



## CIO Strategy Bulletin

August 3, 2024

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## Top Five Questions We're Getting (With Answers)

In last week's [CIO Bulletin](#), we noted that financial market confidence tends to weaken in the few months before presidential elections, then recover when results are in. We believe some weak summer economic data – a recurring phenomenon – added to this trend in the week past. The timing also coincided with another pause from the Federal Reserve, accompanied by comments from Chair Powell consistent with a first easing step in September. We believe summer market swoons aren't indicative of full year returns, but with many investor questions swirling, we seek to answer some in the report below.

- 1. After a softer July jobs report, is this the beginning of a recession or just a temporary slowdown?** For the economy, we do not believe we are at a major turning point. We have long stated that the growth rate of employment would slow. We do not think it is too late to avoid a recession because business output has been restrained. Interest rate-sensitive sectors have been weak already and are poised to recover as interest rates fall.
- 2. What is the realistic scope for tax cuts in a potential Trump administration?** Tax cuts require the support of Congress. It would be hard to push tax rates lower than they are today without a Republican sweep of the Presidency, Senate, and House in the Fall. What's most realistic, in our view, would be an extension of the sunset provisions at the end of 2025.
- 3. What does this week's announcement by the Federal Reserve mean for intermediate-maturity bonds?** We believe that for their overall fixed income portfolio, investors should seek to maintain duration of around 5-6 years (the "belly" of the yield curve). While we think short-term rates will decline, longer-end Treasury yields may not move lower as quickly as intermediate Treasury yields once rate cuts begin.
- 4. When will AI investment begin to show up in tech revenues?** We are beginning to see the fruits of AI investment in operating margins and revenues for cloud and search services. With that said, the acceleration of capex relative to revenue may pose pressure on free cash flows for the hyperscalers over the next few quarters. With capex still outpacing monetization, we continue to favor AI infrastructure stocks over services providers within tech.
- 5. With credit card debt at record highs, are consumer living high on borrowed money with risks of collapse ahead?** Credit card debt (which is measured nominally) when measured against income has only been lower than it is today in the wake of the helicopter money period of Covid. Strong home prices have supported home equity, and consumers have acted on this increased sense of wealth through credit card debt. But they have plenty of assets to cover the increase.

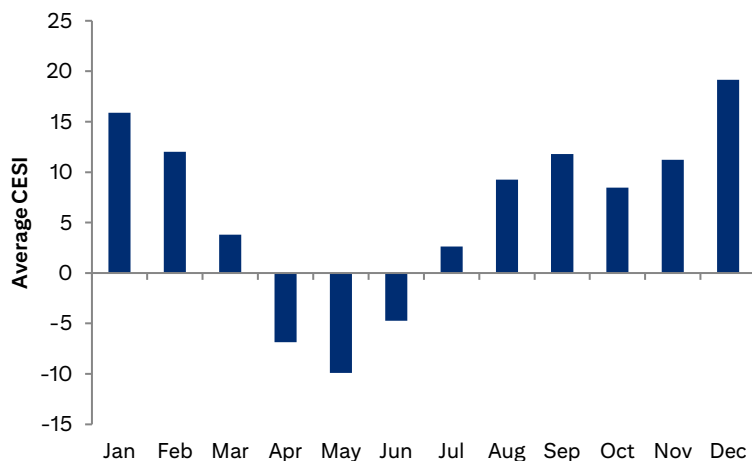
## 1. After a softer July jobs report, is this the beginning of a recession or just a temporary slowdown?

In last week's [CIO Bulletin](#), we noted that financial market confidence tends to weaken in the few months before presidential elections, then recover when results are in. We believe some weak summer economic data – a recurring phenomenon – added to this trend in the week past (see **FIGURE 1**). The timing also coincided with another pause from the Federal Reserve, accompanied by comments from Chair Powell consistent with a first easing step in September. We believe summer market swoons aren't indicative of full year returns.

With a poor manufacturing reading and a below-consensus gain of 114,000 for US hiring in July, market fears of a new downturn have also resurfaced. While a “growth panic” is unnecessary in our view, we should be clear that market conditions have been ripe for a pullback for the reasons cited above. We continue to expect high single-digit EPS gains this year and next while US equities – particularly large cap tech – have delivered double digit gains. Geopolitical news and election uncertainty also provide excuses for short-term traders to shift.

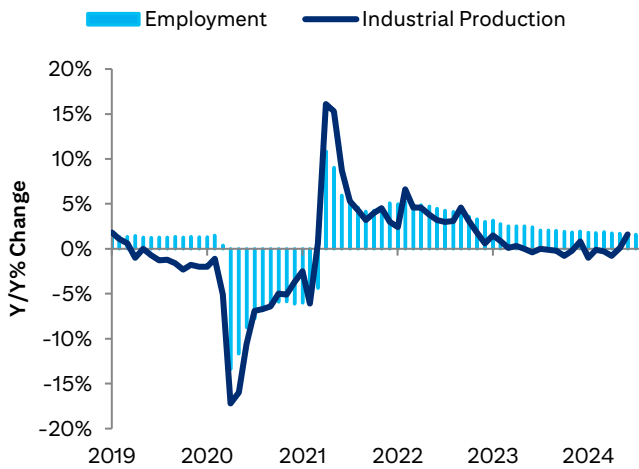
For the economy, we do not believe we are at a major turning point. We have long stated that the growth rate of employment would slow. Job gains were strong even as business output languished (see **FIGURE 2-3**). This was driven by the “late start” for broad services hiring delayed by the pandemic. We do not think it is too late to avoid a recession because business output has been restrained. Interest rate-sensitive sectors have been weak already and are poised to recover as interest rates fall.

**FIGURE 1:** Citi Economic Surprise Index by month

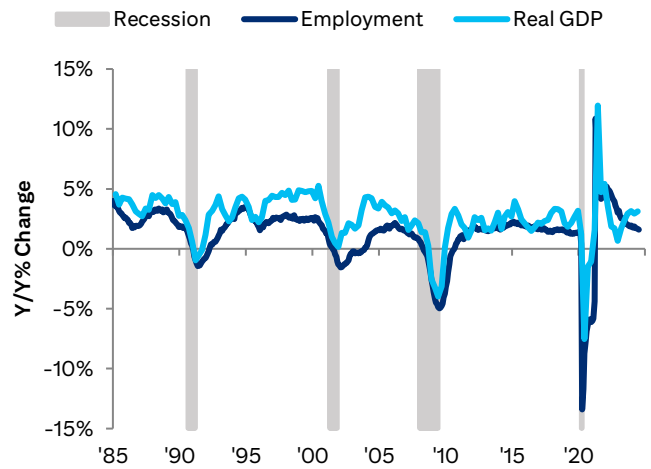


Source: Haver Analytics as of July 30, 2024. Indices are unmanaged. An investor cannot invest directly in an index. They are shown for illustrative purposes only and do not represent the performance of any specific investment. Index returns do not include any expenses, fees or sales charges, which would lower performance. **Past performance is no guarantee of future results. Real results may vary.**

**FIGURE 2: Employment vs industrial production**



**FIGURE 3: Employment vs real GDP**



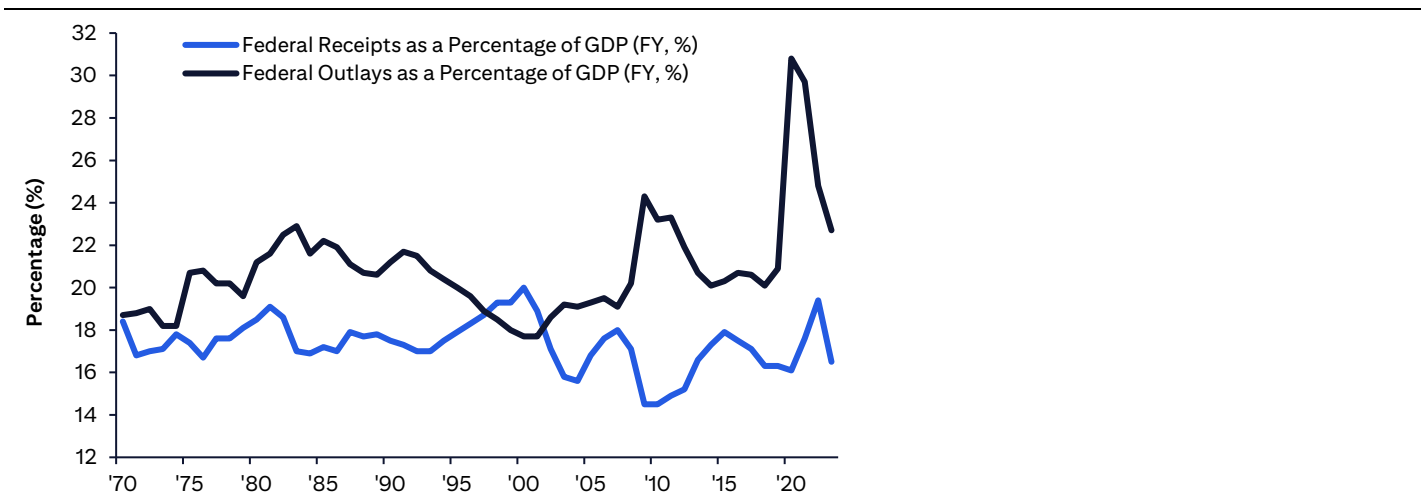
Source: Haver Analytics as of August 2, 2024.

## 2. What is the realistic scope for tax cuts in a potential Trump administration?

Unlike tariffs which can be evoked by the President for national security grounds under, as an example, Section 232 of the Trade Expansion Act of 1962, tax cuts require the support of Congress. It would be hard to push tax rates lower than they are today without a Republican sweep of the Presidency, Senate, and House in the fall. What's most realistic, in our view, would be an extension of the sunset provisions at the end of 2025 in the 2017 Tax Cuts and Jobs Act, which was the largest US tax code overhaul in three decades. Back then, no Democratic Senators or House members voted for the legislation. In fact, preventing tax increases at end 2025 will likely require some support of Democrats even under a scenario of a red sweep. Compromises between the majority and minority parties will likely craft the actual legislation which could include a variety of differences from the 2017 legislation.

The chances of a Republican sweep have moderated in recent weeks. In our view, many voters would see extending the sunsets as maintaining the status quo while letting them expire would be viewed as a tax increase, although policy makers and government scorekeepers may quibble. The Congressional Budget's Office (CBO) estimates that merely extending the sunset provisions would help keep the deficit historically high as a share of GDP and add to the national debt (see **FIGURE 4**).

**FIGURE 4: Federal receipts and outlays as a % of GDP**



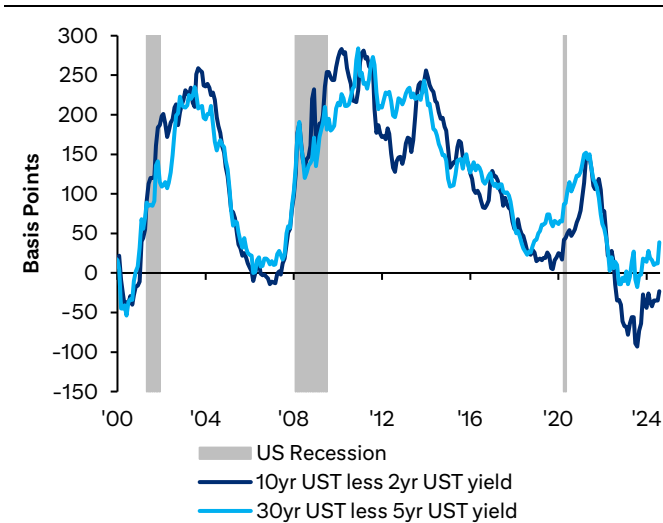
Source: Haver Analytics as of July 30, 2024.

### 3. What does this week's announcement by the Federal Reserve mean for intermediate-maturity bonds?

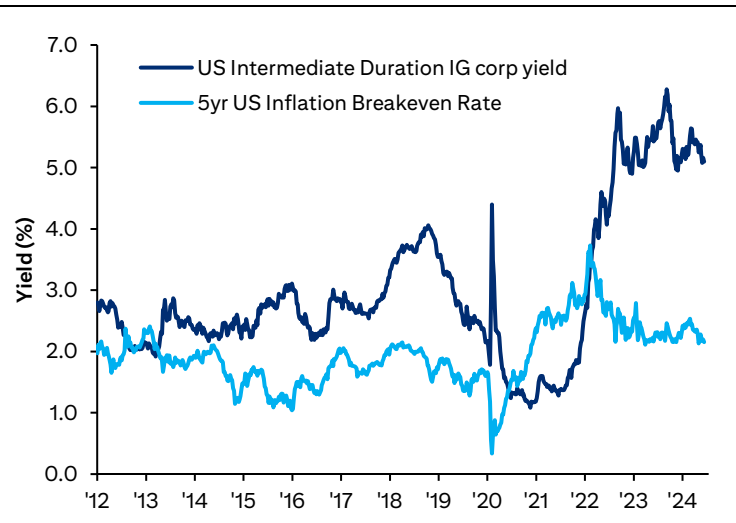
We believe that for their overall fixed income portfolio, investors should seek to maintain duration of around 5-6 years (the “belly” of the yield curve). While we think short-term rates will decline, the pace of Fed rate cuts may be slower and shallower than expected if inflation does not decelerate as quickly as anticipated and economic growth remains buoyant, so longer-end Treasury yields may not move lower as quickly as intermediate Treasury yields once rate cuts begin. Additionally, concerns about potential US government impacts on inflation and future Treasury supply may arise depending on various US election scenarios, which could “steepen” the yield curve for longer-dated Treasury maturities. Indeed, this steepening is already starting to be reflected somewhat as intermediate bond yields have dropped more than longer term bond yields over the past few months, resulting in a more positively-sloped yield curve (see **FIGURE 5**).

Additionally, intermediate bonds offer substantial premium over expected inflation (as measured by TIPS). The “real yield” of the 5y Treasury, for example, is almost 1.70% above expected inflation. If an investor were to hold investment grade bonds with this average maturity, that yield differential jumps an additional 80-90bps, nearing a 3% difference over expected inflation (see **FIGURE 6**).

**FIGURE 5:** Yield curve steepening has already started



**FIGURE 6:** Yield differentials for intermediate duration IG bonds



Source: Bloomberg as of July 23, 2024. The proxy for intermediate duration IG corporates is the Bloomberg Intermediate Duration Investment Grade Corporate Bond Index. Indices are unmanaged. An investor cannot invest directly in an index. They are shown for illustrative purposes only and do not represent the performance of any specific investment. Index returns do not include any expenses, fees or sales charges, which would lower performance. **Past performance is no guarantee of future results. Real results may vary.**

#### 4. When will AI investment begin to show up in tech revenues?

The past two earning seasons have highlighted a ramp-up in AI spending as companies race to build in-house AI infrastructure that is essential for running large language models (LLMs) in the cloud. Given the extensive capital, energy, and data requirements needed to build AI infrastructure and data centers, mega cap hyperscalers with significant financial and data resources have been leaders in AI investment. Six of the Magnificent 7 who are the largest buyers of cutting-edge GPU chips upgraded their total capex to \$57bn from \$39bn in early 2023, and in aggregate have continued to guide capex higher during the 2Q earnings season.

After the initial optimism on AI since early 2023 and a 28% rally in mega-cap tech and semiconductors YTD, investors are asking how much AI good news is already priced in. Investors have been increasingly focusing on whether these companies can convert eye-watering spending into actual revenues. Admittedly, the rapid development of AI hasn't yet led to an explosion of productivity across industries. However, we've seen early monetization success among the largest three cloud providers who have embedded GenAI into their current enterprise cloud solutions. Essentially, companies that are using these cloud services are able to utilize AI to drive better business outcomes and productivities across sectors. This has in turn translated into incremental growth of their cloud and even core services. For example, advertisers using Google's profit optimization and smart bidding have seen a 15% lift in profit on average by engaging AI tools<sup>1</sup>. According to management comments during the latest earnings season, AI demand has been the main driver for cloud growth YTD.

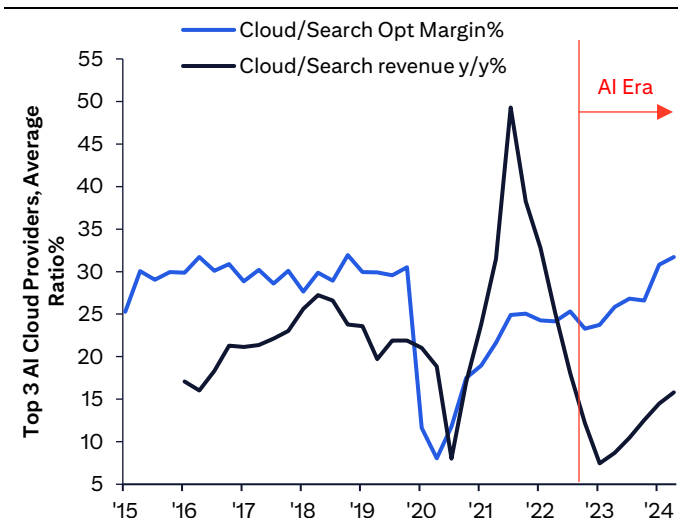
We are beginning to see the fruits of AI investment in operating margins and revenues for cloud and search services. Both have been accelerating consistently since the AI revolution took center stage in early 2023 (see **FIGURE 7**). The average operating margins on AI-powered cloud reached 34% in the latest quarter, higher than the peak levels seen during the pre-AI era. It's likely that AI monetization will continue to gain traction as companies complete AI infrastructure buildout and transition from model training to integration with core services.

For investors worrying about extensive capex, while capex as a percentage of cloud and search revenues has been accelerating notably, spending levels are not at extreme levels compared to the buildout of traditional cloud around the

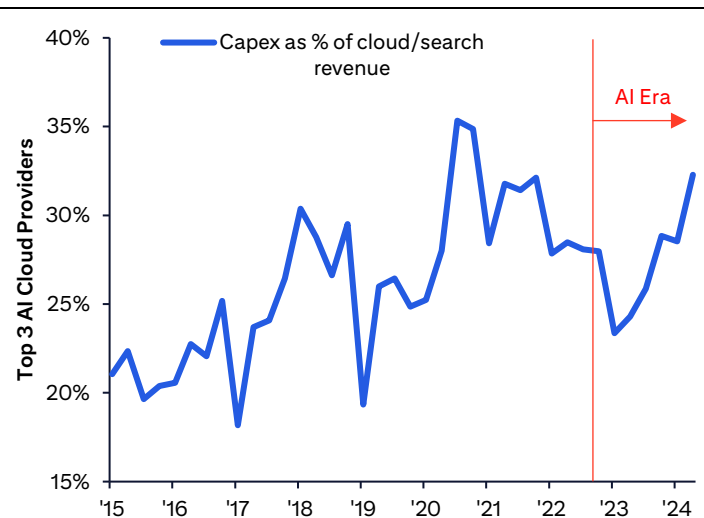
<sup>1</sup> Citi Research, "Search Momentum and Cloud Acceleration Benefits from GenAI Innovations as OI Margins Expand," July 24, 2024.

mid-2010s (see **FIGURE 8**). With that said, the acceleration of capex vs revenue may pose pressure on free cash flows for the hyperscalers over the next few quarters. With capex still outpacing monetization, we continue to favor AI infrastructure stocks over services providers within tech. Amid recent volatility across AI leaders, however, valuations may return to more rational levels, potentially providing an opportunity for investors to build exposure to what we continue to believe will be a transformative technology.

**FIGURE 7: AI margins and revenue growth for top 3 AI cloud providers**



**FIGURE 8: Capex as % of revenues for top 3 AI cloud providers**



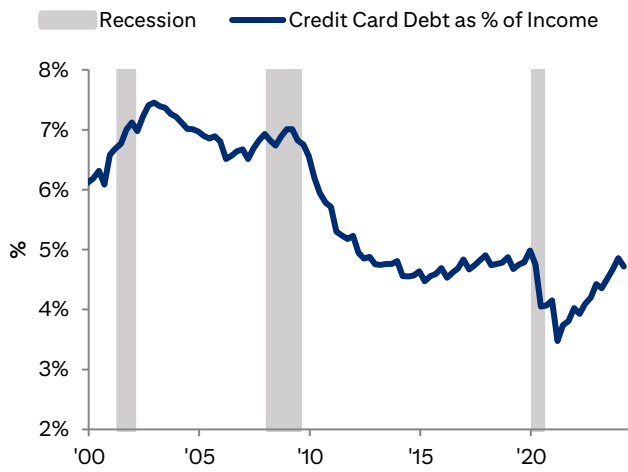
Source: Bloomberg as of July 31, 2024. Indices are unmanaged. An investor cannot invest directly in an index. They are shown for illustrative purposes only and do not represent the performance of any specific investment. Index returns do not include any expenses, fees or sales charges, which would lower performance. **Past performance is no guarantee of future results. Real results may vary.**

## 5. With credit card debt at record highs, are consumers living high on borrowed money with risks of collapse ahead?

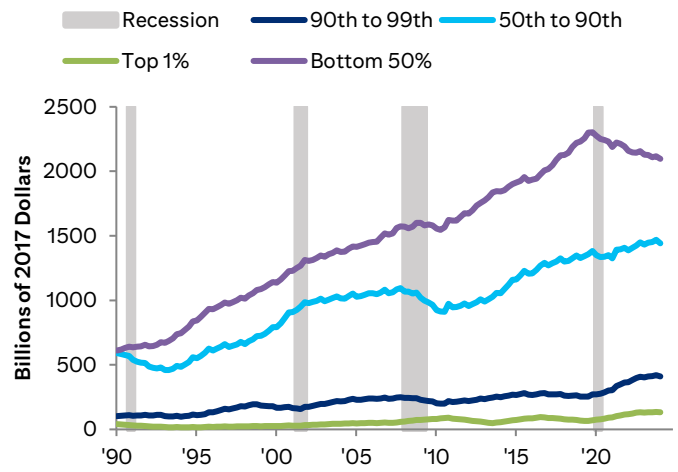
This is a question we get very frequently, and it is no surprise because on the one hand it is absolutely true that credit card debt is at record highs, but on the other hand, it is absolutely irrelevant. But in an industry where fear sells, these sorts of observations make headlines and drive clicks, even if they shouldn't impact portfolio decisions. To see why, we have to remember that credit card debt is measured in nominal dollars (meaning no adjustment for inflation, nor the size of the economy). To see why this matters, imagine everyone's debts and incomes doubled over a period of time due to inflation and at the same time the population doubled. In this scenario credit card debt would be up 400%, but what actually matters, credit card debt to income (which by being a ratio removes the nominal dollar problem, and the increasing population problem) would be unchanged. In reality, to a great degree this is what has happened (see **FIGURE 9**). Credit card debt when measured against income has only been lower than it is today in the wake of the helicopter money period of Covid. But saying credit card debt is near record lows does not drive clicks and fear.

The fear then moves to possible concentrated risk at the bottom of the economic pile, and higher income Americans with their stock market gains are overshadowing a rising problem at the bottom. Here the story is less sensational, with credit card debt for the bottom 50% of households actually declining (measured in real dollars as opposed to nominal dollars). Most of the increase in credit card debt has actually been in the middle class (wealth in the 50th to 90th percentiles), and this makes sense as that group, which tends to own their own houses, has had a major increase in net worth from inflation pushing down the value of mortgages and strong home prices (see **FIGURE 10**). So, the only way to act on this increased sense of wealth is through credit card debt, but they have plenty of assets to cover the increase.

**FIGURE 9:** Credit card debt to income



**FIGURE 10:** Real credit card debt by different wealth groups



Source: Haver Analytics as of August 1, 2024.

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**STEVEN  
WIETING**

Chief Investment Strategist and  
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<b>Investment Grade</b>			
Highest quality	Aaa	AAA	AAA
High quality (very strong)	Aa	AA	AA
Upper medium grade (Strong)	A	A	A
Medium grade	Baa	BBB	BBB
<b>Not Investment Grade</b>			
Lower medium grade (somewhat speculative)	Ba	BB	BB
Low grade (speculative)	B	B	B
Poor quality (may default)	Caa	CCC	CCC
Most speculative	Ca	CC	CC
No interest being paid or bankruptcy petition filed	C	D	C
In default	C	D	D

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- less regulation and higher fees than mutual funds; and
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