

BofA Securities Equity Client Flow Trends

More record Communication Services inflows

Stocks > ETFs last week; opposite still true YTD

- **Biggest outflows in five weeks**: Last week (where S&P 500 was +1.4%), clients were net sellers of US equities (-\$1.9B; biggest in five weeks). Clients sold single stocks (largest single stock outflows since July'23) and purchased ETFs. Meanwhile, YTD, clients have been net buyers of \$4.4B of stocks vs. sellers of \$0.4B of ETFs.
- Both institutional and private clients were sellers, while hedge fund clients
 were net buyers last week. All were reversals in direction from the previous week's
 inflows.
- **Corp. client buybacks decelerated** but are still tracking above typical seasonal levels at this time for a thirteenth week in a row. YTD, buybacks as a percentage of S&P 500 market cap (0.30%) are above '23 highs (0.27%) at this time.

Tech & Financials outflows; more big Comm. Svcs. inflows

- Clients sold stocks in 9 of the 11 GICS sectors, led by Tech (largest outflow since July'23 and 3rd consecutive week of outflows) and Financials (largest outflow since June'23; has seen outflows in 14 of the past 17 weeks).
- **More record Comm. Services inflows:** Amid continued upward revisions, strong earnings results and a surprise dividend announcement (see: <u>Earnings Tracker</u>), Comm. Services saw another week of record-breaking inflows (2nd ever after last week's record). It also has the longest recent buying streak of any sector (15 weeks).
- Recent positive flow mo' in Health Care: Health Care saw its sixth straight week
 of inflows. An M&A pickup has begun to help sentiment in the sector (see M&A
 podcast).

ETFs: all sizes & styles saw inflows; most sectors as well

- Clients bought equity ETFs for a third week, with inflows across all styles (Growth/Value/Blend) and all size segments (Small/Mid/Large/Broad Market).
- **Most sector ETFs saw inflows,** led by Financials ETFs (unlike their single stock counter parts); Consumer Staples led outflows.
- **Small cap ETF momentum continued**, with inflows in 21 of the 22 past weeks. Despite recent inflows, positioning in small caps remains light (see SMID Year Ahead) and valuations remain inexpensive vs. history (see SMID Valuations).

Exhibit 3: Comm. Svcs. inflows at all time highs4-wk avg. inflows/outflows for Communication Services



Trading ideas and investment strategies discussed herein may give rise to significant risk and are not suitable for all investors. Investors should have experience in relevant markets and the financial resources to absorb any losses arising from applying these ideas or strategies.

BofA Securities does and seeks to do business with issuers covered in its research reports. As a result, investors should be aware that the firm may have a conflict of interest that could affect the objectivity of this report. Investors should consider this report as only a single factor in making their investment decision.

Refer to important disclosures on page 17 to 19.

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Equity and Quant Strategy United States

Data Analytics



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Exhibit 1: Institutional clients are the biggest net sellers post-crisis

Cumulative flows (\$ bn) by client type, January 2008-present

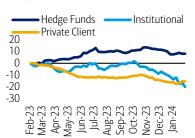


Source: BofA Securities

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Exhibit 2: Hedge funds are the biggest net buyers in the past 12 months

L12m cumulative flows (\$ bn) by client type, January 2023-present



Source: BofA Securities

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For more details on BofA Securities client flows and a complete methodology behind the data in this report, please see pg.15-16. Note that flows span Monday-Friday of the previous week

BofA Equity Client Flow Trends

This weekly product provides an aggregated view of BofA client trading flows into US stocks executed by the firm's cash equities business. By aggregating flows across many execution platforms and trading desks, we provide an overview of what sectors and market cap size segments are being bought or sold, and what type of client is buying or selling. The client types we include are hedge funds, institutional clients and private clients. The sectors are the 11 GICS (global industry classification standard) sectors, as well as ETFs, and the market caps are large, mid and small. Our data history spans January 2008-present. This product is not meant to be predictive of the market but aims to provide a holistic view of BofA client trading flows. For more details, see the Methodology section.

Exhibit 5: Rolling four-week avg. flows positive since mid-Jan.

BofA client total net buys of US equities: four-week moving avg (\$ mn) and S&P 500, 2008-present



Source: BofA Securities, FactSet

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Exhibit 6: BofA Securities equity client flows by year

Cumulative net buying (selling) in \$mn by sector, client type, size segment and overall

Sector	2024	2023	2022	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008
Consumer Discretionary	(1,396)	2,760	4,221	(8,511)	(8,129)	(757)	336	(14,600)	(6,584)	(3,137)	(4,427)	(6,271)	(3,520)	2,180	(1,470)	(660)	(5,297)
Consumer Staples	(1,657)	(655)	293	(5,175)	(3,054)	(856)	(943)	(4,932)	(1,613)	660	(5,308)	(3,163)	(6,579)	(4,426)	(3,412)	(3,260)	(7,334)
ETFs	(419)	23,383	36,406	77,404	36,169	24,435	26,836	57,133	23,551	28,158	34,363	12,139	18,684	6,597	8,432	5,702	7,935
Energy	147	(1,641)	1,955	3,831	3,591	3,987	(1,615)	(5,712)	(5,054)	(1,230)	(4,074)	(3,288)	(5,323)	(933)	(4,290)	(1,970)	(8,694)
Financials	(2,240)	3,742	(442)	11,845	1,929	20,159	14,650	155	(4,726)	(858)	(5,408)	(4,983)	(2,248)	(1,730)	(4,734)	4,784	(2,257)
Health Care	4,021	3,077	2,289	(8,559)	(2,705)	1,909	6,755	(12,796)	(12,525)	(5,490)	(5,517)	(4,101)	(829)	2,243	(3,991)	(1,888)	(6,115)
Industrials	(803)	(10,631)	(2,979)	(8,188)	(8,475)	(971)	519	(10,502)	(10,507)	(3,036)	786	(2,110)	(1,699)	(653)	(1,576)	(91)	(6,736)
Information Technology	(4,487)	30,778	21,852	(2,796)	(2,421)	15,441	7,271	(6,603)	(8,518)	1,193	(3,128)	(2,703)	(1,217)	2,730	1,475	(4,355)	(6,177)
Materials	(342)	1,318	4,502	251	(1,084)	3,319	387	(2,678)	(2,418)	(3,479)	(1,229)	(3,664)	(3,045)	(1,783)	(1,270)	(413)	(1,068)
Real Estate	(520)	1,793	3,156	2,750	2,939	(3,216)	(1,624)	(4,155)	(366)								
Communication Services	11,313	17,938	5,867	(11,418)	(904)	1,974	(2,509)	(806)	1,028	596	3,223	1,743	(204)	690	(517)	365	(273)
Utilities	216	(1,009)	(642)	(312)	2,066	(2,569)	(1,036)	(2,968)	(942)	156	(636)	425	(808)	732	(893)	(461)	(1,622)
Client																	
Hedge Funds	(1,951)	10,953	(26,688)	(18,609)	(7,646)	363	(7,297)	(2,164)	(2,957)	(2,434)	(4,683)	(3,417)	(2,085)	(5,695)	(4,456)	6,418	(1,223)
ex. ETFs	(919)	1,515	(26,293)	(39,181)	(12,160)	(4,722)	(2,989)	(3,852)	(4,894)	(5,944)	(8,933)	(822)	(2,723)	(3,590)	(3,607)	7,568	(1,556)
Institutional	(10,094)	(15,002)	6,655	(18,133)	(286)	758	(17,246)	(52,717)	(49,137)	(26,153)	(18,235)	(32,792)	2,668	1,493	(13,755)	6,088	(15,150)
ex. ETFs	(17,161)	(7,169)	5,460	(26,187)	(9,025)	(9,852)	(11,255)	(60,771)	(52,225)	(19,309)	(25,640)	(29,542)	(4,693)	1,725	(15,002)	7,823	(16,713)
Retail	316	(18,384)	16,086	(1,287)	(10,737)	(28,106)	(1,462)	7,787	(13,983)	1,764	(13,205)	(18,800)	(39,973)	(23,049)	(25,999)	(23,361)	(21,266)
ex. ETFs	1,117	(40,162)	(19,521)	(50,065)	(33,652)	(36,846)	(38,596)	(39,604)	(34,366)	(29,728)	(35,914)	(34,997)	(50,657)	(31,983)	(34,033)	(31,949)	(27,305)
Corporates	15,569	92,617	80,823	89,112	38,544	89,721	75,091	38,587	37,019	40,767	44,850	39,401	32,449	32,897	31,964	8,609	N/A
Size																	
Large cap	4,667	74,613	45,249	45,701	27,060	59,743	46,487	(4,151)	(20,314)	665	4,815	(16,887)	(10,081)	4,480	(9,505)	(3,755)	(33,155)
ex. ETFs	59,224	54,279	30,321	(12,266)	1,056	46,762	33,004	(45,223)	(35,414)	(9,903)	(13,568)	(15,814)	(17,812)	5,284	(10,483)	(3,820)	(34,028)
Mid cap	(946)	(7,964)	23,919	5,571	(6,377)	1,842	4,098	(2,004)	(6,543)	9,329	3,991	2,151	3,050	237	(2,845)	301	(3,074)
ex. ETFs	(8,965)	(8,178)	10,635	(6,663)	(10,557)	(4,856)	(4,542)	(12,476)	(11,340)	(1,441)	(6,010)	(4,742)	(3,851)	(3,819)	(6,363)	(1,159)	(7,356)
Small cap	134	1,596	2,349	(188)	(806)	1,152	(1,498)	(2,351)	(2,202)	3,950	(80)	(872)	90	928	103	1,207	(1,410)
ex. ETFs	(643)	(748)	(2,598)	(7,391)	(6,793)	(3,605)	(6,211)	(7,941)	(5,856)	(2,870)	(6,060)	(5,402)	(3,961)	(2,416)	(3,830)	(2,970)	(4,187)
Untagged flow	0	(4,515)	(7,882)	(41,558)	(14,415)	(13,345)	(1,924)	11,379	(4,599)	(1,919)	(3,266)	(5,159)	(1,131)	(1,154)	586	(511)	(13,179)
Total	3,834	66,338	68,597	9,563	5,508	49,510	47,103	2,916	(33,274)	11,613	5,380	(21,136)	(7,919)	4,492	(11,659)	(2,758)	(50,817)
Single stocks only (ex-ETFs)	4,253	47,470	40,072	(26,282)	(16,246)	38,420	22,191	(65,596)	(52,226)	(14,626)	(25,717)	(28,117)	(25,472)	(951)	(20,677)	(7,949)	(45,573)
Total ex. corporate buybacks	(11,735)	(26,279)	(12,227)	(79,549)	(33,036)	(40,211)	(27,988)	(35,672)	(70,293)	(29,154)	(39,469)	(60,537)	(40,368)	(28,405)	(43,624)	(11,366)	N/A

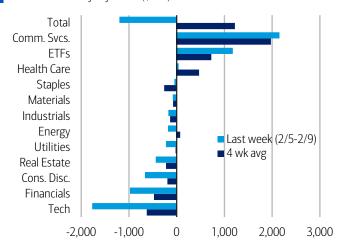
Source: BofA Securities. Note: Data on Real Estate since 8/31/16. Fins. includes Real Estate prior to 8/31/16. Comm, Svcs. based on new sector from 10/1/18-present & previous Telecom. Svcs. prior to 10/1/18



Weekly flows by client, sector, & size

Exhibit 7: By sector, Comm. Svcs. saw biggest inflows & Tech saw biggest outflows

BofA client net buys by sector (\$ mn)

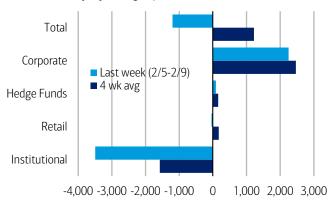


Source: BofA Securities

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Exhibit 8: By clients, Corporate clients led inflows and Institutional clients led outflows

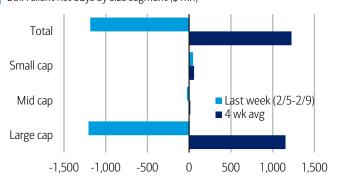
BofA client net buys by client group (\$ mn)



Source: BofA Securities

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Exhibit 11: By size, Small caps led inflows and Large caps led outflows BofA client net buys by size segment (\$\(\sigma \) mn)



Source: BofA Securities

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Exhibit 8: Weekly net buying (selling) by the 11 GICS sectors (single stocks) and ETFs overall

Last four weeks and rolling average trends, \$mn

Sector	Last wk (2/5/24)	1/29/ 24	1/22/ 24	1/15/ 24	4 wk. avg.	12 wk avg	52 wk avg
Cons. Disc.	-665	89	-517	313	-195	-190	-23
Cons. Staples	-49	-163	-854	17	-262	-263	-56
Energy	-183	89	-2	389	73	-23	-27
Financials	-979	343	-494	-773	-476	-261	24
Health Care	39	462	50	1326	469	71	84
Industrials	-174	36	263	-678	-138	-351	-187
Tech	-1770	-513	-877	650	-628	765	361
Materials	-83	-169	-55	5	-76	-56	-6
Real Estate	-439	-525	-94	163	-224	-67	16
Comm. Svcs.	2154	3372	721	1652	1975	1,469	528
Utilities	-225	-76	37	167	-24	-21	-20
ETFs	1176	938	709	79	725	641	638
Total	-1200	3882	-1114	3310	1220	1,712	1,333
Total ex. ETFs	-2376	2944	-1822	3231	494	1,071	696
Total incl.							
untagged							
flows	-1857	4848	-714	3274	1388	1,361	1,311

Source: BofA Securities; Note: ETFs classified as a 12th "sector" and broken out further on the subsequent page. Real Estate GICS sector was broken out from Fins. beginning 8/31/16. Comm. Svcs. flows based on new sector from 10/1/18 onward & Telecom prior to 10/1/18.

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Exhibit 10: Weekly net buying (selling) by client type

Last four weeks and rolling average trends, \$mn

	Last wk						
	(2/5/24	1/29/	1/22/	1/15/2	4 wk.	12 wk	52 wk
Client)	24	24	4	avg.	avg	avg
Hedge Funds	88	-814	803	554	158	-407	157
ex. ETFs	-112	-571	436	295	12	-504	-13
Institutional	-3495	923	-5254	1520	-1577	-1,197	-384
ex. ETFs	-3589	485	-5358	1007	-1864	-1290	-323
Private Client	-43	1247	996	-1506	174	-267	-296
ex. ETFs	-925	510	758	-825	-120	-699	-823
Corporates	2250	2520	2342	2754	2466	3,537	1,841
Total	-1199	3876	-1114	3321	1221	1,666	1,318
Total ex. ETFs	-2376	2944	-1822	3231	494	1,071	696
Total incl. untagged							
flows	-1857	4848	-714	3274	1388	1361	1311

Source: BofA Securities

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Exhibit 12: Weekly net buying (selling) by size segment

Last four weeks and rolling average trends, \$mn

Market Cap	Last wk (2/5/24)	1/29/ 24	1/22 /24	1/15/ 24	4 wk. avg.	12 wk avg	52 wk avg
Large cap	-1207	4063	-1662	3420	1154	1,688	1,335
ex. ETFs	-2261	3093	-1978	3091	486	1223	792
Mid cap	-26	-276	397	-41	14	-83	-88
ex. ETFs	-89	-170	40	67	-38	-195	-133
Small cap	47	89	150	-54	58	56	37
ex. ETFs	-25	15	116	89	49	-7	-6
Total	-1185	3876	-1114	3325	1225	1,661	1,284
Total ex. ETFs	-2375	2938	-1822	3246	497	1,071	696
Total incl. untagged							
flows	-1857	4848	-714	3274	1388	1361	1311

Source: BofA Securities

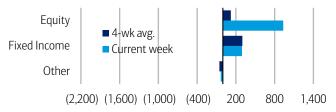


ETF flow color

We provide additional color on ETF net buys¹, with a breakout of this flow available since the start of 2017. We use Bloomberg Fund Classifications to manually tag/group ETFs by asset class focus, sector, strategy, and market cap; see Appendix for details. The majority of ETF flows in a given week are equity ETF flows (about 95% on avg. since '17) and ETFs are included as a category of equity flows in the standard charts beginning on pg 2. See pg. 5 for four-week avg. and cumulative ETF flows by sector.

Exhibit 12: Clients bought Equity/Fixed Income ETFs and sold Other FTFs

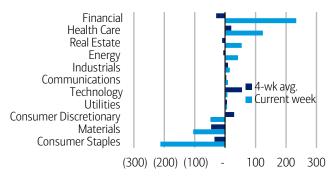
ETF net buys by asset class (\$ mn)



Source: BofA Securities. Note: Other includes Commodity, Specialty, Alternative, Mixed Allocation

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Exhibit 14: ETFs most positive in Financial. and negative in Staples Equity ETF net buys by sector (\$ mn)

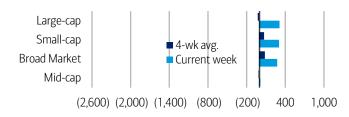


Source: BofA Securities

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Exhibit 14: By size, all ETFs saw inflows led by Large caps

Equity ETF net buys by market capitalization (\$ mn)

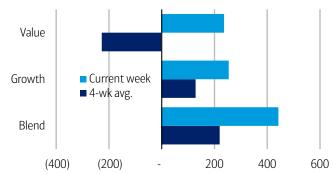


Source: BofA Securities

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Exhibit 16: All style ETFs saw inflows led by Blend ETFs

Equity ETF net buys by style (\$ mn)



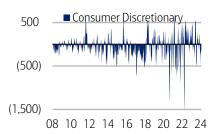
Source: BofA Securities

¹ Note that net buys (sales) of ETFs by our clients presented throughout this report do not include creation of new ETF shares by BofA—these flows would show up as single stock net buys (sales) in the underlying sectors of the stocks that comprise the ETF.

Rolling four-week average trends by sector (single stock)

Exhibit 17: Cons Disc.: recent outflows

4 week avg. flows (\$ mn)



Source: BofA Securities

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Exhibit 20: Financials: recent outflows

4 week avg. flows (\$ mn)

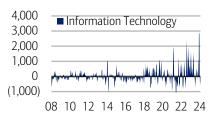


Source: BofA Securities

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Exhibit 23: Tech: recent outflows

4 week avg. flows (\$ mn)

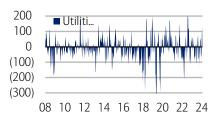


Source: BofA Securities

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Exhibit 26: Utilities: flows flip negative

4 week avg. flows (\$ mn)

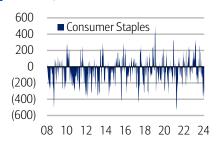


Source: BofA Securities

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Exhibit 18: Staples: recent outflows

4 week avg. flows (\$ mn)

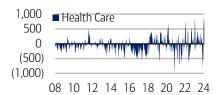


Source: BofA Securities

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Exhibit 21: Health Care: recent inflows

4 week avg. flows (\$ mn)

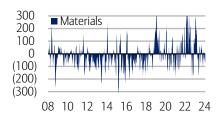


Source: BofA Securities

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Exhibit 24: Materials: recent outflows

4 week avg. flows (\$ mn)

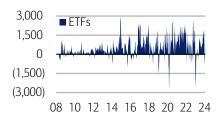


Source: BofA Securities

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Exhibit 27: ETFs: recent inflows

4 week avg. flows (\$ mn)

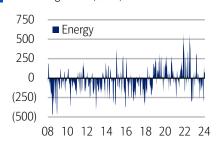


Source: BofA Securities

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Exhibit 19: Energy: recent inflows

4 week avg. flows (\$ mn)

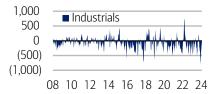


Source: BofA Securities

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Exhibit 22: Industrials: recent outflows

4 week avg. flows (\$ mn)

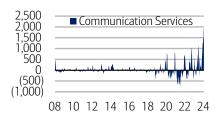


Source: BofA Securities

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Exhibit 24: Comm. Svcs.: recent inflows

4 week avg. flows (\$ mn)

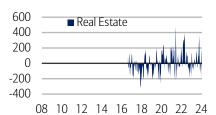


Source: BofA Securities

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Exhibit 27: Real Estate: recent outflows

4 week avg. flows (\$ mn)



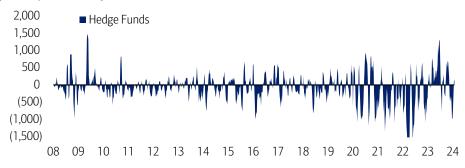
Source: BofA Securities



Rolling four-week average trends by client type

Exhibit 29: Hedge Funds: recent inflows

Net buys (4 week avg, \$ mn)

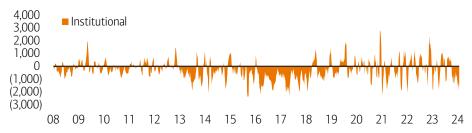


Source: BofA Securities

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Exhibit 30: Institutional clients: recent outflows

Net buys (4 week avg, \$ mn)

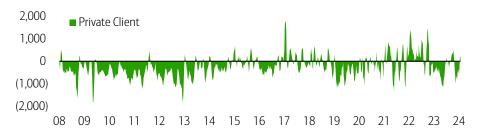


Source: BofA Securities

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Exhibit 31: Private clients: recent inflows

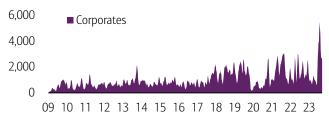
Net buys (4 week avg, \$ mn)



Source: BofA Securities

Exhibit 32: Buybacks by corp. clients at historical high levels

Corporate clients (4 week avg, \$ mn)

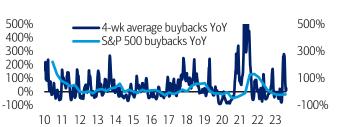


Source: BofA Securities

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Exhibit 33: Corp. client buybacks above S&P 500 buybacks trendBofA corporate clients' 4 week avg. buybacks (YoY % chg) vs. S&P 500 total quarterly buybacks (YoY % chg), since 2010



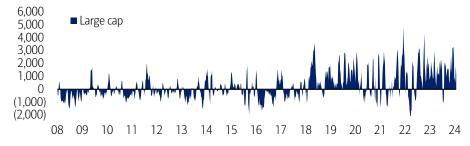
Source: S&P, BofA Securities



Rolling four-week average trends by market cap

Exhibit 34: Large caps: recent inflows

Large cap net buys (4 week avg, \$ mn)

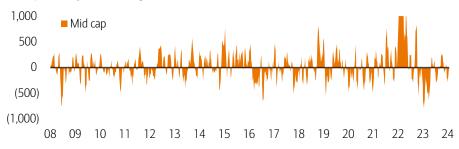


Source: BofA Securities

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Exhibit 35: Mid caps: flows flip positive

Mid caps net buys (4 week avg, \$ mn)

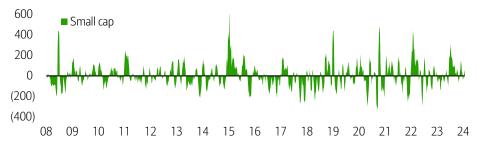


Source: BofA Securities

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Exhibit 36: Small caps: recent inflows

Small caps net buys (4 week avg, \$ mn)

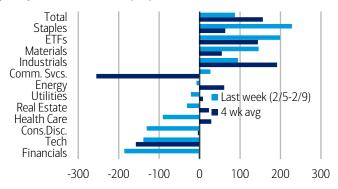


Source: BofA Securities

Sector & size flows by client type last week

Exhibit 37: Hedge Funds bought Staples and sold Financials

Hedge funds clients net buys by sector (\$ mn)

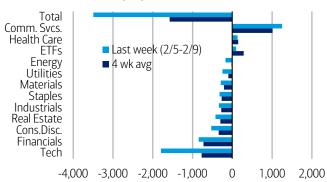


Source: BofA Securities

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Exhibit 39: Institutional clients bought Comm. Svcs. and sold Tech

Institutional clients net buys by sector (\$ mn)

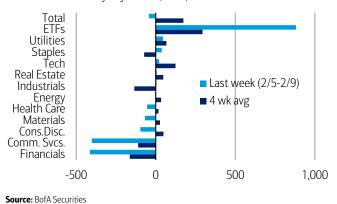


Source: BofA Securities

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Exhibit 41: Private clients bought ETFs and sold Financials

Private clients net buys by sector (\$ mn)



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Exhibit 38: Hedge Funds bought Large caps and sold SMID caps

Hedge fund net buys by market cap (\$ mn)

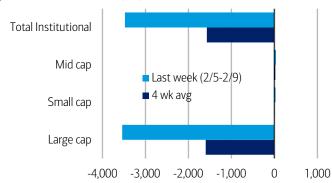


Source: BofA Securities

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Exhibit 40: Institutional clients bought SMID caps and sold Large caps

Institutional clients net buys by market cap (\$ mn)



Source: BofA Securities

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Exhibit 42: Private clients bought Large and Small caps and sold Mid

Private client net buys by market cap (\$ mn)



Source: BofA Securities



ETF flows: z-scores (3m and 1yr)

Exhibit 43: Weekly Client ETF Flows: z-scores as of latest week

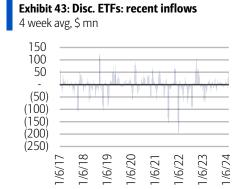
Based on 1) current week's z-score vs. the past 3 months (3m column), and 2) current 4-week moving average z-score vs. the past year (52 weeks) of 4-week moving averages (1yr column)

	Total		Hedge Fund Clients		Institutio	nal Clients	Private Clients		
	3m	1y	3m	1y	3m	1y	3m	1y	
Total	0.39	0.25	0.23	-0.15	0.09	1.80	0.42	-0.47	
Asset Class									
Equity	0.14	-0.03	0.23	0.10	-0.31	0.19	0.43	-0.23	
Fixed Income	0.60	0.77	0.16	-0.60	0.46	1.61	0.17	-0.62	
Style									
Blend	-0.13	0.07	0.11	0.32	-0.40	-0.02	0.40	-0.12	
Growth	0.40	0.60	0.37	-0.78	0.38	1.31	0.11	0.53	
Value	0.47	-0.95	0.69	-0.44	-0.35	-1.02	0.49	-0.91	
Sector									
Consumer Discretionary	-1.00	2.48	-2.05	-0.60	0.14	2.05	2.07	2.33	
Consumer Staples	-2.86	-0.97	-0.82	-0.21	-0.30	0.06	-3.21	-1.62	
Energy	0.99	0.03	-0.22	-0.79	-0.20	0.13	0.71	-0.22	
Financial	1.61	-0.69	0.42	0.75	0.26	-2.21	3.26	1.33	
Health Care	1.26	0.88	0.28	-0.01	2.27	0.68	-1.04	0.61	
Industrials	0.57	0.47	0.33	0.54	0.26	-0.55	1.07	1.02	
Technology	-0.20	1.20	-0.97	0.45	1.31	1.88	-1.01	0.62	
Materials	-1.81	-1.49	-1.59	-1.56	-0.14	0.34	-1.70	-3.68	
Real Estate	1.51	0.87	1.23	-0.10	0.93	1.79	0.18	0.15	
Communications	0.10	-0.35	-0.22	-0.79	-0.20	0.13	0.71	-0.22	
Utilities	0.38	1.16	0.10	0.83	0.17	-0.17	1.67	0.71	
Size									
Large-cap	-0.13	-0.22	-0.14	-0.03	-0.49	0.07	0.27	-0.40	
Mid-cap	0.08	0.07	0.50	1.40	-0.78	0.64	0.53	-1.56	
Small-cap	1.17	0.59	1.35	1.16	-0.07	-0.34	1.38	0.45	
Broad Market	0.79	0.52	0.06	-1.17	0.97	0.97	0.58	0.90	

Source: BofA Securities

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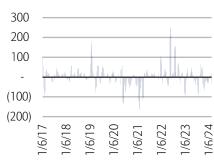
Equity ETF flows: 4-week average flows by sector



Source: BofA Securities

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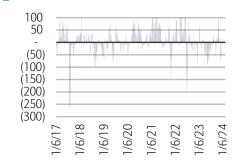
Exhibit 44: Staples ETFs: flows flip negative 4 week avg, \$ mn



Source: BofA Securities

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Exhibit 45: Energy ETFs: recent outflows 4 week avg, \$ mn



Source: BofA Securities



Exhibit 46: Financial ETFs: recent outflows

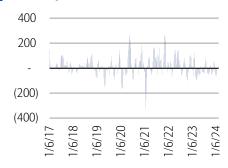
4 week avg, \$ mn 300 200 100 (100)(200)1/9/17 /6/18 61/9/ /6/20

Source: BofA Securities

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Exhibit 47: Health Care ETFs: flows flip positive

4 week avg, \$ mn

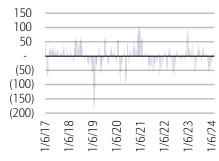


Source: BofA Securities

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Exhibit 48: Industrials ETFs: recent inflows

4 week avg, \$ mn

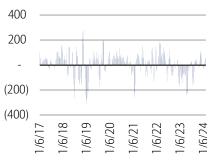


Source: BofA Securities

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Exhibit 49: Tech ETFs: recent inflows

4 week avg, \$ mn

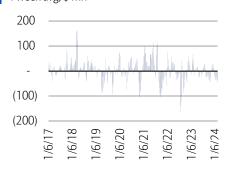


Source: BofA Securities

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Exhibit 50: Materials ETFs: recent outflows

4 week avg, \$ mn

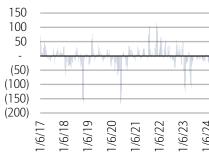


Source: BofA Securities

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Exhibit 51: Real Estate ETFs: recent outflows

4 week avg, \$ mn

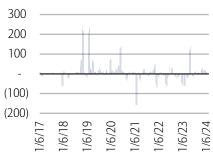


Source: BofA Securities

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Exhibit 52: Comm. Svcs. ETFs: recent inflows

4 week avg, \$ mn

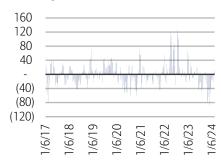


Source: BofA Securities

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Exhibit 53: Utilities ETFs: recent inflows

4 week avg, \$ mn



Source: BofA Securities

Equity ETFs: 4-week average flows by strategy

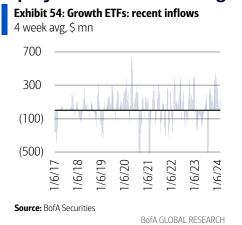


Exhibit 55: Value ETFs: recent outflows

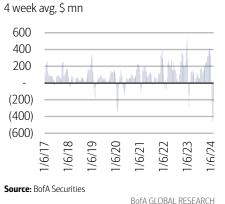
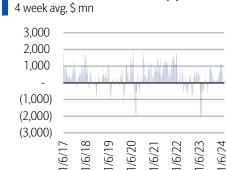


Exhibit 56: Blend ETFs: flows flip positive

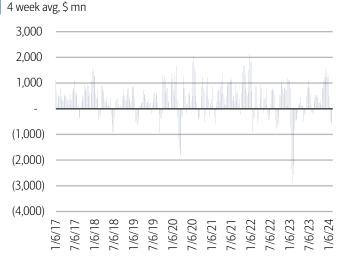


Source: BofA Securities

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Equity ETFs: 4-week average flows by market cap



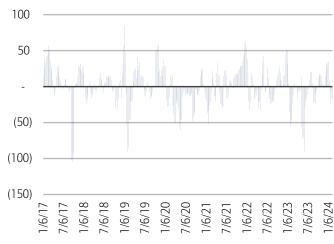


Source: BofA Securities

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Exhibit 58: Mid cap ETFs: recent outflows

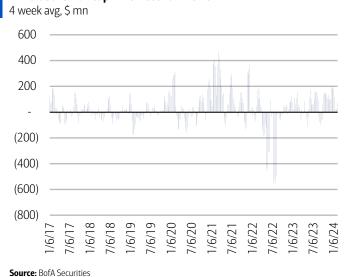




Source: BofA Securities

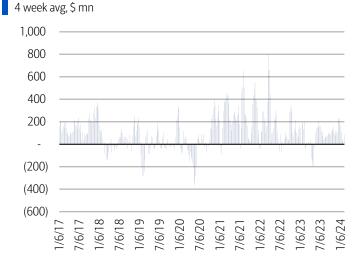
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Exhibit 59: Small cap ETFs: recent inflows



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Exhibit 60: Broad Market ETFs: recent inflows

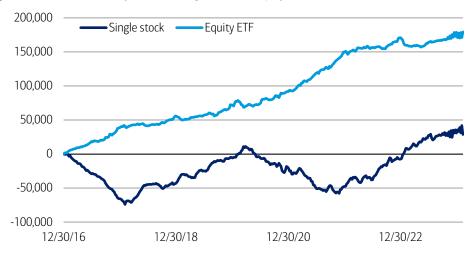


Source: BofA Securities

Cumulative equity sector flows: single stock vs. ETF

Exhibit 62: ETFs inflows have slowed, single stock outflows have flipped to inflows in 2023

Overall BofA client net buys (sales) of single stocks vs. equity ETFs, \$ mn



Source: BofA Securities

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Exhibit 63: Cons Disc. Single stock and ETFs flows flip negative

Cumulative flows 2017-now, \$mn



Exhibit 66: Financials: Single stock flows flip negative and ETFs flows flip positive

ETF •

18

20

Cumulative flows 2017-now, \$mn

Source: BofA Securities

60000

45000

30000

15000

-15000

0

16

Source: BofA Securities

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Single stock

22

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Exhibit 64: Staples: Single stock recent outflows and ETFs flows flip negative

Cumulative flows 2017-now, \$mn



Source: BofA Securities

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Exhibit 67: Health Care: Single stock recent inflows and ETFs flows flip positive

Cumulative flows 2017-now, \$mn



Exhibit 65: Energy: Single stock flows flip negative and ETFs flows flip positive

Cumulative flows 2017-now, \$mn



Exhibit 68: Industrials: Single stock flows flip negative and ETFs flows flip positive

Cumulative flows 2017-now, \$mn

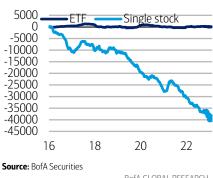




Exhibit 69: Tech: Single stock recent outflows and ETFs recent inflows

Cumulative flows 2017-now, \$mn



Exhibit 72: Comm. Svcs.: Single stock recent inflows and ETFs flows flip positive

Cumulative flows 2017-now, \$mn



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Exhibit 70: Materials: Single stock recent and ETFs recent outflows

Cumulative flows 2017-now, \$mn

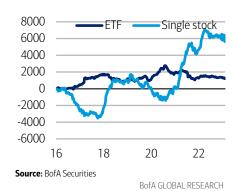


Exhibit 73: Utilities: Single stock recent outflows and ETFs recent inflows

Cumulative flows 2017-now, \$mn



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Exhibit 71: Real Estate: Single stock recent outflows and ETFs flows flip positive

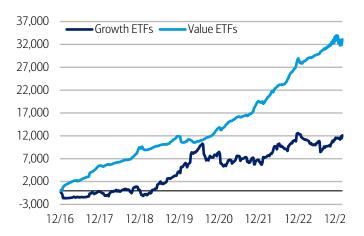
Cumulative flows 2017-now, \$mn



Cumulative Equity ETF flows by Size and Style

Exhibit 74: Value ETF flows outpacing Growth ETF flows

Growth ETF vs. Value ETF cumulative net buys, 2017-now (\$ mn)



Source: BofA Securities

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Exhibit 76: Trend of persistent inflows into Large Cap ETFs has faltered/seen mixed trends recently

Large Cap ETF cumulative net buys, 2017-now (\$ mn)



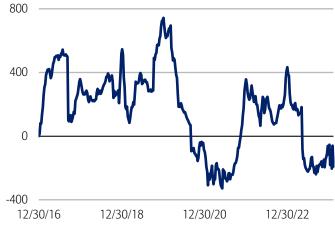
Exhibit 75: Blend ETFs generally seeing inflows recently

Blend ETF cumulative net buys, 2017-now (\$ mn)



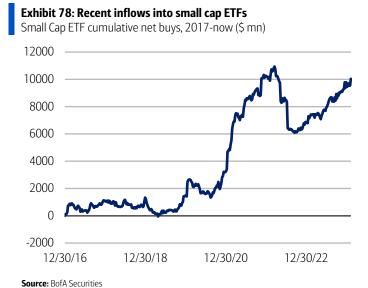
Exhibit 77: Mid Cap ETFs: recent buying after selling spate

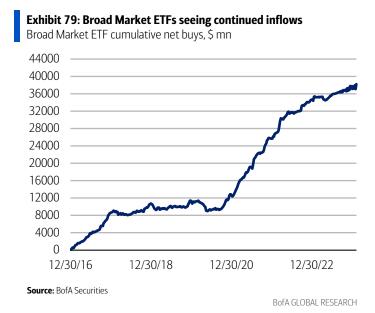
Mid Cap ETF cumulative net buys, 2017-now (\$ mn)



Source: BofA Securities

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BofA Equity Client Flow Trends Methodology

This product seeks to answer the questions of:

- 1) What sectors are being bought or sold by BofA clients?
- 2) What market cap size segments are being bought or sold?

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3) What type of client is buying or selling?

This product, which we plan to publish weekly, provides an aggregated view of BofA client trading flows into US stocks executed \underline{by} the cash equities business of the firm. By aggregating flows across many execution platforms and trading desks, the goal of this product is to provide an overview of what sectors and market caps are being bought or sold, and what type of client is buying or selling. This product is not meant to be predictive of the market, but aims to provide a holistic view of BofA client trading flows by client type, sector and market cap.

The trading flow is for US stocks only and is shown here as "net buys," defined as the dollar amount of buy orders less sell orders. Since this product is meant to provide client action context of recent market and sector performance based on client trading flows, we capture the data as "net buys" rather than trading volume. The order flow shown here represents all US single stock and ETF trades executed by the firm within the cash equity business, excluding OTC and Pink Sheets. Order flow on derivatives such as options, futures and swaps is not included. We show the data on both a weekly basis and as a four-week moving average basis to capture trends. The weekly data, while being timelier, can be influenced by block trades and is therefore more volatile. We believe the four-week moving average is better reflective of trends. Our interpretation of the data is based purely on aggregated trading flows and does not reflect any portfolio positions.

The four client types we include are: (1) hedge funds; (2) institutional clients; (3) private clients; and (4) corporates. All clients that are not hedge funds, corporates or private clients are categorized as institutional clients, and include mutual funds, pension funds, insurance companies, investment counselors, banks, broker dealers, etc.

Market cap size segments are small (<\$2bn), mid (\$2-10bn) and large (>\$10bn). The sectors included are the 11 GICS sectors, as well as ETFs. Beginning 8/31/16, Real Estate is broken out from Financials as the 11th GICS sector. Data from 10/1/18 onward



reflect the new Communication Services sector, while data prior to 10/1/18 reflect the former Telecom sector. We treat all historical net buy ETF flows as if they reflect net buys of US equities. The ETF data primarily consists of US equity ETFs, but may include flows into asset classes such as gold, other commodities and international stocks/bonds traded via US-based ETFs. In addition, net buys of ETFs may include a small amount of purchases of short fund or "bearish" ETFs. However, we believe our aggregate measures for overall US equity flows, as well as size segments and client types, still represent client actions. We began including more granularity on ETF flows as discussed in more detail below in September 2017, with data based on January 2017-present.

The first section of this report shows overall flows into US equities, with weekly charts and tables displaying the breakdown of flows by client type, sector, and market cap. The second section provides more detail on flows by client type, showing the breakdown of each client category's flows by sector and size. The weekly data we publish encompasses flows for the Monday through Friday of the prior week.

We have decided to no longer produce exhibits showing a breakout of pension fund flows (a subset of the Institutional client grouping) or sector-/size-segment level granularity on the corporate client buyback flow contained in prior issues of this product.

Color on ETF flows: We began publishing exhibits on ETF flow granularity in the September 5, 2017 edition of this report. In order to provide more color on ETF flows, based on data available back to January 2017, we began classifying ETF net buys manually by ticker based on Bloomberg Fund Classifications to aggregate each week's ETF net buys by asset class focus (Equity, Fixed Income, Commodity, Alternative, Mixed Allocation, Specialty), by sector (based on the 11 equity sectors), by strategy (Growth, Value, Blend), and by market capitalization (Large, Mid, Small, Broad Market). Note that net buys of ETFs by our clients presented throughout this report do not include creation of new ETF shares by BofA—these flows would show up as single stock net buys (sales) in the underlying sectors of the stocks that comprise the ETF. Market capitalization categorizations of ETFs by Bloomberg are based on the benchmark tracked/replicated; the prospectus may also be considered. Bloomberg may also overrule the classification of the benchmark (for example, by tagging an ETF tracking the S&P 500 as large cap even though the benchmark is multi-cap). Broad market ETFs invest in large, mid or small cap companies. Market cap classifications of ETFs by Bloomberg used in page 3 of this report may differ from the overall market cap categorizations of single stocks/ETFs by Unity in the remainder of this report.

A note on the BofA equity client flow data: Total net buys of US equities (Exhibit 5 on page 2) encompass the total trading flows we have described above. This includes a small portion of "unknown" trades, which result when the client, sector, or market cap is unable to be categorized. These "unknowns" are excluded from Sector, Client and Market Cap breakouts on pages 3-7. Hence, the overall net buys from Exhibit 5 will not exactly match the totals on these pages. Sector, client and market cap unknowns each represent less than 4% of trading volumes on average over our data history.



Disclosures

Important Disclosures

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Investment rating Total return expectation (within 12-month period of date of initial rating) Ratings dispersion guidelines for coverage cluster^{R1}

Buy	≥ 10%	≤ 70%
Neutral	≥ 0%	≤ 30%
Underperform	N/A	≥ 20%

Ratings dispersions may vary from time to time where BofA Global Research believes it better reflects the investment prospects of stocks in a Coverage Cluster.

INCOME RATINGS, indicators of potential cash dividends, are: 7 - same/higher (dividend considered to be secure), 8 - same/lower (dividend not considered to be secure) and 9 - pays no cash dividend. Coverage Cluster is comprised of stocks covered by a single analyst or two or more analysts sharing a common industry, sector, region or other classification(s). A stock's coverage cluster is included in the most recent BofA Global Research report referencing the stock.

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