Syria that killed an American contractor and injured U.S. military and civilian personnel. The Biden administration carried out airstrikes against Iranian-backed militias in Syria in response. The new spate of militia attacks serves several purposes for Tehran, in the view of regional analysts. In the near term, they say, Iran is trying to pressure the U.S. to encourage its Israeli ally to put off its ground

The U.S. focus is on threats to American troops in the Middle East.

incursion in Gaza. That would help Hamas, which has long benefited from Iranian weapons, training and financial support, and would be a win for "the entire axis of resistance" that Tehran leads, said Kenneth Pollack, a former Central Intelligence Agency analyst who is now at the American Enterprise Institute think tank. —Vivian Salama and William Mauldin contributed to this article.



Last week, the USS Carney shot down four Iranian-provided cruise missiles fired by Tehran-backed Houthis.



Saudi Crown Prince Mohammed bin Salman attended Saudi Arabia's Future Investment Initiative conference—nicknamed 'Davos in the Desert'—in Riyadh on Tuesday.

Business Titans Press On at Forum

By Stephen Kalin and Eliot Brown RYADH, Saudi Arabia—The titans of Wall Street chatted under crystal chandeliers. With the Israel-Hamas war intensifying 900 miles away, the gathering made for an awkward split screen. The world's business elite had come together for the Future Investment Initiative—nicknamed "Davos in the Desert"—where discussions included artificial intelligence, futuristic planned cities and the growing perils of higher interest rates and rising debt loads. With the Middle East on the precipice of perhaps its worst conflict since the U.S. invasion of Iraq in 2003, the fighting in Gaza and Israel loomed over, but hardly disrupted, the Saudi-sponsored event. The forum opened Tuesday with a choreographed dance performance in front of screens flashing words like sustainability, data and technologies. The war in Gaza scrambled the Middle East geopolitical landscape and upended momentum toward normalization of relations between Saudi Arabia and Israel. Attendees hoped carrying on with the event might help salvage those efforts and prevent an even more destructive, economically disruptive, conflict. "Please, in spite of what happened in Israel, I urge you all to keep up that effort," said Jamie Dimon, the chief executive of JPMorgan Chase. "It is the only way to get there—with some leadership from Saudi Arabia—for all the folks in the Middle East." The CEOs of Goldman Sachs, Citigroup and Black-

stone were there, as was Ray Dalio, founder of hedge fund Bridgewater Associates. Their presence was a sign of the pull that Saudi Arabia and its de facto leader, Crown Prince Mohammed bin Salman, have on the finance world. The high-caliber attendance marked a reversal from five years ago, when Western CEOs pulled out en masse after Saudi operatives killed journalist Jamal Khashoggi inside the kingdom's Istanbul consulate. The crown prince appeared briefly Tuesday at the forum. The conference charged a \$15,000-per-person fee this year. It previously gave away tickets. Deals worth several billion dollars are expected to be signed during the next three days, following Saudi officials' announcement Sunday of plans to build a car factory with Hyundai in the kingdom. Saudi Arabia, as well as its Gulf neighbors, are working to diversify their economies away from fossil fuels and integrate more broadly into global commerce. Much of the FII event is meant to showcase the appeal of investing in the Saudi startup scene and Neom, a planned sci-fi-like city dreamed up by the crown prince. Neom was seen as a likely venue for early business collaboration between Israel and Saudi Arabia, nestled in the kingdom's northwest corner less than 150 miles from the Gaza Strip. After speaking about investment opportunities, Khalid al-Falih, the Saudi minister responsible for attracting foreign capital, called the war in Israel "the elephant" in the room. "That overshadows everything else, but for their good and for the good of humanity we have

to keep the compass focused on the prosperity of our people." In part, Gaza isn't squarely in focus because events there have far less of a clear effect on the business world than they do on geopolitics. Dimon focused much of his comments on the risks of higher-for-longer interest rates and the possibility that the Federal Reserve isn't tightening policy. The main economic risk from the Israel-Gaza conflict is that it spreads, and energy supplies from the Middle East would be interrupted, or suspended for political purposes, as they were in 1973. Oil prices have already jumped to reflect the risk, and likely would move higher if signs emerged that major energy producers were becoming more active participants in the conflict. BlackRock Chief Executive Larry Fink warned the war could spark global economic contraction, depending on the conflict's duration. "If these things are not resolved, it probably means more global terrorism, which means more insecurity, which means more society is going to be fearful, less hope and when there's less hope, we see contraction in our economies," Fink said. Citigroup CEO Jane Fraser acknowledged that the forum was unfolding against the backdrop of Hamas's attack and Israel's strikes against Gaza. "It's desperately sad, so it's hard not to be a little pessimistic," she said. Moments later, she praised the potential of AI for "the enrichment of human lives." —Paul Hannon contributed to this article.

Watch a Video



Scan this code for a video analysis of the explosion at the hospital in Gaza.

WORLD NEWS

China Removes Defense Minister

Beijing also strips general who hasn't been seen since August of senior rank

By Chun Han Wong

SINGAPORE—China removed its defense minister seven months after he took the job, the second time in three months that Chinese leader Xi Jinping abruptly axed a minister he had handpicked for his third-term government. Gen. Li Shangfu's removal came eight weeks after his latest public appearance, an absence that has fueled speculation about his fate and prompted Western officials to raise concerns about China's increasingly opaque governance under Xi and the ruling Communist Party. On Tuesday, Xi signed a decree that removed Li as state counselor—a senior government rank—and defense minister, the state-run Xinhua news agency reported. The decree was issued in accordance with personnel changes approved that day by the Chinese legislature's standing committee, Xinhua said.

The country's previous foreign minister, Qin Gang, who was replaced in July a month after disappearing from public view a month earlier, was also stripped of his state counselor title, Xinhua reported. Beijing didn't name a successor for Li and didn't give a reason for removing the 65-year-old, who as defense minister largely handled military diplomacy and didn't hold command responsibilities over combat operations. The removal of Li, a target of U.S. sanctions, could clear an obstacle in efforts to resume high-level military dialogue between the U.S. and China—a priority for Washington that Beijing has rebuffed—depending on who is named to succeed him. China previously cited the sanctions on Li as a key factor in declining to arrange a formal meeting between him and U.S. Defense Secretary Lloyd Austin. Authorities took Li away for questioning in September, The Wall Street Journal previously reported. A purge would make Li the third incumbent member of the Central Military Commission—which commands the armed forces—to be taken down by Xi, roughly



Gen. Li Shangfu, who was formally ousted as defense minister on Tuesday, attended a meeting in Singapore in June.

six years after the party opened graft probes against two senior generals that prompted one to commit suicide and consigned the other to life imprisonment. Since taking power in late 2012, Xi has used corruption probes to assert control over the politically influential People's Liberation Army and push through a far-reaching modernization program. The purge cleared the way for Xi to promote officers considered by military-affairs specialists to be more professional and

politically reliable. Li's latest publicly disclosed engagement was on Aug. 29, when he gave a speech at a China-Africa security conference in Beijing. A former director of a Chinese satellite-launch base, Li joined the party's Central Military Commission in October 2022. He was appointed defense minister in March, when he also received the title of state counselor, a senior government rank. Li's removal marked the latest in a series of unusual personnel changes in senior

PLA ranks this year, which have fueled speculation of a high-level antigraft sweep targeting the military. China politics watchers say Li's removal may be linked to his time as head of the Central Military Commission's Equipment Development Department, which handles arms research, development and procurement. He held this post from 2017 to 2022. In late July, about a month before Li's latest public appearance, the Equipment Development Department issued a notice saying it was cracking down on regulatory and disciplinary violations in equipment procurement and tender processes, and called for public tipoffs on improper activities dating back to October 2017. The U.S. sanctions placed on Li also date to his time as the head of procurement, when he oversaw the purchase of weapons systems from Russia in 2018. On Tuesday, the Chinese legislature's standing committee also decided to remove Li from the Central Military Commission, a seven-man council chaired by Xi, Xinhua reported.

U.S. State Senator Arrested in Hong Kong

By Sha Hua

A Washington state senator was on a flight to Hong Kong from San Francisco when he reached into his bag for a piece of gum. Instead, he found a gun, he said. The senator, Jeff Wilson, was arrested in Hong Kong on Friday night and charged with possession of an unregistered firearm after he brought the gun to the attention of authorities, according to a statement on his website. Wilson said he didn't realize the firearm—described in his statement as a pistol—was in his bag and that baggage screeners at the airport in the U.S. hadn't detected it. "It was an honest mistake, and I expect the situation to be resolved shortly," said Wilson, a Republican from Longview, Wash. He was released on Sunday after posting bail and has a hearing on Oct. 30, he said. Wilson said he had planned to travel with his wife on a five-week vacation through Southeast Asia. He departed from Portland International Airport in Oregon, with a layover in San Francisco. The weapon was registered in Washington state but not in Hong Kong, he said. In the financial hub, it is illegal to carry a firearm without a license and offenders face a fine of up to \$12,800 and prison sentences of up to 14 years if convicted. But the Magistrates' Court, where Wilson will appear for his hearing, typically hands down sentences of two years or less, according to the judiciary's website. The Hong Kong Airport Authority declined to comment. The U.S. Transportation Security Administration and Hong Kong Customs and Excise Department didn't immediately respond to requests for comment.

Beijing Lifts Bond Issuance, Deficit Target

By Stella Yifan Xie and Lingling Wei

China ramped up efforts to stimulate its beleaguered economy, issuing additional sovereign bonds and raising its budget-deficit target, the first time it revised its budget outside the regular legislative session in more than a decade. The country's top legislative body on Tuesday approved a plan to raise 1 trillion yuan, equivalent to around \$137 billion, in additional sovereign debt, half for use before the end of this year and half for next year, the official Xinhua News Agency reported. Policy makers said the bond issuance was intended for infrastructure projects in the wake of severe flood-

ing and other natural disasters, Xinhua reported. The latest stimulus, which follows a flurry of piecemeal measures such as interest-rate cuts and the lowering of mortgage costs for home buyers, signals that Beijing continues to worry about the weakness of the economic rebound it had counted on after doing away with all pandemic restrictions. Part of the problem is a mounting debt burden for local governments in more areas of the country and a real-estate crisis that shows little sign of abating. Beijing has avoided offering support to households to help the economy transition into one more driven by consumption, in large part because of leader Xi Jinping's focus on ideology and

reluctance to resort to handouts to consumers. Stocks in Hong Kong and mainland China rose in early Wednesday trading following the news. The Hang Seng Index was up 2.3%, snapping a four-day losing streak, while the CSI 300 index of the largest companies listed in Shanghai or Shenzhen was up 0.9%. Both benchmarks are still in the red for the year. While many economists puzzled over the timing of the announcement as growth in recent weeks has appeared to stabilize,

they viewed the new debt issuance as incremental in nature and said it wouldn't be enough to reverse longstanding headwinds for the economy such as a lack of demand from businesses and consumers. The 1 trillion yuan of sovereign bonds make up less than 1% of China's gross domestic product. By comparison, the stimulus China launched during the 2008 global financial crisis accounted for more than 12% of its GDP. "It's certainly not a game changer," said Larry Hu, chief

China economist at Macquarie Group. "But it confirms that the overall policy stance stays supportive given the recovery is still fragile." Some economists say the stimulus bill sent an unusual signal that the central government is willing to shoulder responsibility in funding infrastructure projects, after leaving the task to local governments for much of the past few decades. While the fresh stimulus should help China maintain 10% growth in infrastructure investments for the remainder of the year, according to Hu, it falls short of the type of stimulus that economists say China desperately needs: direct or indirect transfer of wealth to households to boost consumption.

The latest stimulus signals concern about the weakness of the rebound.

Economic Slowdown Resonates Far From Chinese Mainland

By Mike Cherney

OTOROHANGA, New Zealand—As the sunrise cast a pink glow around 6:30 a.m., Michael and Susie Woodward worked together to attach suction cups to the udders of dozens of cows in the milking shed of their New Zealand dairy farm. When a tanker arrived to take the milk to a processor, Michael Woodward calculated the day's earnings—and figured he and his wife would take a loss of about \$25 on the shipment. "I try not to think about it, to be honest," Michael Woodward, 43, said as nearly 1,400 gallons of unprofitable milk was transferred from a storage vat to the truck. "If you dwelled on it, you wouldn't be in a good space." Their troubles show the global impact of a slowdown in the world's second-largest economy this year. China has been struggling to revive growth after an initial bounce from its Covid-19 reopening fizzled, as consumers who initially spent on traveling and dining out curtailed spending. Its prolonged real-estate downturn has hit demand for iron ore, copper and other commodities, pressuring global prices and sapping export earnings for major producers in Latin America and Australia. The value of China's imports, including consumer products, fell 6.2% in September compared with the same month last year. Everything from cosmetics to cars to dairy has taken a hit. In New Zealand, the world's biggest dairy exporter, farmers are feeling the pain. As is the case with other countries, New Zealand's economy has become more intertwined with China's because of the coun-

try's heft and strong growth in recent decades. To meet demand from its expanding middle class, China imports billions of dollars of dairy products each year, with New Zealand sending more than 30% of its dairy exports by value there. But Chinese demand for milk, which historically has been viewed as a bit of a luxury, has also slumped amid the economic slowdown, as Chinese dairy companies have been ramping up production. The resulting supply glut has reduced China's need to get milk from overseas. One measure of New Zealand's dairy exports to China, which includes fresh milk, milk powder, butter and cheese, fell 31% by value in September compared with the year-earlier month. The weak demand from China is driving dairy prices lower. They are now down nearly 40% compared with March 2022. A few weeks ago, they were down nearly 50%. "That's a big hit," said Jim van der Poel, chairman of DairyNZ, an industry group. "The milk that China is not buying is only finding a home at lower prices." New Zealand dairy companies have exported more of certain products to other markets recently, including some countries in the Middle East and Southeast Asia. But China's continued role in driving global dairy prices is highlighting the economic pitfalls of being so closely tied to one big buyer—and how hard it can be to diversify. Farmers in New Zealand are cutting costs as they try to adjust. Those who took out hefty loans to buy their farms in recent years are struggling, the most—particularly as interest rates rise. Post-Covid inflationary pressures have in-



China's woes have affected a New Zealand dairy farm run by Michael Woodward, left, and his wife Susie, above.

Third-quarter economic growth recently came in at 4.9% compared with the previous year, faster than some economists had expected. It also showed strengthening retail sales, suggesting consumer sentiment may be picking up. Dairy prices have bounced from their recent lows over the last couple of months, and some banks and dairy processors have recently lifted their milk-price forecasts—though payouts to farmers are still expected to be lower than last season. One positive sign for New Zealand's farmers is that an increase in cull rates of Chinese herds could slow domestic milk production, said Teh-han Chow, the chief executive for China, Hong Kong, Macau and Taiwan at Fonterra, New Zealand's main dairy exporter. Consumer demand is returning to some products, such as ice cream, he said. —Jason Douglas contributed to this article.

WORLD NEWS

Hong Kong Is Losing Its Appeal

Continued from Page One

turned Hong Kong to China in 1997, Hong Kong appealed to foreign companies by being close to China—but not too close, thanks to a separate legal system, independent judiciary and commitment to Western-style freedoms.

That calculus has shifted in response to Hong Kong’s tighter national-security restrictions, Beijing’s crackdown on foreign businesses, an economic slowdown in the mainland and growing tension between the U.S. and China. Some foreign executives say the lines between Hong Kong and mainland China have become blurred.

“Hong Kong is now seen as an extension of China,” said Rob Jesudason, founder of Serendipity Capital, which invests in technology companies around the world. He moved from Hong Kong to Singapore in 2019 to set up the company.

Few multinational companies have an interest in abandoning their operations in China, still an important market. But more of them are either choosing to be in mainland China or setting up their Asian hubs in Singapore, long Hong Kong’s rival as the region’s financial and business center.

In a written statement, a spokesperson for the Hong Kong government said that Hong Kong “remains one of the most business-friendly places in the world” and is “home to around 9,000 mainland and overseas companies.” That number, combining Chinese and foreign businesses, the spokesperson said, has remained stable over the past five years.

Growing departures

The roster of departing companies, however, is growing. Australian bank Westpac left, and National Australia Bank is planning to follow suit. Three U.S. and British due-diligence companies are moving employees out of the city, The Wall Street Journal reported this month. The Ontario Teachers’ Pension Plan, one of Canada’s biggest pension funds, shut down a stock-picking team based in the city. TTM Technologies, a California-based manufacturer of printed circuit boards, moved out.

Canadian pension-fund manager Alberta Investment Management Corp., U.S. tech



Pro-democracy protesters in Hong Kong in September 2019. Beijing imposed a new national-security law there in 2020.

company Vantage Data Centres and the Cayman Islands government all considered setting up regional bases in Hong Kong before choosing Singapore instead. Shipping giant FedEx is moving some regional jobs from Hong Kong to Singapore, while U.S. office-furniture maker Steelcase has already moved regional executives there.

Foreign investors are pulling out of Hong Kong’s stock market, where many of China’s biggest companies are listed. Hong Kong’s benchmark Hang Seng Index was down more than 13% this year at Monday’s close, a contrast to bull markets in the U.S., Japan and elsewhere. The city’s property market is in a slump.

Beijing’s tough treatment of foreign companies this year, and its use of exit bans targeting bankers and executives, has unnerved multinational businesses.

On Saturday, Shanghai police detained one current and two former employees of GroupM, a unit of London-based advertising giant WPP, citing suspicions that they accepted bribes. WPP subsequently said it terminated the detained executive and is conducting its own investigation into the matter.

Earlier this year, authorities in mainland China raided the offices of due-diligence company Mintz Group and expert-network consulting firm Capvision, and questioned the staff of consulting firm Bain. China fined Mintz for allegedly conducting unapproved statistical investigations, and accused Capvision for carrying out ac-



tivities that ran counter to national security.

Those actions raised concerns about what types of business due-diligence China would consider sensitive, unlawful or tantamount to espionage. Earlier this month, Capvision said it had completed a “rectification” supervised by the Chinese government. Mintz didn’t respond to requests for comment.

Some business travelers to Hong Kong are now bringing “burner” devices, smartphones or laptops wiped of data or apps, said Katherine Mansted, executive director of cyberintelligence at Australia-based cybersecurity firm CyberCX. While business travelers to mainland China have long used such devices, Hong Kong had been seen as a safer place.

It is difficult for Hong Kong’s government to improve its reputation without appearing disloyal to China, said Kurt Tong, former U.S. consul general in Hong Kong and now a managing partner of business advisory firm the Asia Group. “The problem is they can’t use the talking points that would be most effective, which would be saying: ‘We’re different from China, we’re better than China,’” he said.

Tensions between China and the U.S. have made it harder for American multinational companies to persuade valued employees to move to Hong Kong, said Alice Au, who co-

heads executive-search firm Spencer Stuart’s board and CEO practice in Asia.

“It’s not as sexy as before, because now there seems like a lot of risk,” she said. “And now that China isn’t in such high growth anymore, it’s less of a plum assignment. This is a shame as there is less of a chance to promote understanding.”

Broadcast-technology company Caton Technology moved its headquarters from Hong Kong to Singapore last year. Chief Executive Ray Huang said that because Caton has a major American investor and does business with companies in Japan, Taiwan and the West, being “a Singapore company is more neutral to everyone.”

TTM Technologies, the American circuit-board manufacturer that left Hong Kong this year, has said its customers wanted equipment made outside China. It is opening a factory in Malaysia.

Even some companies that cater to Chinese clients have reconsidered Hong Kong. Westpac has left the city and National Australia Bank is set to follow, but they are keeping staff in mainland China.

Hong Kong’s government followed the lead of mainland China in pursuing strict measures against Covid. Although the restrictions weren’t as onerous as on the mainland, they prompted some companies and people to leave. While

some people have returned, companies have been more reluctant to reverse costly relocations.

Western executives who have chosen Singapore over Hong Kong describe the city-state as a better place to base their Asian operations. “Hong Kong would have been very much about China,” said Evan Siddall, chief executive officer of Alberta Investment Management, which set up in Singapore this year to invest more in the region. “We needed an Asia hub, and Singapore made more sense for us.”

Denver-based Vantage Data Centers considered making Hong Kong its regional base, but it, too, opted for Singapore. Jeff Tench, its executive vice president in North America and Asia Pacific, said many of its customers, including large cloud-service providers, also had regional centers there.

Hong Kong still offers many attractions for Western companies, including low taxes, a well-developed financial market and a world-class infrastructure. Hong Kong Chief Executive John Lee has promised closer links with Southeast Asia.

Hong Kong appears well positioned to benefit from growing ties between China and the Middle East. Dubai Chambers, a government organization that supports businesses, opened an office in Hong Kong this year to encourage tie-ups between the two markets.

reaching just \$3.5 billion by Oct. 18. Banks including Goldman Sachs and Morgan Stanley have cut jobs in the city.

Assets under management for Hong Kong’s private banks and wealth managers declined 15% in 2022 from the previous year, while net fund inflows dropped about 80%, according to a survey published this month by the Private Wealth Management Association and KPMG China.

“Hong Kong is stuck,” said Cartledge, the author and publisher, citing the city’s economic stagnation.

The city, he said, “still has a capacity to surprise. There are still great people here, and that’s what might let the vitality of this place be rediscovered.”

—Serena Ng, Newley Purnell and Frances Yoon contributed to this article.

More global companies are setting up their Asian hubs in Singapore.

Information flow

Although information still flows more freely in Hong Kong than in mainland China, a series of moves by the government have raised concerns at Western companies.

In 2020, in the wake of widespread antigovernment protests in Hong Kong, Beijing imposed a national-security law there that gave it broad powers to punish dissent. In response, the U.S. government sanctioned several politicians in the city for “undermining Hong Kong’s autonomy.” They included Lee, then Hong Kong’s secretary for security and now its chief executive.

This year, Hong Kong’s government has tried to expunge

FINLAND
Pipeline Damage Tied to China Ship

Finland said that a Chinese ship’s anchor had likely caused a mysterious rupture of an undersea gas pipeline in the Baltic Sea earlier this month that raised concerns about the vulnerability of European infrastructure to sabotage amid mounting tension between Russia and the West.

The damage of the pipeline linking North Atlantic Treaty Organization member states Finland and Estonia, as well as the disruption of two telecommunications cables that happened around the same time, came after months of efforts by governments to beef up security around Europe’s energy, information and transportation networks.

Finnish investigators stressed that they didn’t know whether the incident had been intentional.

—Georgi Kantchev

SOUTH AFRICA
Miners Said to Hold Rivals Underground

A group of miners from an unregistered, rival union are holding more than 500 of their colleagues underground for a second day at a gold mine in South Africa over a union dispute, police and mine officials said Tuesday.

Details were sketchy and there were conflicting statements over what happened, with the unregistered union asserting it represents the majority of employees at the National Union of Mineworkers mine and it wants to be formally recognized. It said the workers were staging a protest and there was no hostage situation.

Jon Hericourt, CEO of New Kleinfontein Gold Mine company, said AMCU union members prevented workers from leaving after their night shift ended at a mine in Springs.

—Associated Press

ICELAND
Women Strike Over Pay, Violence

Schools, shops, banks and Iceland’s famous swimming pools shut on Tuesday as women in the volcanic island nation—including the prime minister—went on strike to push for an end to unequal pay and gender-based violence.

Icelanders awoke to all-male news teams announcing shutdowns across the country, with public transport delayed, hospitals understaffed and hotel rooms uncleaned. Trade unions called on women and nonbinary people to refuse paid and unpaid work, including chores. About 90% of the country’s workers belong to a union.

Prime Minister Katrin Jakobsdóttir said she would stay home as part of the strike—“kvinnaverkfall” in Icelandic—and expected other women in her cabinet would do the same.

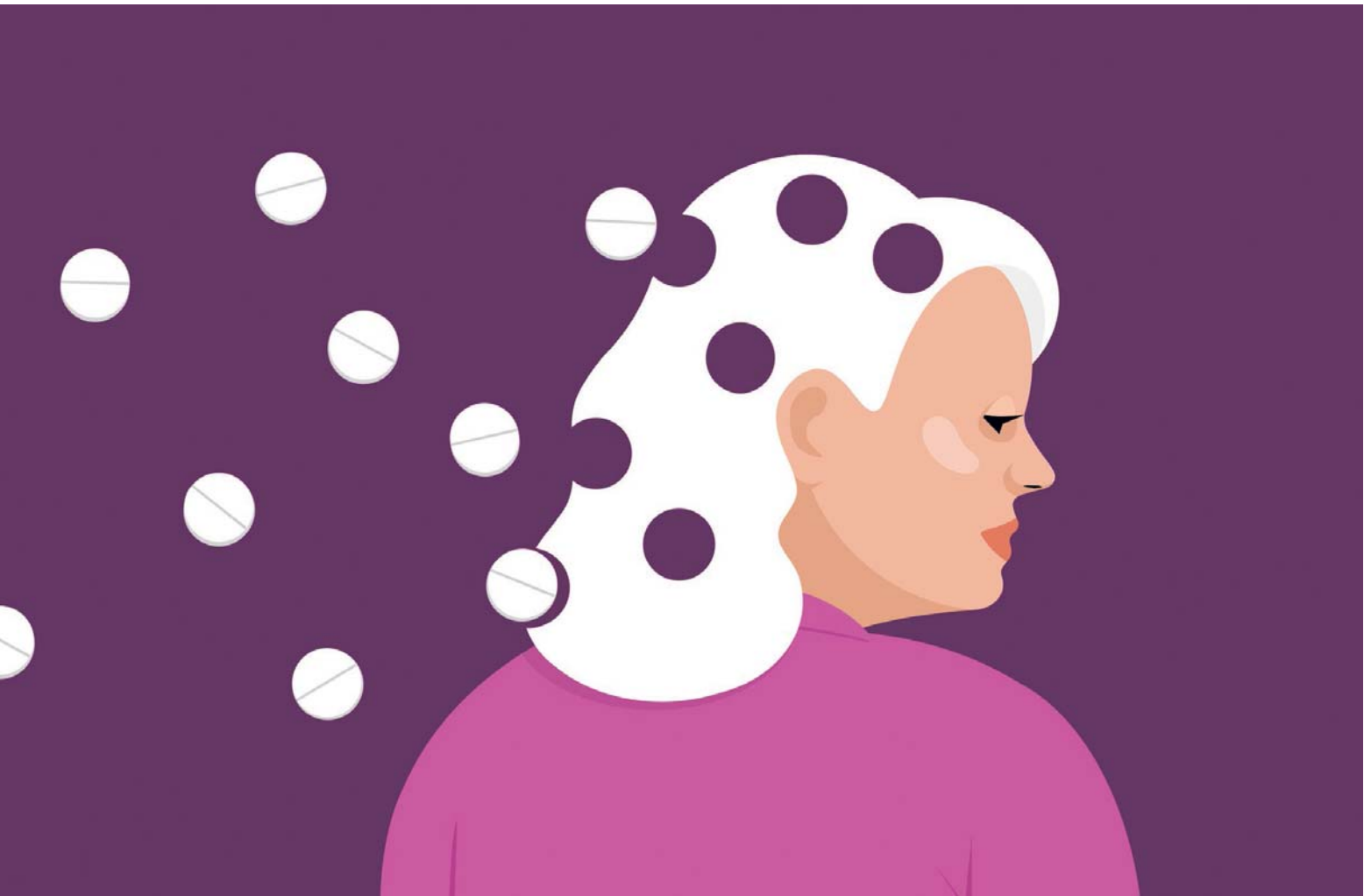
—Associated Press



BLOOMING BEAUTIFUL: Farmer Jacques Bonnevalle tends to chrysanthemums, which will be sold for All Saints’ Day in Ajaccio on the French Mediterranean island of Corsica.

What Menopausal Women Need To Know About Hormone Therapy

The medication might lower—or at least not increase—dementia risk if you take it in midlife



YOUR HEALTH
SUMATHI REDDY

The age women start taking menopausal hormone therapy and the kind they take might affect their chances of developing dementia later in life, a new study found.

Women have struggled for years with whether to take hormone therapy when they go through menopause. The medication can help relieve troubling symptoms such as hot flashes and night sweats. However, years of conflicting research on whether the therapy can lead to other health problems, including breast cancer, dementia and heart attacks, has left many women confused about what to do.

This new study suggests that

hormone therapy might lower—or at least not raise—your dementia risk if you take it in midlife. For older women, the study found some signs that the medication might raise it.

The findings don't resolve the debate. But it did look at 50 prior studies and give one of the most thorough answers for what we know now.

Younger women who started taking estrogen-only hormone therapy during perimenopause or early menopause had a 32% reduced risk of developing dementia compared with women not taking anything, concluded the study, which was published online in *Frontiers in Aging Neuroscience*. Women in that same life stage taking combination therapy—estrogen plus another hormone, progesterone—also had a reduced risk, but it wasn't considered statistically significant.

For older women who started taking hormone therapy more than 10 years postmenopause, the study

found some indications that taking combination hormone therapy might raise the risk of developing dementia. The signs weren't strong enough to be conclusive.

The study was a meta-analysis, which means it analyzed prior studies rather than conducting a new investigation. The majority of them were observational studies, which have some limitations, researchers say.

Parsing the findings

Pauline Maki, a professor of psychiatry, psychology and obstetrics/gynecology at the University of Illinois Chicago, says that earlier studies indicated that hormone therapy might help reduce the risk of dementia. The more recent research shows the opposite trend, with a small but meaningful increase in risk, she says.

The meta-analysis included both older and newer studies.

Maki speculates that the change



Hormone therapy can help relieve hot flashes and night sweats.

wasn't necessarily because of the hormone therapy itself, but might be because of declines in women's overall health. More women today have diabetes, obesity and other metabolic conditions that might raise the risk of dementia.

Women shouldn't go on hormone therapy just because they think it could lower their dementia

risk, says Dr. Stephanie Faubion, director of Mayo Clinic Women's Health and medical director of the Menopause Society. However, she and other doctors recommend hormone therapy for symptoms such as hot flashes or disturbed sleep, which might also help improve memory or attention.

The latest findings were in line with other research that has suggested that starting hormone therapy early in the menopause transition might help both in treating common menopausal symptoms, as well as lowering the risk of some long-term health conditions.

"I'm fairly confident in these findings that women who take hormone therapy around the age of menopause do a lot better," says Rachel Buckley, an assistant professor of neurology at Massachusetts General Hospital in Boston.

Alzheimer's risks

Perimenopause is the time leading up to menopause, often starting in your 40s, and can range from several years to more than a decade. Menopause happens when a woman hasn't had a menstrual cycle in a year; the average age in the U.S. is 51.

The lifetime risk of developing Alzheimer's is nearly twice as high in women compared with men. In the U.S., about two-thirds of people living with Alzheimer's are women.

Doctors have long believed the main explanation was that women lived longer. But other research suggests that the estrogen loss that occurs during menopause might also play a role, says Lisa Mosconi, senior author of the new study and an associate professor in the department of neurology at Weill Cornell Medicine, where she is also director of the Alzheimer's Prevention Program and Women's Brain Initiative.

The new study's finding that the strongest protection against dementia risk comes from estrogen-only hormone therapy during perimenopause or early menopause is tricky. That's because estrogen-only therapy is typically used only in women who have had hysterectomies to remove their uterus.

Other women usually take estrogen in combination with oral progesterone to reduce the risk of uterine cancer. Researchers are trying to come up with new hormone therapy treatments that would reduce this risk without needing to take progesterone, but they are still in development.

"It is really the progestin part of that hormone therapy that is driving the risk," says Roberta Brinton, a professor of pharmacology, neuroscience and neurology at the University of Arizona in Tucson and co-author on the study.

Meetings At Work Take Plunge

Continued from Page One

His equally drenched co-workers howled and cursed. After a towel-dry and change of clothes, Kyle kicked off a brainstorming exercise on new audio concepts for the app.

"It was probably our best session of the entire retreat," Kyle said.

Cold-water immersion has developed a cultlike following, thanks to wellness guru Wim Hof and celebrity aficionados such as Joe Rogan, Kendall Jenner, and Kevin Hart. Fans of the practice claim that, along with reducing stress and inflammation, the sudden, icy sensation boosts mood and mental clarity. So it was probably only a matter of time before the entrepreneur-and-executive set would adopt it as a business meeting and networking tool.

Now, whether in tubs set between 48 to 60 degrees Fahrenheit, or with apps that guide listeners through a chilly shower or cryotherapy sessions in a frigid-air chamber, cold therapy has arrived at industry meet-and-greets, team-bonding ses-

sions and other get-togethers.

"I often say, 'make your business deal here, man,'" says Bob Soulliere, a cybersecurity consultant in Alexandria, Va., whose "fire-and-ice" backyard cold-plunge gatherings have become networking events. "You get a better deal. People's hearts are more open, and they're more receptive."

Grand Dynamics, a Jackson, Wyo.-based company that organizes more than 100 executive retreats and team-building events a year, says more than half its clients now request some type of cold-immersion experience. Othership, a Toronto-based company, offers sauna and ice bath sessions. Its clientele includes executives looking for a place to network or meet that doesn't involve alcohol, co-founder Robbie Bent says. "It's for the high-intensity people always on their phones."

Sage Harrison, a Dallas-based private-equity investor who heads the North Texas chapter of the Young Presidents Organization, says roughly 20% of the group's members—chief executives under 50—have purchased a cold-plunge tub or developed a regular practice. Harrison is redesigning his backyard to include one.

Jacob Peters hosts cold-plunge parties every few months in Los Angeles. Earlier this year, the 28-year-old entrepreneur had 200 ex-



A company retreat for Mental, a wellness app, included a clothed shower.

ecutives over. A sushi chef served mercury-free salmon and a doctor gave a talk on longevity. Near the pool, two cold-plunge baths were installed and swimsuit-wearing guests hopped in and out.

Then came the handshakes: Rory Garton-Smith, a 32-year-old founder of mobile shopping platform Checkmate, met Peters after his turn taking his 2-minute dip, his teeth chattering. Peters recalls tossing him a towel and pitched his concept for a concierge healthcare platform called Superpower. The two men exchanged contact information, and Garton-Smith says he made introductions that led to helping raise over a \$1 million round of investments.

"There's nothing more bonding than suffering together," says Garton-Smith. Gym visits and workouts with other investors and founders eventually led to invitations to sauna-and-cold-plunge events, he says. He has since met dozens of founders or executives during cold-plunge events whom he ended up doing business with—whether giving feedback on a product or be-

coming an investor in a company.

"The discussions are way better than at networking events where they were handing out bottles of wine," he says.

Mental's Whitmer says he was introduced to plunging in frigid water by friends in his San Francisco tech network who invited him to hang out after work at a Russian bathhouse featuring saunas near a cold-plunge pool. When he remarked how much better he felt afterward, he says his friend replied, "This is how adults get high." Soon after, Whitmer installed his own barrel-shaped cold-plunge tub next to a sauna in his backyard. He typically purchases two 40-pound bags of ice from a nearby factory, fills the barrel and invites friends over on Sundays to hang out, switching between the cold water and the hot sauna every few minutes.

Some are hesitant to take the plunge, a hurdle that likely will keep the practice from totally eclipsing the standard lunch or drinks meeting. Vlad Margulis, head of Mental's product and design, initially resisted the group shower during the meeting in Lake Tahoe (though he eventually caved). "These guys are a little nuts," he says of his work colleagues. He's not sure how the

concept would work if the team grew beyond five men, he says.

"It's not for everyone," says Toronto investment adviser Pierre Girouard, who adds that he usually has to know the person a bit before suggesting cold-water therapy as a meeting device.

Workplace productivity consultant Nick Sonnenberg had never met Meagan Strout in-person when he suggested a cold-immersion meeting—which he does frequently anyway—at a wellness club while she was in New York on business in September. "I said, 'why not?'" recalls Strout, who runs an executive-assistant recruiting firm.

Strout wore her bathing suit underneath her leggings and sweater, but then had a second thought: "I didn't want to be walking around the meeting afterward in wet clothes," she says. Sonnenberg suggested they do cryotherapy instead. He says he has used the chilly experiences to meet with friends and colleagues before. "You're more productive, you feel good and you give them a memorable experience."

So the two donned robes, slippers and mittens and entered an air chamber cooled at subzero temperatures and talked while shivering. Sonnenberg says he asked Strout about the differences between hiring a chief of staff versus an executive assistant. She proposed jointly coordinating education seminars.

The spa meeting felt vaguely European, she says, and she was surprised at how conversation felt less inhibited. For one thing, Sonnenberg can be a fast talker, Strout says. "It made him slow down," she says. By the end of the one-hour session—three minutes in the cryotherapy chamber followed by coffee at a nearby cafe—she agreed to attend his executive retreat at the end of the month.

Though she hadn't met Sonnenberg in person before, she felt that the meetup would be OK. Still, she says, "there are definitely some male clients I would have said, 'Hmm, maybe not.'"



Rory Garton-Smith, right, at a cold-plunge gathering. He says he has met executives at such events.

ILLUSTRATION BY KIRSTEN ESSENBERG; ESDRUG/GETTY IMAGES

FROM TOP: JASON KYLE; RORY GARTON-SMITH

PERSONAL JOURNAL.

By Kara Cutruzzula

Envy isn't always a sin. Often, it's a sign. The feeling strikes at many moments these days: When a friend buys a house while you're thwarted by sky-high mortgage rates, when a co-worker gets a new job while your career treads water, or when a neighbor shares good news about their successful side project. It's normal to feel envious. After all, envy

Envy can spark self-reflection and the motivation to set new goals.

is a universal emotion, and we don't have to feel ashamed by it, psychologists say. In fact, psychologists suggest trying a radical-sounding tactic and analyzing our envy to get clues about what we really want out of life. Doing so can help us figure out next steps in our careers and personal lives. Envy is "a natural consequence of living in an aspirational, competitive environment," said Robert L. Leahy, director of American Institute for Cognitive Therapy and clinical professor of psychology at Weill Cornell Medical College. (Jealousy, meanwhile, often involves fear or a threat prompted by someone else.)

Two distinct flavors of envy exist. Malicious envy arrives with anger, frustration and a sense of wanting to take an advantage away from another person, says Jan Crusius, psychologist and professor of motivation and emotion at University of Greifswald in Germany.

Benign envy, on the other hand, is when you wish you were in someone else's position but don't feel compelled to tear them down. That envy can spark self-reflection and the motivation to set new goals. Research from Crusius has shown that marathon runners who were inclined to experience benign envy also set higher goals for themselves, and tended to run faster in their races. Rather than bottle up envy when it occurs, start by asking who sparks a mix of admiration and jealousy in your life. If they've accomplished a particular milestone, investigate why you're drawn to that achievement. The answer may point you on a more fulfilling path.



Book a date with your emotions
If you're obsessing over comparisons or disappointments but they're not leading you anywhere, try writing them down. "Say you set aside 20 minutes a day to ruminate about envy" and jot some notes, said Leahy. "At 2 p.m., you have an appointment with your rumination thoughts. Think about them as these little cartoon grem-lins." Look for hidden clues in your writing. If you're envious of someone at the gym, is it their dedication, positive attitude or chic athleisure sparking that emotion? If your friend's blossoming relationship is making you frustrated, consider whether you're seeking a similar kind of fulfillment, or whether you simply miss your weekend hangs.

Ask: 'Do I actually want it?'
"When you say, 'I'm so jealous of your boat,' you might mean, 'I'm so envious of your money, your freedom, or your success,'" said author and podcast host Elise Loehnen, whose new book explores why women often repress feelings like pride and envy. Ask yourself how you'd feel if your name was attached to the thing you envy. Consider the critiques as well as the praise that might come with it. That alone may quell your envy; if it doesn't, and the idea is still appealing, use that answer to guide your pursuits. If it doesn't hold allure, you might be envying an idea, rather than reality.

Leahy recalls advising someone who worked in finance and was feeling envious, and asking him about what made him interested in the field in the first place. He remembered enjoying the challenge, math and problem-solving, so Leahy told him to approach work based on that curiosity and growth, "rather than constantly ruminating about somebody who makes more money." If you still find yourself envying other people's career milestones, consider broadening your goals beyond work. Spending more time with your family or pets, taking a walk or meditating, or boosting your health and fitness can all be worthwhile goals. "The envious person thinks about life as a race or a ladder, but that's not what life is," said Leahy.

Turn Envy From Deadly Sin To a Superpower

'The elbow in the ribs'
Changing your perspective helps you view someone as a model to emulate rather than a rival to defeat, and helps you focus on what



Gill Le Fevre was inspired to complete a master's degree.

you can control, says Sara Protasi, associate professor of philosophy at University of Puget Sound, whose research involves the implications of envy in ethics, politics and personal relationships. Research shows that our inferior feelings typically arise when the other person is similar to us, says Protasi, which is why envy aimed at a fellow parent, say, feels more potent than envy lobbed at a celebrity. Get curious about facts, rather than perceptions. Research their path or ask them for advice. Digging into their progression may reveal steps that you can take to pivot your business, find better clients, or acquire new skills. Years into a marketing career,

Gill Le Fevre, 51, says she felt a pang of envy when she heard that a relative had landed a new job. It wasn't the actual job that Le Fevre coveted. Instead, she felt like her cousin had a surer sense of her life path and was moving toward significant accomplishments. Le Fevre realized she was missing that sense of greater meaning in her own life. The epiphany pushed her to complete a master's degree in theological studies and pursue a doctorate, specializing in church history of the third century via a distance learning program, while continuing with her career. "Envy was the elbow in the ribs," says Le Fevre, who lives outside Toronto.

ested in the field in the first place. He remembered enjoying the challenge, math and problem-solving, so Leahy told him to approach work based on that curiosity and growth, "rather than constantly ruminating about somebody who makes more money." If you still find yourself envying other people's career milestones, consider broadening your goals beyond work. Spending more time with your family or pets, taking a walk or meditating, or boosting your health and fitness can all be worthwhile goals. "The envious person thinks about life as a race or a ladder, but that's not what life is," said Leahy.

Trips to Europe Will Require A New Step for Americans

By Allison Pohle

Americans who want to travel to Europe will have to register online to enter the continent starting in 2025. U.S. travelers will need prior authorization for travel to European Union countries beginning in spring 2025, EU officials said Friday. The new requirements for travel will also mean that U.S. travelers arriving in Europe will no longer get passport stamps. Instead, their faces and fin-

gerprints will be scanned and logged in a new digital registration system beginning next fall. The changes, which have been delayed numerous times, are part of a global movement toward biometric screening at border crossings. Travelers won't need to apply for advance permission to visit until well after the surge of international visitors taking in the Paris Olympics next July and August. The European Travel Information and Authorisation System, or Etias,

will apply to Americans and others whom the EU allows to travel without visas. The authorization is meant for trips of up to 90 days, meaning short vacations are included. Once the changes take hold, the EU recommends that travelers submit their information to the Etias website before booking flights or lodging. Some other European countries that aren't EU-member states, including Switzerland and Norway, will also require the authorization. Most applications will be processed in minutes, but others could take up to 30 days if an interview is required. You will still need to bring your passport when the new entry/exit system that collects fingerprints and face scans goes into effect. Travelers will still have to scan their passports at electronic gates. The arrival and departure information will be stored in an electronic database, along with other personal information about the traveler. Travelers won't be able to opt out of the biometric screening. Cyprus and Ireland will continue to stamp passports manually. The changes should result in shorter waits at entry points and a more efficient process, officials say.



Passengers will use e-gates like the one at the Humberto Delgado Airport in Portugal. U.S. travelers' faces and fingerprints will be scanned and logged in a new system.

The EU says the system will allow it to better track people who overstay—and that it will strengthen security by giving law enforcement digital access to travel records. Electronic-privacy advocates warn that travelers will give up privacy, in addition to passport stamps. Face and fingerprint data will be stored in databases maintained by other governments, which digital-privacy organizations say could ultimately lead to increased surveillance. The new target launch dates of fall 2024 and spring 2025 offer some flexibility for the 27-member

states to prepare the technology and train appropriate staff, an EU official said. Americans may have already encountered facial comparison technology in domestic and foreign travels. They can use electronic gates at the Cancún International Airport in Mexico and at international airports in the United Kingdom. Singapore's Changi Airport said in September it would launch an automated clearance system. Many airlines now use face-scanning systems that have replaced tickets for boarding flights.



The changes are part of a global movement toward biometric screening.

ILLUSTRATION BY SOL COTT; GILL LE FEVRE

HORACIO VILLALOBOS/CORBIS/GETTY IMAGES (2)

ARTS IN REVIEW

TELEVISION REVIEW | JOHN ANDERSON

A New Vision of Natural History

‘Life on Our Planet’ features marvelous digital effects and even more impressive nature photography



There are more than a few dinosaurs involved in “Life on Our Planet,” including narrator Morgan Freeman, executive producer Steven Spielberg and the veteran animators at Industrial Light & Magic, who help make the wide variety of creatures populating this Netflix series come to life—and death, and life, and death. Beginning “4 billion years ago,” as a subtitle tells us, the series is in some ways an optimistic look at the fate of the world. “If there’s one thing we’ve learned from the past,” Mr. Freeman says, “it’s that life has always found a way.” We humans may not be around to see it, but the world will be here, come hell or high water. Diving into this eight-part series and its seven-plus hours is a bit like signing on to a semester-long symposium on evolution, biodiversity, the history of mass extinctions and the resilience of the organism. This is not to say it isn’t thoroughly fascinating, just serious: There are few concessions made by the show’s producers, Dan Tapster, Keith Scholey and Alastair Fothergill, to a less-than-engaged audience. There are no short-cuts taken in addressing the complexities of the creatures profiled, the processes of evolution or the blink

of time in which humans have inhabited the planet: It will be hard to wrap one’s head around the idea that four times over the course of our world’s existence more than three quarters of all species were lost to catastrophic natural events, or that dinosaurs ruled the Earth during a period of relative calm—one that lasted more than 100 million years. Or, for that matter, that 99% of all the species that ever existed have disappeared, despite the millions that exist today. Mr. Spielberg’s involvement with “Life on Our Planet” may not have been hands-on, but he’s been re-creating Jurassic-period animal life for some time, and this latest trip into prehistory reflects the evolution of camera technology, animation and the study of past species. Tyrannosaurus rex, for all its prominence in the imagination, is not festooned with feathers, nor does it hold so special a place in the pivotal moments of the evolutionary process. The T-rex certainly pales beside the importance of the trilobite and its development of armor, or the jellyfish that dominated the seas for so many millennia, predator-free. Few moments in “Life on Our Planet” are as dramatic as the instant, 60.4 million years ago (according to the show) that an aster-

Stills from ‘Life on Our Planet,’ above and below, which is narrated by Morgan Freeman and executive produced by Steven Spielberg



FILM REVIEW

Tod Browning’s Spooky Silent Movies

By DAVID MERMELSTEIN

BEFORE HIS PIVOT to movies, Tod Browning, who was born in Louisville, Ky., in 1880, worked as a performer in carnivals and vaudeville. The experience made him uniquely suited to direct pictures set in milieus beyond the mainstream—as the freighted sound film “Freaks” (1932), which essentially ended his career, surely attests. But his best work lies in silent cinema, where he honed his craft and established his reputation. Two such pictures, “The Mystic” (1925) and “The Unknown” (1927), have just been released in welcome new 2K restorations, part of a small collection from Criterion titled “Tod Browning’s Sideshow Shockers.” Available on either Blu-ray or DVD, the two-disc set also includes a restored “Freaks.” But it’s the earlier silents, which are at times genuinely spooky, that make perfect viewing during Halloween season, when reminders of Browning’s most famous film, “Dracula” (1931), are ever-present. Browning—whose given name, spelled just like the German word for death, wasn’t “given” at all, but rather taken under circumstances now mysterious—was a master at developing disturbing themes and images. Yet none of his other movies outstrip “The Unknown” for cumulative creepiness—something we can now ap-

preciate all the more given that the 2022 reconstruction here making its home-video debut restores roughly 10 minutes of footage to the film’s 67-minute running time. The sixth of 10 films in which Browning collaborated with Lon Chaney, the protean silent star still known as the Man of a Thousand Faces, “The Unknown” is set primarily in a Madrid circus, where the actor plays Alonso, whose feats of dagger-throwing and sharpshooting are all the more impressive for his being armless. (Despite Chaney’s renown as a cinematic contortionist, a genuinely armless carnival performer, Paul Desmuke, was artfully

engaged as his body double at various points in this film.) Alonzo is in love with his beautiful assistant, Nanon, played by a sympathetic Joan Crawford in her first important screen role. That Nanon can’t bear the touch of any man’s hands would seem to make them ideally suited, but there are two impediments: Alonso isn’t actually armless (he’s just pretending to be), and Nanon has another, far more handsome suitor, the strongman Malabar, played by the suave Norman Kerry—the third and final

time, following “The Hunchback of Notre Dame” and “The Phantom of the Opera,” that Kerry would act as Chaney’s rival on film. What lends the picture its especially ghoulish cast is how Alonzo perversely opts to overcome these obstacles—“There is nothing I will not do to own her! Nothing. . . do you understand? Nothing!” flashes a prescient title card. And Philip Carli’s lively new solo-piano score only enhances Merritt Gerstad’s evocative cinematography. (Shortly thereafter, Gerstad shot Chaney again, in Browning’s “London After Midnight,” now among the most famous “lost” films of the silent era.) Far less familiar than “The Unknown” (let alone “Freaks”), “The Mystic” is released here for the first time on home video. And it is a boon not just for Browning fans, but also for those partial to silent films generally. At 74 minutes, it briskly tells of a trio of Hungarian Gypsies—Aileen Pringle as Zara, the movie’s title character; Mitchell Lewis, the paternal Zazarack; and Robert Ober, the hot-headed, knife-throwing Anton—brought to the U.S. by an enterprising American conman, Michael Nash (played by Conway Tearle), convinced their talents are wasted in the European hinterlands. After establishing Zara, transformed thanks to lavish art-deco costumes by an uncredited Erté, as a spiritualist to the rich and vul-

nerable, the foursome ultimately set their sights on a woefully naïve young heiress, Doris Merrick (the thoroughly endearing Gladys Hulette). But love intervenes, with the previously steely Nash inconveniently falling, in different ways, for both Zara and Doris. Though the film increasingly traffics in romance and melodrama as it progresses, the carnival milieu that opens the picture and, particularly, the séance-like atmosphere that pervades Zara’s New World communions with the dead provide the movie its Halloween bona fides. The picture, which includes an inventive new score by Dean Hurley, was atmospherically shot by Ira Morgan, whose most famous credit, from roughly a decade later, was “Modern Times,” Charlie Chaplin’s last silent. Those who savor Hollywood’s darker side won’t miss the uncanny similarities between “The Mystic” and the noir classic “Nightmare Alley” (1947), in which Tyrone Power, cast against type, plays an ambitious carny roustabout whose greed provokes his ruin after a spectacular climb. Though the latter film, and the novel by William Lindsay Gresham on which it was based, are better remembered, Browning got there first. The director, who died in 1962 after decades out of the limelight, may never recover the reputation he had in his heyday, as a probing cinema artist unafraid to examine the human psyche’s dark corners while daring viewers to tarry with those on society’s margins. At present, the twin poles of “Dracula” and “Freaks” continue to define his career for most film fans. But the renewed visibility now afforded “The Mystic” and “The Unknown” could ignite some sort of reappraisal of Browning and his work. And that prospect shouldn’t be frightening.

Mr. Mermelstein, the Journal’s classical music critic, also writes on film.

SPORTS

Victor Wembanyama Is Set to Debut. The NBA’s Scorers Should Be Afraid.

The San Antonio Spurs’ rookie might be at his most captivating when he doesn’t have the ball

By Robert O’Connell

When Victor Wembanyama steps onto a basketball court, its geometry changes. Vincent Collet, Wembanyama’s coach with Metropolitans 92 during his final season in France, has witnessed the phenomenon. An opposing team can choreograph the perfect sequence of screens and passes, springing a shooter into open air with the rim in his sights. Then Wembanyama—7-foot-4, with the arms of an even taller man and the quick stride of a smaller one—enters the frame.

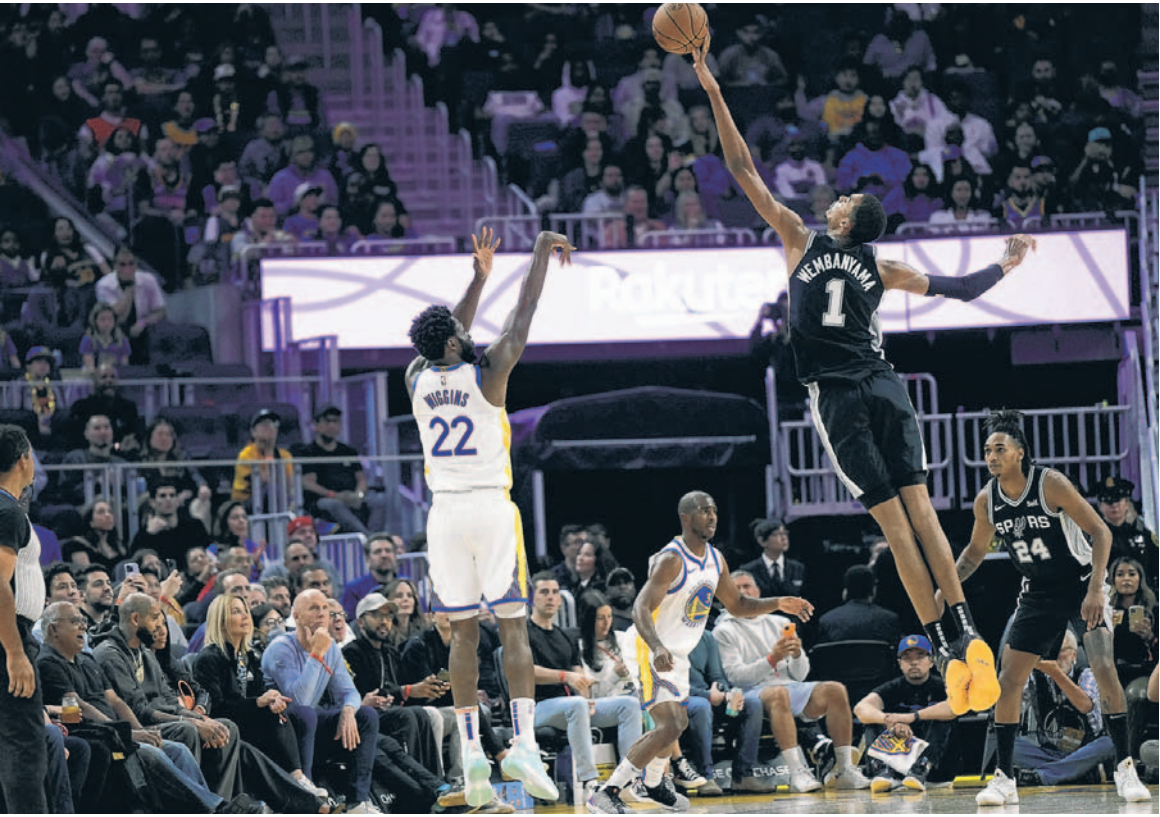
“You think you are alone,” Collet said in a recent interview. “And then, he’s back.”

Wednesday night in San Antonio, when his Spurs play the Dallas Mavericks, the most anticipated rookie since LeBron James will log his first regular-season minutes in the NBA. Fans around the world will tune in to glimpse dazzling feats of scoring. Will he debut his signature running, one-footed 3-pointer? If he misses it, will he stretch out and slam home his own put-back dunk?

But the 19-year-old Wembanyama’s premier talent—and the one likeliest to transform the league he’s about to join—isn’t making shots. It’s stopping them.

The NBA welcomes Wembanyama amid a period of peak offense, with increasingly precise shooters spreading to more and more distant sectors of the floor. According to Stats Perform, the four most efficient scoring campaigns in league history, on a per-possession basis, have come in the last four seasons, with a record of 114.1 points per 100 possessions set in 2022-23.

This isn’t, in league circles, an entirely happy development. Defensive-minded coaches fret over a version of the sport lacking balance, in which scorers have simply evolved past the capabilities of those tasked with checking them. If “space” is the watchword of the Stephen Curry era, players large



San Antonio Spurs rookie Victor Wembanyama, right, blocks a shot by the Warriors’ Andrew Wiggins.

and nimble enough to clog it are more needed than they’ve ever been.

“The movement demands required in today’s basketball are so different than what they were 20 years ago,” said Ben Taylor, a cognitive scientist who has spent a career studying the evolution of the game’s strategies. Back then, drivers bore down on the rim, and centers camped in the lane to barricade it. In the 2020s, big men have to sprint past the 3-point arc to dissuade snipers and back to the basket to break up alley-oop lobbs, often making multiple round trips during a single loop of the shot clock.

The athlete capable of carrying out the updated job description is rare. Minnesota Timberwolves center Rudy Gobert, 7-foot-1, has averaged more than two blocks per game over a 10-year career, but

speedy guards can get around him. The Golden State Warriors’ Draymond Green may be the most respected defender of his generation, a blur of anticipatory action, but he’s only 6-foot-6.

“It’s the combination of that physical attribute, the length, plus having mobility and awareness,” Taylor said. “What you want are possessions where you’re just like, ‘This guy’s everywhere! How is he doing this?’”

With Metropolitans 92, Collet encouraged his pupil to dictate instead of react. Wembanyama learned to bait traps for players charging at him, feinting one direction only to step in another. Teams commonly “funnel” a scorer to a second defender lying in wait; Wembanyama was so wide and well-schooled that he could funnel opponents to *himself*. His last sea-

son in France’s LNB Pro A, he blocked three shots per game, nearly double the average of the second-place finisher.

“He has fun denying whatever the ballhandler wants to do,” Collet said. “He likes the control.”

Wembanyama’s highlight reel from the Spurs’ preseason suggests the scope of that control. He unfurls a banner of an arm—his wingspan is a reported 8 feet—to flick away a 3-pointer. He reaches from a blind spot to swipe a steal and race the other way for a jam. In a three-second sequence spanning half the playing surface, he chases a shooter from the arc, tails him to the backboard and, with a palm almost as wide as a basketball, smothers a lay-up attempt. Over four preseason contests, Wembanyama averaged 4.7 blocks per 36 minutes—a rate that would have led the NBA

last year.

“There’s nobody else in the league who can do some of the stuff that he can do,” said Spurs guard Devin Vassell. He wondered how Gregg Popovich, San Antonio’s Hall-of-Fame head coach, might deploy Wembanyama—as a roving presence, a back-line firewall, or both. “I don’t think he realizes how much he’s going to be able to help us out.”

The early stages of a basketball career consist of hype cycles and reality checks, and Wembanyama will inevitably struggle to match standards of pace and force. He’s skinny enough to present a ripe target to dunkers.

“They’ll welcome him to the league the right way,” Collet said with a laugh.

There is a more serious threat than embarrassment.

Joining Wembanyama in this year’s rookie class is fellow beanpole Chet Holmgren, a 7-foot-1 former Gonzaga Bulldog who was selected second in the 2022 NBA draft. His first season was postponed by a Lisfranc injury to his foot, sustained after James—4 inches shorter than Holmgren but 55 pounds heavier—collided with him in a pro-am game. Wembanyama, who weighs 210 pounds, has adopted a regimen of strength training and stretching designed to keep his distinctive body intact; it remains to be seen whether such methods will hold up to the damage inflicted by Giannis Antetokounmpo.

Talk of Wembanyama’s fragility echoes the concerns that followed Curry during his early professional years. Observers worried that the guard was too slight to stand up to the rigors of an 82-game season, that he would get shoved out of anything more than a specialist’s role. In time, of course, Curry reoriented the sport, proving that a new-school mastery of angle and distance could outdo old-school muscle.

Wembanyama brings the potential for a similar shift—a catching-up to Curry’s offensive revolution, on its own terms.

Hustle and foresight alone cannot, as Wembanyama’s legs can, collapse the space between the sideline and the rim.

“He takes two steps and covers 25 feet, and you’re like, ‘Wait a second,’” Taylor said. “‘That actually doesn’t make human sense.’”

The WSJ Daily Crossword | Edited by Mike Shenk

1	2	3	4	5	6		7	8	9		10	11	12
13							14				15		
16							17				18		
19				20		21			22		23		
24				25					26				
			27					28			29	30	31
32	33	34				35				36			
37						38				39			
40					41				42				
43					44			45					
		46		47			48				49	50	51
52	53						54				55		
56				57		58			59		60		
61				62					63				
64				65					66				

- 14 Dupe Oscar winner Holly?
- 21 Court ruling?
- 23 Houses of spirits?
- 27 Preoccupied
- 28 Unruly mass
- 30 Light
- 31 Took to court
- 32 Fail miserably
- 33 Comic strip lightbulb
- 34 Hoodwink author Thomas?
- 38 Total
- 39 Get the better of rapper Vanilla?
- 41 In a hurry
- 42 Ladies of Spain
- 45 Language of Southeast Asia
- 47 Code name
- 49 Moving picture, seemingly
- 50 Care for
- 51 It’s a plus
- 52 Durable furniture wood
- 53 Only Pennsylvania county that reaches north of the 42nd parallel
- 58 Prompt
- 60 Startup angels, for short
- 12 Bucks, e.g.

LYING DOWN | By Gary Larson

Across	26 Apple variety	48 Start for second or technology	4 Comic strip cry
1 Showing the most skin	27 Some chickens	49 Fertility clinic stock	5 Deceive comedian Lucille?
7 Skilled rappers	32 Like some wallets	52 Bag holder	6 Without success
10 Fish and chips fish, often	35 Patch of ground	54 Warner Bros. creation	7 More, in Madrid
13 Maker of Calm + Restore products	36 Grandson of Abraham	55 ___ de chat (ballet leap)	8 One who may be looking for a reaction
14 Currency for Bangkok business	37 Bating champ Lefty for whom an Oracle Park plaza is named	56 Miss the mark	9 Antibiotic target
15 Smelter supply	38 Have a bawl	57 It may be polished	10 Snooker inventor Thomas?
16 Radish in stir-fries	39 Working stiff	61 Relief	11 Sandwich snack
17 Customer	40 “Rock ___ the Water” (Jackson Browne song)	62 Epithet, say	12 Bucks, e.g.
18 Once called		63 Build up	
19 Tonic’s partner	41 “Say what?”	64 Tab, for one	
20 Real howler	42 Laid out	65 Check out	
22 Component of a shower	43 Like tires that should be retired	66 Six-line poem	
24 Loop transports		Down	
25 Chuck makeup	44 Jujus, e.g.	1 Symbol of authority	
	46 Drones	2 Benefit	
		3 Coach controls	

► Solve this puzzle online and discuss it at [WSJ.com/Puzzles](https://www.wsj.com/puzzles).

The Rangers Have a Chance To Wake Up From a Nightmare

By Jared Diamond

Houston
TWELVE YEARS AFTER one of the most devastating losses in baseball history, the heartbreak of the 2011 World Series still looms over the Texas Rangers. On two separate occasions in Game 6—in the ninth inning and then again in the 10th—the Rangers needed just one more strike to claim a championship over the St. Louis Cardinals. Both times, they blew the lead, punctuated by David Freese’s legendary walk-off home run that destroyed a generation of Rangers fans.

“For a couple of years after that I would probably have a moment every day where I would think about it,” said Michael Young, the Rangers’ all-time hits leader and a key member of that 2011 squad.

The Rangers finally have an opportunity for redemption. They claimed the American League pennant on Monday night with an 11-4 Game 7 rout of the Houston Astros to prevail in a contentious, sometimes wild AL Championship Series. The final contest unfolded like a nightmare for the Astros, who in their seventh consecutive ALCS appearance lost two straight to their in-state rivals to blow a 3-2 series lead.

In the end, the Astros couldn’t contain Adolis García, the Rangers outfielder who triggered the benches-clearing scuffle in Game 5 that injected intense acrimony into the matchup. Houston reliever Bryan Abreu drilled García in the shoulder with a 99 mph fastball that night, which the Rangers interpreted as retaliation for García’s strutting celebration following the home run he hit in his previous at-bat.

On Monday, in the face of relentless booing from the sellout crowd at Minute Maid

Park, García went 4 for 5 with two home runs and five RBIs—a brilliant, theatrical performance that cemented him as a postseason star. He went 10 for 28 with five homers and a record 15 RBIs in the series to earn MVP honors.

“When he stays within himself, he’s even better than you can even believe,” pitcher Max Scherzer said of García

lowed by their near miss against the Cardinals in 2011.

Yet the Rangers have largely escaped the widespread scrutiny and ridicule suffered by other, more notorious losers. The Boston Red Sox were felled by forces such as the Curse of the Bambino, Bill Buckner’s booted grounder and Aaron Boone’s walk-off home run. The Rangers, meanwhile, mostly toil in



The Rangers celebrate after winning Game 7 of the ALCS.

afterward, speaking as a raucous celebration raged on around him in the Rangers’ clubhouse.

The Rangers have quietly earned a place alongside the most cursed teams in North American sports. They came into existence as the second incarnation of the Washington Senators in 1961—the original version became the Minnesota Twins—before moving themselves to Arlington, Texas, in 1972. In 63 seasons, they have won exactly zero titles, an active drought surpassed only by the organization presently known as the Cleveland Guardians, whose stretch of futility dates to 1948.

The Rangers haven’t even had many near misses, either. Led by sluggers Iván Rodríguez and Juan González, they reached the postseason three times in the 1990s but never escaped the first round. They fell to the San Francisco Giants in their first World Series appearance in 2010, fol-

anonymity in North Texas despite the length of their drought.

“That’s kind of an underappreciated fact nationally,” said Jon Daniels, the Rangers’ general manager in 2011.

The group that came so close in 2011 bears virtually no resemblance to the Rangers of today. The manager of that team, Ron Washington, is now the third-base coach for the Atlanta Braves. Daniels was fired in August 2022 after 17 seasons with the Rangers and now works as a senior adviser to the Tampa Bay Rays. Nearly the entire roster, which in addition to Young featured Josh Hamilton, Ian Kinsler and Adrián Beltré, has since retired.

That’s why the current players don’t feel like 2011 hangs over them. They weren’t there. Only closer José Leclerc was even in the Rangers’ farm system back then. He was a teenager in rookie ball.

THEARON W. HENDERSON/GETTY IMAGES

ROB CARO/GETTY IMAGES

OPINION

Hollywood’s A-List Bribe for Peace



BUSINESS WORLD
By Holman W. Jenkins, Jr.

Among the big names on a Zoom call last week of Hollywood actors questioning their union over lack of progress in the actor’s strike was Meryl Streep. Her name jumps out because 112 days earlier she signed a letter with other major stars urging a strike at a moment when a planarian might have noticed the union’s leverage was at low ebb thanks to the collapse of cable subscribership, streaming losses and the decline of movie-going.

George Clooney and friends offer big bucks to stop a suicidal actors strike.

Nanny Defarge, aka Fran Drescher, the union boss, saw the light, however, and began out-mau-mauing the letter signers. Until that moment, she had insisted talks with the studios were making “exceptional progress.” Even the New York Times now says her sudden adoption of blood-curdling rhetoric has been an obstacle to a deal. Talks with the studios were scheduled to resume Tuesday after a collapse that only illustrates the failure of the union to conjure a coherent strategy. Members lament, in the streaming age, loss of the opportunity to score big if a TV

show becomes a hit and lives on in syndication. Few shows became a “M*A*S*H” or “Seinfeld,” but the lucky participants were set for life. The union wants this practice resuscitated somehow in the streaming era but companies like Netflix jealously guard their viewership data showing which movies and series are a hit. In what might seem a tolerable arrangement as a result, the streamers themselves bear most of the viewership risk at a time of pretty formulaic shows, when actors and writers at least get a predictable wage for showing up. In any case, by the time the talks fell apart, a confused union had almost turned its ask on its head. Now it wanted a flat 57-cent per subscriber share of the streaming company revenue, to be distributed according to the relative performance of shows, even if all are meh. This, at a time when streamers increasingly are looking to sports, news, documentaries and videogaming to attract subscribers. A fixed entitlement for members of the actor’s guild with the streaming profit model in such flux made no sense and the studios said so. The union’s latest fallback is unknown, but the actors have clearly lost the plot if they ever had it, just tossing random thoughts into a negotiation. Meanwhile, those on the Zoom call, including Ms. Streep, George Clooney and Scarlett Johansson, reportedly



Fran Drescher

were focused primarily on the accumulating damage, offering on behalf of the highest-paid actors to pay \$150 million in extra union dues to end the walkout. Actor and showbiz polymath Tyler Perry has a large studio operation in Atlanta employing hundreds. Numerous movies have had to suspend production, including the Clint Eastwood-directed “Juror No. 2.” Mr. Eastwood isn’t getting any younger. Consider a very different approach. The United Auto Workers, you can bet, started planning and strategizing its current strike before the ink was dry on the last contract four years ago. It chose its moment as vast dollops of taxpayer money were up for grabs from the Biden administration electric-vehicle subsidies. Mr. Biden is running for re-election; the race looks close; his likely opponent, Donald Trump, has working-class appeal; Mr. Biden peddles himself as the most labor-friendly president ever. The UAW saw a now-or-never opportunity to make

sure future auto assembly doesn’t shift out of union-organized, Big Three-owned engine and transmission plants into nonunion battery plants controlled by the likes of Tesla and Chinese and South Korean companies. To distill one moral, Hollywood is a place of magic and also, apparently, of magical thinking. Like the French army expecting *élan vital* to carry the day in the place of sound strategy, the actors filled their heads with talk of fighting a war against “corporate greed” and the “rise of the machines” (aka artificial intelligence) when cold-eyed assessment of leverage and opportunity would have served them better. A crummy global moment invites us all to put our big-boy pants back on, looking upon the world with a modicum of dispassionate cool. SAG-Aftra should try it too. By one count, the Hollywood-related workforce has already lost \$5 billion in income and 45,000 jobs and an end isn’t in sight. In her latest utterance, Ms. Drescher fake-roars that her members are waging a “righteous David vs. Goliath fight.” In my 30 years in the opinion industry, funny how everybody makes this claim and yet nobody claims to be Goliath. The triteness of her rhetoric only accentuates how completely her union entered upon a destructive strike without a plan and without a clue.

\$8.99 Cereal Could Rock the Globe



POLITICS & IDEAS
By William A. Galston

The course of world affairs may depend on the price of a box of cereal. Here’s why. The U.S. is the leader of the West and the linchpin of a beleaguered global order. The president is commander in chief of America’s military and the chief steward of its foreign policy. In international affairs, unlike in domestic policy, the president’s choices are often decisive. And when presidential candidates’ visions about foreign affairs fundamentally differ, as they almost certainly will in 2024, the outcome of the election will shape the fate of many nations. But foreign policy rarely determines winners and losers in U.S. presidential contests. Most of the time, voters focus on matters closer to home, especially their economic circumstances. If a recession begins and unemployment rises near Election Day, the president will be held responsible. In the current election cycle, the central economic issue isn’t growth and jobs, but inflation. The most recent Economist/YouGov poll asked a random sample of Americans, “Which of the following do you consider the best measure of how the national economy

is doing?” Four percent selected the stock market; 11% picked their personal finances; 15% chose unemployment and jobs reports. But 56% said the best measure was the prices of the goods and services they buy. When economists talk about “inflation,” they are referring to the rate at which prices are increasing. They have naturally been puzzled by the continued intensity of public concern about inflation, given that the rate of inflation has declined significantly. But surveys show that average Americans are at least as concerned about price levels as they are about the rate of price increases. That brings us to the price of breakfast cereal. “I almost had a heart attack the other day when I saw a box of cereal for \$8.99,” said an Illinois house cleaner. “I was like, ‘Does that come with a gallon of milk too?’ ” I’m sure she’s speaking for many Americans; I know she’s speaking for me. My sense of what things should cost at the grocery store is anchored at pre-pandemic levels, and I find it hard to accept that so many items have risen in price by 30% or more. My wife and I can afford the higher prices, though we sometimes choose not to pay them and do without items we regard as outrageously expensive. What about families with children

who are trying to get by on \$75,000 a year? Food is only part of the picture. The average buyer of a new car in America paid \$48,334 in July 2023, up from about \$37,000 in 2019. To be sure, the bulk of the increase occurred in 2020 and 2021. Still, new car prices today are 31% higher than they were four years ago. The pace of price increases has slowed, but prices haven’t come down—even though pandemic-related supply-chain problems have abated.

High prices in U.S. stores will play an outsized role in 2024’s presidential election.

Automobile prices are driven as much by the choices manufacturers make as by the cost of production. In recent years, according to an analysis by Kelley Blue Book, auto makers “increasingly focus on building more expensive cars, trimming affordable models from their lineups.” As recently as 2017, auto makers produced 36 models priced at \$25,000 or less, compared with only 10 such models now. Since 2018, the number of models priced at \$100,000 or more increased from 12 to 32. Families like mine can af-

ford to buy a midrange car for 30% more than it would have cost four years ago, but what about middle-class families who can’t find entry-level cars and must finance purchases of more expensive cars at much higher interest rates? Another example: housing. Over the past four years, the median price of an existing home rose by 45%, from \$271,500 to \$394,300. But home builders haven’t been rushing to provide new options for first-time home buyers; the median price of a newly built home rose by 36%, from \$315,700 in the fall of 2019 to \$430,300 today. Young families trying to buy their first homes have nowhere to turn. I believe that President Biden’s foreign policy advances the long-term national security interests of the U.S., and retreating from the world into a short-term, inward-looking, transactional approach would be a disaster, for our friends and allies around the world and for us. But Mr. Biden’s ability to conduct his foreign policy rests on domestic support for his administration, which is eroding under pressure from concerns about his handling of other issues, especially the cost of living. The problem exemplified by the cost of a box of cereal could end his presidency unless he addresses high prices head-on.

BOOKSHELF | By Andrew Nagorski

Breaking News And Barriers

Fierce Ambition

By Jennet Conant
(Norton, 416 pages, \$32.50)

During the liberation of Dachau on April 29, 1945, two correspondents accompanying an advance U.S. Army reconnaissance team were among the first to make it through the camp’s gate. Once they responded to a cacophony of voices asking whether they were Americans, a horde of jubilant, starving prisoners ran, limped or crawled out of the barracks to embrace them. The two journalists were Peter Furst, a veteran combat correspondent for Stars and Stripes, and a reporter in a bulky German army jacket and a fur-lined hat with ear flaps. When a Polish prisoner, a Catholic priest, wrapped his arms around and planted kisses on the second correspondent, he suddenly let go, exclaiming: “My God, my God, it’s a woman!”

The woman was Marguerite “Maggie” Higgins, a 24-year-old cub reporter for the New York Herald Tribune who had only recently joined the ranks of war correspondents. She was determined to prove that she belonged in this mostly male club and could excel there—despite the skepticism inspired by her looks. The AP’s Daniel De Luce, who had won the previous year’s Pulitzer Prize for his reporting from the Balkans, recalled his first impression of the new arrival: “Young, blonde, and beautiful.” While Higgins’s ensuing string of flings and more serious love affairs sent the gossip mill into overdrive, she collected scoops and front-page stories with even more startling speed, leaving no doubt about

her priorities. “She courted fame more ardently than she ever did men,” Jennet Conant writes in her mesmerizing, meticulously researched biography, “Fierce Ambition.” If anything, the title is an understatement: As Ms. Conant demonstrates, Higgins possessed a professional drive that few of her colleagues could match, one that put her on a path to covering some of the biggest stories of her era. Her father, a U.S. Army Air Service pilot, met her French mother when they both ducked into the Paris metro during a World War I air raid. Maggie was born in 1920 in Hong Kong, where her father worked for the Pacific Mail Steamship Co. Her first words were in Cantonese, and she initially spoke French better than English. The family settled in Oakland, Calif., where the precocious Maggie skipped two grades and eventually won a scholarship to the University of California at Berkeley. There she became known as a “party girl” but also discovered her passion for journalism. Her first piece in the Daily Californian, the college paper, was an interview with W. Somerset Maugham. Relentlessly pursuing bylines, Higgins repeatedly angered colleagues by poaching on their territory—or, rumor had it, stealing ideas and notes. Anne Duhring, who overlapped with her at the Daily Californian, declared: “She was seen as a demure-faced barracuda.” Working at the Herald Tribune, she struggled with her writing but made her name as an aggressive reporter. Newsweek’s Jim O’Donnell, who teamed up with her at times in Germany, noted: “When competing for something, Maggie . . . seemed to have three elbows.” He was amused by her methods, but others—especially other women correspondents—were outraged. Higgins never dwelt on the obstacles she faced as a woman who aroused more suspicion—and was subjected to far more critical scrutiny of her personal life—than her male colleagues. On occasion, she felt the sting of exclusion. On one of Gen. Eisenhower’s visits to postwar Berlin, his chief of staff, Lt. Gen. Walter Bedell Smith, cut her out of a correspondents’ dinner with the boss. “I’d never trust those baby blue eyes,” Smith insisted. But Ike, along with other top generals like Lucius Clay, the military governor for the U.S. Zone in Germany, and later Douglas MacArthur, not only opened up to her but applauded her performance.

Male reporters treated war correspondent Maggie Higgins with skepticism, but her drive left many scrambling to keep up.

In 1947, at the ripe age of 26, Higgins attained the post of Berlin bureau chief for the Herald Tribune, putting her in charge of coverage of the tense standoff that led to the Berlin Airlift and the dawn of the Cold War. As a university student, she had participated in antiwar protests led by local Communists, but what she witnessed in postwar Europe radically changed her outlook. She was appalled by the tactics used by the Soviets as they staged phony elections to install puppet regimes. After crisscrossing Poland in late 1946, she filed a story with the headline “Poland’s Police Ape Gestapo in Election Drive.” Her newly fierce anticommunist convictions fueled later reporting from Washington and colored her point of view as she dived into coverage of the Korean War. Indisputably courageous under fire, she endured the harshest of conditions alongside the troops, producing a cascade of acclaimed reports and winning a Pulitzer Prize in 1951. But there were pitfalls. Her close ties to John and Robert Kennedy in the early 1960s, coupled with her anticommunism, prompted her to denounce young reporters like David Halberstam of the New York Times who were skeptical of the administration’s claims that it was winning in Vietnam. “Maggie was so blinkered by her Cold War outlook,” Ms. Conant writes, that she “only confirmed to many that she was a Kennedy shill.” To editors in New York who queried him about Higgins’s reports, Halberstam shot back, via cable: “MAGGIE COPY NOT TAKEN SERIOUSLY HERE.” With the Herald Tribune sinking, Higgins jumped to Newsday as a syndicated columnist in 1963. Shortly before JFK was assassinated, she castigated his administration for sanctioning the coup that resulted in the murder of South Vietnam’s President Ngo Dinh Diem. Her second marriage was under strain, but she kept returning to Vietnam to report more from the field, urging the Johnson administration to escalate further despite her growing pessimism about the chances for military success. Her persistence had tragic results: Returning from a trip to Vietnam in 1965, she fell ill, the victim of a rare tropical parasite. Higgins was only 45 when she died on Jan. 3, 1966. Ms. Conant’s book has brought her back to life.

Mr. Nagorski is a former foreign correspondent and editor for Newsweek and the author, most recently, of “Saving Freud: The Rescuers Who Brought Him to Freedom.”

AI May Soon Weigh In on Regulation

By Scott Wallsten

Lawyers, take note: Artificial-intelligence systems will soon be commenting on new government rules. I asked ChatTPI, the Technology Policy Institute’s large language model, to respond to the Federal Communications Commission’s proposed net-neutrality rules. Its feedback, which draws on our research, isn’t good enough to submit, but it’s close. Websites already allow the general public to submit comments alongside industry lawyers, think-tank advocates and regulatory experts. The FCC’s previous net-neutrality rule-makings received millions of comments from the internet. AI could turn those flurries into blizzards of long, detailed and unique comments. Government agencies need to figure out how to manage this new reality. They could do so simply by banning AI-generated comments, but that blunt approach would fail to recognize

the technology’s benefits. We built ChatTPI to synthesize our organization’s nearly two decades of research on information technology and communications policy. Making it easier to apply insights derived from the debates of the past to current issues would enrich politics and policy making. Many “new” issues aren’t altogether novel.

How will agencies like the FCC deal with computer-generated public comments?

Artificial intelligence also has the potential to democratize public participation. Many people have unique insights but lack the ability to articulate them. Artificial intelligence can help overcome barriers stemming from language, education or disability. For all its potential upside,

this new technology presents obvious challenges. It’s fairly easy to identify canned website-generated comments, but spotting those created by AI is more difficult. If comments are coherent and thoughtful, maybe it doesn’t matter if a machine wrote them. Their source should nevertheless be clearly marked so evaluators in the regulatory agencies know what they are dealing with. Long but pointless comments disrupt the process, whether they are composed by a person or a computer. Government can manage the problem—as well as AI’s propensity to “hallucinate”—with its own tools. Artificial intelligence is perfectly suited for parsing massive collections of comments and pulling out common themes, highlighting well-supported arguments, and isolating specious claims and misinterpretations. But human judgment is still necessary. Weighing an argument and crafting a government re-

ply isn’t yet something a computer can do. While I believe artificial intelligence can improve the policy-making process, that hypothesis is unproven. Agencies can ease their way into this new world by experimenting with different ways of embracing these tools and choosing those that work best. In time, artificial intelligence will revolutionize the way the public engages with the government. Without preparation, government agencies may find themselves buried under unmanageable piles of detailed responses. But if they embrace the technology, we could see a new era of public interaction with government in which everyday citizens—not simply interested parties with large legal budgets—can provide coherent, thoughtful comments on governance.

Mr. Wallsten is president of the Technology Policy Institute.

OPINION

REVIEW & OUTLOOK

Biden’s Red-Line Moment With Iran

Secretary of State Antony Blinken warned Tuesday that the U.S. would respond “swiftly and decisively” to any attack on American forces from Iran or its proxies. That’s a welcome message aimed at deterring the mullahs in Tehran and their agents. But will the President enforce the red line he appears to be drawing? He hasn’t so far.

“The United States does not seek conflict with Iran,” Mr. Blinken said at the United Nations. “We do not want this war to widen. But if Iran or its proxies attack U.S. personnel anywhere, make no mistake. We will defend our people.” Mr. Blinken’s remarks are the sharpest U.S. warning to Iran so far, and from the most senior U.S. official. They go beyond President Biden’s previous vague warnings of “don’t” to discourage Hezbollah or Iran from getting involved in the Hamas-Israel war.

Clearly the White House is worried, and it should be. Even the Administration has been obliged to acknowledge that Iranian clients have used drones and rockets to attack U.S. forces in the Middle East more than a dozen times in the past week.

White House spokesman John Kirby said Monday that Iran is “in some cases, actively facilitating these attacks” on U.S. positions in Iraq and Syria. Mr. Kirby also acknowledged that “Iran’s goal is to maintain some level of deniability here, but we’re not going to allow them to do that.” A senior defense official noted this week that “when you see this uptick in activity and attacks” in the Middle East, “there’s Iranian fingerprints all over it.”

The obvious implication of Mr. Blinken’s remarks is that if American forces are attacked, the

U.S. will respond with military force. Multiple reports suggest that Iran’s clients are planning more attacks on U.S. positions in the Middle East.

The Pentagon has dispatched more air defenses and on Tuesday announced an F-16 deployment to complement other fighter aircraft in the region. One carrier strike group is already operating in the area and another is on the way. So when will the swift and decisive U.S. response arrive?

Mr. Biden no doubt remembers Barack Obama’s “red line” warning to Syria in 2012 over the use of chemical weapons that went unenforced when Bashar al-Assad crossed it. The fallout from that failure of deterrence and follow-through included Vladimir Putin’s intervention to save the Assad regime, then his invasions of Crimea and eastern Ukraine.

The Biden Administration wants to deter a second front against Israel from Iran’s proxies in Lebanon and Syria. But failing to respond to Iran’s many attacks, even when there are so far no U.S. troop casualties, is an invitation to Iran to keep calling the U.S. bluff.

This could invite the provocation the White House is trying so hard to avoid. One risk is that Iran or its proxies will eventually kill Americans in these attacks, which might require an even greater use of U.S. force and would be damaging politically. Or the U.S. might have to intervene to help Israel defeat Hezbollah.

Iran is using its proxies to test U.S. resolve. The more they attack without Iran paying a price, the more likely that Iran will raise the stakes. The paradox Mr. Biden has to appreciate: The most stabilizing move for the region would be restoring America as a deterrent power.

Blinken promises a swift and decisive response, but will Biden back it up?

Meanwhile, Trouble in the Pacific

The U.S. is putting military assets into the Middle East to deter a larger war, but other parts of the world aren’t receding into calm. The latest sparks in the Pacific demand a real bipartisan effort to pour U.S. hard power west of the international dateline to deter a provocation from China.

Over the weekend in the South China Sea, a Chinese coast guard vessel collided with a Philippine boat that was attempting to resupply military personnel on the Second Thomas Shoal in the Spratly Islands. Beijing regularly harasses Philippine vessels as it tries to exert control over the islands.

China has assets that include coast guard vessels, civilian boats and an increasingly large and sophisticated navy. The Pentagon says in a new report that the People’s Liberation Army Navy runs 370 ships deep, up from an estimate of 340 ships a year ago.

Americans are aware that Beijing may try to swallow Taiwan, but the Philippines incident is a reminder that China’s ambitions are bigger than Taipei and include dominating the region and dictating rules to the world. Beijing could provoke a conflict with the Philippines or Japan, and the U.S. is bound by treaty to defend both.

Beijing is taking more military risks. The Pentagon this month released details about China’s “sharp increase in coercive” behavior in the East and South China Seas. The Pentagon cited 180 dangerous incidents since autumn 2021—“more in the past two years than in the decade before that.” One PLA jet fighter harassed an American aircraft, “clearly armed and closing to just 30 feet away,” and linger-

A China-Philippines wreck shows Beijing’s risky military moves.

ing for more than 15 minutes.

The Biden Administration deserves credit for telling Americans about the growing risks, but it has followed up with a supplemental budget request that treats the Pacific as an afterthought. Last week’s request to Congress includes such worthy priorities as \$3.4 billion for building more U.S. submarines but only \$2 billion in security assistance for regional partners.

There is no shortage of projects worth funding—stockpiling more weapons in Taiwan; speeding up the island’s deliveries of Harpoon antiship missiles; and large new orders of long-range antiship missiles for U.S. forces.

Yet two regional wars so far haven’t startled Washington into taking real steps to deter China. Former U.S. Indo-Pacific commander Harry Harris was right last week when he said at an American Enterprise Institute event that the U.S. is building military force for the 2030s when the acute challenge is in the 2020s.

Some Republicans argue that the U.S. should pull back from Ukraine and Israel to focus military resources on Asia. But abandoning either one would signal to U.S. allies in the Pacific—and to China—that Washington can’t be counted on in a crisis. That is courting trouble on a third global front.

Many foreign-policy sages said Vladimir Putin wouldn’t really roll into Ukraine or thought that Israel had subdued the threat from Hamas. They were wrong, and war now rages in Europe and the Middle East. War still may be preventable in the Pacific—if President Biden and Congress start to change course.

The Trumpian Tragedy of Jenna Ellis

Donald Trump is still pretending that the 2020 presidential election “was RIGGED & STOLLEN,” as he put it the other day on Truth Social, where he also teased an imminent unveiling of “massive information and 100% evidence.” Meantime, in the real world, three lawyers who assisted with Mr. Trump’s schemes to reverse his 2020 defeat have pleaded guilty to crimes in Georgia.

The latest is Jenna Ellis, who on Tuesday tearfully read a statement to the court, acknowledging she had pushed specious claims, including to state lawmakers, without due diligence. “What I did not do but should have done, your honor, was to make sure that the facts the other lawyers alleged to be true were in fact true,” she said. “If I knew then what I know now, I would have declined to represent Donald Trump in these postelection challenges.”

Ms. Ellis pleaded guilty to the felony of aiding and abetting false statements and writings. She will get five years of probation, plus restitution and community service. Kenneth Chesebro received a similar sentence for one count of conspiracy to file false documents. Sidney Powell will avoid jail as well, after pleading guilty to misdemeanors. They agreed to cooperate in the broader case brought by Fulton County District Attorney Fani Willis, which could mean testifying against Mr. Trump.

The press is playing up the legal significance of the plea deals, as if Ms. Ellis can now release the Kraken on Mr. Trump, to steal Ms. Powell’s indelible 2020 catchphrase. But it’s difficult to know how much dirt these attorneys really have on the former President, and some of his potential defenses are legal, not factual.

Ms. Willis’s indictment leans on Georgia’s ex-

Trump’s stolen election claims keep hurting everyone but himself.

pansive Racketeer Influenced and Corrupt Organizations Act, or RICO, treating Mr. Trump’s election maneuvers like a mafia operation. Yet Ms. Willis has let these lawyers cop to minor charges without racketeering, which the legal commentator Andrew McCarthy sees as evidence of an underlying weakness in her case. Mr. Trump in 2020 surrounded himself with kooky advisers, but do they qualify as an “enterprise” under the RICO statute?

Such questions aren’t idle, and to ask them isn’t to dismiss all of Ms. Willis’s case. The most straightforward sections of her indictment were the allegations that Ms. Powell, while hunting for phantom fraud, hired a contractor to tamper with election equipment in Coffee County. Ensuring the physical security of voting machines is a legitimate state interest, and it’s toxic to voter confidence for one side to be fiddling with the equipment.

But Mr. Trump wasn’t covered by those counts. Ms. Willis’s legal theories remain untested, and if she overcharged her case, it could redound to Mr. Trump’s political benefit, which is what he most cares about.

The plea deals by his former loyalists underscore how Mr. Trump’s tantrum after the 2020 election harmed everyone who has been associated with it. That includes the country in more poisonous politics, the Republican Party in lost elections, media hosts in lost reputations, and the many former advisers who find themselves in the legal dock.

The tragedy of Ms. Ellis is that she followed Mr. Trump’s pied-piper claims and now finds her career ruined, while the man she believed in uses what she now admits are falsehoods to march again to the White House.

LETTERS TO THE EDITOR

An Unrealistic Exit Route for President Biden

In “Biden Should Win the War, Then Step Aside” (op-ed, Oct. 14), Garry Kasparov makes two extraordinary recommendations. First, he proposes “decisively defeating Russia and Iran and their terrorist proxies” as a strategy President Biden should embrace. Then, having accomplished those tasks, he writes, Mr. Biden should step down and endorse Defense Secretary Lloyd Austin for president.

Back to Earth now. How does the president decisively defeat Russia, Iran, Hamas or Hezbollah before the 2024 election? And until the House elects a speaker, Congress is out of action. What should the U.S. do in the interim?

Mr. Austin is a serious person who has distinguished himself in battle. But his experience in politics is less than that of Bill Clinton, George W. Bush or Barack Obama.

There aren’t many qualifications for president. But more important than birth place, age and time of U.S. residence is 270 electoral votes.

HARLAN ULLMAN
Senior adviser, Atlantic Council
Washington

Mr. Kasparov is correct. The choice for Mr. Biden is simple, but not easy. If he truly believes former President Donald Trump is an existential threat to democracy—as he has said repeatedly—he should step aside. Mr. Biden is the only candidate Mr. Trump could beat in a general election. Runaway inflation, war in Ukraine and Israel—all happened on Mr. Biden’s watch. Voters won’t ignore that.

PEGGY BARNHART
St. Louis

I remember when Jimmy Carter gave his malaise speech. I couldn’t watch TV for a week because my father, an oil man, had broken it with a flying glass of scotch.

The same anger wells up inside me as I watch this administration bob and weave its way through its public utterances. International and domestic policy has been an unmitigated disaster and failure. Why shouldn’t America turn to populism?

One thing is for sure: The attack on Israel has exposed failure.

CLETE LANDES
Fort Worth, Texas

Irony in Judge Chutkan’s Gag Order on Trump

Your editorial “Judge Chutkan Gags Donald Trump” (Oct. 17) makes me wonder why these orders are permitted at all, given the First Amendment, particularly when the muzzled defendant is a political candidate campaigning against the criminal-justice system’s weaponization.

Gag orders are meant to ensure a fair trial for both the defendant and the government by not tainting the jury pool. Yet potential jurors in Washington, where the case against Mr. Trump will be tried, are overwhelmingly Democrats. If that jury pool has been tainted, it is likely in the other direction.

Since preventing juror taint is the goal, the Justice Department also should be gagged in the Mar-a-Lago documents case or at least ordered

not to release evidence, including photos of the seized classified documents, that will make its way to jurors through the press.

STEVEN SARFATTI
Cabin John, Md.

To refer to Mr. Trump’s behavior as “churlish” is to liken him to a rude guest at a dinner party. But anyone who calls for former Chairman of the Joint Chiefs of Staff Mark Milley to be executed and lambastes former Attorney General William Barr exhibits despicable, not churlish, behavior.

Judging by the benign reaction of many Republicans, I think many actually like it.

TOM SUTCLIFFE
Garden City, N.Y.

Would We Love Cars if We Had More Trains?

Bill Hinchliff’s Oct. 17 letter says that Americans “love to drive cars” and are not “forced” to do so. This ignores how General Motors and other large companies conspired to dismantle streetcar rail systems and replace them with buses and automobiles powered by internal-combustion engines. This affected about 25 American cities, including Minne-

apolis, Los Angeles, Oakland, St. Louis and Baltimore. The conviction for conspiracy resulted in a trivial fine.

The postwar suburban landscape was designed to favor automobiles. Public transport was absent. Commuting 36 miles round-trip to Silicon Valley for 30 years, I spent three hours a day creeping along in a hot metal box, dreaming about riding a train so I could read or work. In total, I spent the equivalent of two years stuck in a car.

My mother used to tell me how she rode around on the Minneapolis trolley system, now gone save for a short nostalgic vestige that you can ride for entertainment in a city park.

Automobiles should exist primarily as recreational entertainment, not as essential daily transportation for the mass of working people.

JACK KNUTSON
Pebble Beach, Calif.

Jewish Students, Stand Tall

Anti-Semitism has reared its hideous head at many American universities, and now, as Dovid Efuno notes in “Give Me The Biggest Kippah You Can Find” (Houses of Worship, Oct. 20), some Jewish students are voicing concern about their safety. My message to them: Suck it up. Be resolute and strong. Don’t cave to the loud and brainwashed.

I’d encourage those students to think about it this way: If you lived in Israel right now, instead of facing loud chants, hateful placards and indifferent administrators, you would be facing rockets—and worse. Israelis your age are in a fight for their lives, while all you have to do is hold your head high and fight back with your words. It’s all a matter of perspective.

GINA FRIEDLANDER
Forest Hills, N.Y.

Pepper ... And Salt

THE WALL STREET JOURNAL



“The last thing I remember saying is, ‘Looks like it’s going to be cloudy.’”

Letters intended for publication should be emailed to wsj.ltrs@wsj.com. Please include your city, state and telephone number. All letters are subject to editing, and unpublished letters cannot be acknowledged.

OPINION

Your Periodic Reminder That Evil Is Real

By **Lance Morrow**

Justice Potter Stewart observed in *Jacobellis v. Ohio* (1964) that while hard-core pornography is difficult to define, “I know it when I see it.” The same is true of evil.

A decent conscience, uncontaminated by ideology, knows what it is looking at. The torments that Hamas “militants” inflicted on Oct. 7—mass slaughter, rape, the beheading and incineration of babies—amounted to behavior that the high court of any uncorrupted intelligence in the world would describe as evil.

Hamas’s atrocities force us to confront the concept, though it doesn’t take long for equivocation to begin.

What other word would be sufficient? Wicked? Gruesome? Atrocious? Naughty? No one with any brains uses the word evil lightly. I tend to capitalize it to give the concept (vile, mysterious, theologically absolute) its metaphysical due. President Biden chose his language carefully when he spoke of the Hamas raids as “pure, unadulterated evil.” Since Oct. 7, the word—from which people used to shy away, regarding it as radioactive, over-the-top—has become commonplace and almost unavoidable.

Some years ago I wrote “Evil: An Investigation.” Preparing the book, I

would sometimes ask people if they knew anyone they considered to be truly evil. Most would think for a moment, then shake their heads: “Not really. Hitler, of course. But I didn’t know him.” When I asked William F. Buckley Jr., he replied without hesitation, “Gore Vidal.” I laughed. I thought he was kidding, but he wasn’t.

Many people believe evil doesn’t exist. That view is especially common among the rational and enlightened, who insist that events always have a scientific, clinical or political explanation. They are mistaken. Evil is real, with a spooky, inscrutable life of its own.

Evil resides, a law unto itself, in the penetralia of history and human nature. Anyone who doubts its existence should study, in no particular order: the Cambodians’ mass killings under Pol Pot (1975-79), the Japanese Rape of Nanking (1937-38), the Belgians’ atrocities in the Congo (1885-1908) and of course the Holocaust. You might begin your studies in that last topic by reading “Into That Darkness” by Gitta Sereny. It’s about how Franz Stangl, an ordinary Austrian policeman and family man, morphed into the monster who presided over the Nazi death camp at Treblinka.

Evil is a phenomenon at once forbidden and fascinating, full of subtleties, savageries, fever dreams, devilish hallucinations—lies. It may be used to describe a genocide (the Holocaust was evil) or to incite one (Anihilate the evil Jews!). It is the last word of entreaty in the Lord’s Prayer: “Deliver us from evil.” As Hannah Arendt wrote of Adolf Eichmann, evil’s



DAVID KLEIN

genius for paradox may end by reducing it to a terrifying banality. Or evil may be, as a Cornell professor found the Oct. 7 attack, “exhilarating” and “energizing”—adjectives that also describe getting high on cocaine.

Oct. 7 demonstrated that evil may express itself as the ultimate depravity of politics. How does service to the hope of Palestinian rights, dignity and self-determination get perverted to the evil business of baby-killing?

Politics isn’t a license to kill, rape, burn or decapitate. But it is inevitably an invitation to lesser forms of wickedness, the sort of casual malice that overlords come to savor. Be careful: It’s true that you know evil when you see it, but in the blur of conflict, judgments on the subject of evil are more emotional than precise

or theological. Human nature—instinctive, subjective, hyperbolic and profoundly partisan—takes sides.

So it came to pass in recent days that acknowledgment of the patent evil of the Hamas assault on Oct. 7 became shadowed and then, in some minds, reversed by the steps that Israel took—is taking—to defend itself. Is it possible to commit evil in attempting (however brutally) to protect yourself against evil? The question is a sort of Zen koan—with a falsehood at its heart. Call it the solemnism of equivalence.

Or are we to adopt a two-tier scale of judgment, in which the primary, initiating act of evil (the assault of Oct. 7, say) is deemed a mortal sin, while secondary acts of self-defense, with whatever collateral damage, are

deemed venial? Perhaps. Meantime, it’s a cardinal rule of war and of history’s theatrics that each side in the struggle (especially in the Middle East) must condemn the other as satanic. Evil is an objective fact in the world, and yet it prospers and nourishes itself on the passionate and even tribal subjectivities of human nature.

Much of history is mere anecdote. It may be the obscure but vivid little cruelty that sticks in the mind. A Palestinian friend, old and sick and dying of a blood infection, was being transferred from a West Bank hospital to one in Jerusalem when the ambulance was stopped at an Israeli checkpoint. Time was critical. The border guards—out of boredom, I suppose, or lazy malice—stalled and dithered, searching the ambulance and endlessly rechecking my friend’s identity. The guard manning the checkpoint’s computer did so while reclining languidly in his chair. At one point he pressed the “Enter” key with his toe. That gesture took one at least into the suburbs of evil, did it not? A touch of evil?

My friend made it to the hospital, but, by and by, he died, not necessarily because of what happened at the checkpoint, but partially, I am certain, because of the strain of a lifetime of accumulated rage. These things add up. Rage often does the work of evil, and produces some of the same effects.

Mr. Morrow is a senior fellow at the Ethics and Public Policy Center and author of “The Noise of Type-writers: Remembering Journalism.”



UPWARD MOBILITY
By **Jason L. Riley**

for progressives who have no interest in engaging viewpoints that dissent from their own.

Chris Anderson, the British entrepreneur behind the popular TED Talks—online lectures that often receive millions of views—has been embroiled in a public spat with Coleman Hughes, a podcaster and prolific essayist who writes about culture, politics and race. I first met Mr. Hughes sometime in the late 2010s when he was still an undergraduate philosophy major at Columbia. Since then, his writings have been published in the Journal and the New York Times, among other outlets. He has testified before Congress and participated in

academic conferences in the U.S. and Europe. And he’s only 27.

In April, Mr. Hughes was invited to give a TED talk about colorblindness—the topic of his forthcoming book. The talk’s theme, as he explained recently in a podcast interview with Glenn Loury, was that colorblindness shouldn’t be a “dirty word,” which it has become on the political left. The concept “was at the core of the antislavery movement, the core of the civil-rights movement, and was later abandoned,” Mr. Hughes said. “We should reinvestigate the wisdom of it as a principle. The idea of colorblindness is that no one ever gets penalized for their racial identity. And there’s a logic to that for governing a racially diverse society in the long run.”

That’s common sense. But we live in an age when common sense is not only uncommon, it’s controversial. It’s controversial to argue that children fare better in two-parent families. It’s controversial to argue that someone who swam on the boys team last year shouldn’t be allowed to swim on the girls team

this year. It’s controversial to condemn unequivocally Hamas’s massacre of unarmed Israeli civilians on Oct. 7. And yes, it’s controversial to argue that race-neutral policies are preferable to policies that promote racial favoritism.

The day after Mr. Hughes’s talk, he received a call from Mr. Anderson, who said that black employees at TED were upset by his remarks.

The company invited a lecture by Coleman Hughes and then buried it after employees complained.

Mr. Anderson asked Mr. Hughes to meet with them. Mr. Hughes agreed, but the employees backed out without an explanation. Two weeks later, Mr. Hughes received an email from Mr. Anderson explaining that he was under pressure to not post the talk online. The email cited an unnamed social-scientist friend of Mr. Anderson, who said Mr. Hughes’s argu-

ment for colorblind public policies was “directly contradicted by an extensive body of rigorous research.”

Mr. Hughes was confused. “I’m thinking,” he told Mr. Loury, “are they preparing the grounds to censor my talk using fact-checking as a pretense?” The talk had passed TED’s own fact-checking process: “Every word of a TED talk is fact-checked before it gets spoken. And you don’t deviate from the script at all. And I didn’t.”

Another week passed and the talk still hadn’t been posted. Another email from TED arrived, this one inviting Mr. Hughes to participate in a “moderated conversation” with an opponent of colorblindness, after which both his talk and the debate would be published online. Reluctantly, he agreed to this arrangement. His talk was posted on the TED website on July 28, and the debate—with a New York Times columnist—was posted two weeks later. Still, Mr. Hughes believes TED didn’t hold up its end of the bargain.

Mr. Anderson “pleaded with me to adopt a strange release strategy

in order to ‘amplify’ my talk—which I suspected was a bit of corporate spin doctoring at the time,” Mr. Hughes wrote in a Substack post recounting his ordeal. “Then, TED did the opposite of amplify my talk: they deliberately under-promoted and sandbagged it on their website.”

Mr. Hughes wasn’t the only one to notice. Tim Urban, a blogger who has given one of the most popular TED Talks in history, noted that Mr. Hughes’s had received a fraction of the views it would have if TED had promoted it the way it promotes other talks. “There have been a million talks about race at TED,” Mr. Urban tweeted. “For this talk and only for this talk was the speaker required to publicly debate his points after the talk as a condition for having it posted online. As it is, the lack of standard promotion by TED has Coleman’s talk at about 10% of the views of all the other talks surrounding his on their site.”

TED, Mr. Hughes concluded, claims a devotion to “‘reason, wonder and the pursuit of knowledge—without an agenda.’ My experience suggests otherwise.”

The Antitrust Case Against Google Was a Republican Project

By **William P. Barr**

When the Justice Department filed an antitrust lawsuit against Google three years ago this month, it was at my direction. The complaint argued that for many years, Google had been using anticompetitive tactics to squeeze competitors out and establish monopoly power in the markets for general internet searches and search advertising. The Justice Department has asserted that Google accounts for nearly 90% of all general search-engine queries in the U.S. and almost 95% of queries on mobile devices.

The trial in *U.S. v. Google* finally started in September. The public is getting its first glimpse behind the curtain to see Google for what it really is: a threat to the free market and free speech.

Outside the courtroom, Google supporters have portrayed the company as the victim of overzealous antitrust enforcers in the Biden administration who are bent on interfering in the free market and punishing the tech giant for just for being big. Poppycock. Not only was the case brought under President Trump, but 27 out of 28 Republican state attorneys general have either joined the

case or brought their own parallel suits against Google.

Republicans understand that protecting free markets sometimes requires confronting companies that use anticompetitive tactics. While I believe antitrust enforcement has gone too far under President Biden, particularly at the Federal Trade Commission, the Google case isn’t an example of this excess. On the contrary: If one believes in preserving free markets, it is hard to imagine a more necessary case.

After working as attorney general under President George H.W. Bush, I was the general counsel for a major telecom company, where I experienced firsthand the digital revolution that transformed our economy. When I returned to the Justice Department in 2019, I saw that what once were upstart innovators in the nascent online ecosystem had become giants ruthlessly entrenching their market dominance.

Ironically, it was the last major federal antitrust prosecution against a tech company, *U.S. v. Microsoft* in 2000, that helped new tech monopolies like Google emerge by giving third-party applications access to Microsoft’s ecosystem. But Google didn’t merely benefit; it learned.

Google has reused Microsoft’s playbook from the 1990s and to much greater effect.

Google executives would have you believe that the company’s search engine is successful simply because it is the best. Its actions belie this. In its 2020 complaint, the Justice Department demonstrated that Google has paid tens of billions of dollars to industry partners to make it as hard as possible for users to go anywhere else—as Microsoft made it almost impossible to avoid Internet Explorer in the late 1990s.

Google is the default search engine on most computer browsers and phones. Google executives argue that it is easy to change to a different search engine on your phone or browser and that users strongly prefer Google to other options. But if this is true, it means that Google is paying kingly sums of money for something it could get free. If Google search is so great, why not let users choose it on their own and save the money?

Google knows that default status is incredibly valuable precisely because users rarely change it. Even if most users would choose Google anyway, buying up the default status on most every phone and browser in the

country ensures that no other search engine will have a chance to attract many users. Locked out from critical market access, rival search engines are deprived of the data and scale they need to improve and compete. Google is happy to use its monopoly profits to pay equipment manufacturers to use Google as the default because it means avoiding competition.

Biden regulators have gone overboard, but this lawsuit isn’t a good example.

Because it isn’t worried about competitors, Google has manipulated its search product in ways that increase its revenue but degrade the experience for users. Companies across the economy have likely raised their prices to cover the ever-increasing cost of advertising on Google, while users have found it harder to find reliable news and information.

Google’s control over access to online information doesn’t only hurt our free-market economy, it also threatens free speech. In one document shown at trial, Google lists “so-

cial fairness” as a component of search quality. The same document warns employees to “discuss social fairness in search results with great caution” and asks them to think about how their emails might look to the public.

“Social fairness” is an Orwellian phrase that means political censorship. While censorship issues are beyond the scope of antitrust enforcers, Google’s power to censor is the result of its economic power, which is built on the anticompetitive conduct the antitrust laws prohibit. To imagine a world in which Google can’t control what we read and say is to imagine a world in which consumers have real choices. The government’s lawsuit is showing that Google has worked tirelessly to prevent just that.

Looking ahead, we can see how Google’s conduct also threatens the next wave of innovation: artificial intelligence and machine learning. AI promises to revolutionize how we use technology, but if Google extends its dominance into AI, it will further insulate the company from competition. Google’s dominance in search gives it unrivaled access to user data, which in turn confers a massive advantage to its AI offerings. Worse, Google’s financial dependence on advertising means that Google-dominated AI will likely accelerate the trend of tech companies pushing clickbait and sensational content that users aren’t actually looking for.

Google holds effective gatekeeper power over perhaps the most sensitive marketplace there is in a democratic republic—our digital “village green,” the place where people receive and disseminate information. If we are not going to enforce our laws against monopolization here, where will we?

Mr. Barr is a co-founder of Torridon Law PLLC, a distinguished fellow at the Hudson Institute and author of the memoir “One Damn Thing After Another.” He served as U.S. attorney general, 1991-93 and 2019-20.

THE WALL STREET JOURNAL.

PUBLISHED SINCE 1889 BY DOW JONES & COMPANY

Rupert Murdoch
Executive Chairman, News Corp

Emma Tucker
Editor in Chief

Robert Thomson
Chief Executive Officer, News Corp

Almar Latour
Chief Executive Officer and Publisher

Liz Harris, Managing Editor

Charles Forelle, Deputy Editor in Chief

Elena Cherney, News; Chip Cummins, Newswires;

Andrew Dowell, Asia; Brent Jones, Culture,

Training & Outreach; Alex Martin, Print & Writing;

Michael W. Miller, Features & Weekend;

Emma Moody, Standards; Prabha Natarajan,

Professional Products; Philana Patterson, Audio;

Michael Siconolfi, Investigations;

Amanda Wills, Video

Paul A. Gigot
Editor of the Editorial Page

Gerard Baker, Editor at Large

DOW JONES

News Corp

Notable & Quotable: Privilege


Eren Orsby writing for the New Yorker, Oct. 20:

Early on Saturday, October 7th, as Harvard’s campus awoke to news of the Hamas attack on Israel, a Palestinian American student whom I’ll call Yasmeen rushed to her friend’s apartment, still in pajamas, to compose “an emergency statement” on behalf of Palestinian allies on campus. . . . “Everyone we have organized with is scared and doesn’t want another piece that will give more attention to naming and shaming,” Yara said. Yasmeen had a job

lined up after graduation, and her boyfriend had warned her not to risk jeopardizing it. For some students, one lesson of the previous week was that their position in an elite institution didn’t offer the protection they imagined it would. Instead, it had made them targets. Still, the women spoke hopefully about the potential of collective action to help bring justice to Palestinians. “If people would band together, it would take the power out,” Yara said. “Because you can’t fire seven hundred Harvard students. It would be a scandal. That’s a privilege we have.”



Most identity theft starts with stolen hospital records

So we're helping
healthcare providers
secure  their
systems to **protect**
patient data

Cyberattacks on hospitals can interrupt patient care, shut down operations, and compromise valuable personal information. That's why healthcare providers trust **Google Cloud's advanced security** capabilities to help detect and respond to cyber threats faster. Patient data stays secure, allowing doctors and hospital staff to focus on what matters most.

Explore how Google is keeping more Americans safe online than anyone else at safety.google/cybersecurity



Safer with Google

GM Scales Back EV Plans as Buyers Balk

Detroit automaker posts strong profit for quarter but cites a slowing market

By MIKE COLIAS

General Motors is abandoning a self-imposed target to build 400,000 electric vehicles by mid-2024, the latest sign that automakers are concerned about the viability of the market for battery-powered cars. The Detroit automaker walked back the goal while reporting a healthy third-quarter profit, despite the hit from the continuing United Auto Workers strike. The walkout, which began in mid-September, is now costing GM about \$200 million a week in profit.

On Tuesday, the UAW further expanded the walkouts at GM, targeting a 5,000-worker factory in Texas that makes sport-utility vehicles and is among its most profitable assembly plants. The move on EVs is a surprise one for a company that has bet its future on the technology, anticipating that it will eventually phase out sales of gasoline-powered vehicles next decade. It comes as rivals, including **Tesla** and **Ford Motor**, also have raised red flags about consumer demand for EVs and buyers' willingness to pay a premium for them over traditional models. In July, Ford Motor pushed back its EV-output target by one year. In recent months, amid higher interest rates that are making the already



GM's quarterly net income declined 7% to about \$3.1 billion.

pricey cars more expensive for many buyers, EV sales growth has slowed and unsold models are piling up on dealership lots.

GM planned to have produced 400,000 EVs over a roughly two-year stretch by the middle of next year but has abandoned that goal.

Chief Financial Officer Paul Jacobson on Tuesday cited a slowdown in the market for battery-powered cars. Last week, GM said it would delay the opening of an EV truck factory in suburban Detroit by a year. Company executives said the automaker stands by its goal of producing one million EVs in North America by the end of 2025 and is trying to build in more flexibility in its manufacturing operations to adjust for fluctuations in demand. Compared with its competitors, GM has been among the most bullish in pursuing a transition to EVs. Investors cheered its declaration in early 2021 that it would phase out nearly all gasoline- and diesel-powered vehicles by 2035, making it among the first au-

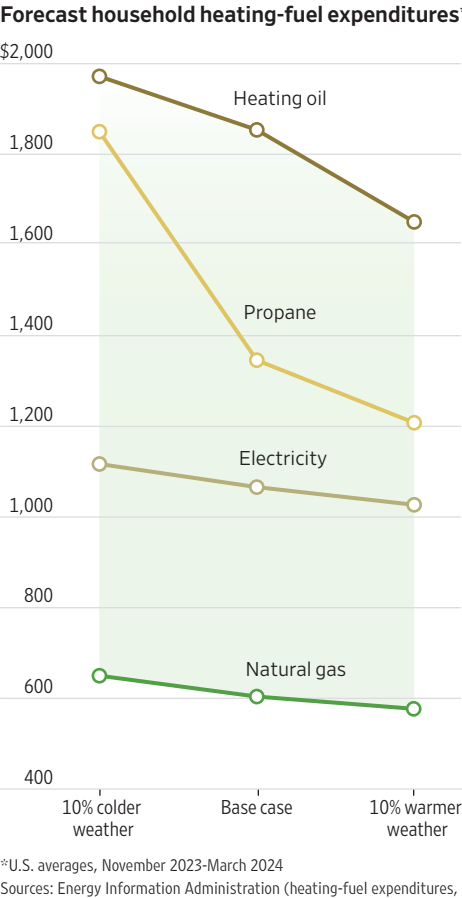
tomakers to vow a full switch to electric. The question now is whether these pullbacks signal that the car companies wagered too heavily on EVs or are simply confronting hiccups in their transformation toward an electric-dominated future that Tesla pioneered. GM Chief Executive Mary Barra on Tuesday said she believed it was the latter. "As we get further into the transformation to EV, it's a bit bumpy, which is not unexpected," Barra told analysts during GM's earnings call. "What we're moving to is something that we can react in *Please turn to page B2*

◆ **UAW calls strike at large GM factory..... B2**
◆ **Cruise driverless permits suspended in California.... B2**

Lower Heating Bills Forecast for Winter

By RYAN DEZEMBER

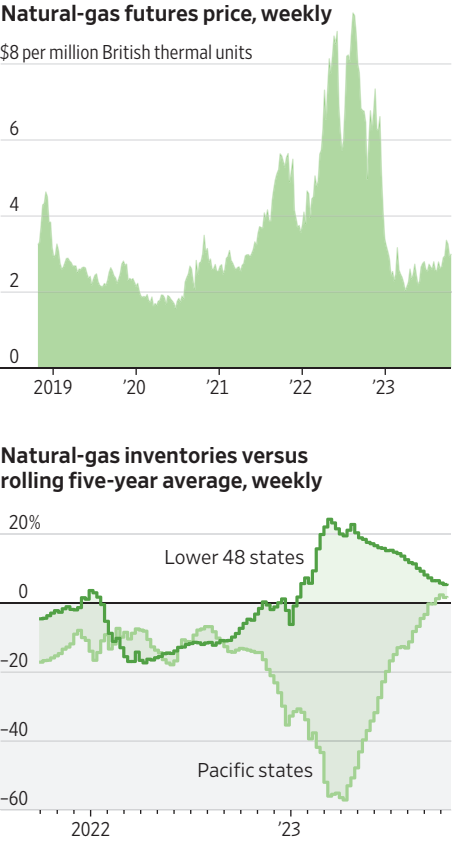
Ample stockpiles of natural gas and expectations for a warmer-than-normal winter have forecasters from Wall Street to Washington calling for gas to cost much less than last year, when big utility bills busted household budgets, shocked business owners and helped drive inflation. U.S. households that heat with natural gas, about 60 million of them, should expect their bills this winter to be about \$601, on average, according to the Energy Information Administration. That is 21% lower than last winter, when the average residential gas expense between Nov. 1 and March 31 amounted to \$764. "Even if this winter is colder than forecast, we still expect households heated by natural gas to pay less for heat this winter," said EIA Administrator Joe DeCarolis. Natural-gas prices also influence winter power bills for the 56 million households warmed with electric heat, since gas is the main fuel burned to generate power these days. The EIA expects such households, predominantly in the South and West, to pay \$1,060 for electricity this win-



ter, about the same as last winter. Households that use heating oil, typically in the Northeast, should expect to pay a

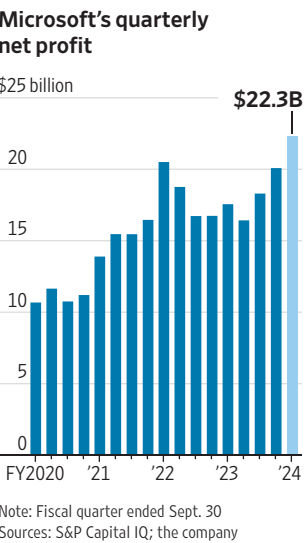
little more than last year, thanks to factors playing out in the volatile global diesel market. Propane-burning homes—about six million,

mostly in the rural north—will probably cost about the same to warm as last year, unless colder-than-forecast weather eats too quickly into stock-



piles. November gas futures ended Tuesday at \$2.971 per million British thermal units, 34% less than a year ago. Unlike last year, the volume of gas in storage is at a 5.1% surplus to the five-year average, according to EIA data. A year ago, domestic inventories were 5.2% below average, drained by exports to Europe and a sweltering summer at home that had air conditioners running full blast. Futures for delivery in December, when temperatures fall and demand rises, added 1.5% on Tuesday to close at \$3.322. There aren't many who are betting prices will get much higher by year-end. The arrival of brisk weather at the beginning of this month pushed up prices, but the gains evaporated as domestic production rose to records and storage facilities swelled with gas. Futures prices fell 14% over eight straight trading sessions that ended Friday, the longest losing streak since an autumn plunge four years ago. Oil-and-gas executives polled last month by the Federal Reserve Bank of Dallas said that, on average, they expect gas prices to be \$3.14 at the end of 2023. Hedge funds and other *Please turn to page B13*

Microsoft Growth Jumps as Azure Unit Thrives



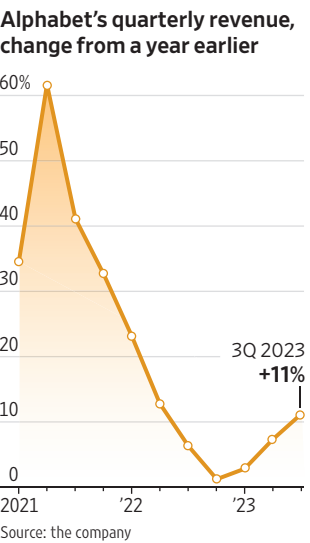
By TOM DOTAN

Microsoft's sales growth accelerated last quarter as demand for its cloud computing services heated up amid growing enthusiasm about artificial intelligence. The company reported Tuesday that its revenue grew by 13% to \$56.5 billion for the quarter through September. That was above analysts' expectations and a step up from growth of 11% during the year-earlier period. The growth rate in Microsoft's Azure cloud business was 29%. While that was below the pace that Microsoft posted in the same quarter last year, it

was above the preceding quarter and analyst expectations. It gained around 3 percentage points from demand for AI services. Microsoft is one of the first technology titans to report quarterly results. Like many in tech, it has been managing a sharp slowdown and reducing staff and other costs after years of high growth when the pandemic shifted work and life shifted online. For the current quarter through December, the company projected revenue of between \$60.4 billion and \$61.4 billion, above analysts' expectations of \$58.67 billion, according to FactSet.

Microsoft shares climbed 4% in after-hours trading. The company's net income rose 27% to \$22.3 billion, an acceleration from a year earlier and above Wall Street's predictions. The Redmond, Wash., company has been a leader in AI. Microsoft executives have been fanning excitement about artificial intelligence, thanks largely to the cultural phenomenon ChatGPT, **OpenAI's** chatbot. "We are using this AI inflection point to redefine our role," said Satya Nadella, Microsoft's chief executive after the results Tuesday. Microsoft has invested bil-

lions into OpenAI and incorporated the startup's technology across its line of products, including its workplace software suite Microsoft 365 and search engine Bing. Microsoft's investment in AI was reflected in its capital expenditures, which jumped 70% from a year earlier to \$11.2 billion. The excitement around AI may also be boosting spending on cloud computing businesses like Microsoft's Azure, which hosts software from companies like OpenAI and **Meta Platforms**. While it is still a small business for Microsoft, analysts and investors expect it to *Please turn to page B4*



Banks Face Shake-Up of Rules For Loans to Low-Income Areas

By ANDREW ACKERMAN

WASHINGTON—Top U.S. banking regulators struggled for more than five years to update antiredlining rules aimed at making banks lend more in lower-income communities. On Tuesday, they completed a revamp of them for the era of online banking. The 1977 Community Reinvestment Act sought to end banks' historical practice of denying or limiting financial services in minority neighborhoods. The current rules, which are nearly 30 years old, generally require banks to serve everyone in the commu-

nities surrounding their branches, including lower-income people. Regulators say those requirements are outdated in a world in which much financial activity happens over the Internet and with mobile phones, so they updated them to focus more on where banks do business, rather than just their physical locations. "The final rule takes a critical step forward in modernizing the CRA regulations," Michael Barr, the Federal Reserve's vice chair for banking supervision, said. Banks said a 2022 proposed version of the new rules would

have made it too challenging to get the highest rating when regulators assess banks for their compliance with the requirements, potentially leading firms to pull back on their investments in low-income communities. Industry lawyers have compared the dynamic to a professor telling a class that nobody will likely get a perfect test score, leading students to try less to do well. Agency officials told reporters on Tuesday that they had made adjustments to the final *Please turn to page B12*

◆ **Heard on the Street: Business loans slow..... B14**

INSIDE

Presented by **SNAPCHAT**

TECHNOLOGY
Snap returns to revenue growth after two quarters of declining sales. **B4**

PROPERTY REPORT
Food halls, a hot real-estate investment, conquer the suburbs. **B6**

Apple Finds Political Risks in Taiwan Ties

By LIZA LIN, JOYU WANG AND YANG JIE

For decades, **Apple** has navigated an escalating series of challenges in China, from fake stores and factory protests to tightening censorship and app rules. Now, the iPhone maker risks getting dragged into the most volatile issue in U.S.-China relations: the future of Taiwan. On Sunday, Taiwanese contract manufacturer **Foxconn Technology**—one of Apple's largest suppliers—said it is cooperating with Chinese authorities after state media reported China had opened tax and land-use probes into the

company. The investigations come as Foxconn's billionaire founder Terry Gou pursues a bid for the Taiwan presidency. The probes, announced days after Apple Chief Executive Tim Cook was in China, open the possibility of a new category of geopolitical risk for Apple in the country. "Foxconn is a key part of Apple's supply chain in China," said Kenneth Jarrett, senior adviser for corporate advisory firm Albright Stonebridge. "Anything that jeopardizes Foxconn's standing in China, even if it has nothing to do with Apple, becomes a headache." *Please turn to page B4*

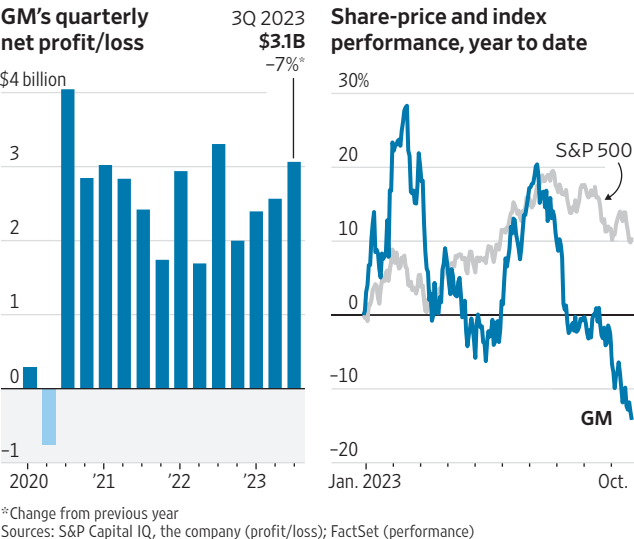
INDEX TO BUSINESSES

These indexes cite notable references to most parent companies and businesspeople in today's edition. Articles on regional page inserts aren't cited in these indexes.

A		
AbbVie.....	B14	
Agri Stats.....	A7	
Alaska Air.....	A7	
Alphabet.....	B1,B13	
Ameris Bank.....	B12	
Apollo Global Management.....	A6	
Apple.....	B1	
ArcelorMittal.....	B6	
B		
Barclays.....	B12	
Blackstone.....	A8	
BMW.....	B6	
C		
CAB Payments.....	B13	
Chevron.....	B13	
Coca-Cola.....	B3,B13	
Coinbase Global.....	B13	
Country Garden.....	A2	
D		
Digital Currency.....	B13	
F - G		
Fisker.....	B2	
Ford Motor.....	B1	
Foxconn Technology.....	B1	
Futu.....	B12	
General Electric.....	B3,B13	
General Motors.....	B1,B2	
Goldman Sachs.....	A8,B13	
H		
Halliburton.....	B13	
H2 Green Steel.....	B6	
I		
IKEA.....	B6	
J		
Johnson & Johnson.....	B14	
JPMorgan Chase.....	A8	
K		
Kering.....	B3	
KKR.....	B14	
L		
Lucid.....	B2	
M - O		
Mercedes-Benz.....	B6	
Merck.....	B14	
Meta Platforms.....	A1,B1,B13	
Microsoft.....	B1,B13	
MicroStrategy.....	B13	
OpenAI.....	B1	
OrbiMed Advisors.....	B12	
P		
Pfizer.....	B14	
PNC Financial Services.....	B14	
Polara Capital.....	B6	
Prometheus Biosciences.....	B14	
R		
Roche.....	B14	
Roivant.....	B14	
RTX.....	B13	
S		
Scania.....	B6	
Snap.....	B4	
Spotify.....	B4,B14	
Stellantis.....	B2	
T		
Telavant.....	B14	
Tesla.....	B1	
U		
Up Fintech.....	B12	
U.S. Bancorp.....	B14	
V		
Verizon Communications.....	B13	

INDEX TO PEOPLE

A		
Aliaga-Diaz, Roger.....	A2	
B		
Balkin, Jeremy.....	A2	
Barra, Mary.....	B1	
Bills, Victoria D.....	B3	
Bizzarri, Marco.....	B13	
Blank, Greg.....	B6	
Boehly, Todd.....	B13	
C		
Colicchio, Phil.....	B6	
Colley, Will.....	B6	
Cook, Tim.....	B1	
Culp, Larry.....	B3	
D		
Daco, Gregory.....	A2	
Dalio, Ray.....	A8	
Davidson, Nicola.....	B6	
Dimon, Jamie.....	A8	
Dougherty, Kevin.....	B6	
Durst, Keith.....	B6	
E		
Eisele, Kevin.....	B12	
Ek, Daniel.....	B4	
F - G		
Farley, Jim.....	B2	
Fink, Larry.....	A8	
Foran, Brian.....	B14	
Fraser, Jane.....	A8	
Ganzi, Marc.....	B6	
Gibbons, Adam.....	B12	
Graham, Teresa.....	B14	
Gordon, Carl.....	B12	
Gou, Terry.....	B1	
Gould, Carter.....	B14	
Güthenke, Gunnar.....	B6	
H		
Hou, Tian.....	B12	
Hsu, Jason.....	B12	
Hyman, Simeon.....	B13	
J		
Jacobson, Paul.....	B1	
Jakobsen, Steen.....	B13	
Jarrett, Kenneth.....	B1	
Jesudason, Rob.....	A10	
L		
Lauder, Ronald.....	A6	
M - P		
Mahaney, Mark.....	B14	
Malik, Aamir.....	B14	
Musk, Elon.....	B2	
Nadella, Satya.....	B1	
Neild, Carter.....	B12	
Patolawala, Monish.....	B3	
Phillips, Alec.....	A2	
Pichai, Sundar.....	B4	
Pinault, Francois-Henri.....	B3	
Porat, Ruth.....	B4	
Q		
Quincey, James.....	B3	
R		
Richardson, Colin.....	B6	
Risinger, David.....	B14	
Rizzo, Matthew.....	B12	
Roman, Mike.....	B3	
Rowan, Marc.....	A6	
S		
Sarno, Sabato De.....	B3	
Schneck, Trip.....	B6	
Silbert, Barry.....	B13	
Spann, Hillary.....	B6	
Spiegel, Evan.....	B4	
Sturtevant, Lisa.....	A2	
T		
Tagliapietra, Simone.....	B6	
V		
Venkatakrishnan, C.S.....	B12	
W		
Werber, Yaron.....	B14	
Wexner, Leslie.....	A6	
Wildau, Gabriel.....	B4	



GM Scales Back Goal On EVs

Continued from page B1
a much more agile way to make sure that we have the right vehicles.”

So far, this shift isn't hitting results, though the strike is. The company's net income for the July-to-September period fell 7% to about \$3.1 billion. The strike impact and higher expenses on warranty repairs contributed to the drop, offsetting strong pricing as car shoppers continued turning out despite higher interest rates and a slowing economy.

The results beat analyst estimates. Operating profit amounted to \$2.28 a share, compared with analysts' average estimate of \$1.87, according to FactSet. GM also withdrew its full-year profit guidance because of the strike.

EV sales in the U.S. still are growing at a faster clip than the broader auto market, but the pace has slowed, and the prices that automakers are commanding have weakened.

Several factors are contributing to the slowdown. As EV sales took off over the past three years, early adopters were willing to pay top dollar for new, buzzed-about models, and average EV prices soared above \$60,000.

Now, carmakers are having to reduce prices and offer discounts on EVs to stimulate interest, moves that cut into profitability.

“We expect the EV market to remain volatile until the winners and losers shake out,” Ford Chief Executive Jim Farley said this summer.

EV leader Tesla has led the industry in price cuts, significantly slashing the cost of its most popular vehicles, the Model Y SUV and Model 3 sedan this year.

Traditional carmakers—

many of which are just now rolling out several new electric models—have followed with reductions of their own, complicating the business case for EVs that already were unprofitable in many cases.

Last week, Tesla Chief Executive Elon Musk was gloomy about the outlook for EVs, pointing to sharply higher interest rates as a factor in consumers' willingness to pay up for the technology. Generally, EVs are priced higher than comparably sized gasoline-powered vehicles.

When asked about a planned factory in Mexico, Musk said he was hesitant to “go full tilt” on the project. “I don't want to be going at top speed into uncertainty,” he said during the company's earnings call.

On Monday, EV startup **Fisker** said it would cut prices of its most expensive version of its Ocean SUV, a model that it only recently launched in the U.S. Rival startup **Lucid Group** is rolling out a referral program that offers discounts on its high-end Air sedan, a tactic aimed at juicing sales of its debut model.

On Tuesday, Barra said GM still is committed to “an all-electric future.” GM will calibrate its EV production based on market demand, company executives said, adding that several factories produce both electric and gasoline-powered cars.

The UAW strike, now in its sixth week, hurt GM's bottom line by \$800 million, about one-quarter of which came in the third quarter, Jacobson said.

Outside of that, he said, it was an otherwise strong quarter. GM's average vehicle sold for about \$50,750 during the period, down only slightly from last year, despite analysts' expectations for a significant falloff in consumers' ability to spend up on new cars.

“The consumer has held up remarkably well,” Jacobson said, allowing pricing to hold up better than had been expected heading into 2023.

BUSINESS & FINANCE

California Suspends Cruise's License

By RYAN FELTON
AND MEGHAN BOBROWSKY

The California Department of Motor Vehicles suspended Cruise's autonomous-driving permit on Tuesday, effectively halting its robot-taxi service in San Francisco.

The DMV said Cruise's vehicles aren't safe for public operation and the company has misrepresented information related to the safety of the technology of the vehicles. Cruise is majority-controlled by **General Motors**, which has invested deeply in the division and is looking to introduce a fully autonomous shuttle, called the Origin, that doesn't have a steering wheel or manual controls.

The move represents another setback for GM's driverless-car division as it tries to expand its paid-ride service to more U.S. cities and prove to investors that the business of ferrying passengers in self-driving vehicles can be a major profit generator in the coming years.

Last week, the National Highway Traffic Safety Administration said it opened a safety-defect probe into nearly 600 driverless cars operated by Cruise. A California agency last year also looked into an anonymous letter that claimed Cruise was preparing to launch its robotaxi service prematurely.

Cruise has expanded nationwide over the past few months, introducing cars in Miami, Nashville, Tenn., and other cities. But it has faced problems in San Francisco, as its cars stalled and were involved in incidents.

A Cruise spokeswoman said the company was pausing operation of its driverless autonomous vehicle in San Francisco after learning of the DMV's suspension.

“Ultimately, we develop and deploy autonomous vehicles in an effort to save lives,” she said.

The DMV issues two permits to Cruise: one for testing and the other for deployment of driverless vehicles. In addition to halting its driverless-vehicle deployment, Cruise's testing permit was also suspended as part of the DMV action.

UAW Calls Strike at Large GM Factory

By MIKE COLIAS

The United Auto Workers expanded its strike against Detroit's automakers with a walkout at one of **General Motors'** largest and most profitable factories, marking the second straight day of escalation by the union.

About 5,000 unionized workers walked out of GM's Arlington, Texas, assembly plant Tuesday morning, the union said. The plant makes several large sport-utility vehicles, including the Chevrolet Suburban and Tahoe, GMC Yukon and Cadillac Escalade, which are GM's highest-profit-margin vehicles globally.

The walkout came within a few hours of GM's release of third-quarter earnings, which showed net income declined 7% to \$3.1 billion. UAW President Shawn Fain cited GM's earnings report in announcing the move, and said GM's latest contract offer doesn't go far enough in sharing the profits with workers. “It's time GM workers, and the whole working class, get their fair share,” Fain said.

GM called the strike at the Arlington plant “unnecessary and irresponsible.” The company said it gave the union an offer last week that sweetened a previous proposal that the automaker had described as a record contract.

“It is time for us to finish this process,” the company said.

The unannounced strike came one day after about 6,800 UAW workers walked out of a suburban Detroit factory where Chrysler parent **Stellantis** makes Ram pickup trucks, among the company's most profitable and highest-selling models.

The back-to-back walkouts together mark the sharpest escalation of the union's strike since it began in mid-September.



The ruling effectively halts the GM unit's robot-taxi service in San Francisco.

The DMV decision represents the latest setback for Cruise, which has been facing heightened scrutiny by regulators this year in response to several incidents involving its vehicles.

Cruise started offering a commercial driverless car service in June 2022, after years of testing the technology in California with and, eventually, without human drivers. The company uses GM's Chevrolet Bolt electric vehicles outfitted with autonomous gear. It has begun testing its larger people mover, the Origin, in several cities.

Within weeks of Cruise's commercial launch last year, some of the company's vehicles began having trouble with cars clustering together at intersections and blocking traffic—issues that drew the attention of the California Public Utilities Commission, which also regulates autonomous vehicles in the state.

Employees had to then manually retrieve some of the vehicles.

The DMV said the suspension is ongoing until Cruise

applies for a reinstatement of its permit. The DMV decision doesn't affect Cruise's permit for testing autonomous vehicles with a safety driver behind the wheel.

NHTSA has also been scrutinizing on-road incidents involving Cruise vehicles, having opened two safety-defect investigations. Last December, the federal auto-safety regulator said that it had opened a probe into about 240 Cruise driverless cars, after receiving reports of the vehicles braking hard or stalling while operating on public roads.

The agency said at the time it was aware of three crashes, which included two injuries. The most recent probe, opened last week, is focused on reports of Cruise's autonomous vehicles exhibiting risky behavior around pedestrians.

A Cruise spokesperson said at the time that the company regularly communicated with NHTSA and was cooperating with requests for information.

This month, a woman was severely injured after she was struck by a vehicle and then landed in the path of a driver-

less Cruise car, according to a video footage taken by Cruise. Rescue workers lifted the car off the woman, who was severely injured. Cruise said it is “doing an analysis to identify potential enhancements to the AV's response to this kind of extremely rare event.”

Driverless cars in California are regulated both by the DMV and the state's Public Utilities Commission. The DMV issues a permit for deploying vehicles, while the commission oversees requirements for companies that provide transportation to the public using autonomous-driving technology.

A spokeswoman for the commission said following the DMV's decision, it has also suspended Cruise's authority to carry passengers in driverless cars.

The commission is independently carrying out an investigation into recent incidents, she said, and it is analyzing information from Cruise to evaluate its service and assess any possible violations.

—Mike Colias
contributed to this article.

WSJ's
Take On
the Week

WSJ

Get a Better Grip on the Markets

WSJ's Take On the Week brings you the insights and analysis you need to get a leg up on the business and financial week to come. In less than 20 minutes, we cut through the noise to explain the major business and financial news that may move markets, all so you can make smarter investing decisions and take on the week with confidence. Episodes drop Sundays. Hosted by Dion Rabouin. Listen wherever you get your podcasts.

LISTEN NOW



Listen on
Apple Podcasts

LISTEN ON
Spotify

Listen on
Google Podcasts

THE WALL STREET JOURNAL.

SPONSORED BY
NORTHERN TRUST

BUSINESS NEWS

3M Improves Outlook After Rosy Quarter

By John Keilman

3M boosted its earnings forecast after a stronger-than-expected quarter, saying efforts to improve performance and control costs are bearing fruit.

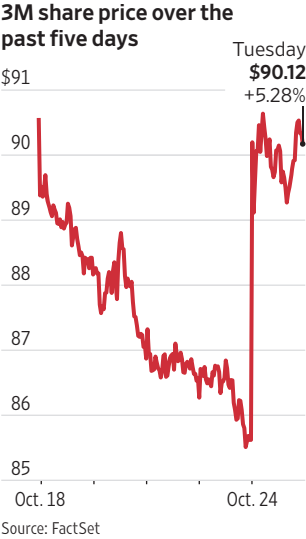
The Minnesota-based company reported adjusted earnings per share of \$2.68 for the third quarter, higher than its guidance and predictions by analysts surveyed by FactSet. Adjusted sales came in at \$8.02 billion, also outpacing expectations.

3M said it now expects its year-end earnings per share to be between \$8.95 and \$9.15, better than its previous guidance of \$8.60 to \$9.10.

Factoring in one-time charges, the company reported a loss of about \$2 billion, or \$3.74 a share, for the quarter. They include a pretax charge of \$4.2 billion related to its \$6 billion settlement over military earplugs that thousands of veterans alleged left them with hearing damage.

Investors initially were upbeat earlier this year after the company settled litigation related to the earplugs and agreed to pay up to \$12.5 billion to resolve some claims over the “forever chemicals” known as PFAS.

The enthusiasm was short-lived, and after 3M Chief Financial Officer Monish Patola-wala said last month that a “slow growth environment” would last into 2024, the share



price declined by 20%. It closed Monday at its lowest price since 2012. The improved outlook pushed up the stock more than 5% Tuesday.

The company is betting big on a restructuring that has eliminated thousands of jobs and will see its best-performing unit, healthcare, spun off into a new, stand-alone company next year.

The company still faces an investigation in Belgium over PFAS in water emissions from a company plant. 3M said it is engaging with the authorities.

In an interview, Chief Executive Mike Roman reiterated 3M’s strategy of focusing on markets it expects to show strong growth, such as personal safety equipment and next-generation electronics.

Coca-Cola Benefits From Higher Prices

By Dean Seal

Coca-Cola reported higher earnings and revenue for the third quarter, which were boosted by higher prices and a slight increase in sales volumes.

The beverage giant lifted its outlook for the year in light of its performance so far, although it expects a stronger headwind from currency translation.

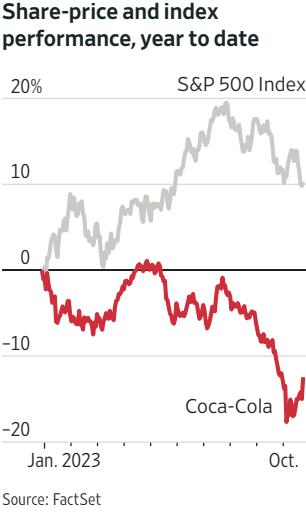
Coke Chief Executive Officer James Quincey said U.S. inflation was slowing and that he expects the company’s price increases to continue to moderate through the end of the year and into next.

Shares of the company closed up 2.9% on Tuesday.

Coca-Cola’s third-quarter sales rose 8% to \$12 billion, topping the \$11.44 billion expected by analysts, according to FactSet.

Stripping out one-time items, adjusted earnings were 74 cents a share, above the market consensus for 69 cents a share.

Coca-Cola now expects 10%



to 11% organic revenue growth for the year, up from previous guidance for 7% to 8% growth. Organic revenue is a metric that strips out acquisitions, divestitures and currency fluctuations.

The company expects adjusted earnings growth of 7% to 8%, compared with a prior expectation of 5% to 6%. It sees currency translation hitting the bottom line by 6% this year.

GE Lifts Guidance, Sets Company Split in 2024

By Sharon Terlep

General Electric raised its financial outlook and said it would shed its power business in the second quarter of 2024, the final step in a breakup of the industrial giant.

The step will leave GE’s aerospace unit as a stand-alone business, with both companies trading separately on the New York Stock Exchange. GE’s aerospace unit will be listed on the NYSE with the stock symbol GE, while the GE Vernova power unit will use GEV.

GE shares rose 6.5% Tuesday, closing at \$113.62, the largest percentage increase since May 2021. Through Monday, the stock had risen 63% this year.

Under Chief Executive Larry Culp, the 130-year-old company has sold off units that made lightbulbs and locomotives, oil-and-gas operations and most of its legacy

GE Capital unit.

“We were in a crisis five years ago, we were just trying to fight our way through the near term,” Culp said. “Now we’re on the other side of a significant transformation.”

The company on Tuesday also raised its full-year revenue and profit targets as it reported strong demand for jet engines and narrower losses in its renewable energy business.

Free cash flow was \$1.7 billion, up from \$700 million a year ago. The company raised its full-year cash flow target to \$4.7 billion to \$5.1 billion, from \$4.1 billion to \$4.6 billion.

GE Aerospace saw orders grow 34% with revenue up 25%, driven by commercial demand and services. GE Vernova saw renewable energy revenue increase 14% organically, with power up 9% organically,

The company’s total revenue was \$17.3 billion, up 20%.

Sales for Gucci Parent Disappoint

By Mauro Orru

Kering posted sales below analysts’ expectations for the third quarter, becoming the latest fashion group to reel from a slowdown in the luxury-goods industry as the postpandemic boom fades.

The owner of Gucci and Yves Saint Laurent on Tuesday reported revenue of €4.46 billion (\$4.76 billion) in the three months to the end of September, down 13% in reported terms and 9% on a comparable scope and exchange-rate basis. Analysts had forecast sales of €4.52 billion, according to FactSet.

After years of strong results fueled by a surge in demand for luxury goods, the industry is grappling with slowing sales globally as customers reckon with inflation and high interest rates. China’s economic woes added to the wider slowdown. The country was the world’s largest luxury market before the pandemic. However, China’s economy has been suffering from a prolonged downturn in the property sector as well as weak exports and consumer demand.

Gucci sales slipped 7% on a comparable scope and ex-



Kering reported revenue of about \$4.76 billion in the latest quarter, below expectations.

change rate basis to €2.22 billion. Yves Saint Laurent recorded a 12% contraction to €768 million, while Bottega Veneta sales fell 7% to €381 million. Sales in Kering’s other houses, including Balenciaga and Alexander McQueen, dropped 15% to €805 million.

Analysts polled by FactSet had projected sales of €2.22 billion at Gucci, €799.5 million at Yves Saint Laurent, €390 million at Bottega Veneta and

€822.5 million at other houses. “Beyond the challenging macroeconomic conditions and softening demand across the luxury industry, the change in our revenue performance in the third quarter reflects the impact of our decisions to further elevate our brands and their distribution,” said Chief Executive Francois-Henri Pinault.

Kering stock closed up 1% in Paris.

Earlier this year, Gucci ap-

pointed Sabato De Sarno as its new creative director, seeking to reinvigorate the Italian brand and, in July, Kering announced the departure of Gucci’s CEO Marco Bizzarri as part of a broader management shuffle, with Jean-Francois Palusstepping in on an interim basis.

During the quarter, De Sarno unveiled his debut collection for Gucci, which still accounts for the lion’s share of Kering’s sales.

**BARCLAYS**

Corporate and Investment Bank

Powering results through research.

To help you navigate market volatility and macroeconomic shifts, our Research team generates actionable, data-led insights that can help you make informed investment decisions.



Start **Powering Possible** with Weekly Insights from our Research analysts.



Priya Ohri-Gupta
Managing Director,
High Grade Credit
Research



Andrea Kiguel
Head of FX and
EM Macro
Strategy
Americas



Ryan Preclaw
Global Head of
Investment
Sciences



Hiral Patel
Global Head
of Sustainable
and Thematic
Research



Marc Giannoni
Chief US
Economist

©2023 Barclays

TECHNOLOGY

Snap Returns to Revenue Growth

Snapchat parent's results follow two consecutive quarters of declining sales

By MEGHAN BOBROWSKY

Snap, the parent company of the popular social-media app Snapchat, returned to revenue growth in the third quarter after two consecutive quarters of declining sales, citing improvements in its ad platform.

Snap, among the first of the major social-media plat-

forms to report earnings for the latest quarter, said Tuesday that third-quarter revenue rose 5% year over year to \$1.2 billion.

Analysts had predicted a drop of 1.6%, according to FactSet.

Snap's net loss widened to \$368 million from \$360 million a year ago.

Despite the improvements, Snap is still declining to provide formal revenue guidance for the current quarter. The company said a large number of advertisers paused spending immediately following the start of the Israel-Hamas

War. Some have resumed spending, but there is a "risk that these pauses could persist or increase in magnitude," Snap said.

Snap said it is operating with internal forecasts assuming a revenue growth range of 2% to 6% for the current quarter. Analysts are expecting revenue to climb 2.7% in the three months through December compared with the year-earlier period, according to FactSet.

Snap Chief Executive Evan Spiegel said on a call with analysts Tuesday that he feels good about the progress

the company is making around its ad tech but acknowledged that there is still more to do to help smaller advertisers scale quickly on the platform.

Snap, which primarily gets revenue from advertising, struggled to adapt after Apple implemented changes to its privacy policies in 2021 that made it more difficult for the company to target its ads to certain users and track the efficacy of them—and a slew of brands pulled back on advertising amid a broader economic downturn.

In the summer of 2022,

Snap went into cost-cutting mode, slashing one-fifth of its workforce and shelving projects that weren't core to its business, such as Pixy, its flying selfie drone. In an effort to diversify revenue, Snap also introduced a new subscription that offers users advanced access to new features for \$3.99 a month.

The subscription service, called Snapchat+, now has more than 5 million paying users, generating an alternative source of revenue for the company. Most of the company's revenue still comes from advertising.

Spotify Swings to A Profit For Quarter

By ANNE STEELE

Spotify's price increase, a stronger ad market and cost control helped the audio streamer reach its first quarterly profit in more than a year, with robust subscriber growth globally.

Shares of Spotify rose 10% on Tuesday. The stock was up more than twofold this year through Tuesday.

The company said monthly active users grew 26% to 574 million, beating its own guidance by two million.

Spotify saw strong user growth and few customer defections despite first-time price increases in the U.S. and other major markets, Chief Executive Daniel Ek said. "It's a testament to the investments we've been making over the last few years" in user experience, podcasting and other elements of the service, he said.

Premium subscribers rose 16% to 226 million, besting guidance by two million. Average revenue per user for the subscription business fell 6% to €4.34, or the equivalent of \$4.63. The metric has been pressured as Spotify brings in new subscribers via discounted plans and lower prices in emerging markets. It was partially offset by recent price increases.

Overall revenue rose 11% to €3.36 billion, topping expectations, driven by growth in music and podcast advertising.

The company swung to a profit of €65 million, or 33 euro cents a share, from a prior-year loss of €166 million, or 99 euro cents a share. It was Spotify's first quarterly profit since the first three months of 2022, helped by lower costs.

Apple Finds Risks in Tie To Taiwan

Continued from page B1

Cook met with China's senior party and state leaders last week as part of his second visit this year. He also toured a non-Foxconn factory making the Apple Watch in eastern China and dropped by Apple stores, emphasizing the importance of the country both as a market and a manufacturing hub.

In a meeting with Cook, Chinese Vice Premier Ding Xuexiang promised that China would offer more opportunities and a better environment for foreign companies to develop in the country.

On the heels of that reassuring message, China's investigation into Foxconn is a jarring reminder for Apple of the broadening range of risks it must deal with in the world's second-largest economy. The probes also come amid intensifying competition between Beijing and Washington, with Taiwan's future at the center of tensions.

Apple, Foxconn and Gou's office didn't respond to requests for comment. On Sunday, Fox-



CEO Tim Cook met last week with Chinese Vice Premier Ding Xuexiang in Beijing.

conn said it is working with the authorities on the probes and affirmed its commitment to abide by the law. In a statement released Tuesday, Gou's office said it has no comment on the probes and referred to Foxconn's Sunday statement.

Foxconn's Taiwan-listed shares fell more than 2% to an eight-month low on Tuesday, furthering declines of about 3% on Monday.

Gou, one of Taiwan's richest men, is a wild card in Taiwan's January presidential election, which Beijing is watching

closely. The Communist Party views Taiwan as part of China and has vowed to take control of the self-ruled island.

"Why is Foxconn being probed right now? Of course there is a certain political consideration at play," said William Chung Chih-tung, a research fellow at the Institute for National Defense and Security Research, a Taiwan government-funded think tank.

Gou favors closer ties with Beijing. But in a story about the Foxconn probes on Sunday, China's state-run Global Times,

which first reported on the probes, cited unnamed analysts saying that Gou's candidacy is likely to "further divide" Taiwan's opposition camp.

Such a move could favor the ruling Democratic Progressive Party, which has worked to tighten ties with Washington. Beijing likely wants Guo to drop out of the race, some analysts said.

China distrusts the DPP's presidential candidate, the current front-runner, whom it considers a fervent advocate for independence. On Monday, a

DPP lawmaker described Gou as a hostage of Beijing.

So, too, is Apple, analysts said. "That's a naive way of thinking that one could separate politics from business," Chung said about Western companies including Apple. "When dealing with China, you must be very aware of the associated risks there."

Foxconn's Gou said in August that he would welcome a Chinese seizure of his assets and become a factory worker if it meant Beijing wouldn't invade Taiwan.

Gou stepped down as Foxconn chairman in 2019, and resigned from the board of directors in September after announcing his presidential bid. Still, as of September, he held a 12.6% stake in Foxconn.

Foxconn has been helping Apple diversify its production away from China by investing in additional production capacity in India and Vietnam.

Through the probes, Beijing may also be trying to signal its concerns about Foxconn's role in helping the diversification moves of Apple and other foreign companies, said Gabriel Wildau, an analyst for business advisory firm Teneo. "Mainland leaders would prefer that Foxconn actively resist the anti-China decoupling trend," he said in a report.

—Weilun Soon contributed to this article.

Buy Side

FROM WSJ

EXCLUSIVES

Claim a Complimentary Membership to Ticket Club and Save on Tickets

Buy Side from WSJ Exclusives provides insider deals that save you time and money and is included with your subscription to The Wall Street Journal, Barron's, MarketWatch, Financial News or Private Equity News.

Access a complimentary Ticket Club membership to get tickets to concerts, theater, sports and more, without service fees, and receive a bonus \$10 coupon to use on your first purchase.

Buy Side from WSJ Exclusives is a marketing product, which is independent of The Wall Street Journal newsroom and the editorial staff of Buy Side from WSJ.

©2023 Dow Jones & Co., Inc. All rights reserved.

SCAN TO REDEEM NOW AT [wsj.com/buyside-exclusives-tc](https://www.wsj.com/buyside-exclusives-tc)

SUBSCRIBER BENEFIT

Google's Sales Disappoint

Continued from page B1

about 54% this year in regular trading while the broader tech-heavy Nasdaq Composite Index has gained about 24%.

"Cloud computing is a much lumpier business than advertising, and one where Google is facing stiff competition," said Max Willens, senior analyst at Insider Intelligence. "While the traction it has among AI startups may bear fruit in the long run, it is not currently helping Google Cloud enough to satisfy investors."

The advertising recovery is providing a boost to Google and other big tech companies such as Facebook owner Meta Platforms as they push forward with plans to develop costly artificial-intelligence services, attempting to replicate the success of the ChatGPT bot released last year by OpenAI.

"We'll do everything that is needed to make sure we have the leading AI models and infrastructure in the world, bar none, and will continue driving efficiencies from there,"

A promotion for Google's Android at the CES in Las Vegas.

Alphabet CEO Sundar Pichai said on a call with analysts.

Alphabet reported lower than expected third-quarter operating income of \$21 billion, and executives indicated they would spend heavily on the technology required to develop AI programs.

"We continue to invest aggressively, given the significant potential we see, while remaining focused on profitable growth," said Ruth Porat, the finance chief, speaking about the cloud business.

Alphabet appointed Porat to president and chief investment officer beginning last month. She is also serving as CFO until the company appoints a successor.

Google has released a flurry of AI-infused products, including the chatbot Bard, its answer to ChatGPT. It has also started introducing conversational AI features in its search engine, raising fears that a broader rollout could damp the service's significant profit margins.

An antitrust trial in Washington, D.C., focusing on Google's search engine has added to the pressure on the company. Google plans to begin its defense this week.

Google's advertising revenue increased 9.5% from the third quarter last year to \$60 billion during the most recent period, largely driven by an uptick in ads placed next to search results.

Cloud Lifts Microsoft's Revenue

Continued from page B1

start contributing to the company's bottom line in a much larger way in the future.

Next month, the company will roll out the AI-powered assistant for Microsoft 365 called Copilot. It is charging businesses \$30 a person to access Copilot, more than double the least expensive version of the software.

Investor enthusiasm about Microsoft's ability to capitalize on this AI trend has powered the company's stock, which has risen more than 35% this year, outperforming a Nasdaq Composite Index rally of around 25%.

Still, this has been a challenging year for Microsoft. The company has undergone a series of layoffs, including a round in January that cut 10,000 employees. Earlier this month, Microsoft laid off around 300 employees from its LinkedIn division.

This month, Microsoft completed its acquisition of video-game studio Activision Blizzard. The \$75 billion deal, which makes hit games such as "Call of Duty," was struck in 2021 and then beset by legal challenges from regulators in the U.S. and U.K. Over the summer, Microsoft prevailed in court against the Federal Trade Commission, which tried to block the deal. Microsoft finally won approval

in the U.K. after agreeing to license out the streaming rights to Activision's games to an outside company.

Adding Activision's revenue to Microsoft's gaming unit would make its gaming business around 10% of its overall business. The gaming company's earnings won't be folded in to Microsoft's until the current quarter.

Customer demand for Microsoft's operating system and other software has cooled. Sales of personal computers, which took off during the pandemic, have slipped in recent quarters.

Microsoft's device business, which includes Surface computers, fell 22% for the quarter.

The revenue growth rate in the company's Azure cloud unit was 29%.

PAID ADVERTISEMENT

Don't get left in the dark.

The move to SaaS changed business with the promise of seamless integrations, scalability, and operations.

This gave SaaS providers ownership of our data and we gave up control. All of our knowledge—sales accounts, IP, marketing workflows, and proprietary algorithms—was handed over.

This left our data, and us, in the dark.

At Own, we cast light on the promise of simplicity in owning your own SaaS data while putting the power of it back in your hands.

Fulfill the promise of boundless potential and amplify your business.

It's their platform. It's your data. Own it.



Discover more at owndata.com

THE PROPERTY REPORT



Today in the U.S., there are more than 10 times as many food halls as there were a decade ago.

Food Halls Conquer Suburbs

Pandemic’s city exodus gives rise to explosion of variety-filled eating areas

By KATE KING

Food halls, once a staple primarily of big cities, are rapidly multiplying in the suburbs as developers aim to capitalize on the rise of hybrid work and foodie culture. These collections of small restaurants typically have shared seating and offer a variety of gourmet and ethnically diverse cuisines. They target customers who are willing to spend \$15 on an artisanal sandwich or want a meal from West Africa or one inspired by Asian open-air markets.

In contrast to food courts in highway rest stops or older shopping malls, food-hall operators generally avoid national fast-food chains and waffle-chair seating. Food halls favor local restaurateurs, craft beer and modern décor. Their growth has been explosive. The U.S. has at least 364 food halls, and more than 120 are expected to open by the end of next year, according to real-estate firm Cushman & Wakefield’s Colicchio Consulting Group, which specializes in food-hall development.

That is more than 10 times the number of food halls that were open a decade ago, when 35 operated nationwide. A large chunk of those were in New York City and catered to tourists or office workers. Today, they are scattered everywhere. A food hall in Omaha, Neb., features Nepalese street cuisine and Syrian fare. Another in Grapevine,

Texas, is designed to look like a rail station and sells arepas and brisket, as well as seafood and hummus dips. The Reno Public Market food hall in Nevada has vendors selling churros, crepes and Salvadoran pupusas.

In the tiny town of Selma, N.C., a food hall opened last year at Exit 97 off Interstate 95. Restaurants include the Indian offering Curry in a Hurry and Chios, which serves Peruvian cuisine.

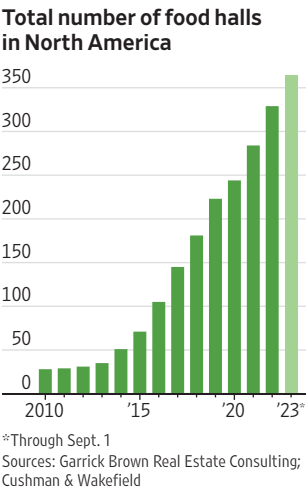
The pandemic has fueled food-hall expansion, said Trip Schneck, executive managing director at Cushman & Wakefield. These dining venues weathered the pandemic’s upheaval better than the broader restaurant industry, he said, with only a couple dozen closing since 2020.

As people left major cities and spent more time working from home, demand for food halls picked up in the suburbs. “The suburban market always had the nighttime population,” Schneck said. “Now they’ve got that daytime population.”

This is the case in Roswell, Ga., an affluent Atlanta suburb where new office, retail and high-end restaurants have opened in recent years.

The pandemic accelerated residents’ desire to spend more time closer to home, said Will Colley, managing director of **Polara Capital**, a private-equity and real-estate firm.

Polara Capital is retrofitting the former Atlanta Street Baptist Church for use as a 12,000-square-foot food hall, scheduled to open next summer. It will have eight restaurants—likely selling burgers, Asian cuisine and tacos fare—three bars, a private dining area, entertainment including an arcade, and a big-screen



television. Colley said he aims to attract millennial families.

For food halls to succeed, they need a popular bar and events such as live music or trivia nights that attract customers beyond the lunch crowd.

“If you leave it at nine-to-five, you’re not going to be happy with the results,” said Phil Colicchio of Cushman & Wakefield.

Not everyone is enamored of food halls. Keith Durst, owner of the hospitality advisory firm Friend of Chef, said the eclectic and casual nature of food halls can leave the space feeling impersonal and quickly worn out. Durst said most diners also prefer table service when they go out for dinner.

“I think hospitality is important and it gets lost in those environments,” he said.

Food halls also are a significant upfront investment for owners, who build out the small kitchens and buy the equipment used by each food vendor. At the Old North State Food Hall off I-95 in North Carolina, owner **TEC Food Hall** also pays for utilities and

maintenance, said Managing Partner Kevin Dougherty.

The food hall, which opened last year as the first piece of a 3-million-square-foot development, has yet to be profitable. Dougherty said he expects that to change as other parts of the project, including residential, retail, co-working and a hotel, come online. He also is increasing digital-media marketing and has installed electric-vehicle charging stations and a dog park to lure more drivers off the highway.

In New York City, food halls have been part of the landscape for years. Chelsea Market has been operating on the west side of Manhattan since 1997. The Italian food hall Eat-aly first opened near Madison Square Park in 2010 and later added a second location in the city’s financial district.

New ones are still popping up. In Midtown, office landlord BXP opened a food hall called the Hugh in the base of one of its buildings on East 53rd St. in late 2021. BXP selected local food vendors with the goal of representing New York’s diverse cuisine scene, said Hilary Spann, executive vice president for the New York region. Customers can order Pakistani spiced lamb chops, savor Jamaican oxtail stew or snack on Korean pork belly buns.

On a recent Wednesday evening, the Hugh was humming with office workers in suits, teenagers with backpacks on their laps, and other passersby. Patti Grzybowski, 62 years old, stopped in after a doctor’s appointment nearby and spent \$20 for a taco, truffle fries and a glass of prosecco.

“There’s so many things to choose from,” she said.

Real-Estate Niche Goes Mainstream

By PETER GRANT

Excitement over artificial intelligence is powering a boom in what was once a small niche in the commercial real-estate business.

Developers are rushing to build hundreds of data centers, especially those with the high power and cooling systems that AI servers need. Blackstone has grown its data-center development pipeline to more than \$15 billion from only \$1 billion in two years. Investment firms such as PGIM Real Estate and IPI Partners are raising billions of dollars for data center-specific funds, according to people familiar with the matter.

Tech giants such as Google, Microsoft and Amazon Web Services leased more than 2.3 gigawatts of capacity in North America data centers this year. That exceeds last year’s record level, according to datacenterHawk, a data, research and consulting firm.

Overall, the industry has 15 gigawatts in new capacity in the planning stages for North America, datacenterHawk said. That is enough to power about four million homes.

Data centers are the physical real estate that house the internet. Inside these warehouselike structures are the servers that store cloud computing and process the digitized software, apps, photos, emails, movies and all other data on the web.

Because of its complexity, AI computing like OpenAI’s ChatGPT typically requires data centers to provide more power and cooling than less sophisticated programs.

Data centers’ strong growth sets it apart from most other commercial real-estate sectors, which are struggling with high interest rates and flagging demand.

Data-center owners have been less bothered by rising rates because their business is booming and their tenants are willing to pay higher rents, according to analysts and data-center companies.

Marc Ganzi, chief executive of DigitalBridge, a digital infrastructure company, has been investing in data centers for 29 years. “And I’ve never seen a market demand back-drop like we’re seeing today,” he said.

DigitalBridge is planning to add data centers with one to two gigawatts of capacity each year for the next five years.

Shares of two of the largest public data-center companies Equinix and Digital Realty Trust soared in late May after AI-chip maker Nvidia reported better-than-expected first-quarter earnings. The firms’ shares are up year-to-date, while the FTSE Nareit Composite Index is down about 12%.

Ganzi estimated AI makes up about 20% of DigitalBridge’s demand today with the rest mostly coming from cloud-computing businesses. “We just don’t see this slowing down,” he said.

But the rapid growth of data centers faces some significant obstacles. It isn’t clear where they are going to get electricity for the power-hungry AI computers and air-conditioning systems of the new projects planned.

Capacity is limited and environmentalists are raising alarms about data centers’ impact on the environment.

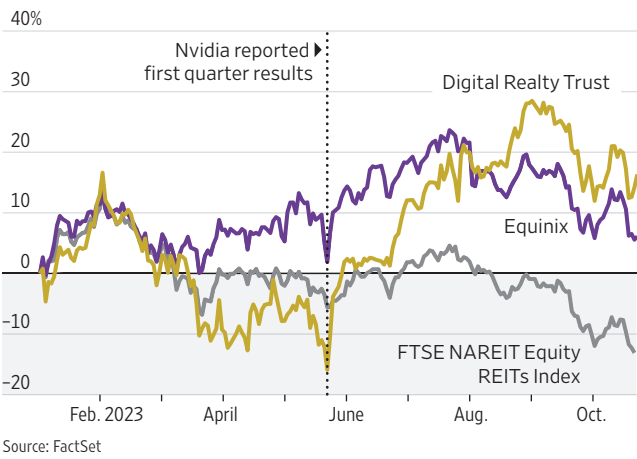
In the U.S., one of the most popular locations is a 30-square-mile section of northern Virginia dubbed “data center alley.”

Last year, the regional utility Dominion Energy notified customers that new data centers in the area might not be able to gear up as fast as they would like until the end of 2025.

“The most limiting factor today is the need for power,” said Greg Blank, senior managing director of Blackstone’s infrastructure group.

Blackstone acquired data-center giant QTS Realty Trust for \$10 billion in 2021, with the majority being owned by the firm’s infrastructure group and Blackstone Real Estate Income Trust.

Share-price and index performance since Jan. 3



Europe Leads Way in Green Steel Due to Carbon Taxes

By YUSUF KHAN

Steel is one the world’s most polluting industries, but Europe is leaping forward in making the metal green.

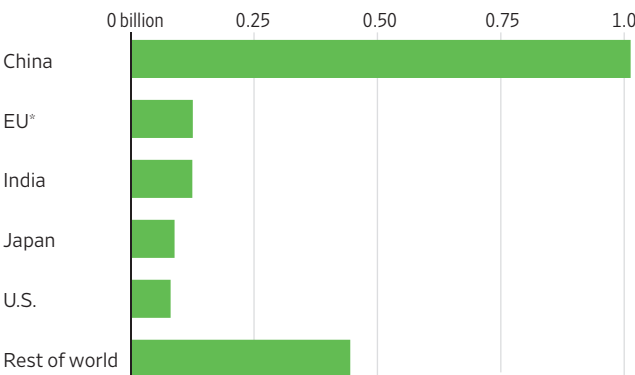
By 2030, the continent is expected to be home to nearly 50 green and low-carbon steel projects, according to the Leadership Group for Industry Transition’s compilation of projects. In comparison, the U.S. only has two such projects.

“There is certainly more investment in European green-steel capacity, driven by the fact carbon has a cost in Europe,” said Colin Richardson, steel lead at Argus Media, a commodities-pricing agency. “[European Union] policy is essentially designed to mean that cost rises over time, incentivizing polluters to reduce the amount of emissions [allowances] they need to purchase.”

Some of Europe’s push toward green steel is driven by policies, including the EU’s Carbon Border Adjustment Mechanism, which entered a trial phase on Oct. 1.

CBAM eventually will require importers to pay the bloc’s carbon tax on select imports, including steel, if they are from countries where emissions aren’t similarly taxed. Free carbon allowances for EU steel producers are being phased out as the carbon

Global steel production in 2022, in metric tons



border tax on imports is phased in.

By the end of this decade, one-quarter of Europe’s steel needs are going to be met from low-carbon sources, according to Brussels-based think tank Bruegel.

In the U.S., just 10% is going to come from similar projects, according to research from the Rocky Mountain Institute, an energy think tank. Last year, Europe produced 152 million metric tons of steel while the U.S. made 80 million tons, according to industry bodies Eurofer and Worldsteel.

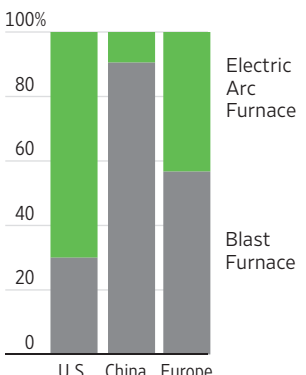
The need for conversion to low-carbon systems is greater in Europe, where 57% of steel is produced in coal-fired blast furnaces and the rest from

electric-arc furnaces. In the U.S., the ratio is closer to 30% coal and 70% electric furnaces.

But as most American mills are powered by fossil-fueled electricity, European investment would see the continent leapfrog the U.S. in low-carbon steelmaking, giving it a much larger local supply of green steel.

“The European policy environment is much more advanced, which means we can be that [much] more ambitious,” said Nicola Davidson, vice president of sustainable development and corporate communications for steel giant **ArcelorMittal**, at a recent conference in London. Davidson specifically mentioned the EU’s CBAM.

Steel production capacity, by type



Cleaning up the industry is crucial to meeting climate goals because steel is heavily used in developing the infrastructure and technologies needed for the energy transition. It accounts for 7% of global carbon emissions, according to the International Energy Agency.

The technology is available to make low-carbon steel, but production needs to be scaled up to reduce costs. Investments in Europe are advancing quickly because of carbon pricing, stricter emissions policy and rising customer demand.

Demand from steel buyers also has been important in driving investment. Sweden-based startup **H2 Green Steel** has signed deals to supply

low-carbon steel to **IKEA**, **Mercedes-Benz**, **BMW** and **Scania**. It also has secured more than €5 billion, or over \$5.3 billion, in financing through private-equity and debt sources.

H2 Green Steel lowers its carbon emissions by using hydro and wind power to fuel its operations and expects to start production by the end of 2025.

Green steel enables car-makers and other buyers to cut the embedded emissions in their products.

“To reach net carbon neutrality, decarbonizing our steel supply chain is a major lever,” said Gunnar G  thenke, head of procurement and supplier quality at Mercedes-Benz’s car division. Green sources of steel will be vital to achieving the company’s aim to make its fleet of new vehicles carbon-neutral by 2039.

However, European-made low-emission steel is going to cost more. H2 Green Steel and Swedish steelmaker **SSAB** both plan to charge premiums.

While Europe is ahead, the U.S.’s Inflation Reduction Act is providing huge tax incentives to establish low-carbon steel production.

Research from the Rocky Mountain Institute suggests the IRA will encourage green steel investments that would by 2030 produce about eight million tons of low-carbon

steel, or nearly 10% of U.S. steel demand.

The Great Lakes, Texas and Pacific Northwest regions are being touted as places where green steel hubs could be set up, although grid and renewable energy capacity will need to be brought online.

“The IRA is a formidable challenge for Europe...The kind of subsidies and speed which they are given is much bigger than Europe” said Simone Tagliapietra, senior fellow at Bruegel. High energy costs could put the region’s producers at a disadvantage compared with the U.S., he added.

While the U.S. and Europe are important steel producers, more than half the world’s production remains in China. Currently, more than 90% of Chinese production comes from blast furnaces, according to Worldsteel. This is expected to fall to 75% by 2030, meaning coal- and natural gas-powered operations are likely to remain dominant, according to Paul Lim, Asia steel editor at Fastmarkets.

Efforts are afoot to use more efficient raw materials and to add carbon capture and storage, he said, but the economics of blast furnaces mean they remain the most efficient and cost-effective option for producers. “China will not be moving from blast furnaces for a long time,” Lim said.

9W/57

9 WEST 57TH STREET

THE SOLOVIEV GROUP
PROUDLY WELCOMES DAVIDSON KEMPNER TO
“THE MOST DISTINCTIVE ADDRESS IN AMERICA”



Stefan Quinn Soloviev | Chairman

SOLOVIEV GROUP

SOLOVIEVGROUP.COM

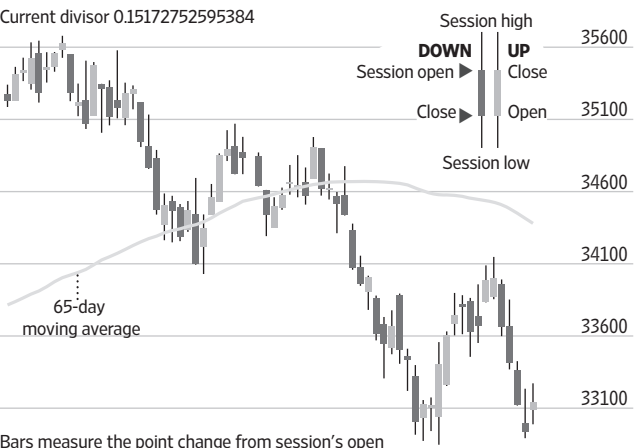
MARKETS DIGEST

EQUITIES

Dow Jones Industrial Average

33141.38 ▲204.97, or 0.62%
High, low, open and close for each trading day of the past three months.

Trailing P/E ratio	24.19	19.44
P/E estimate *	18.47	16.77
Dividend yield	2.19	2.24
All-time high	36799.65, 01/04/22	



Major U.S. Stock-Market Indexes

	High	Low	Latest Close	Net chg	% chg	52-Week High	52-Week Low	% chg YTD	3-yr. ann.
Dow Jones									
Industrial Average	33272.19	32988.43	33141.38	204.97	0.62	35630.68	31819.14	-0.02	5.4
Transportation Avg	14421.99	14159.74	14237.98	-1.65	-0.01	16695.32	13094.43	7.5	6.2
Utility Average	822.39	809.49	819.27	17.29	2.16	1002.11	783.08	-7.8	-2.9
Total Stock Market	42282.38	41868.26	42143.34	313.26	0.75	45969.67	37494.26	8.6	5.8
Barron's 400	929.95	920.27	924.74	3.19	0.35	1036.97	881.58	0.8	6.7

Nasdaq Stock Market									
Nasdaq Composite	13170.39	13022.85	13139.87	121.55	0.93	14358.02	10213.29	17.3	4.4
Nasdaq-100	14774.16	14610.33	14745.85	141.00	0.97	15841.35	10679.34	26.4	8.0

S&P									
500 Index	4259.38	4219.43	4247.68	30.64	0.73	4588.96	3719.89	10.1	7.0
MidCap 400	2399.77	2373.06	2383.64	12.97	0.55	2728.44	2366.95	-0.1	5.7
SmallCap 600	1097.18	1084.64	1090.14	7.11	0.66	1315.82	1083.03	-6.3	5.3

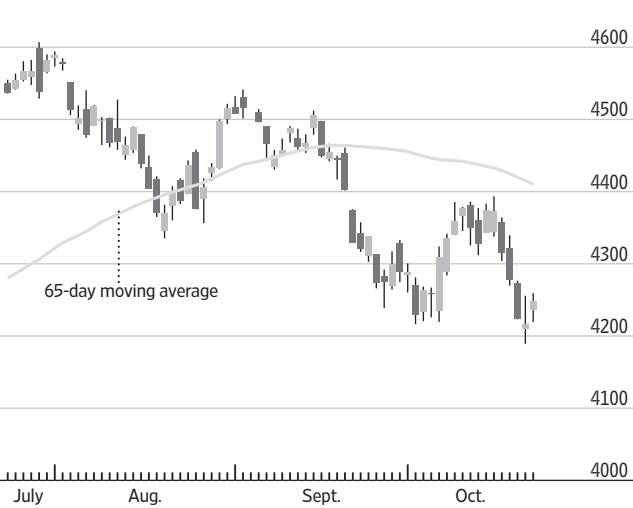
Other Indexes									
Russell 2000	1690.41	1671.27	1679.50	13.62	0.82	2003.18	1665.89	-6.5	0.8
NYSE Composite	15086.10	14946.01	15025.76	79.75	0.53	16427.29	14440.70	4.1	4.4
Value Line	515.48	508.73	512.40	3.67	0.72	606.49	508.73	-3.5	1.3
NYSE Arca Biotech	4761.42	4702.24	4747.24	45.00	0.96	5644.50	4702.24	-1.5	-4.1
NYSE Arca Pharma	888.98	880.49	887.14	6.65	0.75	925.61	787.38	12.7	11.0
KBW Bank	73.33	72.13	72.51	-0.02	-0.03	115.10	71.96	-29.1	-3.6
PHLX ^S Gold/Silver	116.04	114.34	115.72	0.13	0.11	144.37	96.97	11.4	-7.3
PHLX ^S Oil Service	93.13	91.44	91.47	-1.43	-1.54	98.76	69.29	17.0	9.1
PHLX ^S Semiconductor	3349.12	3303.47	3343.94	45.40	1.38	3861.63	2292.85	39.1	45.8
Cboe Volatility	20.24	18.65	18.97	-1.40	-6.87	28.46	12.82	-33.3	-11.7

^SNasdaq PHLX Sources: FactSet; Dow Jones Market Data

S&P 500 Index

4247.68 ▲30.64, or 0.73%
High, low, open and close for each trading day of the past three months.

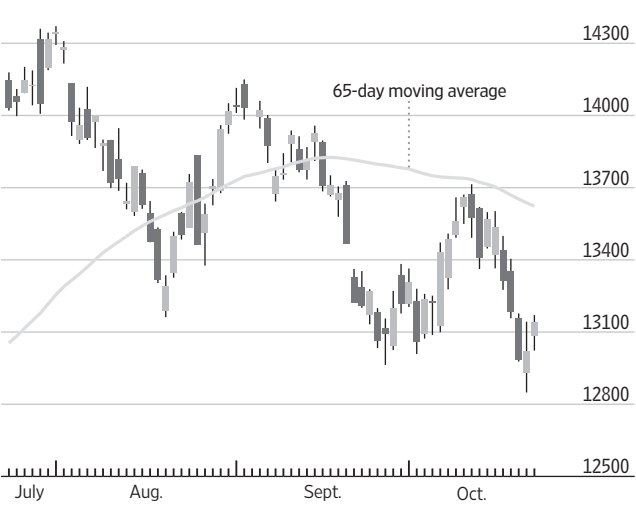
Trailing P/E ratio *	20.14	18.27
P/E estimate *	19.48	16.57
Dividend yield *	1.68	1.79
All-time high	4796.56, 01/03/22	



Nasdaq Composite Index

13139.87 ▲121.55, or 0.93%
High, low, open and close for each trading day of the past three months.

Trailing P/E ratio **	29.89	23.07
P/E estimate **	26.52	20.97
Dividend yield **	0.87	0.99
All-time high:	16057.44, 11/19/21	



Late Trading

Most-active and biggest movers among NYSE, NYSE Arca, NYSE Amer. and Nasdaq issues from 4 p.m. to 6 p.m. ET as reported by electronic trading services, securities dealers and regional exchanges. Minimum share price of \$2 and minimum after-hours volume of 50,000 shares.

Most-active issues in late trading

Company	Symbol	Volume (000)	Last	Net chg	After Hours % chg	High	Low
Snap	SNAP	21,719.5	9.75	0.04	0.41	12.10	8.88
Alphabet Cl A	GOOGL	9,553.5	129.89	-8.92	-6.43	140.24	128.80
SPDR S&P 500 ETF Trust	SPY	7,700.1	422.97	-0.66	-0.16	432.99	421.16
iSh 1-3 Year Treasury Bd	SHY	7,211.4	80.96	-0.01	-0.01	80.97	80.95
Antero Midstream	AM	7,173.2	12.06	-0.09	-0.74	12.40	12.06
PG&E	PCG	6,321.0	16.04	-0.15	-0.93	16.19	16.01
Microsoft	MSFT	6,101.6	343.25	12.72	3.85	349.98	330.50
Plains GP Holdings	PAGP	5,967.9	16.03	...	unch.	16.03	16.03

Percentage gainers...

Expensify	EXFY	58.4	3.01	0.31	11.31	3.01	2.70
Stride	LRN	146.1	49.50	5.00	11.24	50.00	44.50
Direxion Dly MSFT BI 1.5X	MSFU	106.8	35.25	1.92	5.76	36.18	33.14
LianBio ADR	LIAN	603.2	3.19	0.17	5.63	3.26	2.90
A10 Networks	ATEN	66.9	12.02	0.62	5.44	12.02	11.17
...And losers							
Direxion Dly GOOGL BI 1.5	GGLL	85.4	29.23	-3.10	-9.59	32.60	28.83
Hawaiian Holdings	HA	330.6	3.92	-0.38	-8.84	4.32	3.83
Alphatec Holdings	ATEC	111.1	11.70	-1.12	-8.74	12.82	10.83
IDEAYA Biosciences	IDYA	54.0	24.92	-2.33	-8.55	27.26	24.12
SunPower	SPWR	289.3	4.58	-0.38	-7.66	4.96	4.44

Trading Diary

Volume, Advancers, Decliners

	NYSE	NYSE Amer.
Total volume*	888,732,650	11,981,851
Adv. volume*	586,962,418	8,679,089
Decl. volume*	292,604,134	3,141,161
Issues traded	2,964	314
Advances	2,008	168
Declines	872	111
Unchanged	84	35
New highs	8	3
New lows	198	19
Closing Arms*	1.21	0.47
Block trades*	4,010	107

Total volume*4,604,727,142 338,124,293

Adv. volume*3,380,722,305 256,937,328

Decl. volume*1,180,690,335 80,130,253

Issues traded4,417 1,810

Advances2,635 1,506

Declines1,579 286

Unchanged203 18

New highs26 12

New lows347 28

Closing Arms*0.58 1.70

Block trades*28,361 1,616

* Primary market:NYSE,NYSE American NYSE Arca only. ¹(TRIN) A comparison of the number of advancing and declining issues with the volume of shares rising and falling. An Arms of less than 1 indicates buying demand; above 1 indicates selling pressure.

International Stock Indexes

Region/Country	Index	Close	Net chg	Latest % chg	YTD % chg
World					
	MSCI ACWI	643.90	3.34	0.52	6.4
	MSCI ACWI ex-USA	279.49	0.42	0.15	-0.6
	MSCI World	2801.96	15.21	0.55	7.7
	MSCI Emerging Markets	920.57	2.88	0.31	-3.7
Americas					
	MSCI AC Americas	1606.25	10.88	0.68	10.2
Canada	S&P/TSX Comp	18986.49	-60.25	-0.32	-2.1
Latin Amer.	MSCI EM Latin America	2195.20	16.94	0.78	3.1
Brazil	BOVESPA	113761.90	977.38	0.87	3.7
Chile	S&P IPSA	3132.61	30.60	0.99	-1.3
Mexico	S&P/BMV IPC	48278.80	80.92	0.17	-0.4

EMEA					
	STOXX Europe 600	435.09	1.91	0.44	2.4
Eurozone	Euro STOXX	425.31	2.34	0.55	3.7
Belgium	Bel-20	3340.47	15.32	0.46	-9.7
Denmark	OMX Copenhagen 20	2135.13	2.63	0.12	16.3
France	CAC 40	6893.65	43.18	0.63	6.5
Germany	DAX	14879.94	79.22	0.54	6.9
Israel	Tel Aviv	1621.43	6.47	0.40	-9.8
Italy	FTSE MIB	27572.74	13.96	0.05	16.3
Netherlands	AEX	721.73	2.55	0.36	4.7
Norway	Oslo Bors All-Share	1488.81	10.60	0.72	9.3
South Africa	FTSE/JSE All-Share	70578.25	477.97	0.68	-3.4
Spain	IBEX 35	8975.80	-19.74	-0.22	9.1
Sweden	OMX Stockholm	761.37	5.08	0.67	-2.6
Switzerland	Swiss Market	10376.81	44.89	0.43	-3.3
Turkey	BIST 100	7990.42	240.03	3.10	45.0
U.K.	FTSE 100	7389.70	14.87	0.20	-0.9
U.K.	FTSE 250	16994.10	-64.89	-0.38	-9.8

Asia-Pacific					
	MSCI AC Asia Pacific	151.96	0.32	0.21	-2.4
Australia	S&P/ASX 200	6856.90	12.82	0.19	-2.6
China	Shanghai Composite	2962.24	22.95	0.78	-4.1
Hong Kong	Hang Seng	16991.53	-180.60	-1.05	-14.1
India	S&P BSE Sensex	64571.88	...	Closed	6.1
Japan	NIKKEI 225	31062.35	62.80	0.20	19.0
Singapore	Straits Times	3083.88	30.52	1.00	-5.2
South Korea	KOSPI	2383.51	26.49	1.12	6.6
Taiwan	TAIEX	16309.76	58.40	0.36	15.4
Thailand	SET	1391.03	-8.32	-0.59	-16.6

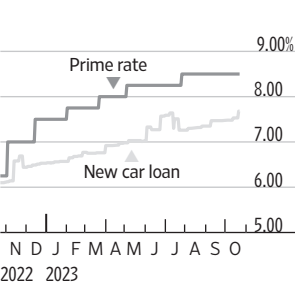
Sources: FactSet; Dow Jones Market Data

CREDIT MARKETS

Consumer Rates and Returns to Investor

U.S. consumer rates

A consumer rate against its benchmark over the past year



Selected rates

New car loan

Bankrate.com avg ¹ :	7.68%
First Command Bank	5.99%
Fort Worth, TX	888-763-7600
Firsttrust Bank	5.99%
Philadelphia, PA	800-220-2265
Eastern Bank	6.54%
Boston, MA	781-599-2100
Cambridge Savings Bank	6.56%
Cambridge, MA	888-418-5626
Wilmington Savings Fund Society, FSB	6.99%
Wilmington, DE	888-973-7226

Interest rate	Yield/Rate (%) Last (●) Week ago		52-Week Range (%) Low 0 2 4 6 8 High					3-yr chg (pct pts)	
Federal-funds rate target	5.25-5.50	5.25-5.50	3.00					5.50	5.25
Prime rate*	8.50	8.50	6.25					8.50	5.25
SOFR	5.30	5.31	3.01					5.33	5.22
Money market, annual yield	0.62	0.47	0.24	●				0.62	0.43
Five-year CD, annual yield	2.84	2.81	2.26		●			2.86	2.23
30-year mortgage, fixed¹	8.15	8.13	6.36					8.21	5.12
15-year mortgage, fixed¹	7.37	7.22	5.54					7.37	4.82
Jumbo mortgages, \$726,200-plus¹	8.18	8.20	6.35					8.26	5.10
Five-year adj mortgage (ARM)¹	6.98	6.88	5.33					6.98	3.75
New-car loan, 48-month	7.68	7.53	6.10					7.68	3.55

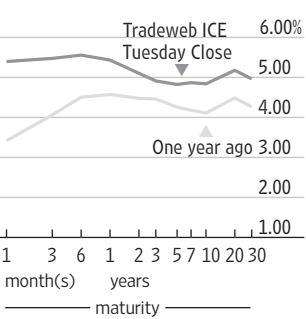
*Discount rate set by Fed on survey of rates. 4,000 online banks. 100 banks posted by 70% of the online banks.

Bankrate.com rates based on survey of over 4,800 online banks. ²Base rate posted by 70% of the nation's largest banks. ¹Excludes closing costs.

Sources: FactSet; Dow Jones Market Data; Bankrate.com

Treasury yield curve

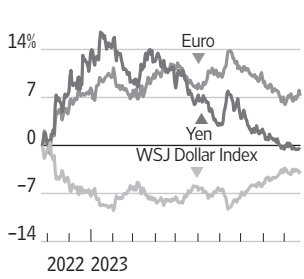
Yield to maturity of current bills, notes and bonds



Sources: Tradeweb ICE U.S. Treasury Close; Tullett Prebon; Dow Jones Market Data

Forex Race

Yen, euro vs. dollar; dollar vs. major U.S. trading partners



Corporate Borrowing Rates and Yields

Bond total return index	Close	Yield (%) Last Week ago	52-Week High	Low	Total Return (%) 52-wk	3-yr
U.S. Treasury Bloomberg*	2036.455	4.990	5.060	5.120	3.610	0.733
U.S. Treasury Long Bloomberg*	2778.950	5.160	5.090	5.280	3.610	-3.702
Aggregate, Bloomberg*	1899.238	5.620	5.640	5.740	4.180	2.0

BIGGEST 1,000 STOCKS

How to Read the Stock Tables

The following explanations apply to NYSE, NYSE Arca, NYSE American and Nasdaq Stock Market listed securities. Prices are composite quotations that include primary market trades as well as trades reported by Nasdaq BX (formerly Boston), Chicago Stock Exchange, Cboe, NYSE National and Nasdaq ISE.

The list comprises the 1,000 largest companies based on market capitalization.

Underlined quotations are those stocks with large changes in volume compared with the issue's average trading volume.

Boldfaced quotations highlight those issues whose price changed by 5% or more if their previous closing price was \$2 or higher.

lf-Late filing
q-Temporary exemption from Nasdaq requirements
t-NYSE bankruptcy
v-Trading halted on primary market
vj-In bankruptcy or receivership or being reorganized under the Bankruptcy Code, or securities assumed by such companies.

Footnotes:

▲New 52-week high.

I-New 52-week low.

dd-Indicates loss in the most recent four

quarters.

FD-First day of trading.
h-Does not meet continued listing standards

If-Late filing

q-Temporary exemption from Nasdaq requirements.

t-NYSE bankruptcy
 v. Trading halted on

V-Trading halted on primary market.

vj-In bankruptcy or receivership or being reorganized under the Bankruptcy Code, or securities assumed by such companies.

Wall Street Journal stock tables reflect composite regular trading as of 4 p.m. and changes in the closing prices from 4 p.m. the previous day.

Tuesday, October 24, 2023											
Stock			Sym	Close	Net Chg	Stock			Sym	Close	Net Chg
A	B	C									
AECOM	ACM	76.10	-0.60			AutoZone	AZO	2416.54	-16.28		
AES	AES	145.3	0.53			Avalonbay	AVB	169.30	2.47		
Aflac	AFL	77.76	0.60			Avanair	AGR	30.90	0.73		
AGCO	AGCO	112.27	0.61			Avantor	AVTR	20.18	-0.38	-0.38	
Ansys	ANSS	277.31	1.37			AveryDennison	AVY	173.07	1.08		
APA	APA	41.00	0.19			AxisBank	AXB	172.33	0.43		
ASE Tech	ASAT	5.72	0.08			AXonEnterprise	AXON	213.37	3.29		
ASX	ASML	600.75	32.96			BCE	BCE	37.7	0.11		
AT&T	T	17.53	0.59			Bell Group	BHG	22.27	0.34		
Abbott Labs	ABT	94.81	-0.97			BILL	BILL	101.46	-0.48		
AbbVie	ABBV	146.31	1.58			BJ's Wholesale	BJ	70.45	1.80		
Acadia Healthcare	ACHC	75.02	-0.07			BP	BP	38.79	-0.11		
Accenture	ACN	296.09	1.15			BWX Tech	WXT	75.29	0.29		
Adobe	ADBE	539.56	-0.85			Baidu	BIDU	111.43	0.40		
AdoDrainageSys	WMS	108.19	-0.21			Baker Hughes	BKR	34.48	-0.97	-1.19	-1.19
AdMicroDevices	AMD	101.67	1.66			BancoBilvaöz	BBA	7.79	0.14		
Aegion	AEQ	4.69	0.03			BancoBradesco	BBDO	2.76	-0.04		
AerCap	AER	59.69	0.43			BancoDeChile	BCH	19.78	0.34		
Aglion Tech	A	105.64	-3.70			BancoBrasil	BSBR	4.95	0.16		
agilon health	ALG	18.88	0.03			BancoSantander	BSC	17.35	0.10		
AgricoEcoLines	AEM	27.44	0.57			BancoSantander	SAN	3.52	-0.09		
AirProducts	APD	294.24	2.05			BancoScotiabank	BS	25.21	0.02		
Airbnb	ABNB	122.01	1.62			BancoVontobel	BMO	26.45	-0.19	-0.19	-0.19
Akamai Tech	AKAM	140.01	0.79			BankMontreal	BAC	75.47	0.90		
Albemarle	ALB	139.24	2.96			BankNY Mellon BK	BNY	41.27	0.28	-0.28	-0.28
Albertsons	ACI	21.77	0.19			BankNovaScotia	BNS	40.91	-0.40		
Alcon	ALC	73.07	0.31			Barclays	BCS	65.56	-0.49		
Alcoa	AA	29.67	0.17			BankRBC	BK	16.56	0.03		
AlcoaRIEAS	ARE	27.27	0.36			BathBodyWorks	BBI	28.78	-0.74		
Alibaba	ABE	82.87	2.36			Battelle	BAT	57.57	0.25		
Align Tech	ALGN	265.46	-0.26			BectonDickinson BD	BDS	259.21	3.28		
Allegion	ALG	97.11	0.24			Beigene	BGNE	17.26	0.23		
AlliantEnergy	LNT	49.44	0.94			BentleySystems	BSY	50.97	4.52		
Allstate	ALL	124.29	2.46			Berkley	WRK	66.76	3.87		
Ally Financial	ALLY	22.76	-0.54			BerkHathway B	BRKB	338.63	1.79		
AlnylamPharm	ALNY	163.96	1.96			BerkHathway A	BRYA	516.249	374.99		
Alphabet C	GOOG	140.12	2.22			BerryGlobal	BERY	67.99	0.21		
Alphabet A	G	138.81	2.31			BestBuy	BBY	67.99	0.21		
Amazon	AMZN	145.10	2.50			Bio-Techne	BTCH	63.63	0.23		
Amazoncom	AMZN	145.10	2.50			BioCryst	BCRY	24.25	0.25		
Ambev	ABEV	5.26	0.05			Bio-RadLab A	BIO	303.71	1.23		
Amcor	AMCR	8.63	0.18			Biogen	BIIB	252.11	-1.21		
Armcoods	ODX	80.14	-0.12			BioMarPharm	BMRN	83.35	0.50		
						BioMetric	BNTX	95.80	3.28		

Cash Prices

These prices reflect buying and selling of a variety of actual or “physical” commodities in the marketplace—separate from the futures price on an exchange, which reflects what the commodity might be worth in future months.

Energy		Grains and Feeds	
Coal,C,Apic.,12500Btu,125O2-r,w	71.250	Brn,wheat middlings, KC-u,w	145
Coal,Pwdr,RnBsn,8800Btu,0.85O2-r,w	14.000	Corn,No.2 yellow,Cent Il-bp,u	4.5500
Metals		Corn gluten feed,Midwest-u,w	158.7
Gold, per troy oz		Corn gluten meal,Midwest-u,w	562.0
Engelhard industrial	1966.00	Cottonseed meal-u,w	345
Handy & Harman base	1963.65	Hominy feed,Cent Il-u,w	142
Handy & Harman fabricated	2179.65	Meat-bonemeal,50% pro Mnpls-u,w	440
LBMA Gold Price AM	*1980.95	Oats,No.2 milling,Mnpls-u	4.4975
LBMA Gold Price PM	*1973.00	Rice, Long Grain Milled, No. 2 AR-u,w	35.88
Kruggerand,wholesale-e	2054.62	Sorghum,(Milo) No.2 Gulf-u	n.a.
Maple Leaf-e	2074.38	SoybeanMeal,Cent Il,rail,ton48%-u,w	430.40
American Eagle-e	2074.38	Soybeans,No.1 yllw Il-lb-pu	12.6000
Mexican peso-e	2379.98	Wheat,Spring14%-pro Mnpls-u	8.6325
USBA crown-e	1939.48	Wheat,No.2 soft red,St.Louis-u	5.9000
Austria phil-e	2074.38	Wheat - Hard - KC (USDA) % pro bu-u	6.9600
Silver, troy oz.		Wheat,No.1soft white,Portld,OR-u	7.0000
Engelhard industrial	22.9500	Food	
Handy & Harman base	22.9390	Beef,carcass equiv. index	
Handy & Harman fabricated	28.6740	choice 1-3,600-900 lbs-u	287.94
LBMA spot price	*C19.0700	select 1-3,600-900 lbs-u	264.88
(U.S. equivalent)	*23.1850	Broilers, national comp wtd. avg.-u,w	1.1319
Coins,wholesale \$1,000 face-a	19694	Butter,AA Chicago-d	3.3650
Other metals		Cheddar cheese,bbl,Chicago-d	173.50
LBMA Platinum Price PM	*898.0	Cheddar cheese,blk,Chicago-d	174.25
Platinum,Engelhard industrial	894.0	Milk,Nonfat dry,Chicago lb-d	122.00
Palladium,Engelhard industrial	1135.0	Coffee,Brazilian,Comp-y	1.6258
Aluminum,LME, % per metric ton	*2144.5	Coffee,Colombian, NY-y	1.9447
Copper,Comex spot	3.6100	Eggs,large white,Chicago-u	1.1650
Iron Ore, 62% Fe CFR China-s	*115.6	Flour,hard winter KC-p	17.15
Steel,HRC USA, FOB Midwest Mill-s	*760.0	Hams,17-20 lbs,Mid-US fob-u	0.84
Battery/EV metals		Hogs,Iowa-S.o. Minnesota-a	76.64
BMI Lithium Carbonate, EXW China, >99.2%-v,w	23400	Pork bellies,12-14 lb MidUS-u	n.a.
BMI Lithium Hydroxide, EXW China, >56%-v,w	21225	Pork loins,13-19 lb MidUS-u	1.2472
BMI Cobalt sulphate, EXW China, >20.5%-v,m	5069	Steers,Tex.-Okla. Choice-u	182.00
BMI Nickel sulphate, EXW China, >22%-v,m	4247	Steers,feeder,Okla. City-u,w	256.75
BMI Flake Graphite, FOB China, >100 Mesh, 94-95%-v,m	563	Fats and Oils	
Fibers and Textiles		Degummed cotton oil, crude wtd. avg.-u,w	n.a.
Burlap,10-oz,40-inch NY yd,n,w	0.7300	Grease,choice white,Chicago-h	0.5300
Cotton,11/16 std lw-mldMphs-u	0.7918	Lard,Chicago-u	n.a.
Cottonlook 'A' Index-t	*93.20	Soybean oil, crude,Cent Il-l,u,w	0.5614
Hides,hvy native steers piece-fob-u	n.a.	Tallow,bleach,Chicago-h	0.5750
Wool,64s,static,Terr del-u,w	n.a.	Tallow,edible,Chicago-u	n.a.

Exchange-Traded Portfolios | WSJ.com/ETFResearch

Largest 100 exchange-traded funds, latest session									
Tuesday, October 24, 2023									
ETF	Symbol	Closing Price	Chg (%)	YTD (%)	ETF	Symbol	Closing Price	Chg (%)	YTD (%)
CnsmrDiscSelSector	XLY	153.49	1.07	19.8	iShCoreS&P500	IVV	425.56	0.75	10.8
CnsStapleSelSector	XLP	67.71	0.85	-9.2	iShCoreS&P MC	IJH	237.61	0.55	-1.8
DimenUSCoreEq2	DFAC	25.59	0.63	5.4	iShCoreS&P SC	IJR	89.37	0.60	-5.6
EnlSelSectorSPDR	XLE	87.15	-1.41	0.1	iShCoreS&PTotUS	ITOT	92.87	0.79	9.5
FinlSelSectorSPDR	XLF	32.22	0.69	-5.8	iShCoreTotalUSDBD	IUSB	43.07	0.37	-4.1
HealthCareSelSect	XLI	127.65	0.31	-6.0	iShCoreUSAggBd	AGG	92.69	0.36	-4.4
IndSelSectorSPDR	XIS	98.98	0.75	0.8	iShEdgeMSCIMinUSA	USMV	71.85	0.76	-0.3
InvsNasd100	QQQM	147.73	0.96	34.9	iShEdgeMSCIUSAQual	IAU	132.36	0.73	16.1
InvsQQQ	QQQ	359.13	0.97	34.9	iShGoldTR	IAU	37.34	-0.03	8.0
InvsP500EW	RSP	137.01	0.64	-3.0	iShBoxx\$HYCPbd	HYG	72.59	0.51	-1.2
iShCoreDivGrowth	DGRO	48.48	0.50	1.0	iShBoxx\$IGCPBd	LQD	100.00	0.56	-5.4
iShCoreMSCIEAFE	IEFA	62.40	0.61	1.2	iShMBS	MBS	86.73	0.58	-6.5
iShCoreMSCIEMG	IEMG	64.65	1.28	-0.1	iShMSCIACWI	ACWI	90.99	0.73	7.2
iShCoreMSCITotInt	IXUS	58.21	0.67	0.6	iShMSCI EAFE	EFA	67.00	0.57	2.1
					iSh MSCIE	EEM	32.28	1.23	-18.1

Mutual Funds

Data provided by **LIPPER**

Top 250 mutual-funds listings for Nasdaq-published share classes by net assets.											
e-Ex-distribution. f-Previous day's quotation. g-Footnotes x and s apply. j-Footnotes e and s apply. k-Recalculated by Lipper, using updated data. p-Distribution costs apply, 12b-1. r-Redemption charge may apply. s-Stock split or dividend. t-Footnotes p and r apply. y-Footnotes x and e apply. X-Ex-dividend. z-Footnote x, e and s apply. NA-Not available due to incomplete price, performance or cost data. NE-Not released by Lipper; data under review. NN-Fund not tracked. NS-Fund didn't exist at start of period.											
Tuesday, October 24, 2023											
Fund	NAV	Net Chg	YTD % Ret	Fund	NAV	Net Chg	YTD % Ret	Fund	NAV	Net Chg	YTD % Ret
AB Funds				Artisan Funds				US CoreEq1	31.85	+0.19	8.1
MunilinnShares	10.06	+0.01	-3.7	IntlVal Int	42.07	-0.02	9.0	US CoreEq2	28.63	+0.15	6.6
AB Funds - ADV				Baird Funds				US Small	37.70	+0.19	1.7
LgCpGrAdv	83.69	+0.74	19.7	AggBdInt	9.15	...	-2.0	US SmCpVal	38.19	+0.07	-1.6
American Century Inv				CordBinst	9.45	...	-1.4	US TgdVal	26.73	+0.07	-1.2
Ultra	69.51	+0.56	25.7	BlackRock Funds				USLgVal	40.25	+0.18	-1.4
American Funds CI				HydVBD Int	6.59	+0.02	NA	Dodge & Cox			
INCPncA	33.94	+0.26	13.1	HydVBD Int	6.59	+0.02	NA	Balanced	94.16	+0.55	3.3
AMFidA	42.28	+0.34	-1.1	ISHSP500dxH	498.34	+3.60	12.1	GblStock	13.56	+0.03	7.5
Baila	29.37	-0.13	-3.2	ISHSP500dxH	498.34	+3.60	12.1	Income	11.71	+0.04	1.7
Bonda	10.71	+0.03	-3.1	StatyDivd	17.81	+0.10	0.7	Intl Stk	45.07	-0.21	4.5
CapBIA	60.67	+0.31	-1.7	EquiDnOptlyns	0.97	+0.01	NA	Stk	220.88	+2.17	4.4
CapWGrA	54.34	+0.33	2.8	ToRetR	NA	...	NA	DoubleLine Funds			
EupacA	50.06	+0.13	6.4	Calamos Funds				ToRetBdL	8.28	+0.02	-2.6
FdlInvA	65.46	+0.46	10.6	MktMntN	14.57	+0.02	6.9	Edgewood Growth Str			
Gwtha	58.69	+0.48	18.6	Columbia Class I				EdgewoodGrnst	37.39	+0.34	19.5
HL TrA	8.87	+0.03	3.3	DivInvcI	28.57	+0.16	0.2	Edgeder Hermes Int			
ICAA	45.91	+0.41	12.4	Dimensional Fds				TiTRnBdL	8.93	+0.03	-2.7
IncoA	21.61	+0.08	-2.3	SGbFxdInc	10.11	...	3.9	Fidelity			
N PerA	52.01	+0.25	9.9	EmgMvA	27.04	+0.22	5.0	5001xdIntPrem	147.52	+1.07	12.1
NEcoA	49.49	+0.43	13.8	EmmMktCorEq	20.51	+0.20	4.1	Contrafund K6	20.94	+0.14	24.5
NW AfridA	69.18	+0.35	4.1	EmmMktCorEq	13.54	+0.02	2.6	ExtMktIntPrem	65.20	+0.58	3.4
SPXA	66.02	+0.29	-0.1	IntSmCp	16.85	+0.05	-1.3	FidSmlr	8.35	+0.03	-1.2
TNCA	11.57	+0.02	-1.8	IntSmVnA	19.04	...	3.4	FidSmlrToMarket	13.96	+0.10	10.8
WkshA	52.67	+0.31	5.1	LoCo	28.98	+0.21	12.1	FidSmlrGmnnyK6	19.44	+0.20	26.3

Stock	Sym	Close	Net Chg	Stock	Sym	Close	Net Chg	Stock	Sym	Close	Net Chg	Stock	Sym	Close	Net Chg	Stock	Sym	Close	Net Chg	Stock	Sym	Close	Net Chg	Stock	Sym	Close	Net Chg	Stock	Sym	Close	Net Chg				
Birkenstock	BIRK	38.82	-.01	DexCom	DXCM	86.35	0.33	HF Sinclair	DINO	54.61	-0.94	ManhattanAssoc	MANH	189.58	5.18	PlainsGP	PAGP	16.03	-0.04	Target	TGT	108.68	1.20	Target	TGT	108.68	1.20	Target	TGT	108.68	1.20	Target	TGT	108.68	1.20
BlackRock	BLK	612.39	-2.34	Diageo	DEO	154.16	2.80	HP	HPQ	26.68	0.28	ManulifeFin	MFC	17.41	-0.01	Pool	POOL	32.11	-0.22	TechnipFMC	TEF	20.43	-0.22	TechnipFMC	TEF	20.43	-0.22	TechnipFMC	TEF	20.43	-0.22	TechnipFMC	TEF	20.43	-0.22
Blackstone	BSX	95.17	0.43	DiamondEnergy	FANG	163.24	1.06	HSBC	HSBC	37.68	0.01	Maplebar	CART	26.40	1.78	Primerica	PRI	19.97	0.65	TeckResources	TECK	30.50	-3.50	TeckResources	TECK	30.50	-3.50	TeckResources	TECK	30.50	-3.50	TeckResources	TECK	30.50	-3.50
Block	HRB	42.55	-0.13	DigitalGlobe	DKS	106.83	0.89	H World	HLN	37.20	1.10	MarathonOil	MRO	28.16	-0.01	PrincipalFin	PCFG	67.06	-0.09	TelecomArgentina	TEO	5.58	-0.01	TelecomArgentina	TEO	5.58	-0.01	TelecomArgentina	TEO	5.58	-0.01	TelecomArgentina	TEO	5.58	-0.01
Block	SQ	45.35	-0.45	DigitallyReal	DLR	119.47	2.04	Haleon	HLTH	8.26	-0.01	MarathonPetrol	MPC	148.63	-0.82	ProcoreTech	PCOR	64.62	1.62	TelademyTech	TEAD	38.61	1.01	TelademyTech	TEAD	38.61	1.01	TelademyTech	TEAD	38.61	1.01	TelademyTech	TEAD	38.61	1.01
Boji	BOJI	12.91	0.00	DiscoverFinServ	DFS	61.07	-1.20	Halliburton	HAL	40.23	-0.42	Market	MKT	147.57	3.61	ProcterGamble	PG	149.90	0.75	Telcel	TEL	18.97	0.88	Telcel	TEL	18.97	0.88	Telcel	TEL	18.97	0.88	Telcel	TEL	18.97	0.88
Boji	BOJI	12.91	0.00	Disney	DIS	82.29	0.59	Hilltop	HIG	54.99	-0.79	Marriott	MAR	147.57	3.61	Progress	PROG	12.38	2.70	Telcel	TEL	18.97	0.88	Telcel	TEL	18.97	0.88	Telcel	TEL	18.97	0.88	Telcel	TEL	18.97	0.88
Boji	BOJI	12.91	0.00	DocuSign	DOCU	40.54	0.46	Hasbro	HAS	54.23	-0.79	Marriott	MAR	147.57	3.61	Prologis	PLD	101.70	0.89	TelefonosCabras	VIV	9.13	0.11	TelefonosCabras	VIV	9.13	0.11	TelefonosCabras	VIV	9.13	0.11	TelefonosCabras	VIV	9.13	0.11
Boji	BOJI	12.91	0.00	DollyLab	DLB	80.09	0.59	HealthEquity	HQV	71.81	-0.41	MarshMcLen	MMC	188.98	2.56	PrudentialFin	PRU	89.93	0.60	TelefonosCabras	VIV	9.13	0.11	TelefonosCabras	VIV	9.13	0.11	TelefonosCabras	VIV	9.13	0.11	TelefonosCabras	VIV	9.13	0.11
Boji	BOJI	12.91	0.00	DollarGeneral	DG	116.54	0.13	HealthPeakPro	PEAK	16.96	0.04	MarlinMartina	MLM	41.62	3.72	PrudentialP	PRU	20.42	0.15	TelefonosCabras	VIV	9.13	0.11	TelefonosCabras	VIV	9.13	0.11	TelefonosCabras	VIV	9.13	0.11	TelefonosCabras	VIV	9.13	0.11
Boji	BOJI	12.91	0.00	DollarTree	DLTR	108.03	-0.94	Heico	HEI	157.56	0.40	MarvettTech	MVLT	49.49	-0.47	PublicStorage	PEG	60.48	1.32	TelefonosCabras	VIV	9.13	0.11	TelefonosCabras	VIV	9.13	0.11	TelefonosCabras	VIV	9.13	0.11	TelefonosCabras	VIV	9.13	0.11
Boji	BOJI	12.91	0.00	DominionEner	D	40.35	0.82	Heico A	HELA	126.05	1.01	Masco	MAS	59.14	-0.64	PublicStorage	PEG	24.65	-0.58	TelefonosCabras	VIV	9.13	0.11	TelefonosCabras	VIV	9.13	0.11	TelefonosCabras	VIV	9.13	0.11	TelefonosCabras	VIV	9.13	0.11
Boji	BOJI	12.91	0.00	Dominio's	DPZ	353.59	5.29	HenryShein	HSIC	67.20	-0.11	Mastercard	MA	38.91	0.24	PulteGroup	PTH	71.65	1.08	TelefonosCabras	VIV	9.13	0.11	TelefonosCabras	VIV	9.13	0.11	TelefonosCabras	VIV	9.13	0.11	TelefonosCabras	VIV	9.13	0.11
Boji	BOJI	12.91	0.00	Donsaldson	DC	58.57	0.55	Hershey	HSY	190.29	-0.19	MatadorRscs	MDTR	62.84	-0.93	PureStorage	PTM	33.97	0.57	Terandine	TER	7.14	0.63	Terandine	TER	7.14	0.63	Terandine	TER	7.14	0.63	Terandine	TER	7.14	0.63
Boji	BOJI	12.91	0.00	DorDash	DASH	76.36	1.56	Hess	HES	155.22	-0.68	MatchGroup	MATCH	36.88	1.57	Qiagen	QGEN	37.39	0.04	Tesla	TSLA	216.52	4.44	Tesla	TSLA	216.52	4.44	Tesla	TSLA	216.52	4.44	Tesla	TSLA	216.52	4.44
Boji	BOJI	12.91	0.00	Dover	DOV	132.32	-1.52	HessMidstream	HESM	30.32	0.24	Mattel	MAT	20.21	0.38	Qorvo	QORV	88.84	0.45	TetraTech	TTTE	14.62	-3.09	TetraTech	TTTE	14.62	-3.09	TetraTech	TTTE	14.62	-3.09	TetraTech	TTTE	14.62	-3.09
Boji	BOJI	12.91	0.00	Dow	DOW	49.24	1.14	HewlettPackard	HPQ	15.29	0.09	McCormickVtg	MCKV	63.00	1.70	Qualcomm	QCOM	139.39	0.73	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01
Boji	BOJI	12.91	0.00	DowDuPont	DD	22.80	0.52	Hilton	HLT	69.69	1.79	McCormick	MCK	62.30	1.46	QuantumServices	QSWR	16.72	0.13	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01
Boji	BOJI	12.91	0.00	Drift	DRFT	29.99	1.04	Hologic	HOLX	67.39	0.31	McDonald's	MCD	257.27	2.83	QuestDiagnostics	QDGI	125.83	2.13	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01
Boji	BOJI	12.91	0.00	Drobox	DBX	27.31	0.78	HondaDepot	HD	28.33	-1.76	Medpace	MDP	227.27	44.76	QuestDiagnostics	QDGI	125.83	2.13	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01
Boji	BOJI	12.91	0.00	DukeEnergy	DUK	87.76	1.43	HondaMotor	HMC	32.31	0.04	Medtronic	MDT	71.96	0.49	QuestDiagnostics	QDGI	125.83	2.13	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01
Boji	BOJI	12.91	0.00	Duolingo	DOU	160.77	1.61	Honeywell	HON	181.94	0.94	MercedaLibre	MELI	121.99	41.86	QuestDiagnostics	QDGI	125.83	2.13	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01
Boji	BOJI	12.91	0.00	DuPont	DD	22.80	0.52	HormelFoods	HRM	30.96	-.01	Merck	MRK	103.03	-0.32	QuestDiagnostics	QDGI	125.83	2.13	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01
Boji	BOJI	12.91	0.00	Dynacore	DT	47.37	0.97	HostHotsels	HST	101.77	0.13	MetaData	AUI	1.02	0.03	QuestDiagnostics	QDGI	125.83	2.13	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01
Boji	BOJI	12.91	0.00	EMCOR	EMC	198.22	0.32	HoulihanLokey	HL	98.10	-2.21	MetaPlatforms	META	21.55	-1.46	QuestDiagnostics	QDGI	125.83	2.13	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01
Boji	BOJI	12.91	0.00	ENI	E	32.40	-0.19	HoulihanLokey	HL	98.10	-2.21	MetaPlatforms	META	21.55	-1.46	QuestDiagnostics	QDGI	125.83	2.13	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01
Boji	BOJI	12.91	0.00	EOCS Ecs	EOCS	129.94	-1.70	HoulihanLokey	HL	98.10	-2.21	MetaPlatforms	META	21.55	-1.46	QuestDiagnostics	QDGI	125.83	2.13	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01
Boji	BOJI	12.91	0.00	EPAM Systems	EPAM	223.03	0.67	HoulihanLokey	HL	98.10	-2.21	MetaPlatforms	META	21.55	-1.46	QuestDiagnostics	QDGI	125.83	2.13	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01
Boji	BOJI	12.91	0.00	EQOT	EQOT	22.80	0.52	HoulihanLokey	HL	98.10	-2.21	MetaPlatforms	META	21.55	-1.46	QuestDiagnostics	QDGI	125.83	2.13	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01
Boji	BOJI	12.91	0.00	EastWestBnk	EWBC	42.53	-0.07	HoulihanLokey	HL	98.10	-2.21	MetaPlatforms	META	21.55	-1.46	QuestDiagnostics	QDGI	125.83	2.13	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01
Boji	BOJI	12.91	0.00	EastGroup	EGP	156.81	1.83	HoulihanLokey	HL	98.10	-2.21	MetaPlatforms	META	21.55	-1.46	QuestDiagnostics	QDGI	125.83	2.13	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01
Boji	BOJI	12.91	0.00	EastmanChem	EMN	70.68	0.95	HoulihanLokey	HL	98.10	-2.21	MetaPlatforms	META	21.55	-1.46	QuestDiagnostics	QDGI	125.83	2.13	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01
Boji	BOJI	12.91	0.00	Eaton	ETN	199.64	4.17	HoulihanLokey	HL	98.10	-2.21	MetaPlatforms	META	21.55	-1.46	QuestDiagnostics	QDGI	125.83	2.13	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01
Boji	BOJI	12.91	0.00	eBay	EBAY	49.09	0.82	HoulihanLokey	HL	98.10	-2.21	MetaPlatforms	META	21.55	-1.46	QuestDiagnostics	QDGI	125.83	2.13	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01
Boji	BOJI	12.91	0.00	Ecobac	ECL	160.25	1.10	HoulihanLokey	HL	98.10	-2.21	MetaPlatforms	META	21.55	-1.46	QuestDiagnostics	QDGI	125.83	2.13	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01
Boji	BOJI	12.91	0.00	Ecopetrol	EC	12.05	0.03	HoulihanLokey	HL	98.10	-2.21	MetaPlatforms	META	21.55	-1.46	QuestDiagnostics	QDGI	125.83	2.13	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01
Boji	BOJI	12.91	0.00	EdisonInt	ED	64.06	2.22	HoulihanLokey	HL	98.10	-2.21	MetaPlatforms	META	21.55	-1.46	QuestDiagnostics	QDGI	125.83	2.13	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01
Boji	BOJI	12.91	0.00	EdwardsLife	EW	74.09	1.44	HoulihanLokey	HL	98.10	-2.21	MetaPlatforms	META	21.55	-1.46	QuestDiagnostics	QDGI	125.83	2.13	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01
Boji	BOJI	12.91	0.00	Elastic	ESTC	80.80	1.10	HoulihanLokey	HL	98.10	-2.21	MetaPlatforms	META	21.55	-1.46	QuestDiagnostics	QDGI	125.83	2.13	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01
Boji	BOJI	12.91	0.00	Electronic Arts	EA	127.66	1.32	HoulihanLokey	HL	98.10	-2.21	MetaPlatforms	META	21.55	-1.46	QuestDiagnostics	QDGI	125.83	2.13	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA	8.19	0.01	TevaPharm	TEVA</		

ETF	Symbol	Closing Price	Chg (%)	YTD (%)	ETF	Symbol	Closing Price	Chg (%)	YTD (%)	ETF	Symbol	Closing Price	Chg (%)	YTD (%)	ETF	Symbol	Closing Price	Chg (%)	YTD (%)
(US\$CIEAFEValue	EFV	47.24	0.36	3.0	JPMEquityPrem	JEPI	52.86	0.69	-3.0	SPDR S&P Div	SDY	111.85	0.78	-10.6	VanguardMC	VO	200.89	0.63	-1.4
(US\$NatMunBd)	MUB	101.41	0.08	-3.9	JPML USUltnCr	JUST	50.18	0.04	-0.1	TechSelectSector	XLK	165.26	0.69	32.8	VanguardMVal	VOE	126.25	0.50	-6.6
(US\$1-5YCorpBd)	IGSB	49.65	0.04	-0.3	PacerUSCashCos100	COMZ	42.24	0.27	0.4	VangInfoTech	VIGT	413.59	0.89	29.5	VanguardMS	VMS	42.75	0.52	-1.0
(US\$1-3YTreasBd)	KSHY	89.97	-0.02	-0.2	ProShortTrnQQQ	QTQQ	35.36	2.82	14.3	VangScalVal	VBR	151.86	0.54	-4.4	VangRealEtf	VNYS	72.61	1.28	12.0
(US\$RussMC)	IWR	66.64	0.71	-1.2	SPDR RUS3-3MTB	BIL	91.73	0.01	0.3	VangScalVlt	VXF	136.42	0.98	2.7	VangS&P500ETF	VOO	389.20	0.75	10.8
(US\$Russ1000)	IWB	232.78	0.75	10.3	SPDR DJIA Tr	DIA	331.44	0.64	0.0	VangExtMkt	VIX	153.57	0.60	1.1	VangST Bond	BSV	74.97	-0.03	-0.4
(US\$Russ1000Grw)	IWD	267.59	0.90	24.9	SPDR RfD	GLD	182.95	-0.01	7.8	VangDivApp	VEU	50.46	0.64	0.6	VangSTCpBd	VCYS	74.86	0.03	-0.4
(US\$Russ1000Val)	IWD	147.15	0.63	3.0	SPDR PfdDevxUS	SPDW	30.01	0.47	1.1	VangFTSEAwXus	VEU	50.46	0.64	0.1	VangSHTMfltnft	VFTF	47.05	-0.06	-0.7
(US\$Russ2000)	IWM	166.47	0.87	-4.5	SPDRSP&500Value	SPYV	40.59	0.79	4.4	VangFTSEDevMk	VEA	42.39	0.50	-1.0	VangShortTrea	VGSH	57.57	-0.02	-0.4
(US\$SP500Grw)	IWM	68.24	0.71	16.6	SPDRRPf500Value	SPYG	49.83	0.75	10.8	VangFTSEEm	VEU	38.29	1.24	1.8	VangSC	VB	180.04	0.76	1.9
(US\$SP500Value)	IVE	151.27	0.86	4.3	SPDRSP&500Growth	SPYG	59.12	0.66	16.7	VangFTSE Europe	VGK	56.31	0.37	1.6	VangTaxExemptBd	VTEB	47.52	0.13	-4.0
(US\$SelectDiv)	DVY	104.87	0.12	-13.0	SPDR S&P 500	SPY	423.63	0.75	10.8	VangGrowth	VUG	272.95	0.86	28.1	VangTotalBd	BND	68.78	0.34	-4.3
(US\$1-10YTreasBd)	IEF	90.05	0.18	-6.0	SchwabIntEqty	SCHF	32.99	0.52	2.4	VangHlthCr	VHT	231.53	0.46	-6.7	VangTotIntBd	BNDX	47.72	0.23	0.6
(US\$ShortTreaBd)	SHV	110.40	0.01	0.4	SchwabUS BrdMkt	SCHS	49.13	0.74	9.6	VangHlthCr	VYM	101.07	0.72	-6.6	VangTotIntBd	USXX	51.98	0.72	0.5
(US\$20YBondETF)	TIP	102.95	0.09	-3.3	SchwabUS Div	SCHD	69.28	0.77	-8.3	VangIntermBd	BIT	71.27	0.17	-4.1	VangTotalStk	VTI	209.47	0.76	9.6
(US\$20Y-TreasuryBd)	TLT	85.35	1.32	-14.3	SchwabUS LC	SCHX	50.03	0.79	10.8	VangIntrnCorpBd	VCIT	74.75	0.25	-3.6	VangTotWrldStk	VW	91.31	0.76	5.9
(US\$TreasuryBd)	GOVT	21.80	0.21	-4.0	SchwabUS LC Grw	SCHG	73.14	0.85	31.6	VangIntermTrea	VGIT	56.59	0.04	-3.2	VangValue	USFV	134.83	0.67	-3.9
(US\$0-3MTreBd)	SGOV	100.60	0.01	0.5	SPDR S&PMD CpTr	MDY	435.48	0.56	-1.7	VangGLC	VG	194.05	0.76	11.4	WisdTrFRtTrea	UTFR	50.49	...	0.4

Fund	Net YTD			Fund	Net YTD			Fund	Net YTD			Fund	Net YTD			Fund	Net YTD						
	NAV	Chg %	Ret		NAV	Chg %	Ret		NAV	Chg %	Ret		NAV	Chg %	Ret		NAV	Chg %	Ret				
IntfildIndxPrem	42.71	+10.10	3.7	SrsEmrgMkt	16.07	+0.16	2.9	LgCpGwth	53.07	+0.51	18.6	NHoriz	48.77	+0.29	5.3	MuShtAdml	15.51	...	1.6	Wellsl	23.25	+0.09	2.4
CpGwldInstrPre	26.12	+0.22	25.7	SrsGlobal	12.61	+0.05	2.1	JPMGron R Class				RZ025	15.22	+0.01	4.1	PmpcAdmP	150.81	+1.41	15.3	Welltn	39.33	+0.19	4.7
MidCplnIndxPrem	25.84	+0.18	...	SrsGroCortail	17.49	+0.18	27.0	CoreBond	9.67	+0.02	-1.7	RZ030	22.91	+0.12	4.8	RealEstAdm	102.87	+1.26	9.2	Wndrsrl	39.53	+0.16	6.3
SAIUStCplnGrdF	17.65	+0.13	12.1	SrsIntnlGrw	14.81	+0.01	3.9	CorePlusB	6.79	+0.02	-1.7	RZ040	26.01	+0.16	6.5	SmCpAdml	86.25	+0.65	-0.8	VANGUARD INDEX FDS			
SeriesBondFD	8.45	+0.02	2.3	SrsIntvAd	10.67	+0.02	6.4	Lord Abbett I				Putnam Funds Class				SmGthAdml	71.72	+0.79	2.2	ExtndstPld	255.27	+2.26	3.6
SeriesOverseas	11.32	+0.01	4.2	TotalBond	8.93	+0.03	-1.0	ShtDurlnc p	3.78	...	2.5	PutLargCap p	28.81	+0.17	3.1	STBondAdml	9.82	...	1.4	Idxntn	16.66	+0.08	1.8
SerLTLeGrnd	5.08	+0.05	-11.1	Fidelity SAI				Metropolitan West				Schwab Funds				STIGradeAdml	9.89	...	1.9	MidCpGrAdml	80.97	+0.42	5.7
SmCplnIndxPrem	20.90	+0.17	-3.3	TotalBd	8.44	+0.03	-1.0	TotRetBdL	8.48	+0.03	-3.0	1000 Inv r	91.66	+0.68	11.6	STIPStAdml	23.60	-0.02	2.3	MidCpVIAAdml	65.42	+0.55	-5.7
TMktIndxPrem	117.24	+0.87	10.8	U.S.TreBdLx	8.33	+0.02	-2.1	TRBdPrem	7.95	+0.03	-3.0	SKP Sel	65.85	+0.48	12.1	TotBdAdml	9.05	+0.03	-2.1	SmVIAAdml	65.24	+0.32	-2.8
TotalMarketIndx	14.81	+0.11	10.9	Fidelity Selects				MFS Funds				TSM Sel	72.21	+0.54	10.8	TotIntBdAdml	19.09	+0.03	2.1	TotBt2	8.94	+0.03	-2.2
TLIntIndxPrem	11.91	+0.04	1.7	Semiconductors r	21.93	+0.29	50.5	IEE	29.29	-0.01	4.1	TSIA/CREF Funds				TotntIdAdmlx r	27.87	+0.14	1.9	TotntInstIndx r	11.46	+0.56	1.9
USDBdIndxPrem	9.71	+0.03	-2.3	Software	25.06	+0.27	27.5	MFS Funds Class I				EqdInxst	30.88	+0.23	10.8	TotStAdml	101.98	+0.76	10.8	TotntInstPld r	111.49	+0.57	1.9
Fidelity Advisor I				Tech	25.02	+0.26	40.3	Valuel	45.86	+0.21	-2.7	LgCpGrdInxst	45.86	+0.29	25.6	TxmCapAdml	218.97	+1.53	11.8	TotntInstPld r	101.98	+0.76	10.8
Fidelity Bd	8.91	+0.03	-1.1	Fring Eagle Funds				Natixis Funds				VANGUARD ADMIRAL				TxmLn r	13.61	+0.05	2.7	VANGUARD INSTL FDS			
Fidelity Freedom				GLBA	60.41	+0.05	4.2	LGSrowthY	21.53	+0.17	32.2	500Adml	392.16	+3.84	12.1	USGROAdml	126.59	+1.33	24.9	DewMktsIndxlnst	13.62	+0.04	2.7
FFZ030	15.11	+0.08	3.3	Franklin AI				Northern Funds				BalAdml	41.04	+0.23	5.5	VdAdml	52.61	+0.34	-2.1	DewMktsIndxlnst	21.29	+0.07	2.7
FFZ040	9.39	+0.05	6.0	IncomeA1	2.14	+0.01	-1.2	Stklxld	45.20	+0.33	12.0	CAITAdml	10.75	+0.01	-1.3	WdrlAdml	70.13	+0.29	6.9	ExtndInst	103.44	+0.92	3.4
Freedom2030 K	15.11	+0.07	3.4	FrankTemp/Frank Adv				Int Westbury Fds				CapApplAdm r	164.58	+1.52	12.6	WellslAdml	56.33	+0.23	-2.5	GrwthInst	140.49	+1.13	28.8
Freedom2040 K	13.13	+0.07	4.7	IncomeAdv	2.12	+0.01	-1.1	LgCpStsr	15.49	+0.09	6.2	DivOpAdml	41.67	+0.23	2.6	WelltnAdml	67.92	+0.33	4.2	InstPrSel	9.09	+0.01	-1.3
20dX30InsPrem	17.30	+0.08	3.1	Growth A	113.65	+0.97	11.2	Parnassus Fds				EqlncAdml	80.18	+0.45	-3.3	WdndrsAdml	68.47	+0.45	1.1	InstnPlus	35.80	+2.57	12.2
20dX35InsPrem	19.53	+0.11	4.4	RisDv A	82.82	+0.47	11.1	ParnEqFd	51.73	+0.28	10.7	EqlncAdml	80.18	+0.45	-3.3	VANGUARD FDS			InstSTPlus	73.41	+0.54	10.8	
20dX40InsPrem	20.01	+0.12	5.6	Guggenheim Funds	22.14	+0.05	-1.1	PGIM Funds CI Z				ExptrAdml	87.46	+0.08	0.7	DivGro	34.08	+0.21	-2.5	MidCplnst	54.99	+0.38	-0.3
20dX45InsPrem	20.83	+0.13	5.8	TotRtnBdFdcInst	72.14	+0.05	-1.1	TotalReturnBond	NA	...	NA	ExntAdml	103.45	+0.92	3.6	IntvAdl	36.83	+0.21	3.0	MidCplstPld	271.20	+1.86	-0.3
Fidelity Invest				Harbor Funds				PIMCO Fds Instl				GNMAAdml	8.64	+0.05	3.4	LifeCon	19.20	+0.08	2.3	SmCpAdml	86.24	+0.64	-0.7
Balanc	24.56	+0.15	8.5	CapApInst	83.61	+1.02	33.2	AllAsset	10.28	+0.04	-0.3	GrwthAdml	140.48	+1.13	28.6	LifeCon	37.64	+0.21	5.5	SmCapstPl	248.93	+1.86	-0.7
BlUCh	151.38	+1.58	3.5	Harding Loevner				TotRt	8.02	+0.04	-2.1	HtYCarAdml r	84.41	+0.37	-2.9	LifeMod	28.20	+0.14	3.9	STIGradeInst	9.89	...	2.0
BlUChpGr K6	23.48	+0.24	35.9	IntLEq	23.23	+0.03	-0.8	PIMCO Funds A				HiYCarAdml r	5.05	+0.02	2.9	PmpcMod	29.23	+0.23	10.0	STIPStxIns	23.62	-0.01	2.3
Contra	15.01	+0.10	25.9	Invesco Funds A				IncomeFid	10.02	+0.03	1.6	InfProAd	22.32	+0.02	-1.3	STAR	24.96	+0.18	4.1	TotBdInst	9.05	+0.03	-2.2
Cplnc	9.07	+0.03	4.8	EqlncA	9.65	+0.04	-0.3	PIMCO Funds I2				IntGrAdml	90.46	+1.21	0.1	TgtRet2020	26.11	+0.10	3.0	TotBdInst2	8.94	+0.03	-2.2
GroCo	28.88	+0.29	28.3	Invesco Funds Y				Income	10.02	+0.03	1.8	ITIBondAdml	9.64	+0.02	-1.9	TgtRet2025	26.11	+0.10	3.7	TotBdInstPl	9.05	+0.03	-2.2
InvGrdB	9.40	+0.04	-1.4	DevMkty	35.92	+0.45	2.7	PIMCO Funds Instl				ITIGradeAdml	9.98	+0.02	-1.0	TgtRet2030	32.70	+0.16	4.9	TotntBdInstxlnst	28.65	+0.05	2.4
LowP	40.21	+0.07	15.1	JHF VIL DispVal				Prnt Funds	10.02	+0.03	1.8	LarCapAd	98.03	+0.73	12.7	TgtRet2035	20.29	-0.11	4.9	TotntInstIndxlnst	51.99	+0.75	10.8
Magin	11.00	+0.10	0.3	DispValMCI	24.63	+0.06	0.9	Prnt Funds				MidCapAd	7.07	+0.02	-1.0	TgtRet2040	35.86	+0.20	5.1	TotntInstIndxlnst	51.99	+0.75	10.8
INNASDAQ	167.25	+1.64	26.8	JP Morganco				BlChp	137.35	+1.36	32.7	MidCapAd	248.93	+1.70	0.3	TgtRet2045	24.21	+0.14	6.1	VANGUARD Focus Funds			
INNASDAQ	16.20	+0.11	26.6	JPMORG	12.60	+0.04	-2.2	DivGro	64.72	+0.41	1.9	MuItYAdml	9.73	+0.02	-2.2	TgtRet2050	40.21	+0.24	6.4	WCMFocIns	19.81	+0.02	0.8
PurItm	21.25	+0.12	5.0	BondRgnr I Class				Growth	80.63	+0.76	30.9	MuItYAdml	12.88	+0.01	1.4	TgtRet2060	41.31	+0.25	6.4	Western Asset			
SAIUUSMnVollnGrd	17.38	+0.15	5.0	CoreBond	9.66	+0.03	-1.7	LgCpGowL r	59.72	+0.64	30.1	MuLTrAdml	10.01	+0.02	-2.7	TgtRet2055	44.86	+0.27	6.4	CoreBondB	NA	...	NA
SAIUUSMnVollnGrd	17.38	+0.15	16.4	Eqlnc	21.08	+0.13	-5.1	MidCap	92.34	+0.32	4.1	MuLTrAdml	10.51		0.4	TgtRetRtnr	12.80	+0.04	2.1	CoreBlusRrl	NA	...	NA

The following explanations apply to the New York Stock Exchange, NYSE Arca, NYSE American and Nasdaq Stock Market stocks that hit a new 52-week intraday high or low in the latest session. **% CHG**-Daily percentage change from the previous trading session.

Tuesday, October 24, 2023											
Stock	52-Wk Sym	Hi/Lo	% Chg	Stock	52-Wk Sym	Hi/Lo	% Chg	Stock	52-Wk Sym	Hi/Lo	% Chg
Highs											
AbrnSpacI	ASPAU	12.60	-4.3	AbleViewGlobal	ABVL	2.46	-0.4	AstriaTherap	ATXS	4.48	-1.1
AbrnSPACI	ASPA	15.00	14.0	AbrnSPACI	ASPA	6.70	14.0	AstriaTherap	ATXS	4.48	-1.1
AvePoint	AVPT	7.65	1.9	AcclRxPharm	ACRX	0.51	-2.2	Aterian	ATER	0.28	-0.3
BoltonBio	BLTE	37.98	3.5	ActiniumPharm	ATNM	5.37	...	Atrenw	RETE	1.40	-0.7
DirectSellingUn	DSAUJ	15.09	29.5	AdiaNortye	ANL	8.03	-6.2	Atrion	ATRI	332.36	-0.6
FTACEmeraldAcqn	EMLDU	11.50	5.3	AdiaTheront	ADTH	1.11	-0.9	aTyPharma	LIFE	1.21	-1.6
FitLifeBrands	FTLF	22.74	1.1	AdvaAuto	AUDC	47.99	-0.4	Audioc	AUDC	0.21	-2.2
ForbionEuro	FRBNU	21.90	65.3	Affirmed	AFMD	0.33	-3.4	AvalonGlobeCar	ALBT	0.56	-2.1
ForbionEuroWt	FRBNW	1.31	-13.8	AgapeATP	ATPC	0.95	-7.5	AvenueBio	ATXI	0.50	-1.6
Frontline	FRO	21.50	2.4	Agenua	AGEN	0.75	-13.8	BCB Bancorp	BCBP	9.48	-1.7
GBIOMyMetaverse	GMM	8.05	14.3	AgilentTechs	A	105.36	3.4	Bio-key	BKY	0.19	-9.5
HealthwellAcqnt	HWEU	11.35	6.4	Agriforce	AGRI	1.92	-6.7	BioRx	BOFX	7.08	-1.6
HealthwellAcqnt	IOAC	12.52	6.3	AkoustiTechs	AKTS	0.59	-0.7	BabcockWilcoxNs	BWB	18.05	0.3
Intervet	INTR	4.68	7.4	AlaskaAir	ALK	31.63	-2.1	Bailayun	BTC	3.01	4.1
LianBio	LIAN	34.9	117.3	AlbanysInt	ALN	80.26	-1.0	BankofAmerica	BAC	25.40	0.4
Lifetantage	LFVN	8.37	13.8	AlexanderBaldwin	ALEX	15.56	1.6	BankofMontreal	BMO	75.90	1.3
LogitechInt	LOPI	77.32	12.9	AlexandraRtEst	ARE	93.04	1.3	BankNovaScotia	BNS	40.73	-1.1
M-tronIndus	MGTI	29.93	11.6	AligosTherap	ALGS	0.54	2.1	Bank7	BSN	21.08	-2.0
MetaltechTechnol	MATH	1.61	0.6	AlliedGaming	AGAE	0.85	-1.8	Banner	BANR	39.37	-2.5
MontereyCap	MNCA	10.92	-0.6	Allot	ALIT	1.83	-0.0	Barclays	B	6.31	-7.0
NatureSunshine	NATU	18.69	4.2	AltoVr	ALVR	1.41	-0.7	BarnesGroup	B	30.88	2.3
NewRelic	NEWR	86.42	0.1	AltaEquipment	ALTA	9.95	-0.3	BathBioBkys	BBWI	28.39	-2.4
NuHoldings	NU	8.42	-1.0	Ambarella	AMBA	47.65	-0.1	BaudaxBio	BBRX	0.43	0.8
PHIndustries	PHIN	12.80	0.6	AmericanLithium	AMLI	1.00	5.8	Beachbody	BODY	0.21	-8.1
SWK9XNts2027	SWKH	24.98	11	AmRtlynn	AMR	12.42	-0.9	BeamGlobal	BEEM	5.71	-3.5
Seagen	SGEN	217.45	0.3	AmericanRebel	AREB	0.40	-0.5	BetterTherap	BETB	0.17	-3.1
StructureTherap	GNCR	69.96	1.8	AmerVanguard	AVD	8.80	-6.7	BeyondMeat	BYND	6.07	-2.4
TenXKeaneAcqn	TKNK	10.91	0.3	AmesNational	ATLO	15.01	-0.6	Bio-Techne	TECH	62.59	0.3
UraniumEner	UEC	5.83	2.9	AmplusTech	AMPX	2.60	-13.9	BioAtla	BCAB	13.2	-7.6
ViveonHealth	VHAQU	13.09	2.2	AnnayCap	NLY	15.46	-2.6	BioGenom	BNGM	3.16	-13.0
				ApogeeTherap	APGE	15.52	3.5	BioRadLab B	BIOB	30.10	-5.1
				ApollisTech	APLM	0.90	-5.4	Bio-RadLab A	BIOA	298.61	0.0
				AppliedDNA	ADNO	0.80	0.3	BitNileMetaverse	BNMV	0.56	-3.7
				AquasSountyTech	ASNT	1.67	-2.6	BlueFoundryBncp	BLFY	7.52	-0.4
				ArbeRobotics	ARBE	1.71	-3.2	BlueStarFootbs	BSFC	0.14	3.3
				ADM	ADM	69.46	-4.0	BlueWaterBio	BWV	0.32	0.8
				AMRIVS	AMRIVS	0.06	-8.1	BostonOmaha	BOC	14.43	0.4
				ARVL	ARVL	0.98	-0.1	BraemarHtsPtdB	BRHP	10.58	1.9
				ASHC	ASHC	0.23	-2.6	BraemarHtsPtdB	BRHP	10.58	1.9
				AspenSurp	ASPS	16.19	1.1	Brea	BREA	0.62	-25.3
				AspenSurp	ASPS	16.19	1.1	BridgeInvrt	BRG	7.00	-1.9

Borrowing Benchmarks

wsj.com/market-data/bonds/benchmarks

Money Rates

October 24, 2023

Key annual interest rates paid to borrow or lend money in U.S. and international markets. Rates below are a guide to general levels but don't always represent actual transactions.

Inflation			
Sept. index level	Chg From (%)		
Latest	Week ago	- 52-Week - High	Low
U.S. consumer price index			
All items	307.789	0.25	3.7
Core	310.817	0.23	4.1
International rates			
Latest	Week ago	- 52-Week - High	Low

Secondary market				
Fannie Mae				
30-year mortgage yields				
30 days	7.356	7.265	7.495	5.244
60 days	7.400	7.292	7.554	5.250
Other short-term rates				
Latest	Week ago	- 52-Week - High	Low	

BANKING & FINANCE

Shares of Two Chinese Brokers Soar

Futu and Up Fintech have benefited from rising interest rates in the U.S.

By Elaine Yu

When a Chinese regulator blocked investors from opening accounts with online brokers **Futu** and **Up Fintech**, it dealt a blow to the pair, which had for years seen mainland China as a key source of growth.

So why have the U.S.-listed stocks of the two companies surged since then?

Futu and Up Fintech catered to traders in mainland China until the country's securities regulator said earlier this year they had violated laws by allowing customers there to trade stocks listed overseas. Their apps were pulled from online stores in May. The stock prices of both brokers fell in the days following the news.

But Futu's stock is now up more than 40% this year, while shares in Up Fintech have jumped about 33%. The Nasdaq Golden Dragon Index, which tracks dozens of Chinese companies listed on American exchanges, is down about 8% this year.

Both brokers suffered lower trading volumes in the second quarter, but their revenues jumped. Futu's revenue were about 42% higher than the same period in 2022, and its \$143 million net income was three-quarters higher than the year before. Up Fintech, also known as Tiger Brokers, turned around from a loss in the second quarter of 2022 to a net income of \$13.2 million this year and its total revenue jumped by almost a quarter.

The two brokers have benefited from a sharp rise in interest rates—and some lucky timing.

The Federal Reserve is near



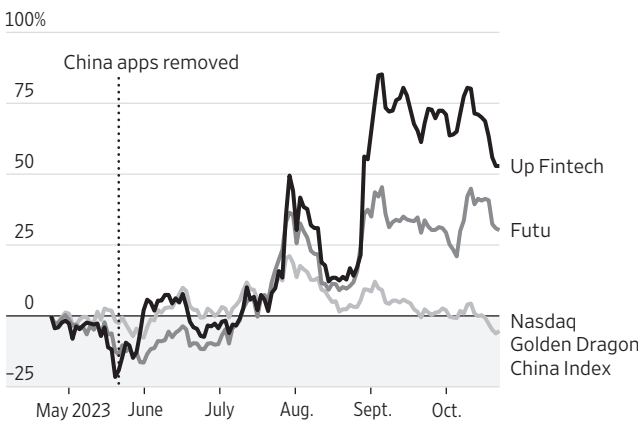
Futu's stock is now up more than 40% this year. A company booth at an event in Hong Kong.

the end of a historic cycle of interest rate increases. That has pushed up yields on money market rates to 16-year highs and created an easy way for brokers to earn profits. Interest rates in Hong Kong, where both Futu and Up Fintech have clients, have tracked U.S. rates higher.

Since most brokers pay relatively low interest rates on the money they hold for clients, they can earn a lot by simply investing some of that money in low-risk securities and pocketing the difference between what they pay and what they earn. This is a classic business model of commercial banks but brokers' clients often pay little attention to the interest rates they are offered.

This difference in interest rates is the primary source of income for most brokers today and it was a major driver of revenues at both Futu and Up Fintech, said Jason Hsu, founder of Rayliant Global Advisors, an asset manager.

Share-price and index performance, past six-month



Source: FactSet

These brokers have also shifted their focus away from China during a year in which the country's stock market has faltered. There are more than 300 million small investors in mainland China, but they have become more cautious this year, shifting their money out of stocks and into safer investments. China's benchmark

CSI 300 index has fallen almost 10% since the start of the year. The economy is suffering from a prolonged slowdown.

Before Chinese authorities barred the brokers from taking new customers in mainland China late last year, Up Fintech said in its 2022 annual report its customers were

“generally sophisticated Chinese investors living in and outside China.”

The two brokers have now turned elsewhere for growth. Up Fintech, which counts Interactive Brokers as an investor, said 45% of its newly funded accounts in the second quarter were from Singapore, nearly a quarter were from Australia and New Zealand, about a fifth were from the U.S. and a 10th from Hong Kong.

Futu, which is partly owned by Chinese internet giant Tencent, said its mainland customers account for less than a third of its total customers. In 2021, 41% of Futu's paying customers were from mainland China, according to estimates by Quaero Capital, an investor of Futu, based on information provided by the broker.

“It got screwed over the last two years by regulation, but you know what? It's made it a stronger business,” said Alice Wang, a portfolio manager at Quaero Capital, citing Futu's expansion in overseas markets.

Foreign investors have helped drive the slump in the stock prices of Chinese companies, including many of those listed in the U.S. But Futu and Up Fintech don't have many shareholders outside Hong Kong and mainland China, which partly saved them from a selloff this year that came as foreign investors pulled back from Chinese stocks, said Tian Hou, founder of T.H. Capital, a China-focused research and investment-advisory firm.

“A negative becomes somehow positive,” Hou said.

Although Futu and Up Fintech removed their trading platforms from mainland China's app stores in May, their existing clients in the country can still trade on those apps, the companies said at the time.

Healthcare Investor OrbiMed Raises Billions

By Brian Gormley

OrbiMed Advisors has raised more than \$4.3 billion to invest in healthcare, giving the investment firm significant firepower at a time when many startups are struggling to secure funding.

New York-based OrbiMed said it raised just more than \$1.86 billion for its ninth venture-capital vehicle, \$1.71 billion for its fourth royalties and credit pool, and a \$751 million Asia fund, its fifth fund focused on the region.

OrbiMed's latest venture and royalty-and-credit funds are its largest yet, while the Asia fund is smaller than its \$800 million predecessor raised in 2021.

Venture firms are now often investing at a slower pace, reserving more capital for existing portfolio companies,

and taking larger stakes in a smaller number of businesses, said Kevin Eisele, managing director, equity capital markets, with investment bank and investment-and-wealth-management firm William Blair.

Biotech venture funds, however, remain appealing to investors because innovation in the field continues, he said, adding, “There is still an appetite to support novel science and new ideas.”

U.S. healthcare venture capitalists had rounded up \$13.7 billion at midyear, putting 2023 on pace to nearly equal the record \$28.3 billion they amassed in 2021, accord-

ing to Silicon Valley Bank.

Yet venture investment in healthcare is sliding from its peak during the Covid-19 pandemic. Private biotech companies raised \$38.1 billion in U.S. and European venture capital in 2021, \$24.5 billion in 2022, and \$12.7 billion through three quarters this year, according to William Blair.

OrbiMed plans to make a similar number of deals from its new funds as it did with prior vehicles, but it expects to take larger stakes and hold significant reserves for follow-on investments, said Carl Gordon, an OrbiMed managing partner.

He said that the firm in-

tends to invest its new venture fund in 40 to 45 companies.

While the venture fund takes equity in early-to-later-stage companies, OrbiMed's royalty and credit vehicle appeals to companies seeking alternatives to equity, said General Partner Matthew Rizzo. Royalty financings include deals in which OrbiMed acquires a portion of a company's future revenue. The fund also provides structured debt capital.

OrbiMed began its Asia investment strategy in 2008 to tap trends such as rapidly developing middle classes, aging populations and rising demand for healthcare, said Carter Neild, a managing partner, adding those developments continue to play out.

Recently, biotech venture investment in China has

cooled as the nation's economy has slowed and foreign investors have pulled back. But OrbiMed's team is seeing innovative drug-discovery companies emerge in China, and the firm is finding several opportunities in India to back expanding, commercial-stage businesses, Neild said.

Adam Gibbons, a partner with family office Latash Investments, said OrbiMed has delivered strong returns over the years and now is an opportune time for an experienced firm to put capital to work. Latash began investing in OrbiMed funds in the mid-2000s.

“We look at this current marketplace and vintage as potentially being a really strong one because capital is expensive and only the best companies are going to survive,” he said.

Venture investment in healthcare is sliding from its pandemic peak.

Banks Face New CRA Regulations

Continued from page B1
version of the rules and that it will be possible for banks to get outstanding ratings. Some industry officials, in their initial response to the 1,500 pages of the new requirements, said changes from last year's proposal would likely satisfy many lenders' criticisms.

Fed governor Michelle Bowman, a Republican, voted against the final rules, saying regulators hadn't proved that banks aren't doing enough to meet the credit needs of their communities.

“There is no evidence provided to support this premise,” she said.

The Fed, Office of the Comptroller of the Currency and Federal Deposit Insurance Corp. signed off on the requirements on Tuesday. Banks have until January 2026 to comply with most of the new provisions.

The regulators don't need congressional approval to rewrite the requirements for

banks, but they would for non-bank lenders that aren't covered by the new rules. Non-banks offer lots of consumer lending, including mortgages.

The Community Reinvestment Act is one of the top tools the government uses to encourage banks to lend more to low- and moderate-income communities. Banks are typically examined every three years, and a bad grade effectively prohibits mergers. At present, most banks get passing grades on their CRA examinations.

Agency officials told reporters they couldn't immediately estimate how many would win satisfactory ratings or higher under the new requirements.

The revamp comes as the Biden administration has pledged to do more to address gaps in wealth, incomes and access to financial services between white and Black Americans and other racial minority groups.

Attorney General Merrick Garland last week announced the Justice Department's 10th settlement since 2021 over discriminatory lending against minority communities. The \$9 million settlement with **Ameris Bank** came over allegations that it avoided underwriting mortgages in predominantly Black and Latino communities in Jackson-



Fed governor Michelle Bowman voted against the final rules.

ville, Fla., and discouraged people from getting home loans there. The bank in a statement said it denied violating fair-lending laws and agreed to the settlement to “avoid the distraction of litigation.”

In recent years, the CRA rules have become a source of conflict between community groups that want the rules to be enforced strictly and bankers, who argue the regulations are too bureaucratic and ha-

ven't kept up with technological changes, among other criticisms.

Under rules last updated in 1995, banks were required to lend to lower-income communities in the area around their offices, even though they now accept deposits and make loans around the country via online accounts.

This has led to a glut of spending in places such as Salt Lake City, where dozens of banks are based that have

no branches elsewhere.

Some affordable housing advocates said Monday, ahead of the new rules' release, that it is unclear if the revamp would increase low-income lending and that it might take a while to absorb the details of Tuesday's plan.

“We don't know if this will be a big step forward or a big step backward,” said Benson Roberts, president and chief executive of the National Association of Affordable Housing Lenders.

Jesse Van Tol, CEO of the National Community Reinvestment Coalition, a fair-lending advocacy group, said Tuesday's plan would boost bank requirements in a way that would “drive billions of additional loans and investments to underserved communities.” CRA, he said, was much larger than other federal programs aimed at community development.

In the Trump administration, the Comptroller completed a revamp that also sought to modernize the rules for the era of online banking.

Those rules were rescinded before banks had to comply, and the Biden administration launched a new rewrite. In 2022, regulators proposed a new version.

—*Sadie Gurman contributed to this article.*

Barclays Profit Falls, Eyes Revamp

By Josh Mitchell

Barclays said it will overhaul its business after a sharp drop in profit raised further doubts about its ability to compete on Wall Street.

Profit fell 16% in the three months through September, the bank said Tuesday. That contrasted with strong results this month from U.S. lenders JPMorgan Chase, Wells Fargo and Citigroup.

Chief Executive C.S. Venkatakrishnan acknowledged that Barclays is underperforming its U.S. peers and said it is developing a plan to cut costs and shift resources among its businesses to lift its share price.

“In every part of the bank there are things we can be doing better,” he told investors.

The bank said it is considering “material structural cost actions” and will unveil a plan in February.

Barclays is alone among Britain's banks in maintaining significant U.S. investment-banking operations. It is suffering from a broad deal-making slump, reduced trading activity and stiffer competition for customer deposits.

Barclays's London-listed shares fell 6.5% on Tuesday.

Quarterly profit attributable to ordinary shareholders fell to £1.27 billion—equivalent to about \$1.56 billion, and ahead of a consensus compiled by Barclays.

Profit at the corporate and investment bank fell 29%. The bank saw a sharp fall in income from advising on deals, and a dropoff in bond trading.

Deposits at its U.K. retail bank fell. Consumers are spending down savings due to high inflation and are putting cash in accounts that pay higher interest rates at competitors, Finance Director Anna Cross said, adding that loan losses are modest.

Barclays's net interest margin, or the difference between what it pays depositors and what it earns from lending, is being squeezed by heightened competition. Barclays cut its estimate for this margin to a range of 3.05% to 3.1%.

Regulators In U.K. Scrap Bonus Cap For Bankers

By Josh Mitchell

U.K. regulators removed a cap on how much banks can reward star traders and deal makers—part of a broad bid to lure talent to London from New York and other financial centers.

Since 2014, U.K. banks have been subject to European Union rules limiting yearly bonuses to twice an employee's salary. For bankers earning \$500,000, that means they can get no more than a \$1 million bonus.

The bonus cap will be scrapped under a plan unveiled last year and finalized Tuesday by the Financial Conduct Authority and the Bank of England's Prudential Regulation Authority. The new rule takes effect Oct. 31 and will allow banks to pay unlimited bonuses for this year and beyond.

The bonus cap was part of Europe's response to the 2008 global financial crisis. The EU argued that the prospect of big end-of-year bonuses had encouraged bankers to engage in risky trading and investments that contributed to the crisis. They put the cap in place to reduce the incentives for risk-taking.

Banks opposed the rules, arguing they simply led to higher fixed salaries. They say the shift means bankers are highly paid even in years when they perform poorly.

The rule change shows how Britain is able to diverge from EU rules after leaving the bloc. Still, it risks political backlash in a country that was home to several big banks at the center of the 2008 financial crisis.

HEARD^{ON}THE STREET

FINANCIAL ANALYSIS & COMMENTARY

Spotify Hits All the Right Notes

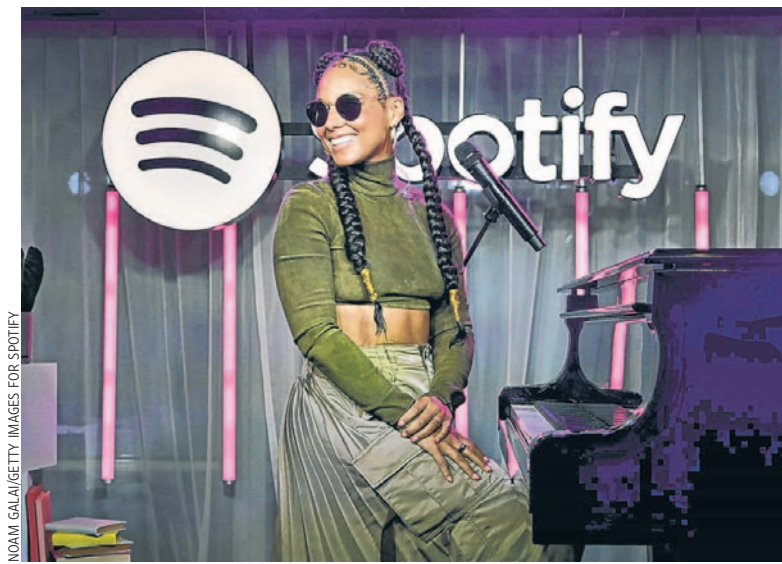
Music streamer’s subscriber and margin growth after price increases affirms its spot in the industry

Spotify’s position as a middle-man doesn’t always win it a lot of fans. But as the music streamer’s latest results show, that position isn’t as precarious as it seems. Spotify said Tuesday that it added six million new paying subscribers during the third quarter, which was well over the four million the company forecast three months ago. It projected adding nine million new paying subscribers in the fourth quarter, topping the eight million analysts projected. The company predicted that it would end the year with more than 600 million monthly active users—a mix of paying subscribers and those listening to the service’s free, ad-supported tier.

The boost in paid subscribers is notable considering the quarter saw Spotify raise the price on its U.S. subscribers. That bump of 10% to the \$9.99 monthly premium individual price that Spotify maintained for years clearly didn’t drive away customers. That timing made Spotify look almost charitable given that much-better-capitalized peers Apple and Amazon raised the prices on their music-streaming offerings months earlier. The price increase and cost-cutting moves from earlier in the year helped Spotify deliver a surprise operating profit for the third quarter—its first in two years.

The strong results and forecast helped lift Spotify’s shares by 10% on Tuesday.

That is a notable move for a stock that had nearly doubled since the start of the year and has handily outperformed video-streaming plays such as Netflix and Roku as investors grapple



Artist Alicia Keys at an event with Spotify earlier this month.

with major shifts under way in that business.

But Spotify is trading more than 40% below the market value it commanded just two years ago, before its stock went into a deep funk over concern about the company’s growth potential and its runaway spending on initiatives such as exclusive podcasts.

That strongly suggests more upside is possible.

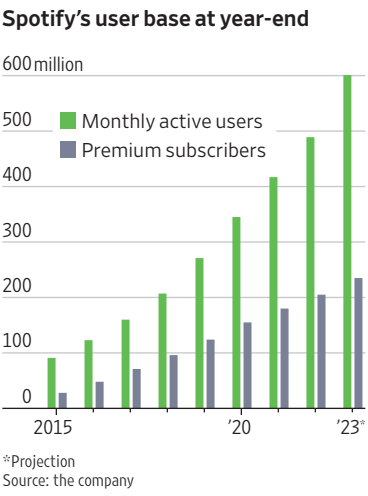
Spotify’s business model has long been viewed with some skepticism given the structure of the music industry that puts control of most of the valuable music rights in the hands of three big record labels. That structure means Spotify spends nearly three-quarters of every dollar in revenue on royalties and other direct costs well before the company’s own ex-

penses come into play.

Spotify has thus commanded a gross margin of a little over 25% for the 12-month period ended in September, compared with 39.5% for video streaming giant Netflix.

But Spotify occupies a key position in the music industry’s value chain.

Streaming now accounts for most recorded-music revenue—84% in the U.S. for the first half of this year, according to data from the Recording Industry Association of America. It has more than twice the U.S. listener base of Apple, Amazon and YouTube’s paid-music streaming tier, according to a survey in June by Evercore ISI. That makes Spotify hard to ignore for music artists and their labels seeking to maximize their audience.



And Spotify’s closely watched gross margins are moving in the right direction. The company’s gross margin of 26.4% in the third quarter represented an improvement of more than 2 percentage points in just three months. The company also projected further growth in the fourth quarter and said on its conference call that it expects “continued improvement” next year—even with the rollout of a new audiobook offering.

In a note to clients last week, Evercore analyst Mark Mahaney predicted an “inflection year” for Spotify’s gross margins in 2023. “If we are right on this, and Spotify is able to demonstrate pricing power—a successful price increase with limited impact to its very robust subscriber growth—then we see Spotify’s shares moving higher,” he wrote.

The music streamer has room for an encore.

—Dan Gallagher

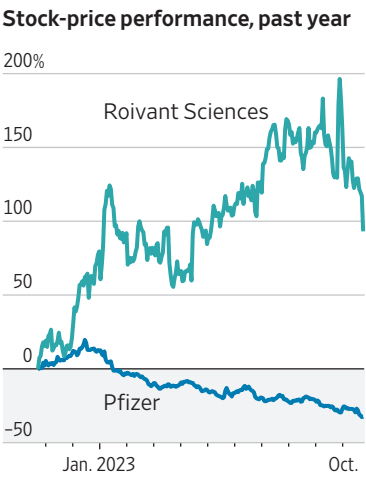
Pfizer Misses Out on a Biotech Home Run

You can’t completely blame **Pfizer’s** executives, yet **Roche’s** \$7 billion acquisition of a bowel-disease treatment that Pfizer owned until last year isn’t a great look.

In a deal that now feels like a biotech version of “Moneyball,” **Roivant** announced it was selling an asset that only 11 months ago it got for free from Pfizer. (The Wall Street Journal had reported the talks back in July.) Big pharma companies focused on the drug industry equivalent of free agent signings will often overlook one of their own hot prospects.

Pfizer licensed the monoclonal antibody to Roivant last December with the idea that the biotech would shoulder the heavy costs of developing the drug, which targets a protein linked to inflammation called TL1A, while Pfizer would hold on to a 25% equity stake. The speed at which the drug went from Pfizer to Roivant and then to Roche stunned even Wall Street veterans long accustomed to seeing pharma pass on promising compounds. Pfizer certainly didn’t anticipate one of its big pharma rivals swooping so quickly.

Barclays analyst Carter Gould had an awkward exchange with Pfizer management during its second quarter earnings call after the Journal reported the Roche talks: “You out-licensed your TL1A late



last year. Your partner then turns around and sells it for quite substantially more ... Were Pfizer shareholders well served by this course of events?”

In response, Pfizer Chief Business Innovation Officer Aamir Malik said that the deal was part of a research-and-development prioritization decision and that since Pfizer was keeping full rights to the drug outside Japan and the U.S. plus the 25% stake, the collaboration with Roivant would still give Pfizer upside without incremental R&D costs.

But in the end there were barely

any additional costs for Roivant. As analyst Yaron Werber at TD Cowen notes, Roivant incurred \$15 million in expenses and is getting more than \$5 billion in cash.

Under the terms of the deal, the Swiss pharmaceutical giant will pay \$7.1 billion up front for **Telavant Holdings** and make a near-term milestone payment of \$150 million. Roivant gets to take the cash and use it for new investments.

In fairness to Pfizer, the treatment still isn’t approved by the Food and Drug Administration and it remains to be seen what its true potential could be. But as soon as Pfizer let go of the therapy, TL1A-targeting drugs suddenly became the next hot thing.

Pfizer announced its deal with Roivant on Dec. 1, 2022. On Dec. 7, shares of **Prometheus Biosciences**, a rival biotech developing a similar drug, soared after studies testing its drug in ulcerative colitis and Crohn’s disease were positive. Then in January, Roivant reported positive results from a midstage study in ulcerative colitis. By April, **Merck** agreed to pay an eye-popping \$10.8 billion to buy Prometheus.

The high price tags reflect pharma’s interest in drugs that work in autoimmune diseases as some of the biggest blockbusters in that category, **AbbVie’s** Humira and

Johnson & Johnson’s Stelara, lose patent protection. The thing about such drugs is they often work for multiple indications, creating blockbuster potential for big pharma. In an interview with the Journal, Roche’s pharma chief, Teresa Graham, said the drug’s mechanism of action means it could have potential in dermatology, rheumatology and gynecology.

“This is a \$15 billion market just in the U.S. and that’s just in [inflammatory bowel disease]. This molecule clearly has megablockbuster potential,” said Graham.

In making the decision to license its drug, Pfizer may have been suffering from immediacy bias. Pfizer in 2021 spent \$6.7 billion to acquire Arena Pharmaceuticals, which gave it an oral pill for ulcerative colitis that would hit the market first. That drug was approved earlier this month and will be a more immediate moneymaker for Pfizer. David Risinger, an analyst at Leerink Partners, projects 2030 sales of \$2.2 billion.

Pfizer is getting about \$1.4 billion from this deal and would benefit from the drug’s commercialization. But seeing a potential blockbuster slip away at a time when it is struggling to replenish diminishing Covid-19 revenue is a bitter pill for investors to swallow.

—David Wainer

There Are Reasons to Worry About Banks’ Business Lending

Regional banks are facing the prospect of a slowdown in one of their bread-and-butter offerings, business lending.

There has been much talk of risk centered on credit cards and offices, and not without reason. But these aren’t usually the most important kinds of loans to the typical regional bank. Instead, a core kind of lending for many of the large regionals is to enterprises.

This includes commercial-and-industrial loans, such as lines of credit that companies can tap when they need cash. There is also lending to businesses secured by real-estate collateral that they own, such as a medical practice’s offices. The risk of these so-called owner-occupied loans is largely tied to the business’s performance, rather than the prospect of office space sitting unleased.

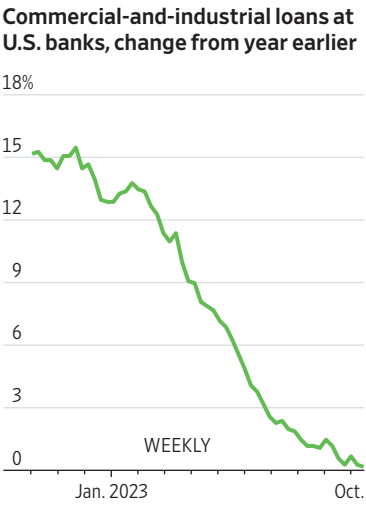
So far, credit risk in this area has remained restrained, looking relatively strong through the first half of the year. The delinquency rate on

business loans as of the second quarter was still nearly one-third lower than its average from 2010 to 2019, according to Federal Reserve data.

But bad loans aren’t the only thing to worry about. A lack of growth also can weigh on bank earnings. This is especially true when deposit rates are rising, making commercial loans that are often floating rate—meaning they automatically yield more as interest rates go up—critical to offsetting those higher costs. These business lending relationships also often generate more deposits.

In third-quarter reports so far, larger regional banks on average showed 4% annualized quarter-over-quarter declines in total lending, while megabank lenders and smaller banks with under \$100 billion in assets on average both grew, according to figures tracked by Autonomous Research.

At **Fifth Third**, executives told analysts last week that corporate



clients “remain cautious with respect to their growth plans,” and **U.S. Bancorp** told analysts that they were looking for more certainty on the interest-rate and inflationary environment. **PNC Financial Services** on its call noted a

drop in the rate at which companies refinanced their revolving credit facilities as companies waited for borrowing costs to improve.

Many banks still anticipated a lending uptick next year and said that core clients remain in good health. But it might take a while for rates to improve, depending partly on how the Fed proceeds. On Monday, 10-year Treasury yields briefly rose above 5% before falling back a bit, signaling expectations that rates are set to remain higher for longer than many thought even a quarter ago. That means demand for new loans might remain subdued. “Hard to justify a new project when you’re paying 9% or 10%,” says Autonomous Research bank analyst Brian Foran.

By some measures, companies led the way when it came to taking advantage of cheap credit when it was on offer. During the years of superlow rates, banks’ commercial lending grew at an inflation-ad-

KKR’s Chip Play Will Win Big In Japan

Private-equity giant **KKR** has scored a win in Japan, and with a chip-price rebound probably around the corner, their timing looks impeccable. Investors should consider going along for the ride.

Semiconductor-equipment maker Kokusai Electric will start trading Wednesday in Tokyo after raising around \$720 million in an initial public offering last week. That makes the deal Japan’s largest IPO in almost five years, according to Dealogic. KKR has owned the company—which used to be controlled by Hitachi—since taking it private in 2018. Kokusai is valued at \$2.8 billion at its IPO price, potentially netting KKR a return of more than 60% in Japanese yen terms, excluding leverage.

Kokusai makes equipment used in a process called deposition, which coats thin films of material onto silicon wafers. The firm excels in a technology called batch atomic layer deposition, which allows several wafers to be processed at the same time. The tool is important for making memory chips. Samsung Electronics is Kokusai’s largest customer—making up around a quarter of its revenue in the June quarter.

Due to the chip downturn, Kokusai had a rough year. Net profit for the fiscal year ended in March fell 21% from a year earlier. The June quarter was worse, with profit falling 72% year on year. Many chip makers, particularly memory-chip makers, cut back capital expenditures in 2023.

But Kokusai has picked an opportune time to list, as investors look past the chip industry’s woes toward an expected recovery next year. Shares of Tokyo Electron gained 54% this year. Shares of some smaller chip-equipment makers rose even more: Stock in Advantest, which makes semiconductor testing tools, nearly doubled in price.

At its IPO price, Kokusai trades at around 11 times earnings for the year ending in March, slightly cheaper than other small Japanese chip-equipment makers. Screen Holdings trades at 14 times the last 12 months earnings through June, according to FactSet. But Kokusai could have a rougher time given its heavy exposure to memory-chip makers. It competes with Tokyo Electron in deposition tools, but it is much smaller in size due to its more focused range of products. Tokyo Electron has a market value of about \$63 billion. It is considerably pricier—it trades at 21 times earnings.

Another worry is geopolitics. Thin-film deposition tools are among the equipment that are subject to export restrictions implicitly targeting China. Around a third of Kokusai’s revenue for the fiscal year ending in March came from China.

Geopolitics have bitten the company before. U.S. rival Applied Materials tried to buy Kokusai in 2019 for \$3.5 billion, but the acquirer had to walk away two years later after Chinese regulators sat on the deal. But a new way to play the upstream end of the chip supply chain—particularly a relatively affordable one—doesn’t come around that often. Investors will likely welcome the chance to dive in. —Jacky Wong

A special report by *Barron's* magazine, a Dow Jones publication

BARRON'S WEALTH & ASSET MANAGEMENT GROUP

GUIDE TO WEALTH

OCTOBER 25, 2023



How to Invest \$100,000 Now

Looking to put some fresh money to work?
Barron's investment writers share their favorite ideas for the current market.

ILLUSTRATIONS BY LOUIS OTIS

With stocks well off their 2023 highs, bonds down for the year, and investors hanging on to the Federal Reserve's every word, it can be tough to decide where to invest new money. To help out, we've asked some of *Barron's* top writers to share their best ideas. (*Barron's* policy prohibits writers from investing in industries they cover.)

For this special report, we asked each writer to envision an investor who has a few million dollars in a well-diversified portfolio and then comes upon an extra \$100,000 to invest. These are our best ideas for your next \$100,000, not your first \$100,000. These aren't "play money" gambits. They are sound investment ideas for serious investors.

Retail Must-Haves

Teresa Rivas



Much as youth is wasted on the young, windfalls seem wasted on the reckless and impulsive. I imagine how smart a recipient I would be, should fate provide me with an unexpected bonanza. No flashy

mansions, please—I'll take modest returns and long-term security. Rather than a wild weekend with my money, I want a long-term relationship.

If a spare \$100,000 were suddenly burning a hole in my pocket, I would opt for long-term compound earnings growers, with a dividend to sweeten the pot.

With that in mind, I'd take a stroll down the aisles at **Walmart** (ticker: WMT). At a time when the biggest retailers keep getting bigger, and technology increasingly affects shopping, Walmart keeps winning. It turned its pandemic bounce into a permanent advantage, and has been attracting even higher-income shoppers, thanks to its subscription service and low prices at a time of high inflation. It may never be chic, but it won't offer the disappointment of a Target/designer collaboration that

sells out minutes after midnight, either.

But because this extra windfall is your chance to buy companies that aren't necessarily cheap but that you've always wanted, I'll share a few more long-term favorites.

Please consider:

Chipotle Mexican Grill (CMG). It has been on the upswing for a long time, with little sign of slowing down. It doesn't pay a dividend, but what is extra money for if not to scratch the "what if" itch, however briefly? Plus, every time I buy a burrito, it will be like putting cash back in my pocket.

Costco Wholesale (COST). It just celebrated its 40th anniversary—and what a four-decade run it has had. The warehouse club boasts a cadre of loyal, well-heeled bargain hunters, a cult following for its

Continued on the following page

GUIDE TO WEALTH



Continued from the previous page

“The market views [Covid vaccine makers Moderna and BioNTech] as one-trick ponies. What the market is missing here are huge cash piles and genuine R&D platforms and pipelines.”

Michael Pye, Baillie Gifford

private-label brands, and an impressive stock chart.

Finally, consider **e.l.f. Beauty** (ELF). This affordable cosmetic stock doubled and doubled again since I wrote about it in 2021. It's pricey now for sure, but the heart wants what the heart wants. And with \$100,000 to play with, the wallet can afford it. ■

Covid Vaccine Plays

Andrew Bary



Covid is receding as a concern for most Americans, and that has depressed the shares of Covid vaccine makers **Moderna** (MRNA) and **BioNTech** (BNTX). Covid vaccine sales are expected to drop sharply this year, with Moderna projecting that it could generate \$7 billion from the product this year, down from \$18 billion in 2022.

Moderna makes the No. 2 Covid vaccine, while Germany's BioNTech collaborates with **Pfizer** (PFE) on the leading global vaccine. At about \$103 recently, Moderna stock is down 43% this year, making it one of the worst performers in the S&P 500 index. It peaked at nearly \$500 in 2021. BioNTech stock, recently at about \$110, is off 27% this year.

At those levels, investors with some new money to put to work could find bargains in both Moderna and BioNTech. They have ample cash reserves and promising drug pipelines that aren't reflected in their stock prices.

Their cash alone could offer what legendary value investor Benjamin Graham called a margin of safety. Moderna had \$14.6 billion of cash and investments on its balance sheet at the end of the second quarter, or about 35% of its \$40 billion market capitalization. BioNTech is even more flush, with nearly \$20 billion of cash and investments, or 75% of its market cap. BioNTech has more cash relative to its size than nearly any large company in the world.

BioNTech and Moderna are dependent on Covid vaccines for their revenue now, but they have big plans. BioNTech focuses on cancer and infectious diseases. Moderna believes that its messenger RNA technology is distinctive and gives it a powerful advantage over traditional drug companies. It is aiming for the launch of 15 new products by 2025, including one combining vaccines for flu, Covid, and respiratory syncytial virus, or RSV, in a single shot.

BioNTech remains profitable, trading for about 20 times projected 2023 earnings, while Moderna is operating at a loss, with red ink of \$4 a share expected this year. It probably could be in the black if it scaled

back its heavy research spending.

Other once-hot Covid plays, including **Zoom Video Communications** (ZM) and **Peloton** (PTON), have crashed in the past two years—understandable, as habits have changed since the peak of the pandemic. But the need for vaccines isn't going away, and new variants could be severe.

“The market views them as one-trick ponies” and tired ones, at that, says Michael Pye, an investment analyst at Baillie Gifford, the largest Moderna investor and one of the top BioNTech holders. “What the market is missing here are huge cash piles and genuine R&D platforms and pipelines.”

I suggest investors take a closer look. ■

Electric-Vehicle Picks

Al Root



I like to invest thematically in things I like to follow and learn about. Anyone reading me frequently (thank you) realizes that I love cars, both battery- and gasoline-powered versions. Assuming that my investment portfolio were well diversified and I leaned heavily on a financial advisor for the majority of wealth management, my incremental \$100,000 would go there.

But you have to do thematic investing smartly. Each new stock investment still has to be shares of a solid business. The theme is always just a cherry on top. There are plenty of stocks that fit an attractive theme that are lousy businesses.

I believe that **Tesla** (TSLA) is a solid business. It has leading technology and an enormous lead over most of the competition. I wouldn't put more into Tesla today. *Barron's* recommended Tesla in January, and the stock is up more than 100% since then. Now, with shares at about \$260, I'd recommend holding on to your original position if you have one, or simply owning Tesla via an exchange-traded fund based on the S&P 500, where it makes up about 2% of the index.

I wouldn't suggest piling into **Rivian Automotive** (RIVN), either. It doesn't make money yet. Rivian has a lot going for it, but I'm a traditional value guy, or value-who-likes-themes-and-some-growth guy. I prefer cash flow and profits.

Now you know what I wouldn't buy. How about what I would buy? More **Eaton** (ETN), **Ford Motor** (F), **BMW** (BMW.Germany), and **Albemarle** (ALB). All four are leveraged to the EV and electrification themes. Eaton makes a lot of the electrical components needed to expand the grid as the number of EVs on the road grows. The stock is close

to its 52-week high and trades at about 21.7 times estimated 2024 earnings. A little pricey, but things are good.

Albemarle is one of the world's largest miners of lithium, the key metal that goes into EV batteries. Albemarle stock is down about 49% from its 52-week high, falling along with lithium prices. But those prices, like other commodities, will normalize eventually, so I'd suggest adding shares when things look bad.

Ford stock is down about 21% over the past three months, pressured by contentious labor negotiations with the United Auto Workers. I am holding out hope that Ford will be an EV winner, even though the stock, at fewer than seven times estimated 2025 earnings, is priced for not winning in EVs.

Hope, of course, is a lousy investing strategy. Still, Ford's efforts to introduce EVs that align with its core brand offerings, such as EV Mustangs and EV pickups, mirror the strategy of the traditional auto maker that has probably done the best job of introducing EVs—BMW.

BMW has a wide range of EVs that all, frankly, look like BMWs. It sold some 88,000 fully electric cars in the second quarter, accounting for 14% of total sales. That is how you transition from gas to electric. ■

IBM Is an AI Play

Eric J. Savitz



Amid 2023's mania for stock plays on the generative artificial intelligence trend, investors have overlooked one that is arguably among the most compelling plays on both AI and cloud computing: the 112-year-old tech giant **IBM** (IBM).

Almost two years ago, I wrote a cover story for *Barron's* on the outlook for Big Blue, asserting that the company was showing signs of a turnaround after a decade of shrinking revenue. The catalyst was the 2020 decision to elevate Arvind Krishna to CEO, replacing Ginni Rometty, who retired from the top job after an eight-year run. IBM shares have appreciated 53% with Krishna at the helm, but there should be further gains ahead.

When Krishna took over, he refocused IBM on two areas: hybrid cloud computing and artificial intelligence. Krishna was talking about AI long before OpenAI launched ChatGPT in November, triggering the tech sector's current obsession. And IBM's AI roots run deep: It was more than a decade ago that the company's Watson AI platform appeared on *Jeopardy* and crushed the game's best players.

Meanwhile, Krishna took steps to streamline IBM's business, including spinning out the company's low-margin managed services business as an independent public company called Kyndryl. He also sold the Watson Health business, which had focused on applying AI to healthcare end markets, a move that confused some investors into thinking IBM had given up on AI entirely.

But IBM has doubled down on AI, with a new platform introduced this year called WatsonX. The new plan is to provide large language models and other AI tools to key IBM vertical markets, like financial services and manufacturing. BofA Securities analyst Wamsi Mohan explains that WatsonX is designed to help customers “quickly train and deploy custom AI capabilities while retaining control of their data.” His view is that IBM

has an “underappreciated AI portfolio,” and I think he's right.

IBM has no interest in producing a general-purpose large language model along the lines of those from **Alphabet** (GOOGL), OpenAI, **Meta Platforms** (FB), and others. Krishna sees public-facing AI apps as just a small portion of the opportunity. “It's like an iceberg,” he told me in June, with chatbots such as Microsoft Bing and Google Bard above the waterline. “There are more use cases that are not going to benefit from a large public model.”

IBM shares are dirt cheap, at about 14 times estimated 2024 earnings and about two times projected sales—and they have one of the highest dividend yields in the tech sector, at 4.7%. The stock this year is about flat, sharply underperforming the broader market. It doesn't require artificial intelligence to see the appeal here—just old fashioned investor smarts. ■

Bond-Ladder Benefits

Elizabeth O'Brien



I'm a hands-off investor, and bond ladders, which are constructed of bonds with staggered maturities, always seemed to involve more work than I was willing to put into my portfolio. But with Treasury yields near 16-year highs, the strategy bears another look. Plus, exchange-traded funds can make the laddering process easier to manage.

The case for bonds looks compelling right now, as markets have absorbed the Federal Reserve's message that interest rates will remain higher for longer than investors had initially expected. Stocks tumbled in September when that reality sunk in, and bond prices fell. Yields, which move inversely to prices, climbed to levels not seen since 2007. The 10-year Treasury bond recently yielded 4.6%, down from its recent 16-year high of 4.8%.

Bond yields may rise further, but with a ladder, you hold the bonds to maturity, which means you can essentially ignore the swings in bonds' underlying prices. If rates rise, you get to take advantage of higher yields as the shorter-term bonds mature and you reinvest the proceeds in new bonds.

There are many ways to structure a bond ladder, which can be built with Treasuries, corporate bonds, munis, or Treasury inflation-protected securities, or TIPS. Today, many bond pros see intermediate maturities as the sweet spot on the yield curve. One way to structure a \$100,000 bond ladder would be to put \$20,000 each in bonds maturing in three to seven years.

Dhruv Nagrath, a director of fixed-income strategy at BlackRock, suggests a compelling strategy for someone who plans to use a \$100,000 windfall as a down payment on a second home in a few years. She could divide her money among bonds that mature during her purchasing horizon. Other investors, who are looking for continuous income in retirement, could construct a ladder with five or even 10 rungs.

ETFs can make bond laddering easier to manage than buying individual bonds. BlackRock offers defined-maturity bond ETFs, which mature (and are delisted from the exchange) in their target year. The company recently added a TIPS bond ETF suite to its lineup. ■

BARRON'S SPECIAL REPORT

Save, Spend, or Splurge? What to Do With \$100,000 If You Don't Want to Invest It

Buying stocks or bonds might not be the best use of a sudden windfall.
Here are four other ways to put that money to good use.

BY ANDREW WELSCH



Many people who are blessed with financial security and receive a \$100,000 windfall would look for a hot stock to buy. But there are lots of smart ways to put the money to use to improve your life that have nothing to do with investing.

Of course, people with high-interest-rate debt or insufficient retirement savings should use an unexpected windfall to address those issues first. But assuming you've got the foundational stuff covered, here's what financial-planning experts recommend:

Smart giving. Individuals should take a "step back and think about how to impact the organizations and people you care about," suggests UBS Private Wealth advisor Aileen Farrell Schruth. That may lead you to give to charity. While writing a \$100,000 check is nice, there are smarter ways to give, Schruth says. For example, you could consider using a windfall to set up a donor-advised fund, or DAF, which has multiple benefits.

First, contributing \$100,000 to a DAF enables you to get an immediate tax benefit, a perk that can be especially valuable if you are currently in your high-earning years. This can also be a smart move if you know you want to make regular charitable donations well into retirement, when the income-tax deductions from your charitable giving might be less potent, says Schruth, who is based in New York.

Investors can contribute other assets, such as stocks, to a DAF, not just cash. Plus, money invested in the DAF grows tax free, which means you can take your time deciding which charities you want to support and when.

College help. Given how pricey tuition is, some investors may want to help children and grandchildren pay for college. A 529 plan is an ideal solution, and this savings vehicle will soon come with new benefits, thanks to recent changes enacted by Congress.

Here's why: Historically, some investors have shied away from putting too much money in 529 plans for fear of ending up with



HELP CLIENTS SEE PAST THE CLOUDS TO AMPLIFY YOUR VALUE

See how our actionable resources can help you turn uncertainty into advantage. Find your silver lining at mfs.com/silverlining.

GUIDE TO WEALTH

unspent funds; money taken from a 529 plan and used for nonqualified education expenses can be subject to a 10% penalty plus federal, state, and local taxes. But starting on Jan. 1, 529-plan holders can roll over up to \$35,000 of money held in long-term qualified tuition programs into a Roth IRA.

“For folks who are afraid of overfunding a 529 plan, this makes that less concerning to them,” says David Peterson, head of wealth planning at Fidelity Investments.

There are a few caveats. The 529 plan has to have been in place for 15 years before it is eligible for a rollover, and contributions and earnings from the five years leading up to the conversion are ineligible. Still, it’s a great way to put a \$100,000 windfall to good use.

You can help the grandkids get an education and jump-start their retirement savings.

Wedding bells and bonds. Some investors may want to set aside their windfall for big-ticket items they know they’ll have to shell out for in a few years, such as replacing a roof, renovating a kitchen, or paying for a wedding. As every homeowner knows, the costs of renovation work can add up quickly. And weddings, well, the sky’s the limit.

With today’s high interest rates, investors could put that money in a high-yield savings account. Online bank **SoFi Technologies** (ticker: SOFI), to pick one example, currently offers a savings account with a 4.5% annual percentage yield, or APY. Investors could also consider government bonds, says Majdah alQuhtani, an advisor at Altus

Wealth Management and affiliated with Cetera Advisor Networks.

“If you have something very short term, I’d say buy a one- or two-year T-bill,” says alQuhtani, who is based in Doylestown, Pa. The yield on a one-year Treasury bill recently topped 5.5%, while the 10-year Treasury note reached 4.801%, its highest yield since August 2007. Investors may want to lock in these rates now; they could even see some appreciation if rates fall, notes alQuhtani.

Time to splurge: If you’ve funded all of the goals in your financial plan, then you could treat yourself. For example, you could take a trans-Atlantic cruise on the Queen Mary 2. This 1,132-foot ship regularly sails between New York and Southampton, England. Sports aficionados may want to

attend the World Cup final match in 2026. Yes, it’s three years away, and tickets aren’t on sale yet, but it’s never too early to make plans. Or you could take your favorite Taylor Swift fan to see the music sensation as she takes her Eras tour abroad.

Really, the list of potential indulgences is endless. And it’s more than just fun daydreaming. “Oftentimes, people can become so obsessed with planning for the future that they forget about living in the present,” says Adam Fuller, a principal at Homrich Berg, an Atlanta-based wealth management firm.

Thinking about how you would put \$100,000 to use is an opportunity to identify what’s truly important to you. And that’s an exercise well worth undertaking. ■

THE BIG QUESTION

Money Pros Share Their Top Picks

Barron’s asked veteran fund managers and investment strategists how a financially secure individual with a diversified portfolio should invest \$100,000 now. Here’s what they said.

Photographs, clockwise from top left: courtesy of Daniel Niles, courtesy of Jenny Van Leeuwen Harrington, courtesy of Todd Ahlsten, courtesy of Paula Campbell Roberts, courtesy of Bill Nygren



Dan Niles Founder and senior portfolio manager, Satori Fund

Seeing the Future in Oracle

I’m still bullish long term on **Oracle** [ticker: ORCL]. The stock was one of our top five picks for 2021, and it rallied 37% that year and outperformed again in 2022, falling only 6% while the Nasdaq Composite was down 33%. It’s up another 34% this year, and I’m still bullish.

Oracle has been talking all this year about its opportunity in generative artificial intelligence and the cloud, which has obviously helped the stock. But when the company reported earnings recently, it missed the Street consensus guidance for the next quarter, and it triggered the biggest one-day decline over the past 20 years. But if you listened to founder Larry Ellison and CEO Safra Catz at the recent Oracle Cloud World user conference, they are signing big AI and cloud deals.

Until now, there have been three monster players in the cloud—**Amazon.com** [AMZN], **Alphabet** [GOOGL], and **Microsoft** [MSFT]. But we are increasingly hearing that Oracle, which has low-single digit market share, is becoming a credible fourth player in that market.

Oracle sees high-single digit sales growth rates through 2026, with expanding operating margins. Earnings should grow at a 10% or better clip for the next few years, and the stock trades for less than a market multiple.

The recent postearnings selloff took out a lot of the froth in the stock price. The company has gone from never having billion-dollar sales deals to signing new ones for the cloud business every quarter. And remember that AI is all about data—and it is the biggest database company on the planet.



Jenny Van Leeuwen Harrington CEO and portfolio manager, Gilman Hill Asset Management

Why Beaten-Down VF Corp. Could Come Back

VF Corp. [VFC], while not a household name, is the owner of many name brands, such as North Face, Timberland, and Vans. It has a venerable 120-plus year history and has paid a dividend for 82 consecutive years.

While it might seem surprising to suggest an investment in a consumer-products company at a time when the U.S. consumer is weakening, the reality is that VF Corp. shares are trading down nearly 90% from their high, and we believe that a worst-case scenario is overly reflected in the share price.

During the first quarter of 2022, VF Corp. started to show up on our dividend screen, and it now has a 7.2% yield. It has an extremely talented management team and a high-functioning board of directors. In the next few years, it should see earnings growth rates in the midteens. Meanwhile, this year’s \$2.03 per share of earnings very comfortably covers the current \$1.21 dividend.

In 2022, VF Corp. cut the dividend, freeing up cash to reinvest in the business. We think this was the right call. We have high confidence in the safety of the dividend as well as the likelihood that it will grow nicely in the future.

Moreover, with the shares trading at less than 10-times earnings at the time of purchase, we expect to see reasonable capital appreciation in the form of multiple expansion. Although the stock is down from when we initiated our position in August, we would be buying more today if we didn’t already have a full position.



Bill Nygren Portfolio manager, Oakmark Funds

ConocoPhillips Stock Can Help Offset Inflation

If someone had a well-diversified portfolio of a few million dollars and they came upon an extra \$100,000, I would suggest they add natural resources, which can address one of your biggest risks—exposure to persistent inflation. I don’t know how to put a probability on it, but neither political party wants to run a balanced budget, so the risk of uncontrolled, higher inflation is always there.

Natural-resource companies, like oil and gas producers, are a much smaller weighting in the S&P 500 index than they are in gross domestic product. That’s because their price-to-earnings multiples are so low. Energy stocks in the S&P 500 trade for about 11 times estimated 2024 earnings. The S&P 500 trades for closer to 18 times.

Typical of the values available in oil and gas would be a company like **ConocoPhillips** [COP]. Over the next decade, at an oil price of \$80 a barrel, ConocoPhillips is going to generate enough cash to distribute about 130% of its entire market capitalization back to investors while growing its business by 50%. Oil is currently \$86 a barrel, so there is some cushion.

The cash comes back through a combination of dividends and share repurchases. I don’t really care how the cash comes back as long as it comes back.

Think about Conoco like a bond. With a 10-year Treasury bond yielding [almost] 5%, you are getting 50% of your money back over 10 years, along with your principal. At \$80 with Conoco, investors get 130% of their money back and are left owning a company 50% bigger than the one they started with.

One of the best features is that this stock is likely to do well if the rest of your portfolio doesn’t.



Paula Campbell Roberts Chief investment strategist for private wealth, KKR

The Argument for Adding Alts to Your Portfolio

In the current macroeconomic environment, we expect lower public market returns and elevated correlations between stocks and bonds, which means the 60/40 portfolio will likely be unable to generate the 8% return that it has historically.

Investors need a new playbook to preserve and expand their wealth, and we believe leaning into alternative investments can be an effective way to do that. Alternatives can help investors achieve a number of goals, including portfolio diversification, boosting returns, and/or generating income.

I suggest investors with an unexpected windfall consider investing it in private equity if their goal is to maximize profit and they are comfortable giving up some liquidity. PE funds can offer high risk-adjusted returns driven by the fund sponsors’ ability to create value in their portfolio companies. If downside protection and inflation hedging are top of mind, funds that invest in real assets such as real estate and infrastructure are strongly positioned. For income, areas of private credit—like asset-backed finance investments, which are secured by hard assets like mortgages—also offer compelling yield with an element of downside protection, while diversifying away from corporate credit risk.

While historically, alternative investments have only been available to accredited investors, new vehicle structures have made alternatives accessible to a broader range of individual investors. We believe they will become even more important to investors as they continue to navigate the current landscape.



Todd Ahlsten Chief investment officer, Parnassus Funds

Intel and Intuit Can Gain Back Lost Ground

I like to focus on great American companies, and I have two ideas to share. The first is **Intel** [INTC]. It fell behind in technology and is about 45% off its 2020 highs. Patrick Gelsinger, the CEO, joined Intel about 2½ years ago, and he’s embarking on a five-year turnaround that is starting to bear fruit. Intel is going to be very aggressive about ramping up its technology, and that should help it regain its position.

The stock is at \$36, and I think it can go past \$50 in the next three years, and potentially much further than that. We think Intel’s best days may still be ahead of it.

My second choice is **Intuit** [INTU], maker of QuickBooks, the backbone of small and medium-size business, and TurboTax, the platform for consumer tax. We think Intuit is a secular midteens earnings-per-share grower for a long time and another great American company.

One thing that makes it interesting is that it is an established business that has a unique way to monetize artificial intelligence. Generative AI can be incredibly valuable for small and medium-size businesses. Intuit is rolling out Intuit Assist to make high-value suggestions to their customers. If you want to invest in AI but you don’t want to have a scary valuation, Intuit is a good way to do that.

The stock peaked at \$700 in 2021. Now it’s at \$517 a share, and we think it can grow earnings 15% a year for the next three years. So, we believe the stock can achieve its all-time highs and go past that. ■

—Interviews conducted by Al Root, Eric J. Savitz, and Amey Stone

JOURNAL

HOUSE

BY THE WALL STREET JOURNAL

JOURNAL HOUSE

AT COP28:

CAN BUSINESSES
DRIVE CLIMATE
ACTION?

Join The Wall Street Journal at Journal House during COP28 to shape the dialogue around the profound interplay between climate change, business and society. At this important gathering, WSJ editors will unpack the challenges and opportunities with global leaders in business and politics on climate financing, mitigation technology, green jobs, and more.

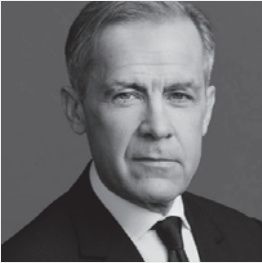
Journal House offers a second home and community to executives during notable gatherings around the world. Secure your invitation to connect, exchange ideas and engage in the conversation.

SPEAKERS:



Kate Brandt

CSO
Google



Mark Carney

Chairman
Brookfield Asset Management



Request Invitation

DATES: December 1-2, 2023
LOCATION: Vida Dubai Marina & Yacht Club
journalhouse.com/cop28



ADVERTISEMENT

BARRON'S
ADVISOR

TOP
ADVISOR
DIRECTORY

This section is a reprint of select advisors from our annual financial advisor rankings. For more information, visit barrons.com/advisorfinder.

About this section
This section provides readers with expanded details on Barron's-ranked advisors. Barron's publishes four individual advisor rankings each year along with three team- or firm-based rankings. All advisors appearing here are eligible because they have appeared in a Barron's wealth-management ranking in the past twelve months. Advisors pay a fee to be listed in this special section, but their participation has no bearing on future rankings.

How are advisors ranked?
Advisors who wish to be ranked fill out a comprehensive application about their practice. We verify that data with the advisors' firms and with regulatory databases and then we apply our rankings formula to the data to generate a ranking. The formula features three major categories of calculations: assets,

revenue and quality of practice. In each of those categories we do multiple subcalculations. We have spent more than 15 years perfecting the balance of these factors to create a consistent and clear benchmark that accounts for the wide range of practice models in the wealth management industry. This benchmark minimizes bias and human error in our process.

How do I find an advisor?
Barron's rankings are meant as a starting point for clients looking for an advisor—a first-pass vetting that can help investors narrow a search. Every advisor will have his or her own approach to investing, financial planning and other services. Clients are encouraged to approach the search for an advisor the way they would a search for a doctor—interviewing multiple professionals and getting opinions from multiple third parties.

ARIZONA



Robert Bancroft
Morgan Stanley Private Wealth Management
Scottsdale, AZ

robert.bancroft@morganstanleypwm.com
480-624-5714
advisor.morganstanley.com/bbsg

\$2,426m Total Assets
\$25m Typical Account Size



Eddie Dulin
Mariner Wealth Advisors
Scottsdale, AZ

eddie.dulin@marinerwealthadvisors.com
480-569-6620
marinerwealthadvisors.com/our-team/eddie-dulin

\$990m Total Assets
\$2m Typical Account Size



David Stahle
Merrill Lynch Wealth Management
Gilbert, AZ

david_stahle@ml.com
480-752-6435
fa.ml.com/arizona/gilbert/sbgroupaz

\$2,308m Total Assets
\$5m Typical Account Size



Trevor Wilde
Wilde Wealth Management Group
Scottsdale, AZ

trevor@wildewealth.com
480-361-6203
wildewealth.com

\$2,790m Total Assets
\$2m Typical Account Size

CALIFORNIA



Matthew Babrick
First Republic now part of JPMorgan Chase
Los Angeles, CA

matthew.babrick@jpmorgan.com
310-788-3739
people.firstrepublic.com/matthew-babrick

\$6,347m Total Assets
\$55m Typical Account Size



Hugh Beecher
First Republic now part of JPMorgan Chase
San Francisco, CA

hugh.beecher@jpmorgan.com
415-248-7613
people.firstrepublic.com/hugh-beecher

\$5,016m Total Assets
\$20m Typical Account Size



Brett Berry
First Republic now part of JPMorgan Chase
Menlo Park, CA

brett.berry@jpmorgan.com
650-234-8868
people.firstrepublic.com/brett-w-berry

\$1,134m Total Assets
\$10m Typical Account Size



Steven Check
Check Capital Management Inc.
Costa Mesa, CA

scheck@checkcapital.com
714-641-3579
checkcapital.com

\$1,634m Total Assets
\$1m Typical Account Size



Lisa Detanna
Raymond James
Beverly Hills, CA

lisa.detanna@raymondjames.com
310-285-4506
raymondjames.com/globalwealthsolutionsgroup

\$5,309m Total Assets
\$10m Typical Account Size



Catherine Evans
First Republic now part of JPMorgan Chase
San Francisco, CA

catherine.evans@jpmorgan.com
415-296-3779
people.firstrepublic.com/catherine-evans

\$2,174m Total Assets
\$10m Typical Account Size



Tracey Gluck
J.P. Morgan Wealth Management
Los Angeles, CA

tracey.gluck@jpmorgan.com
310-201-2610
jpmorgan.com/gluckgroup

\$2,300m Total Assets
\$12m Typical Account Size



Rick Gordon
First Republic now part of JPMorgan Chase
San Francisco, CA

rick.gordon@jpmorgan.com
415-248-7614
people.firstrepublic.com/rick-gordon

\$5,016m Total Assets
\$20m Typical Account Size



Seth Haye
Morgan Stanley Wealth Management
Westlake Village, CA

seth.haye@morganstanley.com
805-494-0215
advisor.morganstanley.com/the-oaks-group

\$1,583m Total Assets
\$4m Typical Account Size



Elaine Meyers
J.P. Morgan Wealth Management
San Francisco, CA

elaine.meyers@jpmorgan.com
415-315-7801
wealthpartners.jpmorgan.com/san-francisco/the-meyers-group


\$5,112m Total Assets
\$45m Typical Account Size



Greg Onken
J.P. Morgan Wealth Management
San Francisco, CA

greg.onken@jpmorgan.com
415-772-3123
wealthpartners.jpmorgan.com/san-francisco/the-os-group

\$2,633m Total Assets
\$20m Typical Account Size



Laila Pence
Pence Wealth Management
Newport Beach, CA

laila.pence@lp1.com
949-660-8777
pencewealthmanagement.com


\$2,782m Total Assets
\$3m Typical Account Size



Sam Schoner
First Republic now part of JPMorgan Chase
San Francisco, CA

sam.schoner@jpmorgan.com
415-262-4118
people.firstrepublic.com/sam-schoner

\$3,719m Total Assets
\$8m Typical Account Size



Steven Soja
First Republic now part of JPMorgan Chase
San Francisco, CA

steve.soja@jpmorgan.com
415-296-3012
people.firstrepublic.com/steven-soja

\$1,835m Total Assets
\$10m Typical Account Size



Cheryl L. Young
Rockefeller Capital Management
Los Gatos, CA

cyoung@rockco.com
669-499-4480
rcm.rockco.com/youngandassociates

\$3,011m Total Assets
\$7m Typical Account Size

COLORADO



Mark Brown
Brown & Company
Denver, CO

mbrown@brownandco.com
303-863-7112
brownandco.com

\$614m Total Assets
\$7m Typical Account Size



Melissa Corrado-Harrison
UBS Private Wealth Management
Denver, CO

melissa.harrison@ubs.com
303-820-5770
financialservicesinc.ubs.com/team/corrado-harrison

\$1,373m Total Assets
\$45m Typical Account Size



Joseph Janiczek
Janiczek Wealth Management
Denver, CO

jjaniczek@janiczek.com
303-721-7000
janiczek.com

\$887m Total Assets
\$4m Typical Account Size




Wally Obermeyer
Obermeyer Wood Investment Counsel
Aspen, CO

wally@obermeyerwood.com
970-925-8747
obermeyerwood.com

\$2,200m Total Assets
\$5m Typical Account Size

CONNECTICUT



James Betzig
TrinityPoint Wealth
Milford, CT

jbetzig@trinitypointwealth.com
203-693-8522
trinitypointwealth.com

\$1,144m Total Assets
\$3m Typical Account Size

DELAWARE



Kimberlee Orth
Ameriprise Financial
Wilmington, DE

kimberlee.m.orth@ampf.com
302-475-5105
ameripriseadvisors.com/kimberlee.m.orth

\$2,700m Total Assets
\$8m Typical Account Size

WASHINGTON, D.C.



Michael Freiman
Morgan Stanley Wealth Management
Washington, DC

michael.j.freiman@morganstanley.com
202-778-1382
teamfreiman.com

\$1,872m Total Assets
\$1m Typical Account Size



Marvin McIntyre
Morgan Stanley Private Wealth Management
Washington, DC

marvin.mcintyre@morganstanleypwm.com
202-778-1381
advisor.morganstanley.com/cwmg

\$5,357m Total Assets
\$9m Typical Account Size

FLORIDA



Roy Apple
J.P. Morgan Wealth Management
Palm Beach Gardens, FL

roy.apple@jpmorgan.com
561-694-5675
jpmorgan.com/raslgroup

\$2,492m Total Assets
\$9m Typical Account Size



Louise Armour
J.P. Morgan Wealth Management
Palm Beach Gardens, FL

louise.armour@jpmorgan.com
212-272-6604
jpmorgan.com/armour

\$1,479m Total Assets
\$13m Typical Account Size



Peter Bermont
Raymond James
Coral Gables, FL

peter.bermont@raymondjames.com
305-446-6600
bermontgoldwealth.com

\$3,012m Total Assets
\$10m Typical Account Size



Jose Cabrera
Raymond James
Coral Gables, FL

jose.cabrera@raymondjames.com
305-461-6670
raymondjames.com/theamericasgroup

\$5,023m Total Assets
\$25m Typical Account Size



Adam Carlin
Morgan Stanley Private Wealth Management
Coral Gables, FL

adam.e.carlin@ms.com
305-476-3302
fa.morganstanley.com/adam.e.carlin

\$4,324m Total Assets
\$20m Typical Account Size



Aimee Cogan
Morgan Stanley Wealth Management
Sarasota, FL

aimee.cogan@morganstanley.com
941-363-8513
advisor.morganstanley.com/the-bellwether-group

\$1,324m Total Assets
\$10m Typical Account Size



Don d'Adesky
Raymond James
Boca Raton, FL

don.dadesky@raymondjames.com
561-981-3690
raymondjames.com/theamericasgroup

\$5,023m Total Assets
\$25m Typical Account Size



Mark Donohue
J.P. Morgan Wealth Management
Palm Beach Gardens, FL

mark.donohue@jpmorgan.com
561-694-5601
jpmorgan.com/donohuegroup

\$1,040m Total Assets
\$10m Typical Account Size



Trevor Fried
Morgan Stanley Wealth Management
Fort Lauderdale, FL

trevor.fried@ms.com
954-713-8436
advisor.morganstanley.com/the-las-olas-group

\$1,153m Total Assets
\$3m Typical Account Size



Jeff Hausinger
All Seasons Wealth
Tampa, FL

jeff.hausinger@allwealth.com
813-490-6610
allwealth.com

\$811m Total Assets
\$1m Typical Account Size



Trent Leyda
Morgan Stanley Wealth Management
Vero Beach, FL

trent.leyda@morganstanley.com
772-234-1805
advisor.morganstanley.com/the-leyda-group

\$1,286m Total Assets
\$10m Typical Account Size

ADVERTISEMENT

FLORIDA (CONT.)



Scott Pinkerton
FourThought Private Wealth
Venice, FL
scottpinkerton@fourthought.com
941-408-8557
fourthought.com

\$1,338m Total Assets
\$5m Typical Account Size



Michael Silver
Baron Silver Stevens Financial
Advisors
Boca Raton, FL
msilver@bssf.com
561-447-1997
bssf.com

\$806m Total Assets
\$2m Typical Account Size



Kurt Sylvia
J.P. Morgan Wealth Management
Palm Beach Gardens, FL
kurt.sylvia@jpmorgan.com
561-694-5652
wealthpartners.jpmorgan.com/
palm-beach-gardens/the-sylvia-
wealth-management-group

\$1,783m Total Assets
\$15m Typical Account Size



Salvatore Tiano
First Republic now part of
JPMorgan Chase
Jupiter, FL
sal.tiano@jpmorgan.com
561-529-8800
people.firstrepublic.com/
salvatore-a-tiano

\$3,291m Total Assets
\$15m Typical Account Size



Andrew Vahab
First Republic now part of
JPMorgan Chase
Boca Raton, FL
andrew.vahab@jpmorgan.com
917-345-4265
people.firstrepublic.com/
andrew-vahab

\$3,980m Total Assets
\$13m Typical Account Size

GEORGIA



Michael Hines
Consolidated Planning Corporation
Atlanta, GA
mhines@cpcadvisors.com
404-892-1995
cpcadvisors.com

\$1,406m Total Assets
\$3m Typical Account Size

ILLINOIS



Daniel Fries
Merrill Lynch Wealth Management
Chicago, IL
daniel.fries@ml.com
312-696-2121
fa.ml.com/officeofdanielfries

\$1,446m Total Assets
\$2m Typical Account Size



Kathleen Roeser
Morgan Stanley Wealth Management
Chicago, IL
kathy.roeser@morganstanley.com
312-443-6500
advisor.morganstanley.com/
the-roeser-barbanente-group

\$1,860m Total Assets
\$10m Typical Account Size



David Wright
Merrill Private Wealth Management
Chicago, IL
dave.wright@ml.com
312-325-2620
pwa.ml.com/wrighthudakzabel

\$2,719m Total Assets
\$20m Typical Account Size


IOWA



Matt Fryar
Wells Fargo Advisors
Clive, IA
matthew.r.fryar@wellsfargo.com
515-245-3120
fa.wellsfargoadvisors.com/
matthew-fryar

\$929m Total Assets
\$5m Typical Account Size

KANSAS




Trey Barnes
Mariner Wealth Advisors
Overland Park, KS
trey.barnes@
marinerwealthadvisors.com
913-387-2734
marinerwealthadvisors.com/why-us/
people/trey-barnes

\$3,298m Total Assets
\$2m Typical Account Size



Scott Ferguson
Morgan Stanley Wealth Management
Leawood, KS
scott.ferguson@ms.com
913-402-5290
advisor.morganstanley.com/
the-ferguson-smith-cohen-group

\$1,453m Total Assets
\$4m Typical Account Size



Jake Kern
Mariner Wealth Advisors
Overland Park, KS
jacob.kern@
marinerwealthadvisors.com
913-647-9768
marinerwealthadvisors.com/
our-team/jake-kern

\$3,298m Total Assets
\$2m Typical Account Size

KENTUCKY



Travis Musgrave
Merrill Lynch Wealth Management
Lexington, KY
travis_musgrave@ml.com
859-231-5258
fa.ml.com/musgrave


\$861m Total Assets
\$5m Typical Account Size



Pamela Thompson
Mariner Wealth Advisors
Louisville, KY
pamela.thompson@
marinerwealthadvisors.com
502-236-2079
marinerwealthadvisors.com/
our-team/pamela-f-thompson

\$566m Total Assets
\$1m Typical Account Size

LOUISIANA



Travis Frayard
UBS Private Wealth Management
Lafayette, LA
travis.frayard@ubs.com
337-593-3612
advisors.ubs.com/epg


\$1,570m Total Assets
\$2m Typical Account Size

MARYLAND



Kent Pearce
Merrill Lynch Wealth Management
Towson, MD
kent_pearce@ml.com
410-321-4340
fa.ml.com/pearce_group

\$2,379m Total Assets
\$8m Typical Account Size



Richard Wagener
Wagener Lee Wealth Advisors
Columbia, MD
rick@wagenerlee.com
443-276-9595
wagenerlee.com

\$787m Total Assets
\$2m Typical Account Size

MASSACHUSETTS



Charles S. Bean III
Heritage Financial Services
Westwood, MA
cbean@heritagefinancial.net
781-255-0214
heritagefinancial.net

\$2,407m Total Assets
\$3m Typical Account Size




Debra Brede
D.K. Brede Investment Management
Co., GW & Wade, LLC Co.
Needham, MA
brede@bredeinvestment.com
781-444-9367
bredeinvestment.com

\$1,403m Total Assets
\$3m Typical Account Size




Kevin Grimes
Grimes & Company
Westborough, MA
kevin@grimesco.com
508-366-3883
grimesco.com

\$4,543m Total Assets
\$4m Typical Account Size



Susan Kaplan
Kaplan Financial Services
Newton, MA
susan.kaplan@lpl.com
617-527-1557
kaplan-financial.com

\$2,650m Total Assets
\$4m Typical Account Size



Peter Noonan
J.P. Morgan Wealth Management
Boston, MA
peter.noonan@jpmorgan.com
617-654-2318
wealthpartners.jpmorgan.com/boston/
peter-c-noonan-group

\$2,314m Total Assets
\$15m Typical Account Size



Ira Rapaport
New England Private Wealth Advisors
Wellesley, MA
ira.rapaport@nepwealth.com
781-416-1700
nepwealth.com


\$2,145m Total Assets
\$7m Typical Account Size



Raj Sharma
Merrill Private Wealth Management
Boston, MA
raj_sharma@ml.com
617-946-8030
pwa.ml.com/sharma_group

\$5,658m Total Assets
\$15m Typical Account Size

MICHIGAN



Jeffrey Fratarcangeli
Fratarcangeli Wealth Management
Bloomfield Hills, MI
jeffrey.fratarcangeli@wfafinet.com
248-385-5050
fratarcangeliwealth.com

\$3,128m Total Assets
\$8m Typical Account Size



James Kruzan
Kaydan Wealth Management
Fenton, MI
jim.kruzan@kaydanwealth.com
810-593-1624
kaydanwealthmanagement.com

\$647m Total Assets
\$2m Typical Account Size



David Kudla
Mainstay Capital Management
Grand Blanc, MI
david.kudla@mainstaycapital.com
866-444-6246
mainstaycapital.com

\$3,608m Total Assets
\$2m Typical Account Size



Melissa Spickler
Merrill Lynch Wealth Management
Bloomfield Hills, MI
melissa_spickler@ml.com
248-645-7126
fa.ml.com/spicklergroup

\$1,500m Total Assets
\$2m Typical Account Size



Charles C. Zhang
Zhang Financial
Portage, MI
charles.zhang@zhangfinancial.com
269-385-5888
zhangfinancial.com

\$5,456m Total Assets
\$3m Typical Account Size

MISSOURI



Diane Compardo
Moneta Group
Clayton, MO
dcompardo@monetagroup.com
314-244-3222
monetagroup.com/cwcj

\$2,341m Total Assets
\$15m Typical Account Size

NEBRASKA



Jim Siemonsma
Mariner Wealth Advisors
Omaha, NE
jim.siemonsma@
marinerwealthadvisors.com
402-829-3650
marinerwealthadvisors.com/
our-team/jim-siemonsma

\$1,853m Total Assets
\$1m Typical Account Size

NEVADA



Randy Garcia
The Investment Counsel Company
Las Vegas, NV
randy@iccnv.com
702-871-8510
iccnv.com

\$1,735m Total Assets
\$5m Typical Account Size

NEW JERSEY



Michael Axelrod
Bleakley Financial Group
Fairfield, NJ
mike.axelrod@bleakley.com
973-244-4223
bleakley.com

\$670m Total Assets
\$4m Typical Account Size



David Briegs
Merrill Lynch Wealth Management
Bridgewater, NJ
david.briegs@ml.com
908-685-3203
fa.ml.com/kugelbriegs

\$2,002m Total Assets
\$3m Typical Account Size



Yash Dalal
Morgan Stanley Wealth Management
Paramus, NJ
yash.v.dalal@morganstanley.com
201-967-6356
advisor.morganstanley.com/
the-dalal-group

\$861m Total Assets
\$6m Typical Account Size




Ken Schapiro
Condor Capital Wealth Management
Martinsville, NJ
ken@condorcapital.com
732-356-7323
condorcapital.com

\$1,363m Total Assets
\$3m Typical Account Size



Andy Schwartz
Bleakley Financial Group
Fairfield, NJ
andy.schwartz@bleakley.com
973-244-4202
bleakley.com

\$1,851m Total Assets
\$5m Typical Account Size



Michael Taggart
J.P. Morgan Wealth Management
Morristown, NJ
michael.taggart@jpmorgan.com
212-272-2044
wealthpartners.jpmorgan.com/
morristown/the-taggart-group

\$744m Total Assets
\$10m Typical Account Size

NEW YORK



Jason Babb
First Republic now part of
JPMorgan Chase
New York, NY
jason.babb@jpmorgan.com
212-259-5944
people.firstrepublic.com/jason-babb

\$5,611m Total Assets
\$10m Typical Account Size



Jay Canell
J.P. Morgan Wealth Management
New York, NY
jay.canell@jpmorgan.com
917-923-0109
jpmorgan.com/canellgroup

\$4,691m Total Assets
\$30m Typical Account Size



Neil Canell
J.P. Morgan Wealth Management
New York, NY
neil.canell@jpmorgan.com
212-272-0777
jpmorgan.com/canellgroup

\$4,691m Total Assets
\$30m Typical Account Size



Dennis Cutrone
Morgan Stanley Private Wealth
Management
New York, NY
dennis.cutrone@
morganstanleypwm.com
212-692-2829
advisor.morganstanley.com/the-
bluestone-group-family-office-services

\$3,286m Total Assets
\$35m Typical Account Size



Glenn Degenaaers
First Republic now part of
JPMorgan Chase
New York, NY
glenn.degenaaers@jpmorgan.com
212-259-5918
people.firstrepublic.com/
glenn-s-degenaaers

\$5,611m Total Assets
\$35m Typical Account Size



Gerard Klingman
Klingman & Associates
New York, NY
gklingman@klingmanria.com
212-867-7647
klingmanria.com

\$3,748m Total Assets
\$10m Typical Account Size



Ira Mark
Morgan Stanley Wealth Management
Jericho, NY
ira.mark@morganstanley.com
516-336-0875
advisor.morganstanley.com/
the-preserve-group

\$2,108m Total Assets
\$8m Typical Account Size



Frank Marzano
GM Advisory Group
Melville, NY
fmarzano@gmadvisorygroup.com
631-227-3900
gmadvisorygroup.com

\$6,135m Total Assets
\$20m Typical Account Size

ADVERTISEMENT

NEW YORK (CONT.)



Leo Marzen
Bridgewater Advisors
New York, NY
lmarzen@bridgewateradv.com
212-221-5300
bridgewateradv.com/team/leo-marzen

\$1,650m Total Assets
\$5m Typical Account Size



Jordan Mayer
J.P. Morgan Wealth Management
New York, NY
jordan.mayer@jpmorgan.com
212-272-2736
jpmorgan.com/maybachpartners

\$8,150m Total Assets
\$30m Typical Account Size



Justin McCarthy
Mariner Wealth Advisors
New York, NY
justin.mccarthy@marinerwealthadvisors.com
212-869-5900
marinerwealthadvisors.com/our-team/justin-mccarthy

\$2,419m Total Assets
\$2m Typical Account Size



Colleen O'Callaghan
J.P. Morgan Wealth Management
New York, NY
colleen.ocallaghan@jpmorgan.com
212-272-0280
jpmorgan.com/wealth-management/wealth-partners/offices/new-york/ocallaghan-thomas-group

\$5,313m Total Assets
\$35m Typical Account Size



Daniel O'Connell
Merrill Lynch Wealth Management
Garden City, NY
daniel_oconnell@ml.com
516-877-8316
fa.ml.com/new-york/garden-city/the-oconnell-group

\$2,177m Total Assets
\$8m Typical Account Size



Michael Poppo
UBS Wealth Management
New York, NY
michael.poppo@ubs.com
212-626-8721
ubs.com/team/thepoppogroup

\$1,556m Total Assets
\$10m Typical Account Size



Richard Saperstein
Treasury Partners
New York, NY
rsaperstein@treasurypartners.com
917-286-2777
treasurypartners.com

\$19,943m Total Assets
\$25m Typical Account Size



Robert Stolar
Morgan Stanley Private Wealth Management
New York, NY
robert.stolar@morganstanley.com
212-761-8138
advisor.morganstanley.com/family-wealth-group

\$4,613m Total Assets
\$75m Typical Account Size



Ron Vinder
Morgan Stanley Private Wealth Management
New York, NY
ron.vinder@morganstanleypwm.com
212-503-2365
advisor.morganstanley.com/the-vinder-group

\$10,592m Total Assets
\$75m Typical Account Size



Elizabeth Weikes
J.P. Morgan Wealth Management
New York, NY
elizabeth.weikes@jpmorgan.com
212-272-9214
jpmorgan.com/wealth-management/wealth-partners/offices/new-york/weikes-group/liz-weikes

\$4,814m Total Assets
\$25m Typical Account Size



Christopher Wimpfheimer
J.P. Morgan Wealth Management
New York, NY
christopher.wimpfheimer@jpmorgan.com
212-272-7737
wealthpartners.jpmorgan.com/new-york/christopher-wimpfheimer

\$22,000m Total Assets
\$250m Typical Account Size

NORTH CAROLINA




Mike Absher
Absher Wealth Management
Chapel Hill, NC
mike@absherwealth.com
919-283-2340
absherwealth.com

\$659m Total Assets
\$2m Typical Account Size



R. Neil Stikeleather
Merrill Lynch Wealth Management
Charlotte, NC
neil.stikeleather@ml.com
704-705-3233
fa.ml.com/stikeleatherandassociates

\$505m Total Assets
\$1m Typical Account Size



Jack Taylor
Truist Investment Services
Raleigh, NC
jtaylor@truist.com
919-571-1893
truist.com/finder/wealth/jack-taylor-financial-advisor-raleigh-nc-27612


\$1,195m Total Assets
\$3m Typical Account Size

OHIO




Kevin Bruegge
Merrill Private Wealth Management
Cincinnati, OH
kevin.bruegge@ml.com
513-579-3897
pwa.ml.com/evelosingersullivan

\$6,156m Total Assets
\$20m Typical Account Size



Randy Carver
Carver Financial Services
Mentor, OH
randy.carver@raymondjames.com
440-974-0808
carverfinancialservices.com

\$2,306m Total Assets
\$1m Typical Account Size



Valerie Newell
Mariner Wealth Advisors
Cincinnati, OH
valerie.newell@marinerwealthadvisors.com
513-618-3040
marinerwealthadvisors.com/our-team/valerie-l-newell

\$5,140m Total Assets
\$3m Typical Account Size



David Singer
Merrill Private Wealth Management
Cincinnati, OH
david_singer@ml.com
513-579-3889
pwa.ml.com/evelosingersullivan

\$6,602m Total Assets
\$20m Typical Account Size

OKLAHOMA



Jana Shoulders
Mariner Wealth Advisors
Tulsa, OK
jana.shoulders@marinerwealthadvisors.com
918-991-6910
marinerwealthadvisors.com/why-us/people/jana-shoulders


\$2,420m Total Assets
\$3m Typical Account Size

OREGON



Justin Buell
Wells Fargo Advisors
Portland, OR
justin.buell@wellsfargoadvisors.com
503-889-1520
fa.wellsfargoadvisors.com/justinbuellfinancialgroup

\$960m Total Assets
\$4m Typical Account Size



Rebecca DeCesaro
First Republic now part of JPMorgan Chase
Portland, OR
rebecca.decesaro@jpmorgan.com
503-471-4906
people.firstrepublic.com/rebecca-decesaro


\$1,995m Total Assets
\$7m Typical Account Size



Lucas Newman
First Republic now part of JPMorgan Chase
Portland, OR
lnewman@firstrepublic.com
503-471-4931
people.firstrepublic.com/lucas-newman

\$801m Total Assets
\$5m Typical Account Size

PENNSYLVANIA



Patti Brennan
Key Financial
West Chester, PA
pbrennan@keyfinancialinc.com
610-429-9050
keyfinancialinc.com

\$1,897m Total Assets
\$2m Typical Account Size




Jack Hafner
J.P. Morgan Wealth Management
Philadelphia, PA
jack.hafner@jpmorgan.com
215-864-5715
wealthpartners.jpmorgan.com/philadelphia/the-hafner-group/jack-hafner

\$1,345m Total Assets
\$40m Typical Account Size



Michael Hirthler
Jacobi Capital Management
Pittston, PA
mhirthler@jacobicapital.com
570-826-1801
jacobicapital.com

\$1,821m Total Assets
\$3m Typical Account Size




Barbara Hudock
Hudock Capital Group
Williamsport, PA
bhudock@hudockcapital.com
570-326-9500
hudockcapital.com

\$618m Total Assets
\$1m Typical Account Size



Peter Sargent
Janney Montgomery Scott
Yardley, PA
psargent@janney.com
267-685-4205
sargentwealthmanagement.com

\$900m Total Assets
\$3m Typical Account Size



Samuel Spanos
Raymond James
Beaver, PA
sam.spanos@raymondjames.com
412-389-4874
spanosgrp.com

\$860m Total Assets
\$1m Typical Account Size



Rob Thomas
Mariner Wealth Advisors
State College, PA
rob.thomas@marinerwealthadvisors.com
814-867-2050
marinerwealthadvisors.com/why-us/people/rob-thomas

\$2,491m Total Assets
\$0m Typical Account Size

RHODE ISLAND



Malcolm Makin
Raymond James
Westerly, RI
mmakin@ppgadvisors.com
401-596-2800
ppgadvisors.com

\$1,643m Total Assets
\$2m Typical Account Size



Matthew Young
Richard C. Young & Co.
Newport, RI
mattyoung@younginvestments.com
800-843-7273
younginvestments.com

\$1,382m Total Assets
\$2m Typical Account Size


SOUTH CAROLINA



Rick Migliore
Merrill Private Wealth Management
Columbia, SC
richard_migliore@ml.com
803-733-2126
fa.ml.com/ek

\$7,026m Total Assets
\$10m Typical Account Size

TEXAS



Tommy McBride
Merrill Lynch Wealth Management
Dallas, TX
thomas_mcbride@ml.com
214-750-2004
fa.ml.com/mcbride

\$1,349m Total Assets
\$5m Typical Account Size



Scott Tiras
Ameriprise Financial
Houston, TX
scott.b.tiras@ampf.com
713-332-4400
tiraswealth.com

\$2,296m Total Assets
\$4m Typical Account Size

VIRGINIA




Stephan Cassaday
Cassaday & Company
McLean, VA
steve@cassaday.com
703-506-8200
cassaday.com

\$4,858m Total Assets
\$2m Typical Account Size



Neil Goetzman
Goetzman Nau Financial Partners - Raymond James
Alexandria, VA
ngoetzman@goetzmannaufp.com
703-537-8145
raymondjames.com/goetzmannaufp

\$785m Total Assets
\$3m Typical Account Size



Aashish Matani
Merrill Lynch Wealth Management
Norfolk, VA
aashish_matani@ml.com
757-446-4045
pwa.ml.com/theahmgroup

\$1,464m Total Assets
\$5m Typical Account Size



Joseph Montgomery
The Optimal Service Group of Wells Fargo Advisors
Williamsburg, VA
joe.montgomery@wellsfargoadvisors.com
757-220-1782
optimalservicegroup.com


\$28,965m Total Assets
\$8m Typical Account Size

WASHINGTON



Michael Hershey
J.P. Morgan Wealth Management
Bellevue, WA
michael.hershey@jpmorgan.com
425-462-6810
wealthpartners.jpmorgan.com/bellevue/the-hhh-group

\$1,311m Total Assets
\$10m Typical Account Size




Randall Linde
Ameriprise Financial
Renton, WA
randall.s.linde@ampf.com
800-563-1636
agpwealthadvisors.com

\$5,159m Total Assets
\$1m Typical Account Size



Michael Matthews
UBS Private Wealth Management
Bellevue, WA
m.matthews@ubs.com
425-451-2350
ubs.com/thematthewsgroup

\$2,115m Total Assets
\$10m Typical Account Size



Erin Scannell
Ameriprise Financial
Mercer Island, WA
erin.j.scannell@ampf.com
425-709-2345
heritage-wealth.com

\$4,766m Total Assets
\$3m Typical Account Size



Phil Scott
First Republic now part of JPMorgan Chase
Bellevue, WA
phil.scott@jpmorgan.com
425-519-8901
people.firstrepublic.com/phil-scott

\$2,636m Total Assets
\$10m Typical Account Size

WISCONSIN



Andrew Burish
UBS Wealth Management
Madison, WI
andrew.burish@ubs.com
608-831-4282
advisors.ubs.com/burishgroup

\$4,357m Total Assets
\$3m Typical Account Size

WYOMING



Dagny Maidman
First Republic now part of JPMorgan Chase
Jackson, WY
dagny.maidman@jpmorgan.com
307-264-7117
people.firstrepublic.com/dagny-maidman

\$4,503m Total Assets
\$25m Typical Account Size

ADVERTISEMENT

BARRON'S
ADVISOR

TOP RIA FIRMS

Below is a reprint of select firms from Barron's Top 100 RIA Firms ranking.
For more information, visit barrons.com/advisorfinder.



1919 Investment Counsel
Baltimore, MD
info@1919ic.com
410-454-5719
1919ic.com
45 Advisors | 9 Offices
\$17.4b Total Assets
\$1m Account Minimum



Beacon Pointe Advisors
Newport Beach, CA
info@beaconpointe.com
949-718-1600
beaconpointe.com
168 Advisors | 48 Offices
\$23.2b Total Assets
\$1m Account Minimum



Bradley, Foster & Sargent, Inc.
Hartford, CT
info@bfsinvest.com
860-241-4636
bfsinvest.com
17 Advisors | 5 Offices
\$5.6b Total Assets
\$500k Account Minimum



CAPTRUST
Raleigh, NC
info@captrust.com
800-216-0645
captrust.com
591 Advisors | 88 Offices
\$714.6b Total Assets
No Account Minimum



Carson Wealth
Omaha, NE
rcarson@carsongroup.com
888-321-0808
carsonwealth.com
354 Advisors | 250 Offices
\$19.1b Total Assets
\$100k Account Minimum



Cary Street Partners
Richmond, VA
info@carystreetpartners.com
804-340-8100
carystreetpartners.com
57 Advisors | 17 Offices
\$5.5b Total Assets
No Account Minimum



Chevy Chase Trust
Bethesda, MD
info@chevychasetrust.com
240-497-5000
chevychasetrust.com
39 Advisors | 2 Offices
\$32.0b Total Assets
\$3m Account Minimum



Churchill Management Group
Los Angeles, CA
info@churchillmanagement.com
877-937-7110
churchillmanagement.com
38 Advisors | 53 Offices
\$7.2b Total Assets
\$500k Account Minimum



CI BDF Private Wealth
Itasca, IL
info@bdfllc.com
800-840-4740
ria-cipw.com/bdf
46 Advisors | 1 Offices
\$5.9b Total Assets
\$1m Account Minimum



CIBC Private Wealth
Atlanta, GA
inquiry@cibc.com
866-517-3400
wealth.us.cibc.com
121 Advisors | 21 Offices
\$51.1b Total Assets
\$1m Account Minimum



Cresset
Chicago, IL
ericbecker@cressetcapital.com
312-429-2456
cressetcapital.com
123 Advisors | 21 Offices
\$24.6b Total Assets
\$10m Account Minimum



Ferguson Wellman Capital Management
Portland, OR
info@fergwell.com
503-226-1444
fergusonwellman.com
21 Advisors | 2 Offices
\$7.1b Total Assets
\$1m Account Minimum



Gofen and Glossberg
Chicago, IL
info@gofen.com
312-828-1100
gofen.com
14 Advisors | 1 Offices
\$6.5b Total Assets
\$1m Account Minimum



Hightower
Chicago, IL
businessdevelopment@hightoweradvisors.com
312-962-3800
hightoweradvisors.com
344 Advisors | 124 Offices
\$105.2b Total Assets
No Account Minimum



Homrich Berg
Atlanta, GA
info@homrichberg.com
404-264-1400
homrichberg.com
86 Advisors | 8 Offices
\$12.5b Total Assets
\$1m Account Minimum



IEQ Capital
Foster City, CA
info@ieqcapital.com
804-387-7225
ieqcapital.com
22 Advisors | 4 Offices
\$18.5b Total Assets
\$10m Account Minimum



MAI Capital Management
Cleveland, OH
info@mai.capital
216-920-4800
mai.capital
133 Advisors | 23 Offices
\$15.8b Total Assets
\$1m Account Minimum



Mariner Wealth Advisors
Overland Park, KS
info@marinerwealthadvisors.com
913-647-9700
marinerwealthadvisors.com
625 Advisors | 89 Offices
\$65.9b Total Assets
No Account Minimum



NewEdge Capital Group
Pittsburgh, PA
info@newedgecg.com
800-693-7800
newedgecapitalgroup.com
175 Advisors | 35 Offices
\$19.6b Total Assets
\$2m Account Minimum



Private Advisor Group
Morristown, NJ
startthedialogue@privateadvisorgroup.com
973-538-7010
privateadvisorgroup.com
776 Advisors | 397 Offices
\$25.6b Total Assets
No Account Minimum



RegentAtlantic
Morristown, NJ
info@regentatlantic.com
973-425-8420
regentatlantic.com
31 Advisors | 2 Offices
\$6.2b Total Assets
No Account Minimum



Savant Wealth Management
Rockford, IL
info@savantwealth.com
815-227-0300
savantwealth.com
179 Advisors | 33 Offices
\$18.7b Total Assets
No Account Minimum



Signature Estate & Investment Advisors
Los Angeles, CA
gliska@seia.com
310-712-2323
seia.com
54 Advisors | 15 Offices
\$15.7b Total Assets
\$500k Account Minimum



Snowden Lane Partners
New York, NY
info@snowdenlane.com
646-218-9763
snowdenlane.com
76 Advisors | 13 Offices
\$4.7b Total Assets
No Account Minimum



Wetherby Asset Management
San Francisco, CA
info@wetherby.com
415-399-9159
wetherby.com
28 Advisors | 4 Offices
\$6.5b Total Assets
\$10m Account Minimum

BARRON'S
ADVISOR

TOP ADVISORY TEAMS

Below is a reprint of select teams from Barron's Top 100 Private Wealth Management
Teams ranking. For more information, visit barrons.com/advisorfinder.



Bermont Carlin Wealth Management
Morgan Stanley Private Wealth Management
Coral Gables, FL
Team: Adam Carlin
adam.e.carlin@morganstanleypwm.com
305-476-3302
fa.morganstanley.com/adame.carlin
\$4.3b Total Assets
\$15m Account Minimum



The Burish Group
UBS Wealth Management
Madison, WI
Team: Andrew Burish, Jason Maas
andrew.burish@ubs.com
jason.maas@ubs.com
608-831-4282
ubs.com/burishgroup
\$4.6b Total Assets
\$1m Account Minimum



The Cafaro Group
Merrill Lynch Wealth Management
Newton, MA
Team: Carl Cafaro, Jon Greer, Erik Morland
thecafarogroup@ml.com
617-243-8058
fa.ml.com/cafarogroup
\$4.6b Total Assets
\$1m Account Minimum



The Capitol Wealth Management Group
Morgan Stanley Private Wealth Management
Washington, DC
Team: Marvin McIntyre, A.J. Fechter, David Gray, Donald Metzger, Arnold Koonin, Alyson Scott, Joey McLister, JJ McKoan, Paul Capodanno
cwmg@morganstanleypwm.com
202-778-1381
advisor.morganstanley.com/the-capitol-wealth-management-group
\$5.4b Total Assets
\$5m Account Minimum



CEK & Associates
Merrill Private Wealth Management
Dallas, TX
Team: William Corbellini, Dwight Emanuelson, Raj Kalyandurg, Sami Abboud, Tara Walters
sami_abboud@ml.com
214-303-5818
pwa.ml.com/ce_group
\$4.5b Total Assets
\$5m Account Minimum



Ellison Kibler & Associates
Merrill Private Wealth Management
Charlotte NC | Columbia SC
Team: Rick Migliore, John McCardell, Gordon Whittaker, Ronald Dennis, John DaWalt, Jessica Miles, Andrew Ellison, Thomas Kibler
cathy_hinson@ml.com
803-733-2164
fa.ml.com/ek
\$8.0b Total Assets
\$1m Account Minimum



The Evelo | Singer | Sullivan Group
Merrill Private Wealth Management
Cincinnati, OH
Team: David Singer, Linnell Sullivan, Kevin Bruegge, Jamie Morgan, Tom Hurley, Braden Martini
david.singer@ml.com
513-579-3889
pwa.ml.com/evelosingersullivan
\$6.6b Total Assets
\$5-20m Account Minimum



The Fowler Bull Skipper Group
Morgan Stanley Private Wealth Management
Denver, CO
Team: Shawn Fowler, Maxwell Bull, Christina Skipper
maxwell.bull@morganstanleypwm.com
303-595-2105
pwm.morganstanley.com/fowlerbull
\$12.7b Total Assets
\$10m Account Minimum



Heritage Wealth Advisors
Ameriprise Financial
Mercer Island, WA
Team: Erin Scannell, Colin Sands, Amy Schwab
kara.kelly@ampf.com
425-709-2345
ameripriseadvisors.com/team/heritage-wealth-advisors
\$4.7b Total Assets
\$0 Account Minimum



The Hetherington Group
Merrill Private Wealth Management
New Canaan, CT
Team: Brian Hetherington
brian_hetherington@ml.com
203-972-2523
pwa.ml.com/hetheringtongroup
\$3.9b Total Assets
\$10m Account Minimum



Jones Zafari Group
Merrill Private Wealth Management
Los Angeles, CA
Team: Richard Jones, Reza Zafari, Tom Tournat, Jerry Klein, Dave Niehaus, Eleni Mavromati, Audney DePaulo, Cheryl Smith, Victoria Santoro, Wil Byers
richardb.jones@ml.com
310-407-4925
pwa.ml.com/joneszafarigroup
\$23.8b Total Assets
\$10m Account Minimum



Papadoyannis & Associates
Ameriprise Financial
San Mateo, CA
Team: George Papadoyannis, Ryan Lee, Josh Lechhook
george.x.papadoyannis@ampf.com
650-593-9170
ameripriseadvisors.com/team/papadoyannis-associates
\$6.5b Total Assets
\$500k Account Minimum



The Polk Wealth Management Group
Morgan Stanley Private Wealth Management
New York, NY
Team: Lyon Polk, Deborah Montaperto, Sandeep Belani, Edmund Agresta, Tallie Taylor
mercy.sierra.short@morganstanleypwm.com
212-761-0867
advisor.morganstanley.com/the-polk-wealth-management-group
\$38.8b Total Assets
\$50m Account Minimum



The Ricca Group
Morgan Stanley Wealth Management
Florham Park, NJ
Team: Michael Ricca, Mary Guza, Diana Chaney
thericcagroup@morganstanley.com
973-236-3530
advisor.morganstanley.com/the-ricca-group
\$5.1b Total Assets
\$2m Account Minimum



The Sharma Group
Merrill Private Wealth Management
Boston, MA
Team: Raj Sharma, Christian Kemp
sharma_group@ml.com
617-946-8030
pwa.ml.com/sharma_group
\$5.7b Total Assets
\$10m Account Minimum



Wilde Wealth Management Group
Wilde Wealth Management Group
Paradise Valley, AZ
Team: Trevor Wilde, Janenne Lackey, Jackie Yoder
info@wildewealth.com
480-361-6209
wildewealth.com
\$2.8b Total Assets
\$250k Account Minimum



Trailhead Retirement Planning Group
Morgan Stanley Wealth Management
Chicago, IL
Team: William Easom, Dan Hoffmann, Sean Lannan, Anthony Severino, Erin Haley, Michael Haynes, William Kramer, Kenneth Robson
trailhead@morganstanley.com
312-648-3471
advisor.morganstanley.com/trailhead
\$3.5b Total Assets
\$1m Account Minimum

BARRON’S

At Barron’s
WITH ANDY SERWER

Insights from today’s top leaders.
A new podcast that takes you inside the C-suite.

Join Barron’s Andy Serwer as he sits down each week with top CEOs and business leaders to discuss the biggest stories in business, including the economy, emerging technologies such as artificial intelligence, leadership, corporate culture and more.



LISTEN NOW WHEREVER YOU
GET YOUR PODCASTS

