### AMANA MUTUAL FUNDS PRESENT

# TIME IN THE MARKET TIMING THE MARKET

WITH







Haitham Al-Sayed MBA
Regional Manager
Saturna Capital



Sameer Sarmast MS
Financial Planner
Saturna Capital





Please consider an investment's objectives, risks, charges and expenses carefully before investing. To obtain this and other important information, which you should carefully consider before investing, about the Amana Funds in a free prospectus or summary prospectus, please visit www.amanafunds.com or call 1-800-728-8762.

The Amana Funds are distributed by Saturna Brokerage Services, member FINRA/SIPC and a wholly-owned subsidiary of Saturna Capital, investment adviser to the Amana Funds.



# What is market timing?

Market timing is a type of investment or trading strategy.

It is the act of moving in and out of a financial market or switching between asset classes based on predictive methods.

## What is market timing?

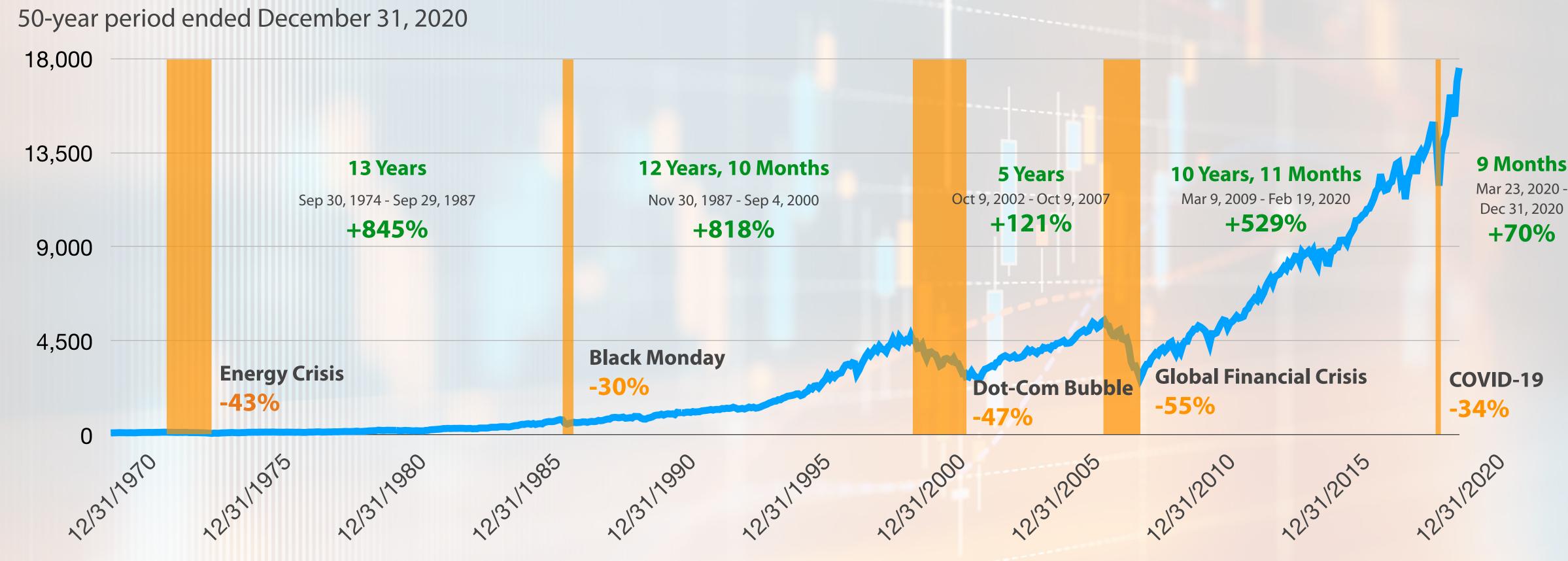
- Whether market timing is possible is a matter of opinion.
- Many investors, academics, and financial professionals believe it is impossible to time the market.
- Other investors like active professional traders and portfolio managers tend to strongly believe in timing markets.

# Why not time the markets?

- Can you predict the future?
- Market timers often underperform investors who follow a buy and hold strategy.
- The average investor does not want to spend hours watching the markets every day.
- The more you transact, the more fees you pay.
- Potential short-term capital gains taxes.

## Managing Emotional Reactions

#### S&P 500 Index

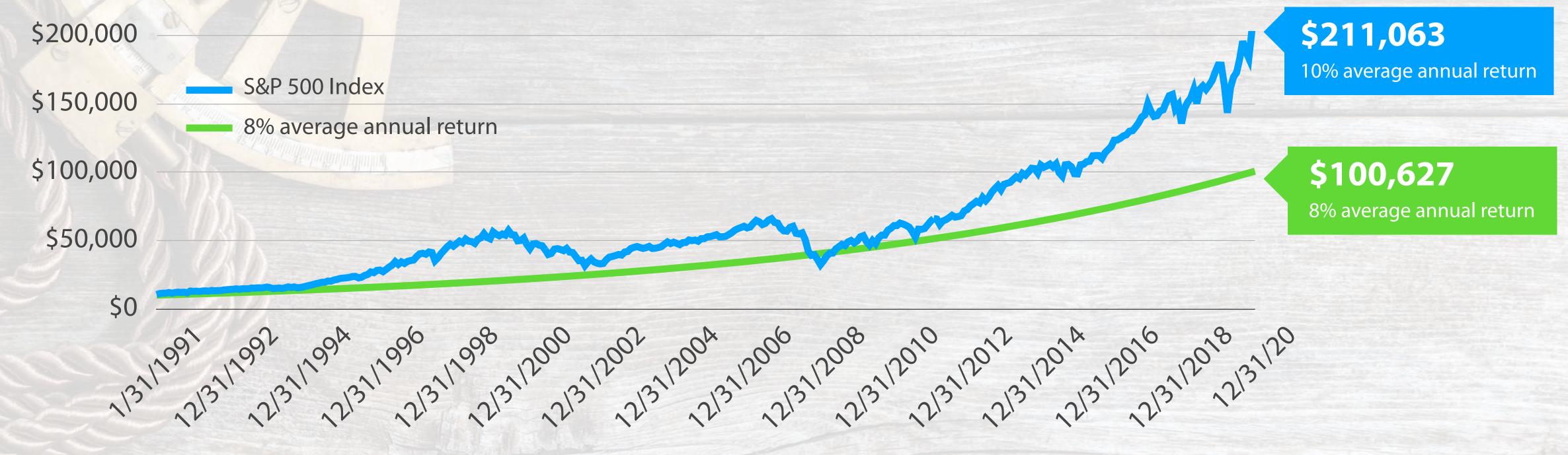


**Past performance is no guarantee of future results.** This chart is for illustrative purposes only and does not represent the performance of any particular investment. A bear market decline is defined as a 20% drawdown from peak to low. Investors cannot invest directly in an index. Index returns do not reflect any fees, expenses, or sales charges.

### The Full Picture Tells a Different Story

### S&P 500 Index vs. an 8% average annual return

Growth of a \$10,000 investment for the 30-year period ended December 31, 2020



Past performance is no guarantee of future results. The hypothetical example is for demonstration purposes only and does not represent the performance of any specific investment. This example does not account for applicable fees, expenses, or taxes. Lower maximum income tax rates on capital gains and dividends may reduce the difference in performance between the two accounts by improving the return for the taxable account. Investors should consider their own personal investment horizons and tax brackets, both current and anticipated, when making an investment decision. Withdrawals from a Traditional IRA are generally taxable in the year of withdrawal and may be subject to a 10% penalty if taken prior to age 59½. Investors cannot invest directly in an index. Index returns do not reflect any fees, expenses, or sales charges.

© 2021 Saturna Capital Corporation

### **Bull and Bear Markets**

### **Bull Markets**

Average growth: +403% 7 years, 4 months

### Bear Markets

Average fall: -42%

13 months

A bear market is defined as a 20% drawdown from a peak to low. A bull market is a period of sustained, positive returns. Calculations based on daily returns since 1970.

### Market Declines are Part of Investing

#### S&P 500 Index Over the Last 50 Years

December 31,1970 – December 31, 2020

| <b>C</b> • |            |    | •   |
|------------|------------|----|-----|
| Size       | <b>O</b> T | MA | Ina |
| JILC       | VI         | uc |     |

Avg. frequency

Last occurrence

| -5%       | -15% or more | -15%     | -20%     |
|-----------|--------------|----------|----------|
| or more   |              | or more  | or more  |
| EVERY     | EVERY        | EVERY    | EVERY    |
| 10 MONTHS | 4 YEARS      | 4 YEARS  | 8 YEARS  |
| AUG 2019  | DEC 2018     | DEC 2018 | MAR 2020 |

**Past performance is no guarantee of future results.** This chart is for demonstration purposes only and does not represent the performance of any specific investment. S&P 500 analysis by Franklin Templeton Capital Group. Monitoring periods are represented by 10-year, 5-year, 3-year, 1-Year, monthly rolling periods for S&P 500 Index from 12/31/70–12/31/2020 decision. Investors cannot invest directly in an index. Index returns do not reflect any fees, expenses, or sales charges.

10

### Fear Can Drive Investors Into Cash





**a b** 

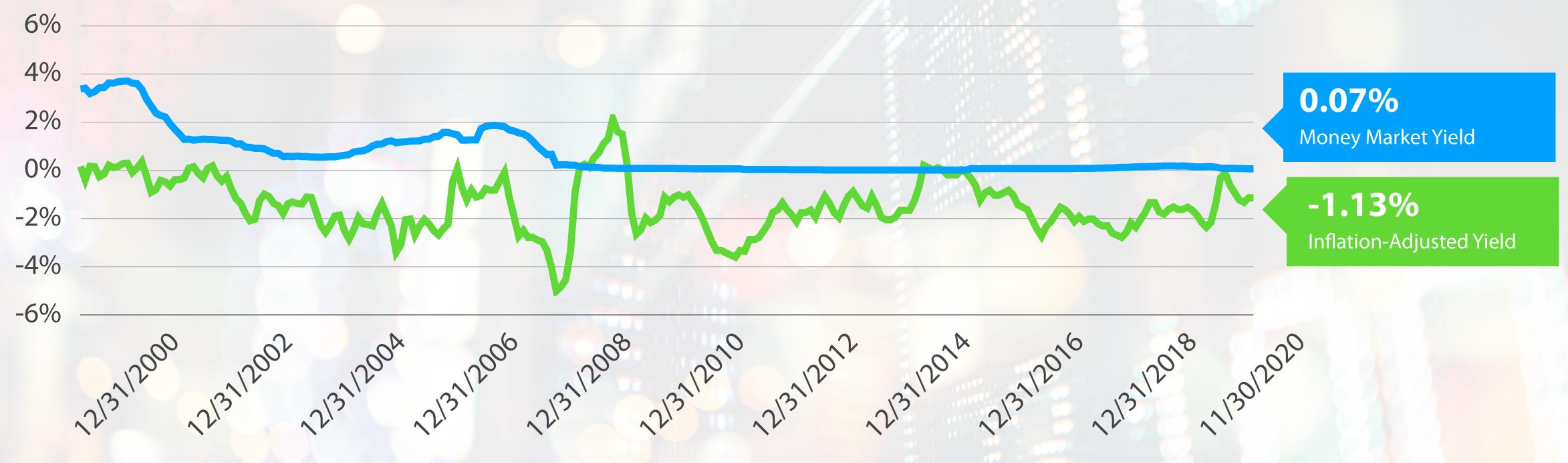
**a b** 



### Perceived Safety May Come at a Cost

#### Money market accounts' average yield before and after inflation

January 1, 2000 to November 30, 2020



**Past performance is no guarantee future results**. This chart is for illustrative purposes only and does not reflect the performance of any actual investment. It's important to note that money market accounts are insured by the Federal Deposit Insurance Corporation (FDIC) for up to \$250,000. Investors cannot invest directly in an index. Index returns do not reflect any fees, expenses, or sales charges.

### Tuning Out the Noise

#### S&P 500 Index Over the Last 50 Years

December 31, 1970 – December 31, 2020

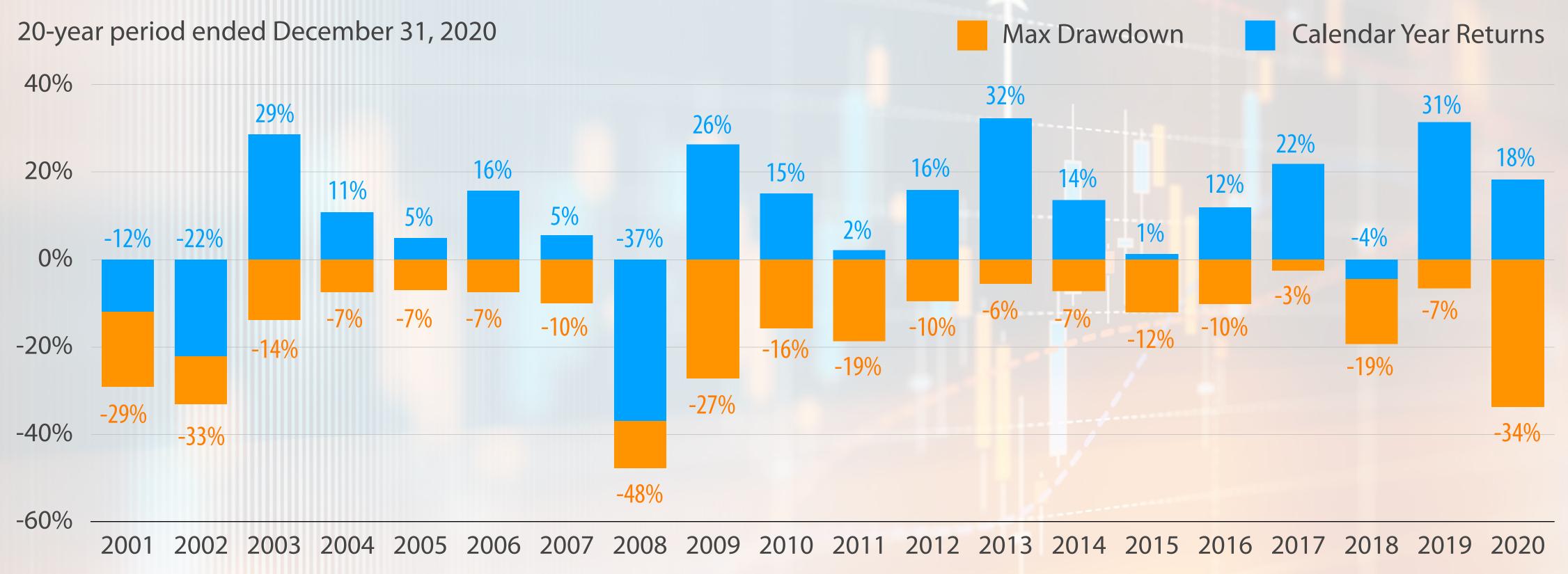
| % of time seeing | Daily | Monthly | 1-Year Period | 3-Year<br>Periods | 5-Year<br>Periods | 10-Year<br>Periods |
|------------------|-------|---------|---------------|-------------------|-------------------|--------------------|
| Gains            | 54%   | 63%     | 80%           | 86%               | 90%               | 91%                |
| Losses           | 46%   | 37%     | 20%           | 14%               | 10%               | 9%                 |

**Past performance is no guarantee of future results.** This chart is for demonstration purposes only and does not represent the performance of any specific investment. S&P 500 analysis by Franklin Templeton Capital Group. Monitoring periods are represented by 10-year, 5-year, 3-year, 1-Year, monthly rolling periods for S&P 500 Index from 12/31/70–12/31/2020 decision.

13

# Staying Invested is Often the Best Strategy

#### **S&P 500 Index Max Drawdown and Calendar Year Returns**



**Past performance is no guarantee of future results.** This chart is for demonstration purposes only and does not represent the performance of any specific investment. Max drawdown is calculated using daily returns. Investors cannot invest directly in an index. Index returns do not reflect any fees, expenses, or sales charges.

14

# Dollar Cost Averaging

**Example: \$500 monthly investment** 

| Month    | Monthly Investment | Share Price | Shares Purchased Each Month |
|----------|--------------------|-------------|-----------------------------|
| January  | \$500              | \$9.00      | 55.6                        |
| February | \$500              | \$10.00     | 50.0                        |
| March    | \$500              | \$8.00      | 62.5                        |
| April    | \$500              | \$11.75     | 42.6                        |
| May      | \$500              | \$12.25     | 40.8                        |
| June     | \$500              | \$9.00      | 55.6                        |

This table is for illustrative purposes only. Dollar Cost Averaging does not assure a profit or protect against loss in declining markets. Investors should consider their ability to make regular investments during all market conditions.

AVERAGE SHARE PRICE: \$10.00 (\$60.00/6 purchases)

AVERAGE SHARE COST: \$9.77 (\$3,000/307.1)

#### **RESULTS**

The average cost of your shares would be \$0.23 less than the average price of your shares over that period.

© 2021 Saturna Capital Corporation

### Why Diversify? Because Winners Rotate

#### **Annual Total Return of Key Asset Classes 2005-2019**

|         | 2005                | 2006                | 2007                | 2008                | 2009                | 2010                | 2011                | 2012                | 2013                | 2014                | 2015                | 2016                | 2017                | 2018                | 2019                |
|---------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| Best    | EM Stocks           | EM Stocks           | EM Stocks           | Global Bonds        | EM Stocks           | Small Growth Stocks | Bonds               | EM Stocks           | Small Growth Stocks | Large Growth Stocks | Large Growth Stocks | Small Value Stocks  | EM Stocks           | Bonds               | Large Value Stocks  |
| <b></b> | 34.54               | 32.55               | 39.82               | 10.89               | 79.02               | 29.09               | 7.84                | 18.63               | 43.30               | 14.89               | 5.52                | 31.74               | 37.75               | 0.01                | 31.93               |
|         | Foreign Stocks      | Foreign Stocks      | Foreign Stocks      | Bonds               | High Yield Bonds    | Small Value Stocks  | Global<br>Ronds     | Small Value Stocks  | Small Value Stocks  | Large Value Stocks  | Bonds               | High Yield Bonds    | Large Growth Stocks | Large Growth Stocks | Large Growth Stocks |
|         | 14.02               | 26.86               | 11.63               | 5.24                | 54.22               | 24.50               | 6.35                | 18.05               | 34.52               | 12.36               | 0.55                | 18.25               | 27.44               | -0.01               | 31.13               |
|         | Hedge Strategies    | Small Value Stocks  | Global<br>Ronds     | Hedge Strategies    | Small Growth Stocks | EM Stocks           | High Yield Bonds    | Foreign Stocks      | Large Growth Stocks | Bonds               | Foreign Stocks      | Large Value Stocks  | Foreign Stocks      | Global Bonds        | Small Growth Stocks |
|         | 9.27                | 23.48               | 10.95               | -19.02              | 34.47               | 19.20               | 5.47                | 17.90               | 32.75               | 5.97                | -0.39               | 17.40               | 25.62               | -0.84               | 28.48               |
|         | Large Value Stocks  | Large Value Stocks  | Hedge Strategies    | High Yield Bonds    | Foreign Stocks      | Large Value Stocks  | Large Growth Stocks | Large Value Stocks  | Large Value Stocks  | Small Growth Stocks | Hedge Strategies    | EM Stocks           | Small Growth Stocks | High Yield Bonds    | Foreign Stocks      |
|         | 5.82                | 20.80               | 9.95                | -26.17              | 32.46               | 15.10               | 4.65                | 17.68               | 31.99               | 5.60                | -1.11               | 11.60               | 22.17               | -2.37               | 22.66               |
|         | Small Value Stocks  | Small Growth Stocks | Large Growth Stocks | Small Value Stocks  | Large Growth Stocks | Large Growth Stocks | Large Value Stocks  | High Yield Bonds    | Foreign Stocks      | Small Value Stocks  | Small Growth Stocks | Small Growth Stocks | Large Value Stocks  | Hedge Strategies    | Small Value Stocks  |
|         | 4.71                | 13.35               | 9.13                | -28.92              | 31.57               | 15.05               | -0.48               | 14.71               | 23.29               | 4.22                | -1.38               | 11.32               | 15.36               | -4.08               | 22.39               |
|         | Small Growth Stocks | Hedge Strategies    | Small Growth Stocks | Large Growth Stocks | Large Value Stocks  | High Yield Bonds    | Small Growth Stocks | Large Growth Stocks | Hedge Strategies    | Hedge Strategies    | Large Value Stocks  | Large Growth Stocks | Hedge Strategies    | Large Value Stocks  | EM Stocks           |
|         | 4.15                | 12.89               | 7.05                | -34.92              | 21.18               | 14.42               | -2.91               | 14.61               | 9.14                | 2.98                | -3.13               | 6.89                | 8.52                | -8.95               | 18.90               |
|         | Large Growth Stocks | High Yield Bonds    | Bonds               | Small Growth Stocks | Small Value Stocks  | Hedge Strategies    | Hedge Strategies    | Small Growth Stocks | High Yield Bonds    | High Yield Bonds    | Global Bonds        | Hedge Strategies    | Small Value Stocks  | Small Growth Stocks | High Yield Bonds    |
|         | 4.00                | 11.92               | 6.97                | -38.54              | 20.58               | 10.25               | -5.25               | 14.59               | 7.53                | 1.86                | -3.57               | 5.45                | 7.84                | -9.31               | 14.00               |
|         | Bonds               | Large Growth Stocks | High Yield Bonds    | Large Value Stocks  | Hedge Strategies    | Foreign Stocks      | Small Value Stocks  | Hedge Strategies    | Bonds               | Global Bonds        | High Yield Bonds    | Bonds               | Global Bonds        | Small Value Stocks  | Hedge Strategies    |
|         | 2.43                | 11.01               | 2.65                | -39.22              | 20.00               | 8.21                | -5.50               | 6.37                | -2.02               | -0.48               | -4.93               | 2.65                | 7.49                | -12.86              | 12.03               |
|         | High Yield Bonds    | Global Bonds        | Large Value Stocks  | Foreign Stocks      | Bonds               | Bonds               | Foreign Stocks      | Bonds               | EM Stocks           | EM Stocks           | Small Value Stocks  | Global Bonds        | High Yield Bonds    | Foreign Stocks      | Bonds               |
|         | 2.26                | 6.12                | 1.99                | -43.06              | 5.93                | 6.54                | -11.73              | 4.21                | -2.27               | -1.82               | -7.47               | 1.60                | 7.03                | -13.36              | 8.72                |
| *       | Global Bonds        | Bonds               | Small Value Stocks  | EM Stocks           | Global Bonds        | Global Bonds        | EM Stocks           | Global Bonds        | Global Bonds        | Foreign Stocks      | EM Stocks           | Foreign Stocks      | Bonds               | EM Stocks           | Global Bonds        |
| Worst   | -6.88               | 4.33                | -9.78               | -53.18              | 2.55                | 5.17                | -18.17              | 1.65                | -4.00               | -4.48               | -14.60              | 1.51                | 3.54                | -14.25              | 5.90                |

Past performance is no guarantee of future results. This chart is for demonstration purposes only and does not represent the performance of any specific investment. Large growth stocks are represented by the S&P Growth Index; Large value stocks are represented by the Russell 2000 Growth Index; Small growth stocks are represented by the Russell 2000 Value Index; Foreign stocks are represented by the MSCI EAFE Index; Bonds are represented by the Bloomberg Barclays US Aggregate Index; High yield bonds are represented by the Credit Suisse High Yield Index; Emerging market stocks are represented by the MSCI Emerging Markets Index; Global bonds are represented by the FTSE World Government Bond Indexes; Hedge Strategies are represented by the HFRX Global Hedge Index. Diversification does not guarantee a profit or a protect against loss in a declining market. Investors cannot invest directly in an index. Index returns do not reflect any fees, expenses, or sales charges.

### Don't Time The Market

S&P 500 Index

Over a 20-year period ended December 31, 2020

20 Worst
Trading
Days

| DATE     | DAILY RETURN |
|----------|--------------|
|          |              |
| 3/16/20  | -12.0%       |
| 3/12/20  | -9.5%        |
| 10/15/08 | -9.0%        |
| 12/1/08  | -8.9%        |
| 9/29/08  | -8.8%        |
| 10/9/08  | -7.6%        |
| 3/9/20   | -7.6%        |
| 11/20/08 | -6.7%        |
| 8/8/11   | -6.6%        |
| 11/19/08 | -6.1%        |
| 10/22/08 | -6.1%        |
| 06/11/20 | -5.8%        |
| 10/7/08  | -5.7%        |
| 1/20/09  | -5.3%        |
| 11/5/08  | -5.2%        |
| 3/18/20  | -5.2%        |
| 11/12/08 | -5.1%        |
| 11/6/08  | -5.0%        |
| 2/10/09  | -4.9%        |
| 9/17/01  | -4.9%        |

20 Best
Trading
Days

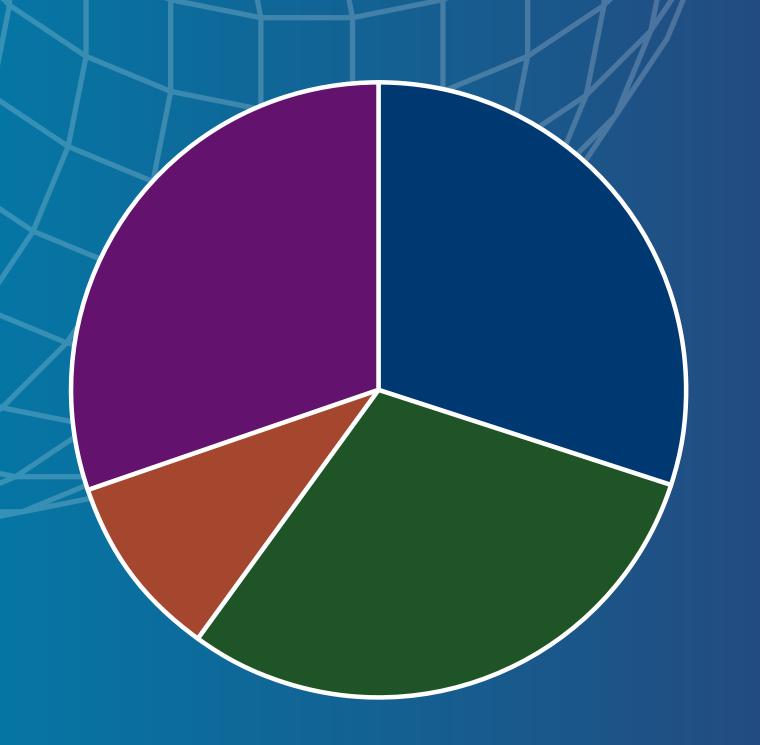
**Past performance is no guarantee of future results.** This chart is for demonstration purposes only and does not represent the performance of any specific investment. Max drawdown is calculated using daily returns. Investors cannot invest directly in an index. Index returns do not reflect any fees, expenses, or sales charges.

# Key Takeaways

- History has shown us that while markets react to shocks in the short term,
   they have tended to reward patient investors over long periods of time.
- Emotions affect decision-making ability in times of market volatility.
- Three strategies to live with market volatility are:
  - 1. Stay calm
  - 2. Diversification matters
  - 3. Remember your strategy

© 2021 Saturna Capital Corporation 18

# AMANA FUND SELECTOR



Not sure which Amana Funds to pick? Or maybe

you want to rebalance your current allocation?

The Amana Fund Selector can help!

Visit www.amanafunds.com today!

Using the Amana Fund Selector is free and does not require making any investment.

Note: The Amana Fund Selector is educational in nature and is not intended to be financial advice. To implement any allocation returned by the Selector, contact a Saturna representative.

© 2020 Saturna Capital Corporation

### A FEW WORDS ABOUT RISK

Income, Growth, Developing World, and Participation Funds: The value of the shares of each of the Funds rises and falls as the value of the securities in which the Funds invest go up and down. The Amana Mutual Funds limit the securities they purchase to those consistent with Islamic principles. This limits opportunities and may affect performance. Each of the Funds may invest in securities that are not traded in the United States. Investments in the securities of foreign issuers may involve risks in addition to those normally associated with investments in the securities of US issuers. These risks include currency and market fluctuations, and political or social instability. The risks of foreign investing are generally magnified in the smaller and more volatile securities markets of the developing world.

**Growth Fund**: The smaller and less seasoned companies that may be in the Growth Fund have a greater risk of price volatility.

Participation Fund: While the Participation Fund does not invest in conventional bonds, risks similar to those of conventional nondiversified fixed-income funds apply. These include: diversification and concentration risk, liquidity risk, interest rate risk, credit risk, and high-yield risk. The Participation Fund also includes risks specific to investments in Islamic fixed-income instruments. The structural complexity of sukuk, along with the weak infrastructure of the *sukuk* market, increases risk. Compared to rights of conventional bondholders, holders of sukuk may have limited ability to pursue legal recourse to enforce the terms of the sukuk or to restructure the sukuk in order to seek recovery of principal. Sukuk are also subject to the risk that some Islamic scholars may deem certain sukuk as not meeting Islamic investment principles subsequent to the sukuk being issued.

The S&P 500 is an index comprised of 500 widely held common stocks considered to be representative of the US stock market in general. When available, Saturna uses total return components of indices mentioned. Investors cannot invest directly in the indices.



### Amana Mutual Funds Trust

www.amanafunds.com 1-800-728-8762

FOLLOWING PRINCIPLES OF ISLAMIC FINANCE

#### **Contact Information:**

#### **Owaiz Dadabhoy**

Director of Islamic Investing

omd@saturna.com

Ext. 4602

#### **Sameer Sarmast**

Regional Manager / Financial Planner

sss@saturna.com

Ext. 4604

#### **Amjad Quadri**

Regional manager

amq@saturna.com

Ext. 4601

#### **Haitham Al-Sayed**

Regional manager

has@saturna.com

Ext. 4603

