The Specter of a Regime Switch

Benoît Durocher

EVP and Chief Economic Strategist

Addenda Capital





No Two Business Cycles Are Alike

- Underlying economic conditions are different for each cycle
 - There are no parallels with the last pandeconomic cycle
- Features of the response to the latest recession
 - Public sector support cushions the blow from closing economy down
 - Helicopter money soars; quantitative easing takes flight
- There are consequences to these non-traditional interventions
 - Notably, consumers now have stellar balance sheets and excess liquidity
- Global dynamics have also changed
 - From offshoring to onshoring
 - From a global savings glut to a more balanced position



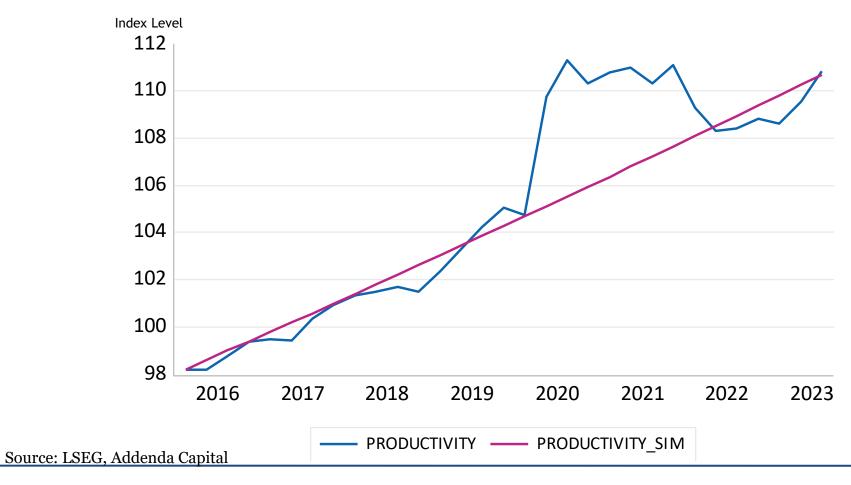


United States



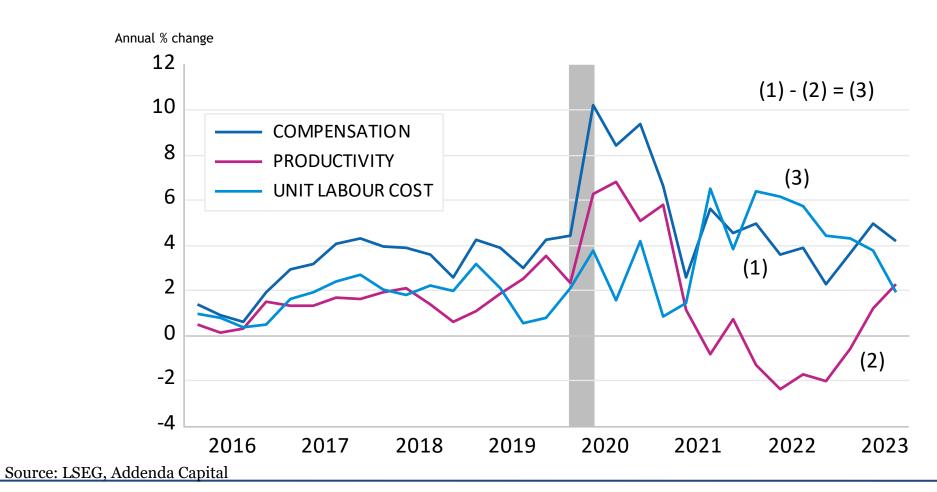


Productivity Gains Alleviate Excess Demand Pressures





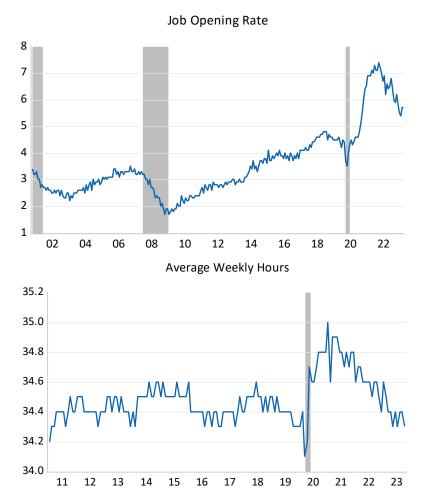
Productivity and Unit Labor Costs (ULC)

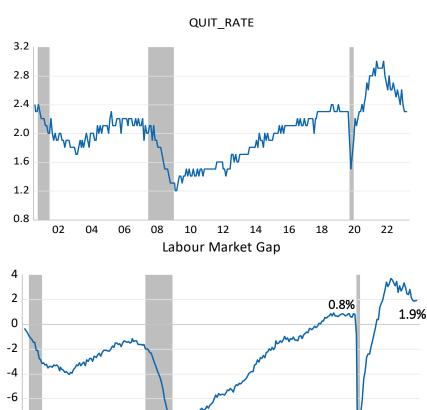






« The US Labour Market Is Rebalancing » - Jay Powell, 2023 KC Fed Symposium at JH



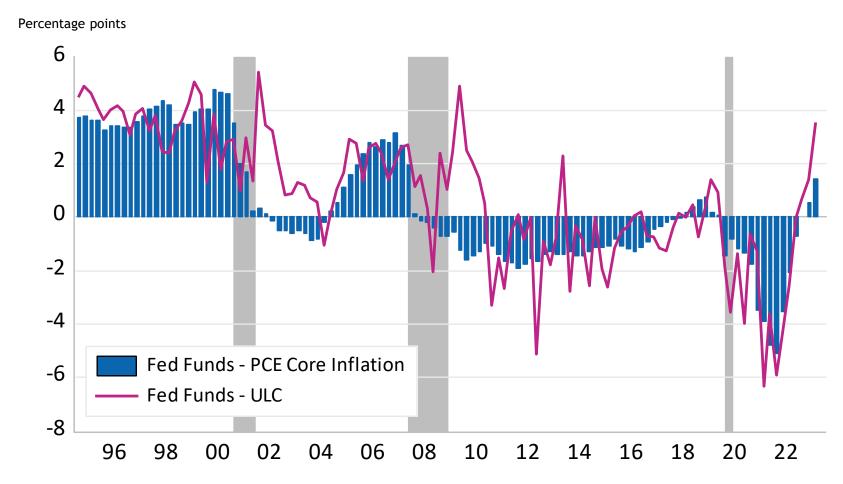








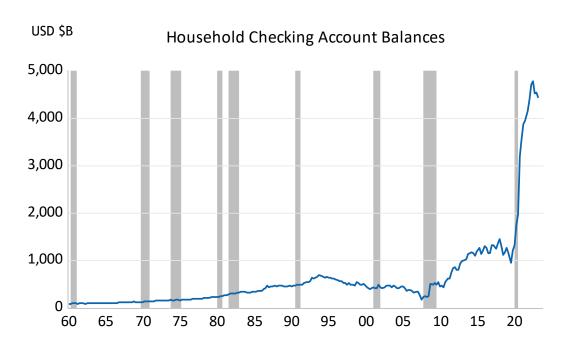
Using ULC Growth, Fed Monetary Policy is Tight

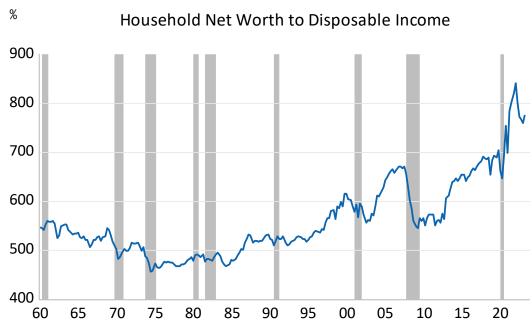






Households Flush With Cash and Clean Balance Sheets

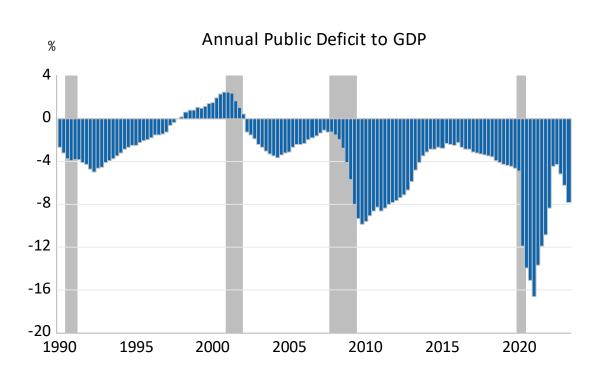


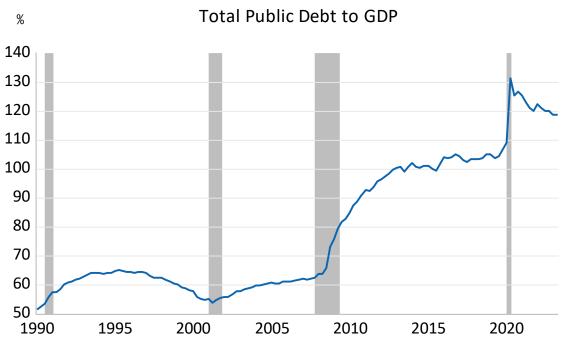






No Shortage of Bond Supply While Demand Fades







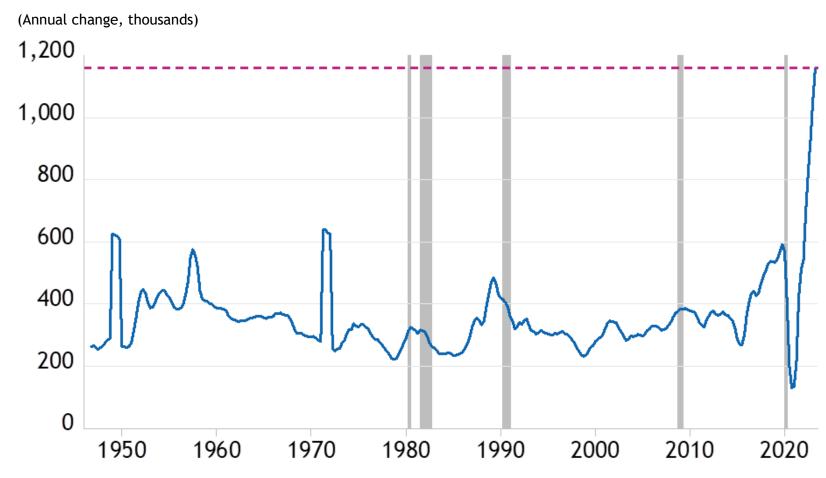


Canada





Population Growth Is Driving Canadian GDP

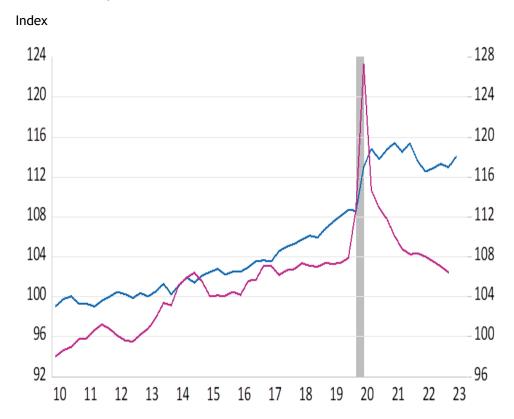




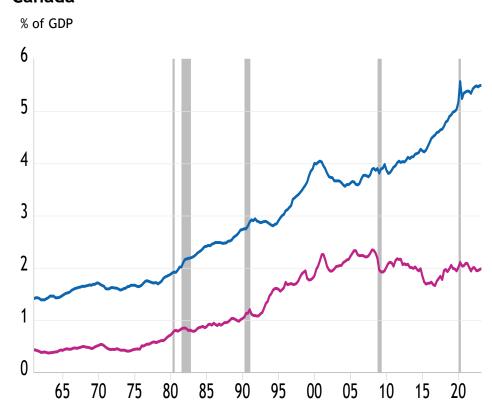


Canadian Productivity Growth is Lagging

Productivity index, United States and Canada



Investment in intellectual property, United States and Canada







What To Expect in the Short-Run

- In the United States
 - Fears of recession morph into prospects for cycle extension
 - Tight labor market and excess savings support consumption
 - Growth is non-inflationary given productivity gains
 - Monetary policy tightens by stealth
- In Canada
 - US economic growth and surge in population push recession off
 - Weak productivity growth, if not outright negative, adds to wage cost inflation pressures
 - The Bank of Canada is caught between a rock and a hard place





In the Long Run, Trends Do End

Should Financial Repression End, Then

- Markets will be left on their own to value assets
- Demand for bonds will no longer reflect non-traditional buying
 - Central banks no longer fear deflation

Despite above potential growth, deficits remain elevated

- Deficits are concerning in an above potential growth environment
 - What will happen when growth slows or a recession hits?
- Less available global savings to be recycled in Treasuries at a given yield

The tyranny of demographics

Population ageing and declining participation rates likely to be inflationary





Benoît Durocher

Executive Vice-President and Chief Economic Strategist

Benoît is responsible for Addenda's overall economic outlook. He also leads the Active Duration team in fixed income and actively contributes to client relations. Benoît joined Addenda in 1997 and is part of the Firm's Executive Committee. His experience spans over 35 years during which he held various roles at Royal Bank of Canada and at the Ministère du Revenu and the Ministère des Finances du Québec.

Benoît holds a Bachelor's degree in Economics from McGill University and a Master's degree in Economics from *Université Laval*. He is also a board member of the Cancer Research Society and of the *Compagnie Jean Duceppe*.







Investment Outlook 2024 and Beyond

Jamie Robertson

Sr. Portfolio Manager, Head of Asset Allocation, Canada & Global Head of Tactical Asset Allocation

Multi-Asset Solutions Team, Manulife Investment

Management



Multi-Asset Solutions Team (MAST)

Aiming to deliver superior investment outcomes







Trusted

Managing \$192.2 billion in client solutions worldwide¹

Global

50+ investment professionals across the globe

Heritage

A pioneer in delivering solutions since 1995

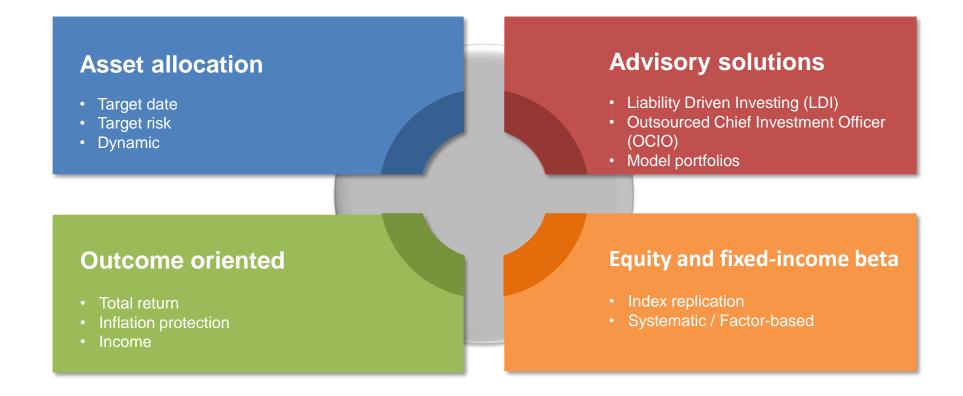
Tailored solutions across a wide range of approaches and capabilities

Source: Manulife Investment Management

1 As of June 30, 2023 in Canadian dollars. AUM includes C\$5.9 billion advised by MAST, managed by other Manulife IM investment teams, and C\$46.2 billion allocated to investment strategies managed by other Manulife IM investment teams which are held within multi-asset solutions. The methodologies used to compile the total assets under management are subject to change.

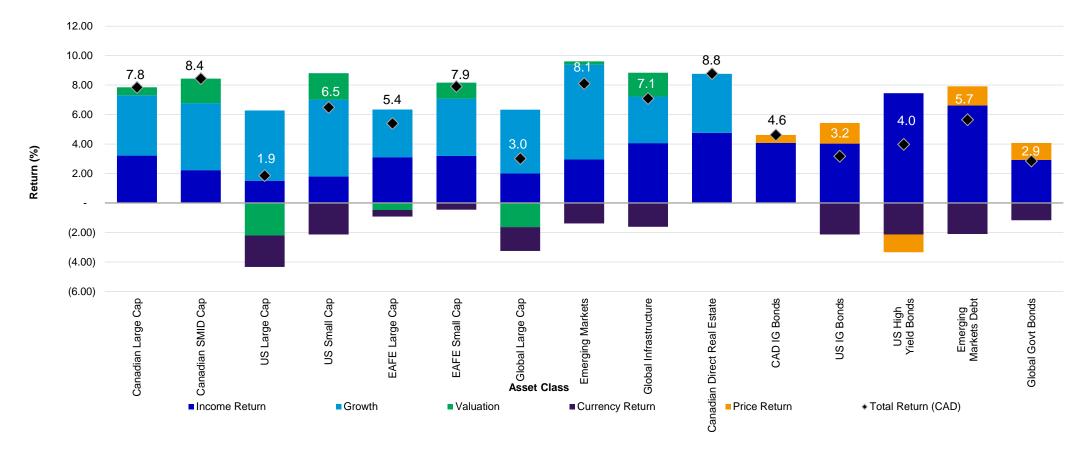


Broad capability set to deliver client objectives





Current 5-year forecasts

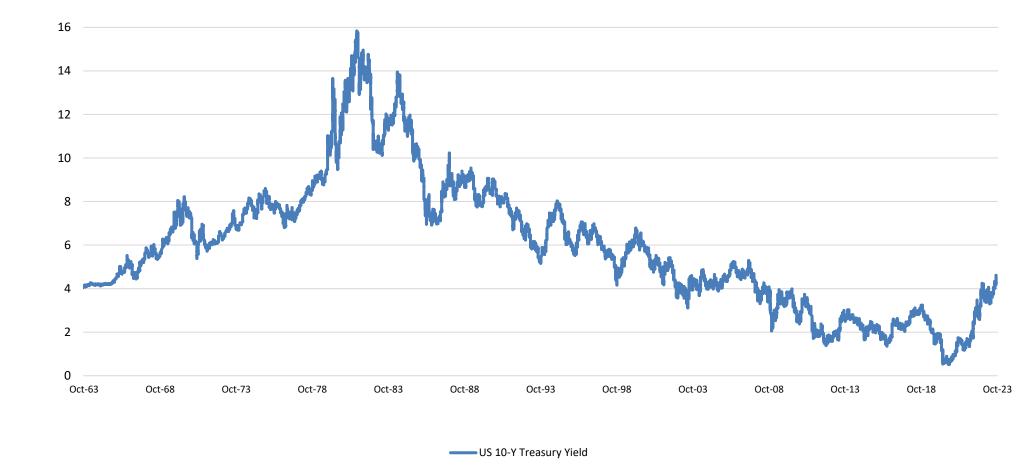


Source: Manulife Investment Management Multi-Asset Solutions Team, July 31, 2023. Asset class forecasts are comprised of inputs driven by proprietary Manulife IM research and are not meant as predictions for any particular index, mutual fund or investment vehicle. To initiate the investment process, the investment team formulates five-year, forward looking risk and return expectations, developed through a variety of quantitative modeling techniques and complemented with qualitative and fundamental insights. Assumptions are then adjusted for a number of factors. This chart contains forecasts reflecting potential future events and is only as current as of the date indicated. There is no assurance that such events will occur, and the actual asset class return may be significantly different than that shown here. This material should not be viewed as a recommendation or a solicitation of an offer to buy or sell any investment products or to adopt any investment strategy. Past performance is not an indication of future results. It is not possible to invest directly into an index.



U.S. 10-year Treasury bond yield

10 Y US Treasury Bond Yields

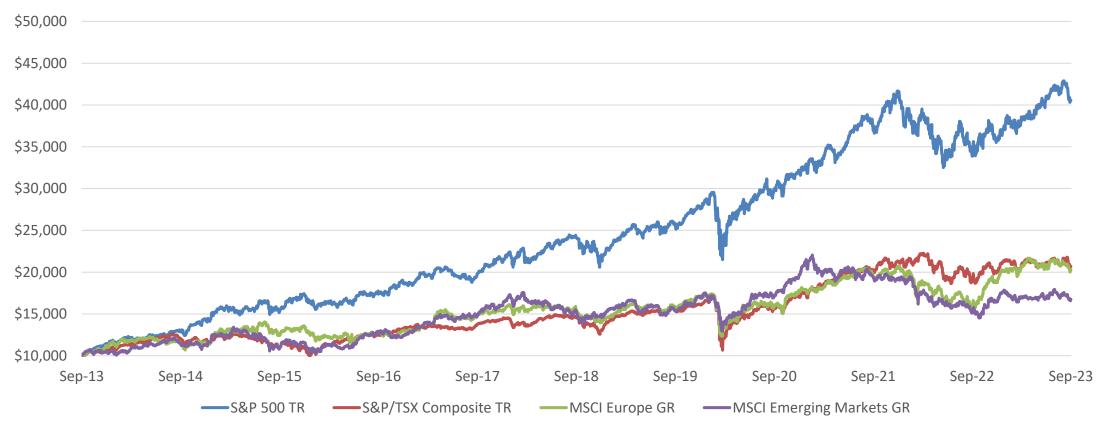


Source: Macrobond, September 30, 2023



U.S. equity outperformance over trailing 10 years

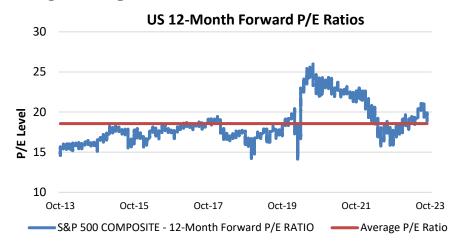
Growth of \$10,000

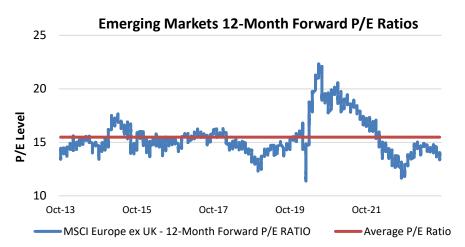


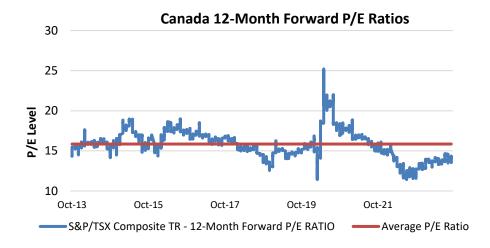
Source: Morningstar Direct, October 16,2023.



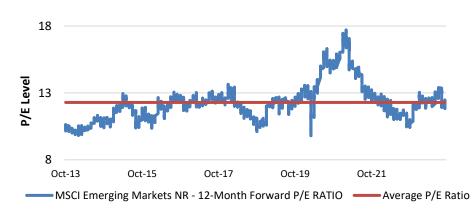
Equity market valuations







Emerging Markets 12-Month Forward P/E Ratios



Source: Macrobond, September 30, 2023



Biography



James Robertson, CIM

Head of Asset Allocation, Canada, Head of Tactical Asset Allocation and Senior Portfolio Manager, Multi-Asset Solutions Team, Manulife Investment Management

James is responsible for overseeing all aspects of the firm's Canadian asset allocation franchise, including portfolio management, research and development, product development, business development, and trading. He leads Canadian portfolio management efforts across a wide range of multi-asset and multimanager solutions. In addition, as global head of tactical asset allocation, James takes a leading role in driving the tactical positioning and the portfolio construction process of tactically oriented solutions globally.

Previously, James was the chief investment officer for McLean and Partners in Calgary. Prior to that, he was vice president, proprietary investments (equities), at Manulife Financial, following four years as an internal hedge fund manager there. Earlier in his career, he held executive positions at CTSecurities, JP Morgan Canada, and BLC Securities. James holds the Canadian Investment Manager designation.

Education: B.B.A., University of New Brunswick; M.B.A., Concordia University

Joined the company: 2016

Began career: 1982



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Investment Outlook 2024 and Beyond

Rajiv Nambiar

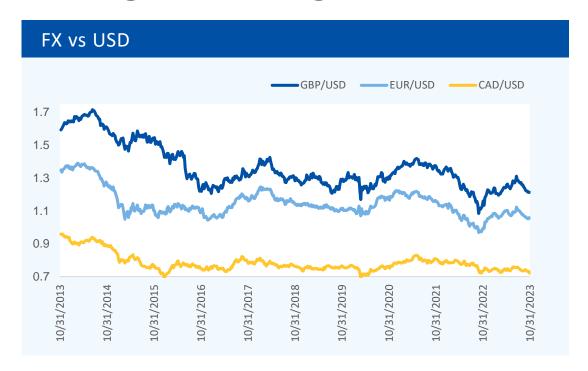
Managing Director, Head - Global Market Services & Business Development,

RBC Investor Services





Foreign Exchange Themes





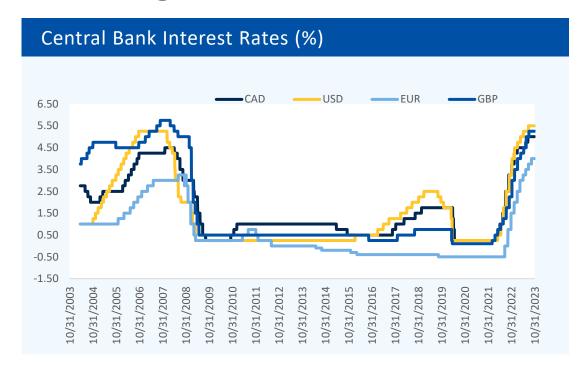
- Persistently high inflation has increased central bank activity bringing volatility back to the FX markets
- Conditions may be in place for a U.S dollar downtrend as risk appetite shifts, adding further volatility

Institutions are becoming increasingly aware of their FX exposures. Policies may shift from drawn-out benchmarking lifecycles and algo executions towards quicker "risk transfer" policies

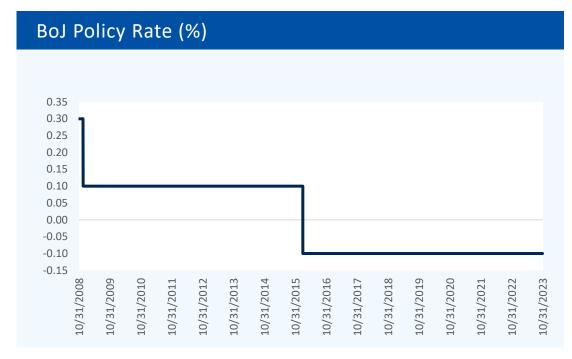




Overnight Interest Rates





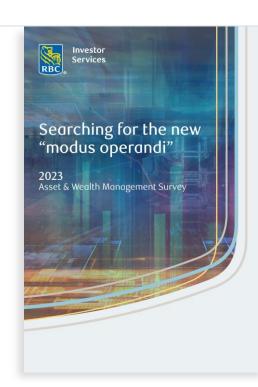


Investment managers must re-focus on deposit yield vs credit risk trade-off





2023 Asset and Wealth Management Survey



Optimizing, Cash, Foreign Exchange and Securities Lending

Cash, Foreign Exchange and Securities Lending constitute valuable performance optimization opportunities

Fixed Income Renaissance

Interest rate increases have given money owners the opportunity to channel investments back into the debt market.

Build, Buy, or Outsource?

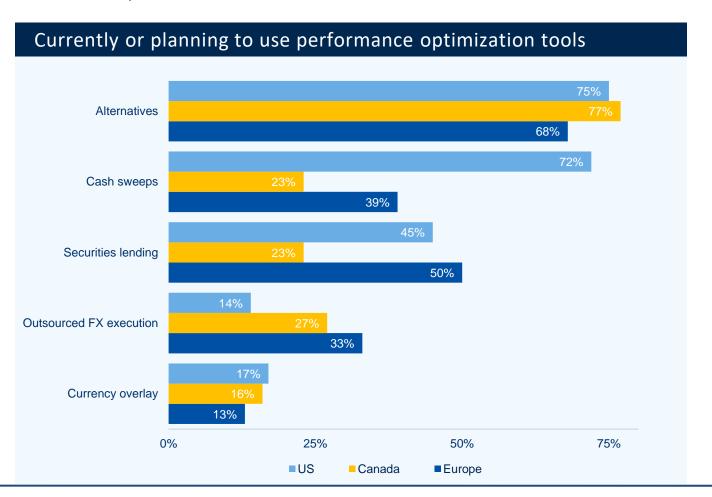
- Cost Reduction
- 2. New Regulatory requirements
- 3. Increased digital client expectations

(1) RBCIS Global Asset and Wealth Manager Survey 2023



Optimizing, Cash, Foreign Exchange and Securities Lending

Inside the portfolio



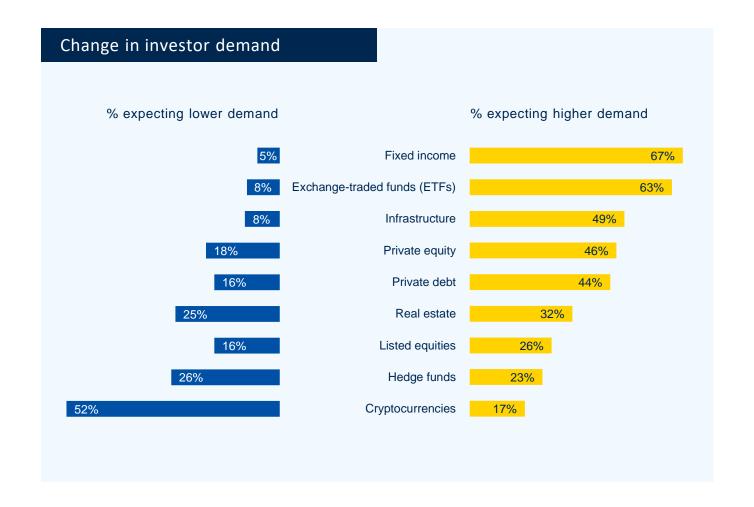
Cash, SL & FX are sometimes misunderstood

24%using keyperformance drivers





Fixed Income Renaissance

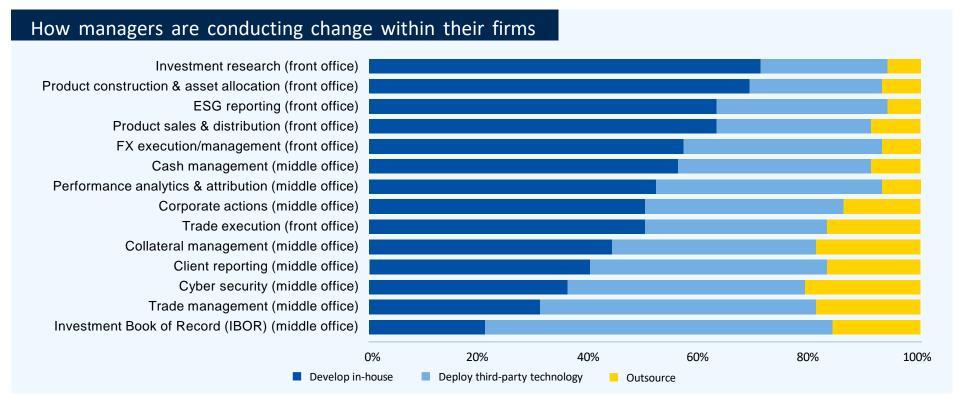


67%
 see growing demand for fixed income assets

Demand for ETFs is strong globally



Build, Buy or Outsource



Managers distinguish between client-facing & core systems

79%

plan to rely on external partners for IBOR

O 61%

Managers yet to start preparing for T+1





Biography



Rajiv Nambiar
Managing Director, Head Global Market Services &
Business Development
RBC Investor Services

Rajiv Nambiar is Managing Director & Head of Global Market Services and Business Development at RBC Investor Services.

He is responsible for the growth of RBC Investor Services' (RBCIS) institutional asset servicing business. He also leads the trading, execution and product strategy for foreign exchange, securities finance and cash and is a member of the RBCIS Operating Committee.

Rajiv joined RBC in 2010 and since that time has held several leadership roles overseeing the end-to-end trading and execution of Market Services and leading a team of fixed-income derivative originators who helped corporations and financial institutions raise cost effective capital using interest rate and currency swaps. Prior to joining RBC, Rajiv worked at a US bulge-bracket investment bank, advising, structuring and executing multi-asset derivatives strategies to support cross-border financing and investments.

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