



The U.K. conundrum

Update on Economy and Financial Markets

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Marketing Material

The U.K. conundrum – what this presentation aims to do



The Brexit referendum decision poses many questions

Following the June 23 referendum decision, both the United Kingdom (UK) and European Union (EU) now have many decisions to make. What will the future relationship between the two entities look like? What are the implications for investment?

Looking beyond the immediate asset class response to longer-term implications

- We look at risk indicators, both before and after the decision
- How this has been reflected in the foreign exchange markets
- Financial conditions in the Eurozone
- Divergent regional and sectoral trends in European equities
- Where this leaves United State (U.S.) equities
- Possible opportunities in Eurozone peripheral debt and investment grade
- The longer-term economic implications of Brexit
- Whether the European political ideal is now under threat
- The portfolio implications of Brexit
- Its sectoral implications
- And, finally, how the leave process might actually work

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Selected Assets under pressure after „leave“-vote



Performance of selected asset classes

	Currency	YTD	Since 06/23/16
Bunds (10y)	EUR	-75bps	-21bps
US Treasuries (10y)	USD	-103bps	-43bps
GILTS (10y)	GBP	-83bps	-30bps
S&P 500	USD	-0,14%	-4,45%
FTSE 100	GBP	-1,33%	-5,08%
Eurostoxx 50	EUR	-13,97%	-10,49%
GBP/USD	-	-10,2%	-11%
EUR/USD	-	1,4%	-3,4%
WTI Oil	USD	11,89%	-6,53%
Gold	USD	24,97%	5,73%

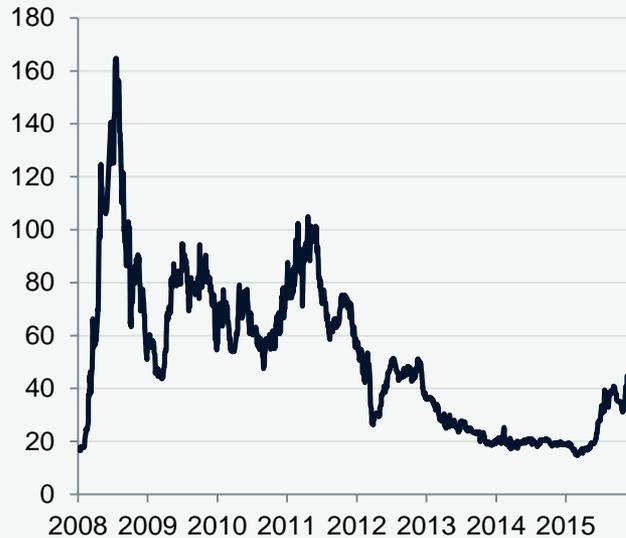
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Risk monitor – CDS and Credit spreads are widening



U.K. Credit Default Swaps



— UK Sovereign Credit Default Swap

Financial market stress



— Markit iTraxx Europe Senior Financial Index

- Credit Default Swaps rising as rating agencies put the U.K.'s sovereign rating outlook on “negative”, but recent levels have not yet reached the levels seen during the Great Financial Crisis (GFC).
- Risk premium for European Financials is at elevated levels, but not on year-to-date records.

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Risk monitor – fixed Income in “risk off” mode

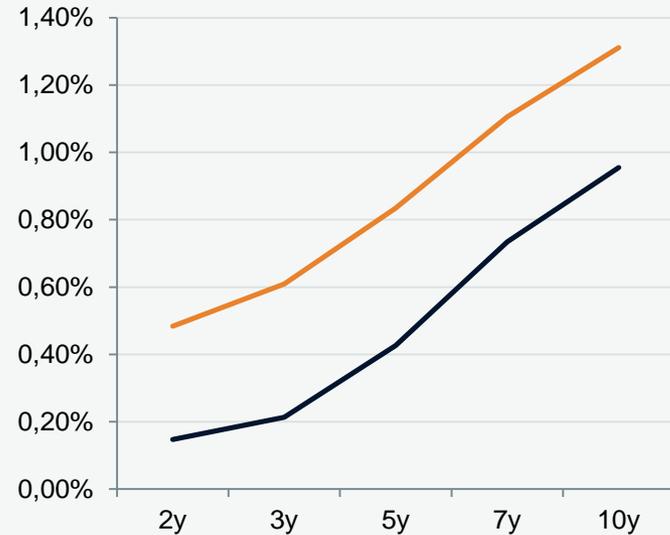


GILTS 10yr yield



— GILTS 10Y yield (%)

GILTS 2yr/10yr yield curve



— 06/27/16 — 06/22/16

- GILT yield curve dropped significantly after the referendum outcome.
- 10yr GILTS outperforming 2yr resulting in a bull flattening due to market’s “flight to safety”

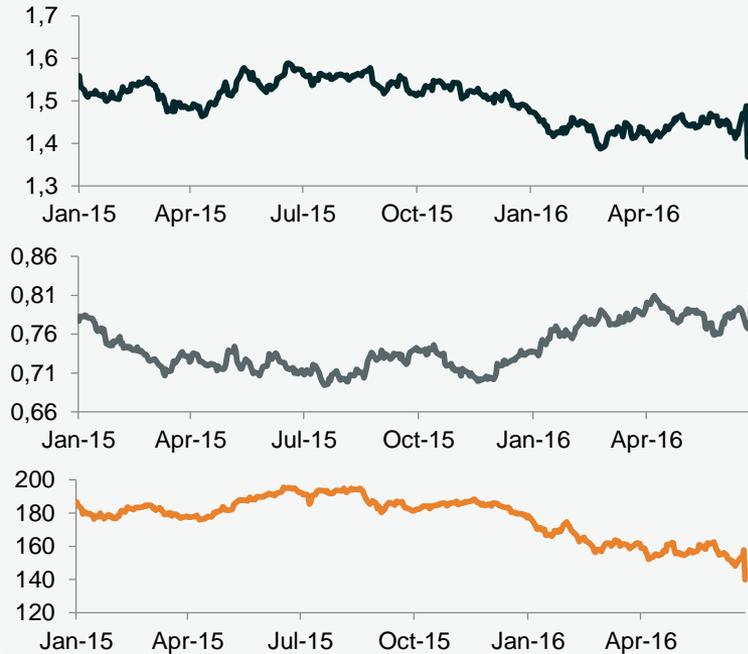
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Risk monitor – FX markets’ “flight to safety”



FX markets in “risk off” mode



— GBPUSD — EURGBP — GBPJPY

GBP Volatility exceeding 2008 levels



— GBP USD open 1M Volatility

- FX has been the main reaction channel to the referendum decision. The flight to “safe haven” currencies as USD and JPY has been the most obvious response. GBP weakest vs. USD since 1985.
- FX volatility as an indicator of uncertainty is now reaching GFC-levels.

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Financial conditions – on a continued downward trend



Financial Conditions in EU deteriorating



— Financial Conditions Index EU

- The Financial Conditions Index tracks the overall level of stress in Europe incl. money markets, bonds, equity markets and the availability and cost of credit.
- Driven by a significant credit spread widening, the index dropped after the UK referendum but has not reached previous year-to-date lows.

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EURUSD weakness – more to come



EURUSD not yet in lower half of recent range



EUR speculative positioning elevated



— EURUSD

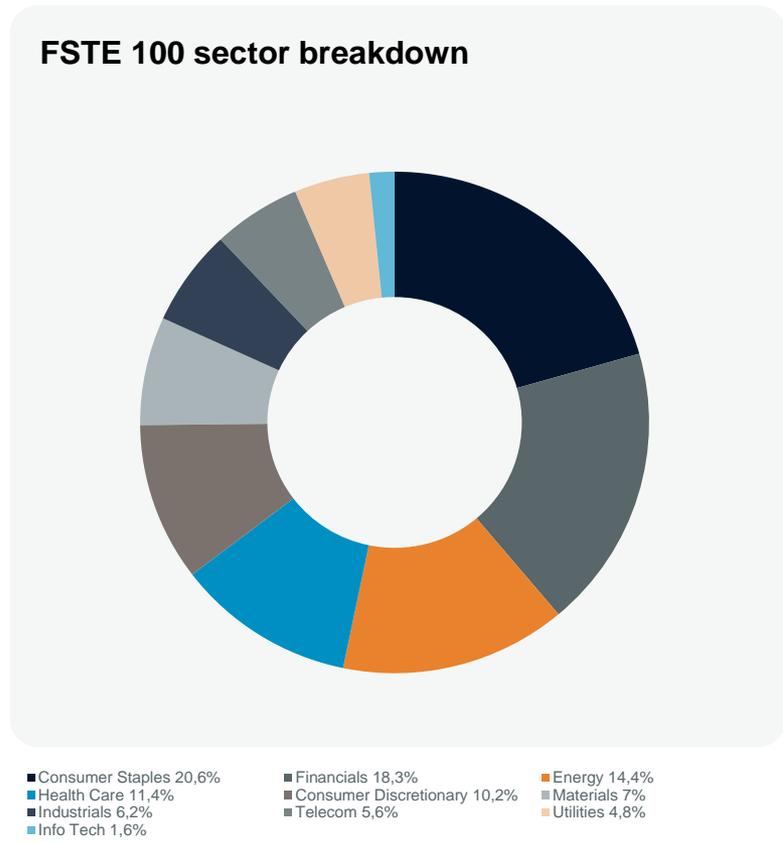
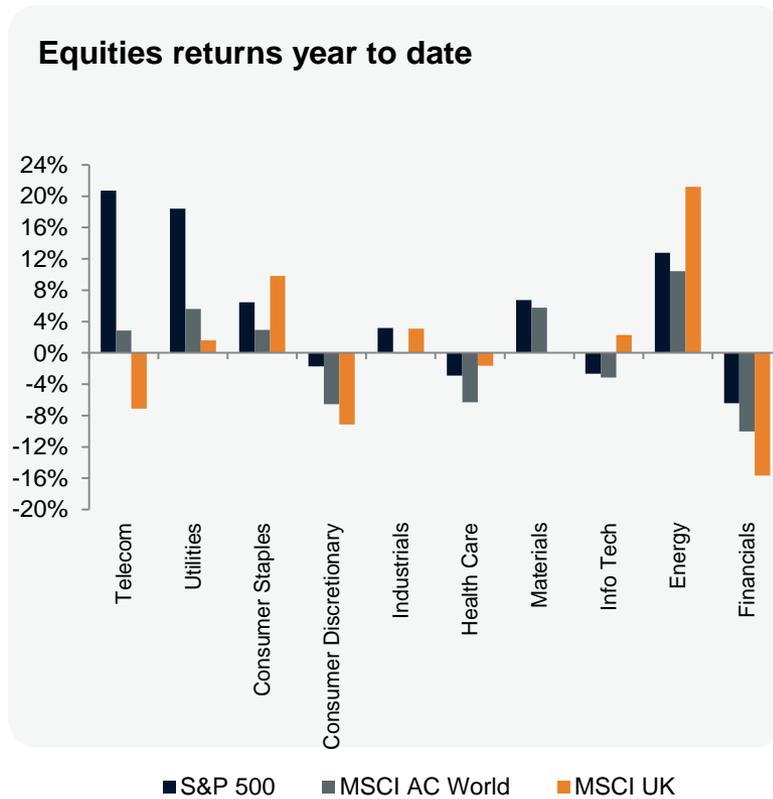
— EUR Positioning

- If political and economic uncertainty increases in Europe – due, for example, to fears of more referendums to come or of worsening economic data, the EUR could look more vulnerable vs. the USD – especially as EUR speculator positioning is relatively high.
- EURUSD could well fall back into the lower half of its established range.

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Global equities under pressure – but with high sector divergence



- UK equities are underperforming the rest of the world. At a sector level, UK financials have been hit most.
- FSTE100 outperformed broader FSTE250 recently, benefiting from being export-oriented.

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US equities – supported by dividend yields



S&P500 Dividend Yield Premium



S&P500 Earnings Yield Premium



— S&P 500 Dividend Yield Premium

— S&P 500 Earnings Yield

- High valuations and complacency going into the Brexit vote left many equity markets vulnerable to at least a small pullback.
- Despite the referendum decision, equities could remain supported by relative attractiveness versus bonds, healthy dividend yields, near-record corporate buyouts, high cash balances and not overly optimistic sentiment.

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European Periphery Debt – where do we stand after the referendum?

Selected European Periphery Debt. vs. German Bunds



— France — Italy — Spain — Greece (rhs)

- Quantitative Easing purchases by central banks should keep sovereign rates lower for even longer.
- However, as we near/reach record lows in yields, “core” sovereign bonds are expensive. The widening in periphery spreads may make certain markets (e.g. Italy and Spain) more attractive.

ECB buying pushes yields lower

Country	Cap Key (%)	Implied Buying	Net Issuance
Germany	25.6	308.9	-19.3
France	20.1	262.3	89.0
Italy	17.5	250.5	220.6
Spain	12.6	177.4	104.1
Netherlands	5.7	70.1	5.5
Belgium	3.5	50.4	4.3
Austria	2.8	40.3	0.8
Portugal	2.5	36	13.8
Finland	1.8	25	13.5
Ireland	1.6	23	18.8
Slovakia	1.1	15.8	0.9
Slovenia	0.5	7.1	3.1
Others	4.7	67.7	
Total	100	1334.7	455.1

- Credit spreads have become more attractive for Investment Grade
- Currently cautious high yield and emerging market debt until credit, currency and commodity risk subside.
- Quantitative Easing purchases by central banks should keep sovereign rates lower for longer. However, as we near/reach record lows in yields, “core” sovereign bonds are expensive. Widening in select (e.g. Italy and Spain) periphery spreads selectively makes them more attractive.

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Risk-off Leads to Opportunity

- We believe a cautious approach remains appropriate even though markets have historically overreacted to the downside during political shocks.
- For long term investors, focus on attractive valuations that are fundamentally sound.

Portfolio Opportunities – Biased to Patiently Buy Equities...Selectively

- Extended valuations and complacency going into the Brexit vote left many equity markets vulnerable to at least a small pullback.
- While some index targets will be subject to revision as growth forecasts are adjusted and risk-premia reevaluated by investors, double-digit declines in many indices may now have priced some of the risks.
- Overall, equities supported by relative attractiveness versus bonds, healthy dividend yields, near-record corporate buyouts and high cash balances.
- European and Japanese equities attractive. Potential catalyst: central bank action.
- “Safe haven” flows and a slower Fed may favor US equities .
- Weaker global growth, falling oil prices, and a rallying dollar may not be as beneficial to emerging markets.

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Implications for various sectors

Vulnerable sectors

Sector	% of exports to EU	Trade balance with the EU (GBP bn)
Machinery & transport equipment	41.1%	-25.5
Equities	57.2%	-9.3
Mineral fuels	77.3%	15.1
Insurance and financial services	33.8%	19.8
Manufactured goods	53.1%	-10.4

“Passporting rights” as a key for the City

- In the chemicals, mineral fuels and manufactured goods industries over half of the exports go to the EU. Brexit has an immediate impact.
- This would especially apply to oil and gas companies as 77% of their exports go to Europe
- The UK’s automotive industry will further lose benefits from EU funds for manufacturing research and development
- For UK’s most important sector, the service sector, trade negotiations will be particularly difficult
- EU regulations would especially be an obstacle for retail banking and euro traders
- Main problem for financial sectors would be the loss of “passporting rights”. These allow any British based bank or investment firm to trade across Europe. Without them, firms would have to set up separately-capitalized subsidiaries inside the EU
- General consensus is that banks would move part of their business to other European financial centers as Dublin, Paris and Frankfurt – London would stay, however, Europe’s financial capital

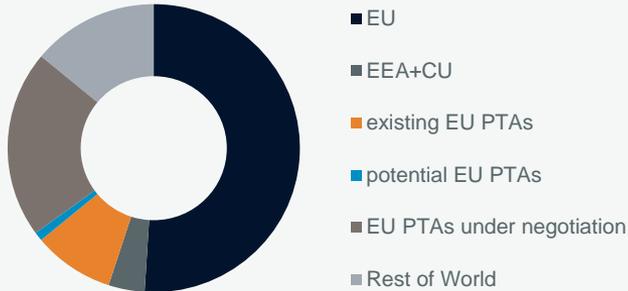
- Impact of Brexit differs between sectors. Most affected would be those sectors with a large share of imports from the EU as GBP weakness increases the prices of imports
- The financial sector would especially be harmed by the loss of “passporting rights”.

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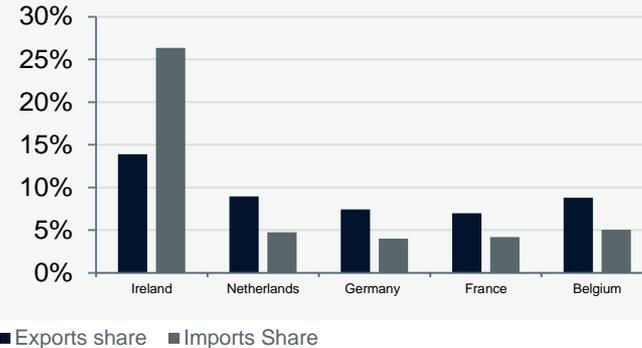
British trade – highly dependent on EU



Share of British trade



Importance of trade with UK



Affected trade agreements

- 85% of UK total trade (~ 900bn €) is covered by trade agreements between UK and EU, with the top trading partner being Germany
- In total 124 trade agreements would have to be renegotiated plus one additional one redefining the trade status between UK and EU.
- To give a rough idea of costs associated with losing the current trade status: At an estimated average tariff on UK exports to the EU of 3.2% this would result in 5.84bn € direct tariff costs.

Most affected trade partners

- All but 2 of the top-10 trading partners of the UK belong to the EU.
- Main trading partners are Ireland, the Netherlands and Germany (~12%).
- While the largest trade deficit is recorded with Germany (36.3bn €) the biggest surplus is recorded with Switzerland (16.5 bn €).

- After Brexit over 120 trade agreements have to be renegotiated.
- Main trading partners e.g. Netherlands, Germany and France potentially affected most.

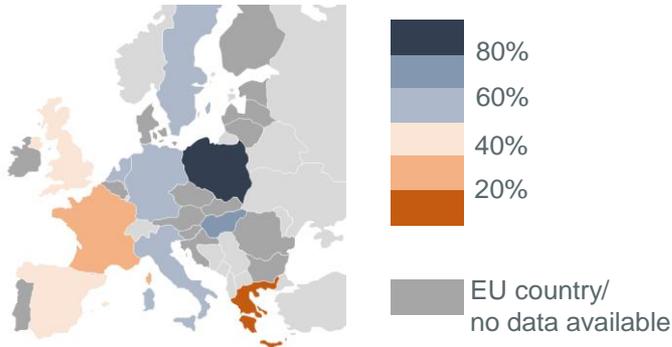
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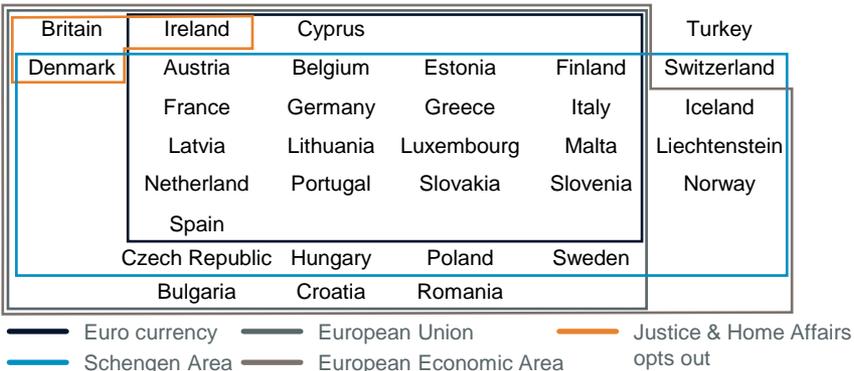
What are the potential political implications for the EU?



Political support for Europe



Relationship to European organisations



Monetary institutions with prompt reaction

- Contingency plans by the BoE and ECB to provide liquidity to financial markets
- SNB intervention in FX markets to limit CHF appreciation.

Brexit: High risk of political damage for EU

- Spain: Danger of further boost to anti established parties at June 26 general election did not materialized as shock waves from Brexit vote probably irritated voters.
- Scotland: Fresh calls for independence from the UK in order to remain in EU
- France: Urge to push ahead with euro-area integration as National Front buoyed going into presidential elections
- Italy & Greece: Anti-EU parties may seize on Britain's choice to further their cause.
- Germany: Need to emphasize relevance of EU doubts about benefits grow
- EU leaders will have to defend integrity of the bloc

- European (monetary) policy makers will have to come up with a strong response in order to ring-fence potential contagion effects and financial market stress.

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How would the actual leave process work?

Article 50 of the Lisbon Treaty:

- The only legal way to leave the European Union
- Defines the process of leaving in a two-year timetable to agree on the terms of departure
- The leaving member state would notify the European Council of its intention to exit the Union
- The European council then decides by majority vote (without the leaving member state) on behalf of the Union the offer it wants the leaving country to make, i.e. the arrangements for withdrawal and the framework of negotiations on a new deal with the EU
- Parallel negotiations on a new trade deal would be negotiated by the European Commission need unanimous approval by all 27 countries and their national parliaments
- The European parliament would have to endorse both deals
- If no agreement is struck within two years, the timetable can be extended if and only if all 27 EU-countries approve the extension. A rule that was made to give the EU more power in the negotiations
- During the leaving negotiations, EU law would still apply to leaving member but it would not participate in internal EU discussions or decision on its own withdrawals

“Brexit” and the process of leaving:

- In spite of Article 50, it is not totally clear what happens next due to a lack of precedent
- Cameron will not invoke Article 50 and will leave this issue to his successor.
- Due to the strong negotiation power the EU has, some Brexiteers have proposed other ways:
 - Not to immediately invoke article 50 but to negotiate the new relationship informally.
 - Not to use the article at all but instead repeal the 1972 European Communities Acts that gives effect to EU laws, or pass a new act taking Britain out of the jurisdiction of the European Court of Justice
 - Many also hope that a vote for Brexit could produce a new offer of better membership terms, including the ending of free movement of people, that could lead to a second referendum. Many point to Denmark and Ireland, which each had to vote twice before ratifying EU treaties.
Cameron has ruled out a second referendum, however
 - *All deals that would not use article 50 would be extremely courteous and is reckoned to be very unrealistic to most diplomats. Giving Britain once again better conditions for a new referendum seems also very unlikely.*

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Asset classes

Short-term

- Given the political uncertainty, we think that continued volatility is certain and an upturn unlikely.
 - Markets could be put under pressure further by a number of market participants being forced by further losses to reduce risk.
 - Less risky assets (e.g. core government bonds, the USD) may continue to be in demand.
 - Within risky assets, investment grade bonds could be relatively resilient.
-

Medium-term

- Greater clarity on the withdrawal process is unlikely to provide much support for risky assets, given deteriorating global growth and other weak fundamentals.
 - EUR could be vulnerable to political or economic data concerns.
-

Longer-term

- The withdrawal negotiations will take at least two years, meaning that volatility may continue.
- The hit to underlying fundamentals may also limit the extent of any possible rally in risky assets.
- USD strength likely to continue.

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Possible market pressure points

Short-term

- European Banks have already come under great pressure with Italy and Spain particularly in focus.
- A number of specific UK sectors (e.g. builders) may remain under stress.

Medium-term

- Emerging Markets sold off immediately after the Brexit result and are likely to remain vulnerable to concerns over global growth with its implications for commodity prices and so on. However, emerging markets did not sell off evenly and the situation here is complex: some markets may benefit from a market belief that a Fed rate hike is unlikely.
- At a country level, Ireland, Portugal and Spain look vulnerable – Ireland because of its close economic links to the UK, Portugal given its uncertain political and economic outlook and Italy because of its banking problems and upcoming referendum.

Longer-term

- Corporate earnings, particularly in Europe, look vulnerable to downward revision given deteriorating fundamentals.

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Glossary (1/3)

Article 50 of the Lisbon Treaty governs the withdrawal of a member state from the European Union.

The **Bank of England (BoE)** is the central bank of England.

Brexit is a combination of the words "Britain" and "Exit" and describes the possible exit of the United Kingdom of the European Union.

Bunds are bonds issued by the German government.

The **Chief Counting Officer**, Jenny Watson, will formally announce the national result in front of the television cameras in Manchester.

Citizens party – Founded in 2006 in Barcelona, but now in the whole of Spain politically active liberal- middle/right-wing party. Has also characteristics of a middle/left-wing party.

A Credit Default Swap (**CDS**) is a financial swap agreement that the seller of the CDS will compensate the buyer (usually the creditor of the reference loan) in the event of a loan default (by the debtor) or other credit event.

The **Conservative Party** (Conservatives) party is a centre-right political party in the United Kingdom.

CU Customs Union is a type of trade bloc which is composed of a free trade area.

EUR is the currency code for the euro, the currency of the Eurozone.

The **European Central Bank (ECB)** is the central bank of the European Monetary Union.

The **European Council** is a council of European Union Ministers, whose membership varies according to the topic under discussion.

The **European Economic Area** is the area in which the free movement of persons, goods, services and capital within the internal market of the EU are provided. Participation is not restricted to EU members.

The **European Union (EU)** is a political and economic union of 28 member states located primarily in Europe.

The **Eurozone** is formed of 19 European Union member states that have adopted the euro as their common currency and sole legal tender.

The **Eurozone periphery** is usually understood as comprising Italy, Spain, Portugal, Greece and Ireland.

The **Federal Reserve** is the central bank of the United States.

In the **Foreign Exchange** market investors exchange one currency for another.

The **FTSE100** is a share index of the 100 companies listed on the London Stock Exchange with the highest market capitalization.

The **FTSE250** index includes from the 101st to the 350th largest companies listed.

GBP is the currency code for the pound sterling (see below).

Gilts are bonds that are issued by the British Government.



Glossary (2/3)

High Yield bonds are high paying bonds with a lower credit rating than investment-grade bonds. Due to the higher risk of default, these bonds pay a higher yield than investment grade bonds.

The **House of Commons** is the lower house of the parliament of Britain. It includes representatives from England, Northern Ireland, Scotland, and Wales.

Italy's constitutional referendum will be held not later than October 2016 on the question whether voters approve of amending the Italian Constitution to transform the Senate of the Republic into a "Senate of Regions". The bill was proposed by prime minister Matteo Renzi and his party.

JPY is the currency code for the Japanese yen, the Japanese currency.

The **Labour Party** is the main opposition party in the UK House of Commons.

A **Lehman Event** is a event that causes comparable damages to capital markets as the default of the US investment bank Lehman Brothers in October 2008.

The **MSCI Japan Index** is designed to measure the performance of the large- and mid-cap segments of the Japanese market.

PTA is a preferential trade agreement that gives preferential access to certain products from the participating countries.

Podemos is a since 2014 operating party in Spain, developed from a movement representing left-wing populism.

The PP is a conservative, liberal and christian-democratic party in Spain considering itself being christian-conservative and economically liberal. Often seen as national/right-wing party or national-conservative.

A rating agency is a private agency evaluating the credit rating of corporates and states.

Risk premia refer to the return in excess of the risk-free rate of return that an investment is expected to yield. It is a form of compensation for investors who tolerate the extra risk.

S&P500 refers to the Standard and Poor's index: an American stock market index based on the market capitalizations of 500 largest companies.

SNB is the central bank of Switzerland, Swiss National Bank.

Socialist Party (PSOE) is a since 1879 existing centre-left party in Spain.

Sterling refers to the pound sterling, the official currency of the UK.

In a **swap** transaction, two parties exchange the cash-flow streams of the different securities they keep on their books.

Treasuries are bonds issued by the U.S. government.

USD is the currency code for the U.S. Dollar.



Glossary (3/3)

In finance, **Volatility** is the degree of variation of a trading price series over time as measured by the standard deviation of returns.

WTI Oil refers to West Texas Intermediate oil.



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