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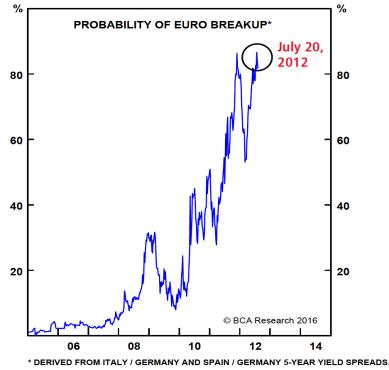
Investing & Geopolitics: Risks & Opportunities In 2017

Marko Papic Senior Vice President *Geopolitical Strategy*

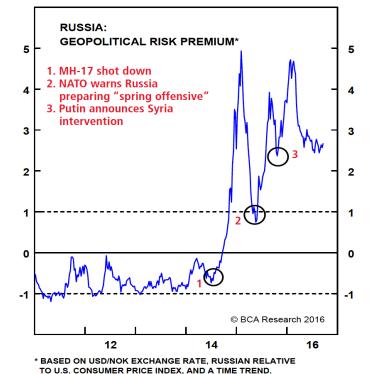


Can Geopolitical Analysis Be Investment Relevant? Focus on the *constraints* over *preferences*.

Market Misjudged The Geopolitical Imperative For European Integration









Five Paradigm Shifts

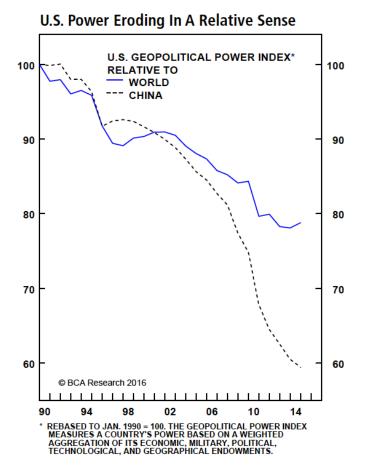
"It ain't what you don't know that gets you into trouble. It's what you know for sure that just ain't so."

– Mark Twain

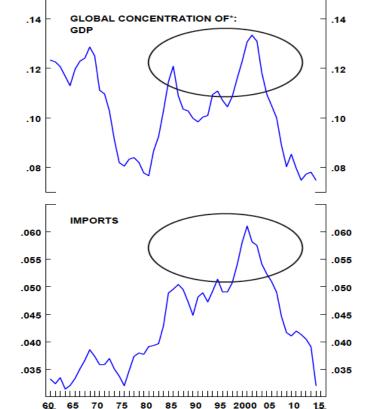
- I. From Multipolarity To... Conflict
- **II.** From Globalization To... Mercantilism
- **III.** From Legal To... Charismatic Authority
- IV. From Laissez-Faire To... Dirigisme
- V. From Facts To... Conspiracies



Paradigm I: From Multipolarity To... Conflict



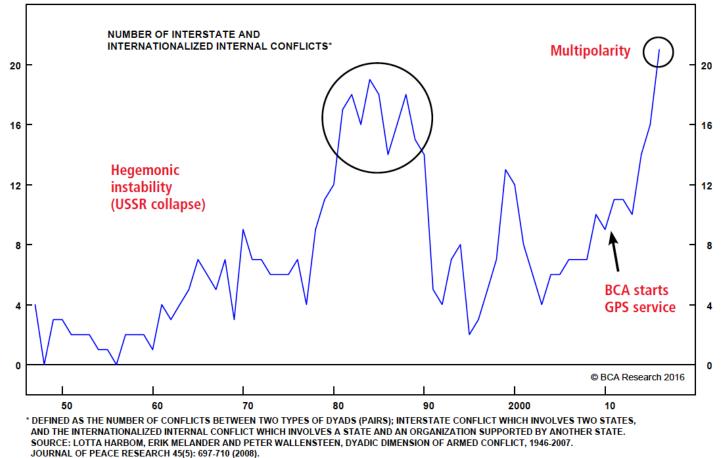
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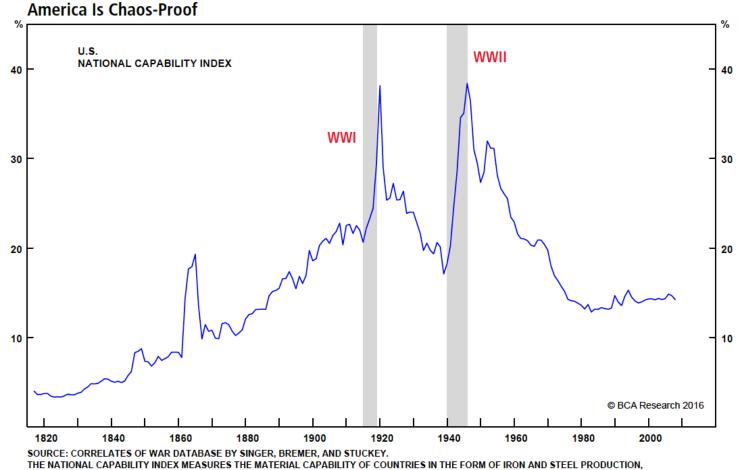
The End Of American Hegemony



Frequency Of Geopolitical Conflicts Increases Under Multipolarity







MILITARY EXPENDITURES AND PERSONNEL, PRIMARY ENERGY CONSUMPTION, AND TOTAL AND URBAN POPULATION.



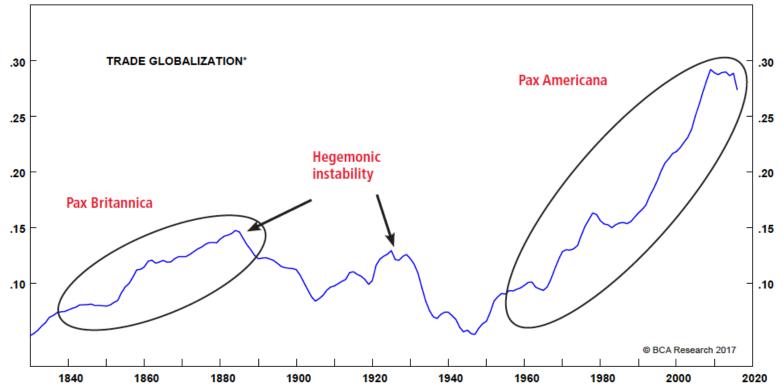
Investment Relevance Of Paradigm I:

- 1. Multipolarity has lead to an increase in global conflict.
- 2. Geopolitical risk is positive for safe haven assets and defense equities.
- 3. The U.S. the ultimate low-beta, closed economy has always benefited from global risks and conflict.



Paradigm II: From Globalization To... Mercantilism

Back To The 1930's?



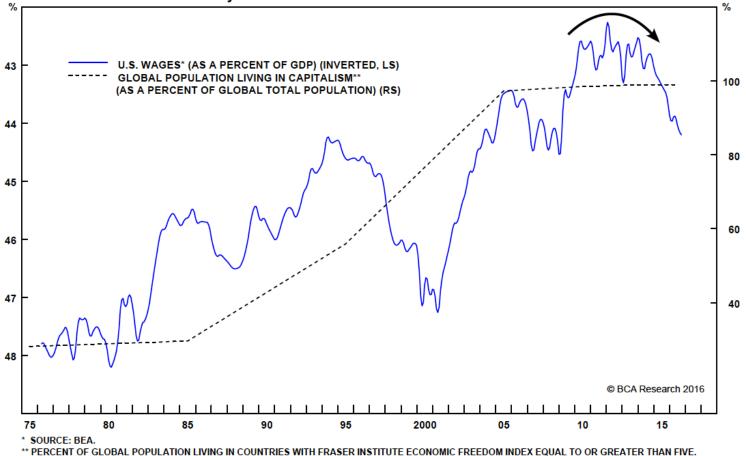
* TRADE GLOBALIZATION IS MEASURED BY IMPORTS AS PERCENTAGE OF GDP FOR 148 COUNTRIES WEIGHTED BY POPULATION. SOURCE: BCA CALCULATIONS AND CHASE-DUNN C., KAWANO Y., AND BREWER B., "TRADE GLOBALIZATION SINCE 1795: WAVES OF INTEGRATION IN THE WORLD SYSTEM," AMERICAN SOCIOLOGICAL REVIEW 65 1, 2000.



8

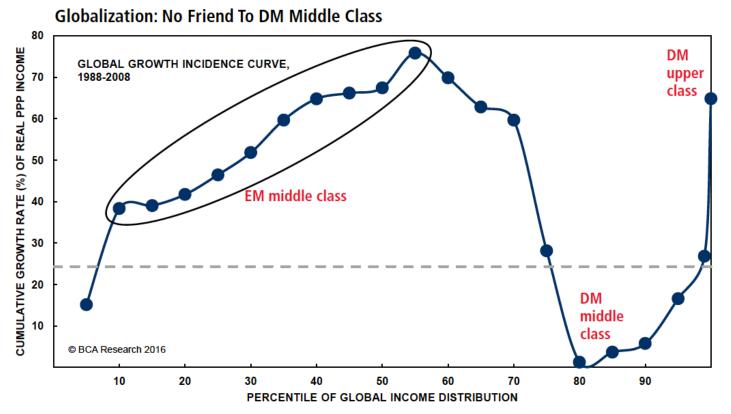


BASED ON FRASER INSTITUTE AND WORLD BANK DATA.



BCA

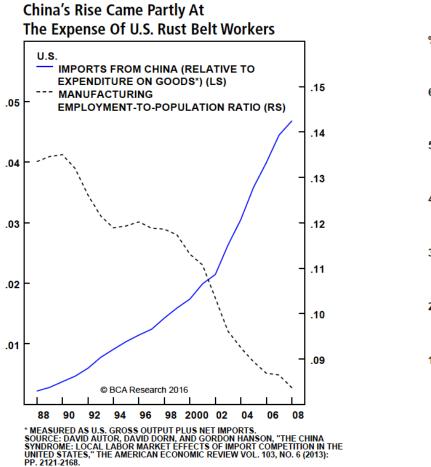
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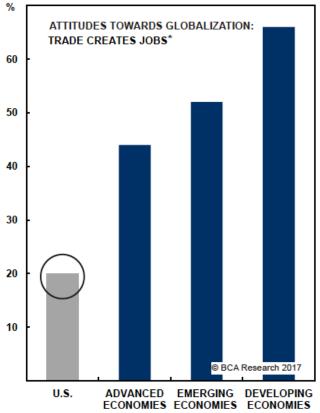
NOTE: Y-AXIS DISPLAYS THE GROWTH RATE OF THE FRACTILE AVERAGE INCOME (IN 2005 PPP USD). WEIGHTED BY POPULATION. GROWTH INCIDENCE EVALUATED AT VENTILE GROUPS (E.G. BOTTOM 5%); TOP VENTILE IS SPLIT INTO TOP 1% AND 4% BETWEEN P95 AND P99. THE HORIZONTAL LINE SHOWS THE GROWTH RATE IN THE MEAN OF 24.34% (1.1% P.A.). SOURCE: LAKNER AND MILANOVIC (2015) DATA AVAILABLE AT: HTTP://GO.WORLDBANK.ORG/NWBUKI3JP0. CITATION: GLOBAL INCOME DISTRIBUTION: FROM THE FALL OF THE BERLIN WALL TO THE GREAT RECESSION, CHRISTOPH LAKNER AND BRANKO MILANOVIC, WORLD BANK ECONOMIC REVIEW, ADVANCE ACCESS PUBLISHED SEPTEMBER 26, 2015.



10

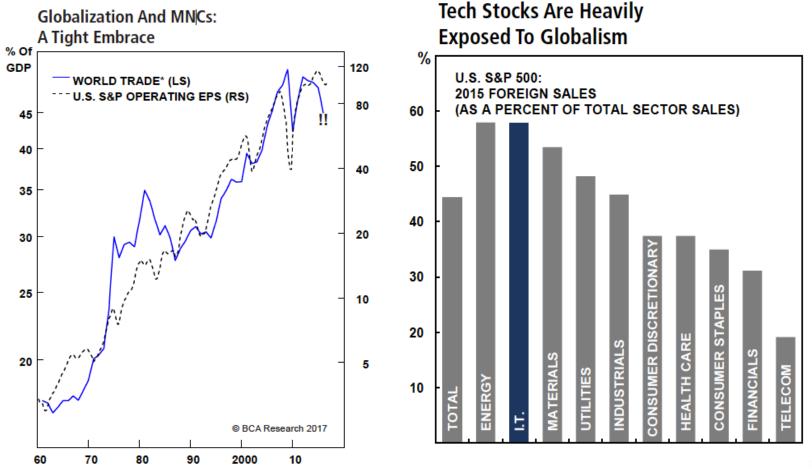


America Has Soured On Globalization: Jobs



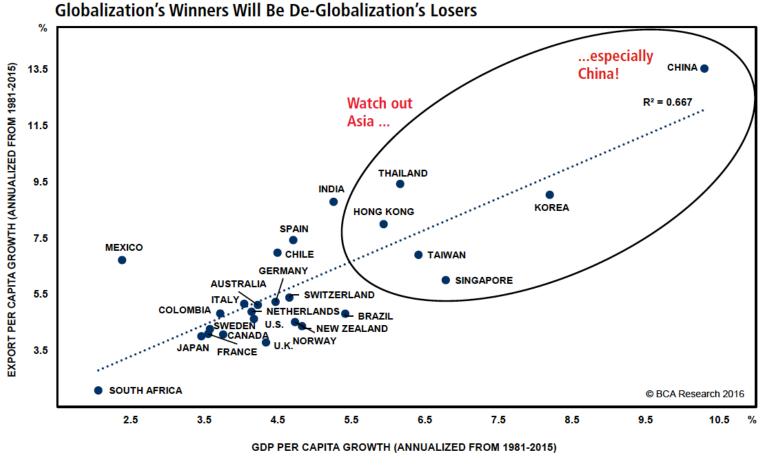
* PERCENTAGE OF RESPONDENTS WHO AGREED WITH EACH STATEMENT. SOURCE: SPRING 2014 GLOBAL ATTITUDES SURVEY, PEW RESEARCH.







* SOURCE: WORLD BANK.



SOURCE: BASED ON BCA CALCULATIONS; SOURCE: IMF WORLD ECONOMIC OUTLOOK OCTOBER 2016 DATABASE. SHOWN IN U.S. DOLLAR TERMS.



13

Investment Relevance Of Paradigm II:

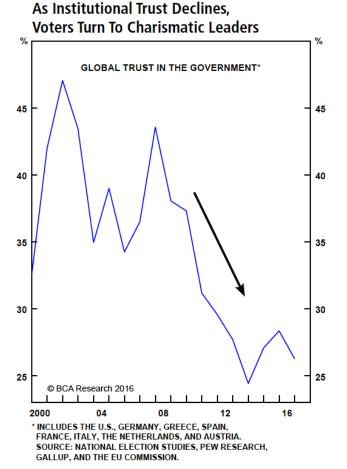
- 1. Mercantilism is back: economics, trade, and finance will become tools of statecraft, manipulated by policymakers for *geopolitical gains*.
- 2. Investing in Emerging Markets will require an understanding of geopolitical trends.
- 3. Good for consumer-oriented sectors and economies (DM and small caps), negative for export-dominated sectors and economies (EM and large caps).
- 4. Good for inflation and commodities.



Paradigm III: From Legal To... Charismatic Authority

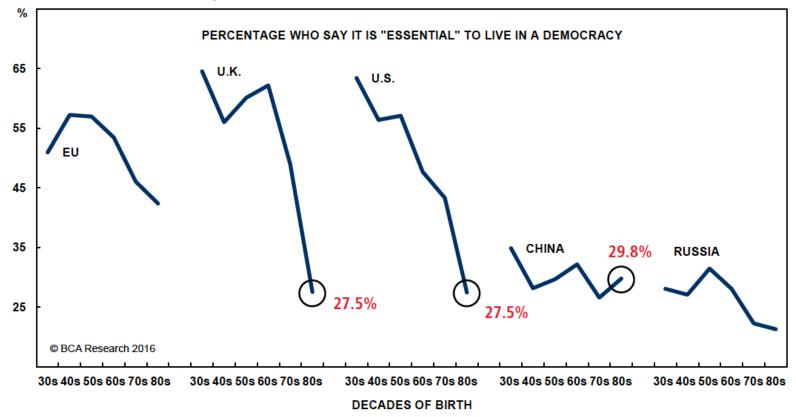
In his 1922 "The Three Types of Legitimate Rule," sociologist Max Weber defines three forms of authority:

- **Traditional** (monarchies and dynasties)
- Legal-Rational
 (constitutional order)
- Charismatic (personality based)





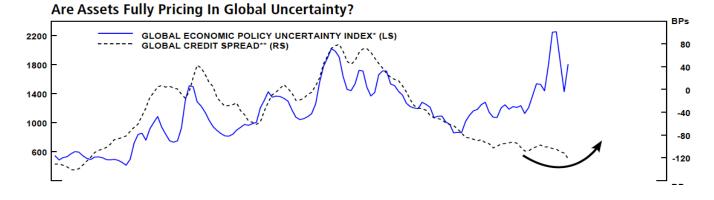
Who Needs Democracy When You Have Tinder?





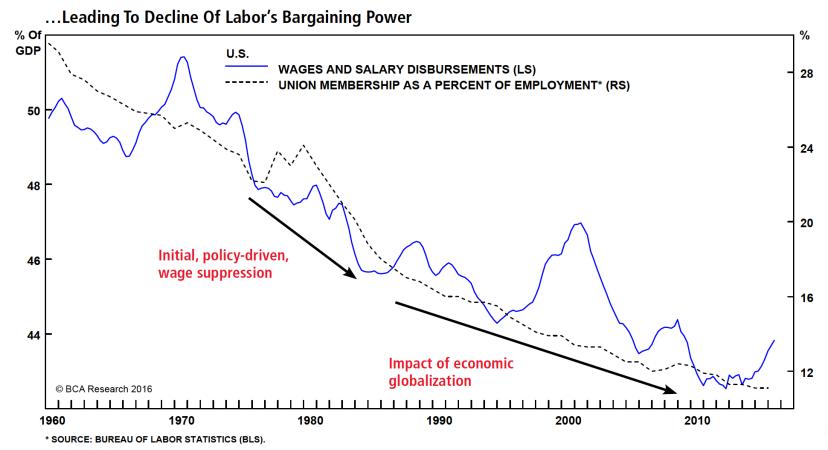
Investment Relevance Of Paradigm III:

- 1. It is more difficult to predict the behavior of a charismatic authority, than a legal-rational one.
- 2. Trump's tweeter feed becomes more important than a bottom-up analysis (just ask Carrier, Ford, and Lockheed-Martin).
- 3. The bond market is not pricing-in policy uncertainty.

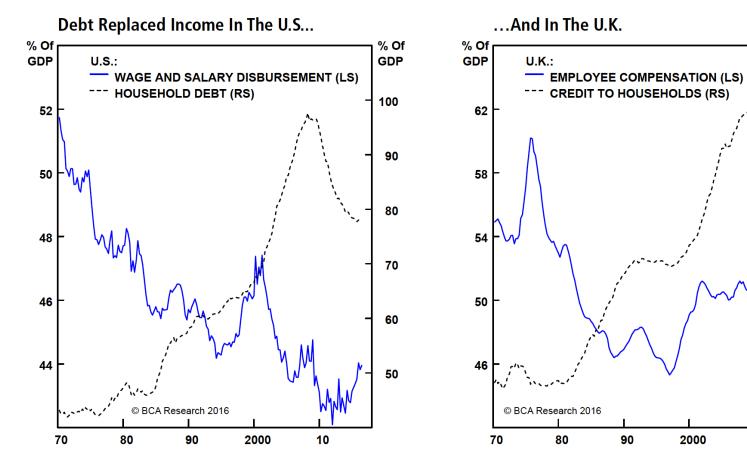




Paradigm IV: From Laissez-Faire To... Dirigisme





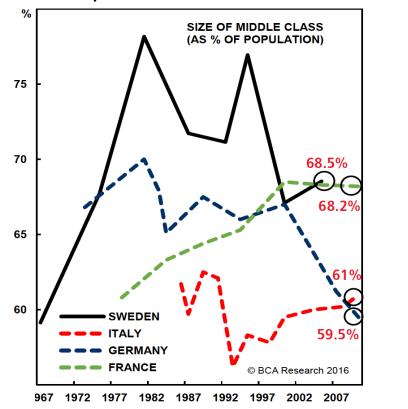


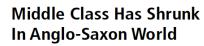


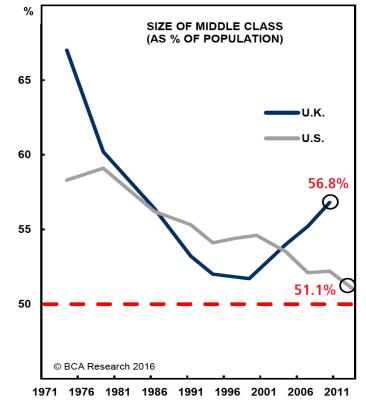
% Of

GDP

Middle Class Has Thrived In Europe



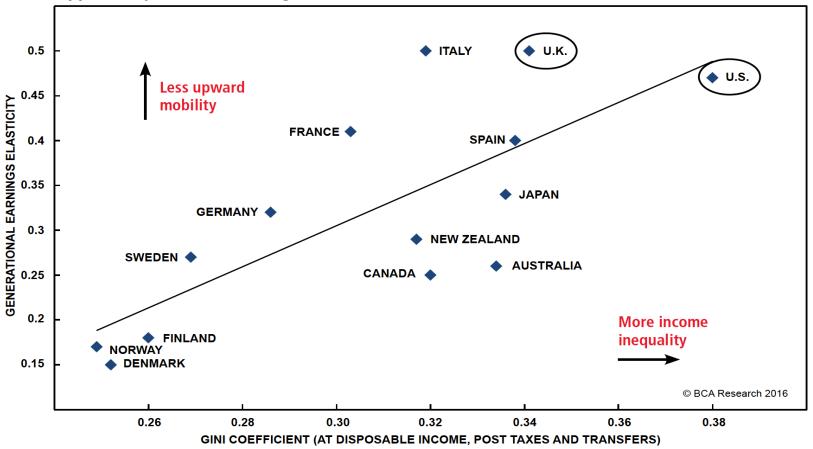




SOURCE: STEVEN PRESSMAN, "DEFINING AND MEASURING THE MIDDLE CLASS," AMERICAN INSTITUTE FOR ECONOMIC RESEARCH, WORKING PAPER 7.

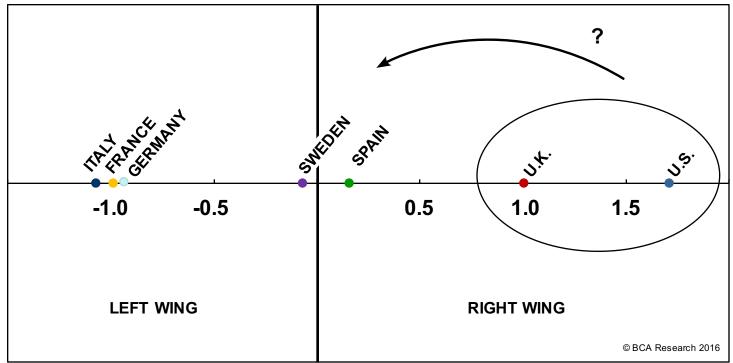


Opportunity And Income: Anglo-Saxons Are Outliers









CALCULATED AS AN EQUAL-WEIGHTED INDEX OF 5 STANDARDIZED COMPONENTS: LABOR PROTECTION INDEX, GOVERNMENT REVENUE AS A PERCENT OF GDP, ALL-IN AVERAGE INCOME TAX RATE AT AVERAGE WAGE, REDISTRIBUTION EFFECT ON GINI COEFFICIENT, AND EASE OF DOING BUSINESS RANKING. SOURCE: OECD, WORLD BANK, BCA CALCULATIONS.

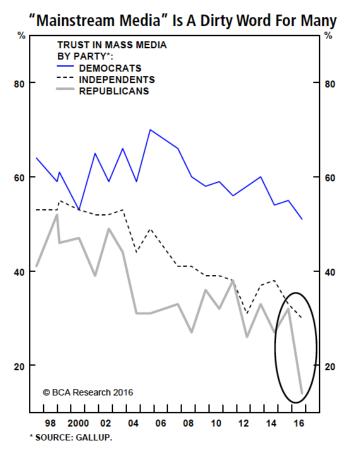


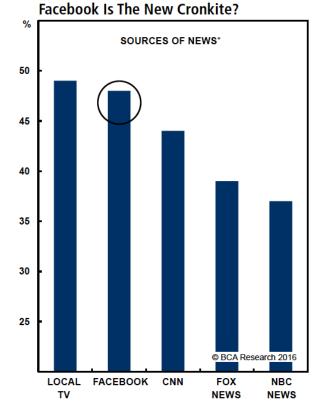
Investment Relevance Of Paradigm IV:

- 1. In 2017, the market will be shocked to find itself faceto-face with a marginally more *laissez-faire* Europe and a marginally more *dirigiste* America and Britain.
- 2. Investors should overweight European assets in a global portfolio.
- 3. Populist economic policies in the U.S. will favor domestically oriented companies and small caps. Favor S&P 600 over S&P 500.



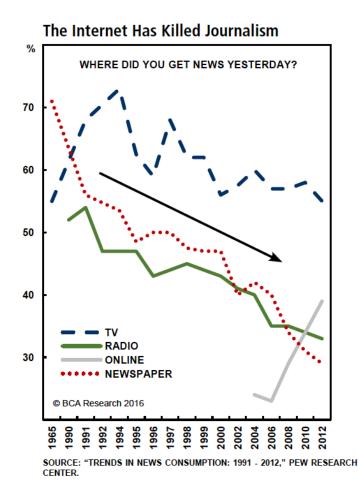
Paradigm V: From Facts To... Conspiracies

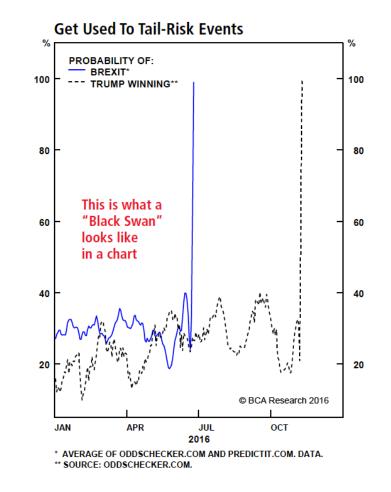




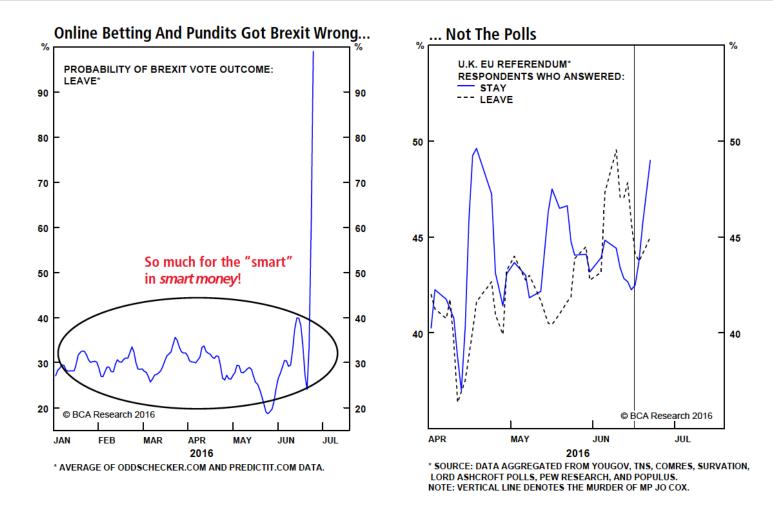
* PERCENTAGE OF WEB USERS SAYING THEY GOT NEWS ABOUT GOVERNMENT AND POLITICS FROM EACH IN THE PAST WEEK. SOURCE: PEW RESEARCH CENTER, OCTOBER 2014, "POLITICAL POLARIZATION AND MEDIA HABITS".











Investment Relevance Of Paradigm V:

- 1. Fundamental analysis of a country's political and geopolitical risk is now an essential tool in the investor toolkit.
- 2. The polls did not get Brexit and Trump wrong, pundits and media did by understating the probability of anti-establishment outcomes.
- 3. Investors cannot rely on the media to gauge political and geopolitical risk. And there is no geopolitical Bloomberg terminal.



Four Investment Themes In 2017

- I. Sino-American Tensions Are *The* Investment Risk In 2017 And Beyond
- II. Europe Is A Massive Red Herring In 2017
- III. Middle East Is No Longer Investment-Relevant
- IV. Russia Is Not A Risk, But Neither Is It An Opportunity



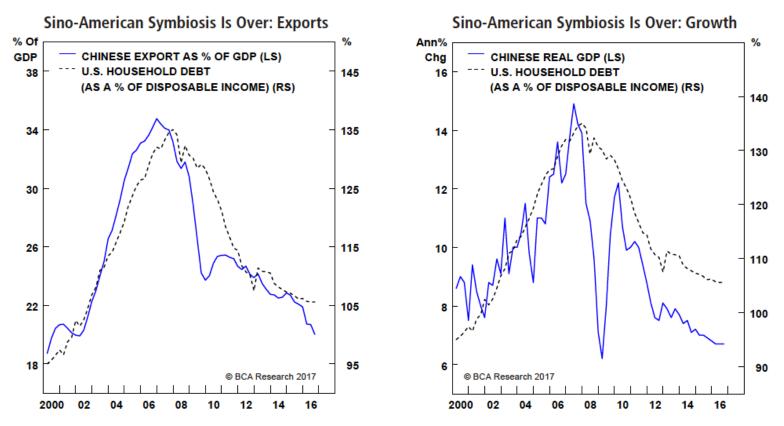
Sino-American Tensions: Yes They CAN...

Constraints To Sino-American Conflict:

- I. Economic
- II. Military
- III. Regional



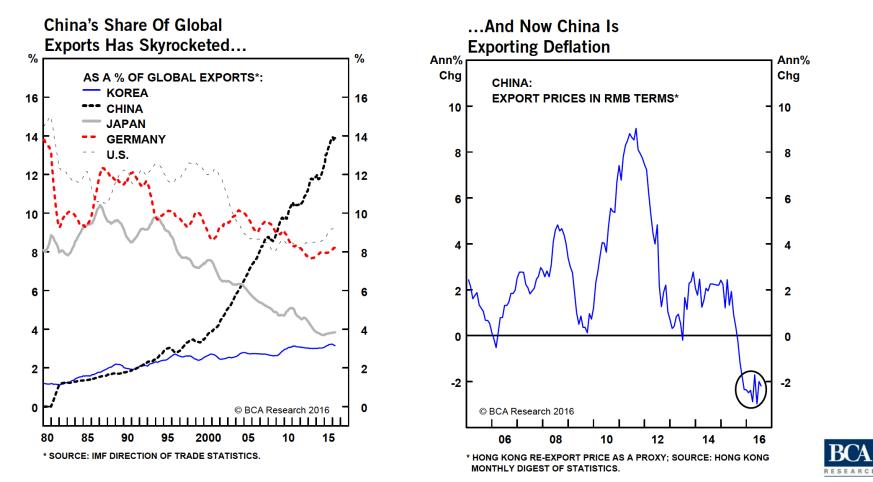
Sino-American Tensions: Economic Symbiosis Is Over



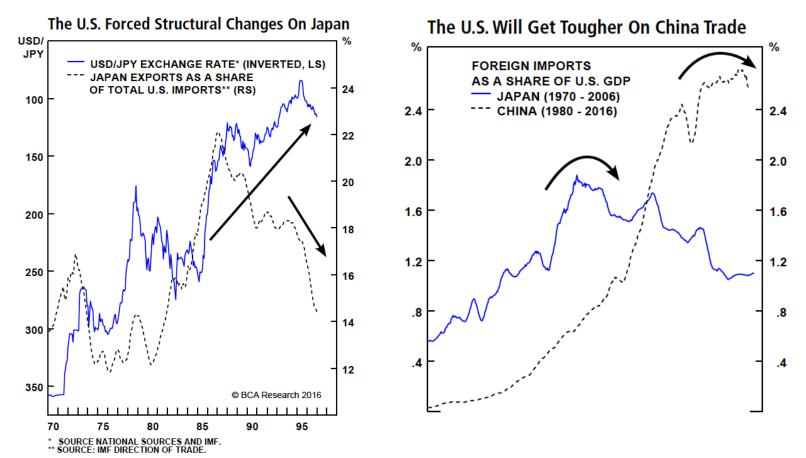


China Is Exporting Deflation

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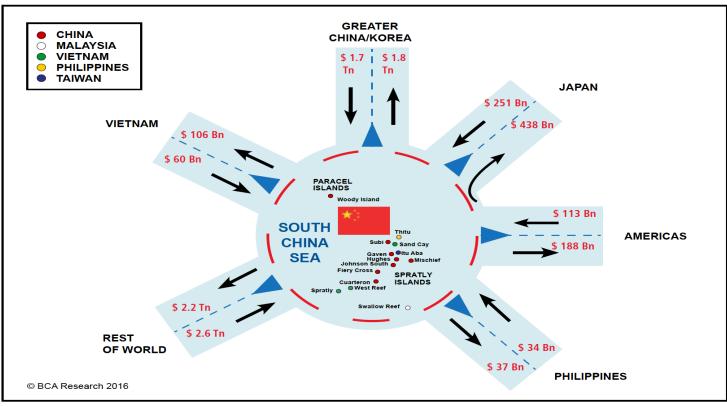
The U.S. Wants A Japanese "End-Game" For China



BCA

Geography Is Not A Constraint, It Is A Problem



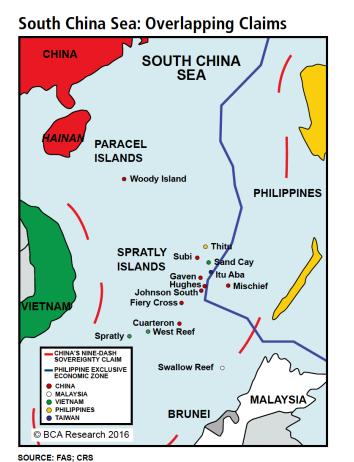




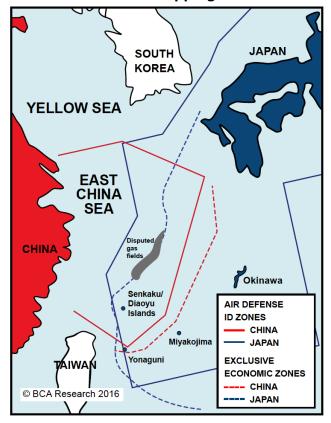
SOURCE: UNCTAD, 2014; FAS; CRS.

USD VALUES DENOTE A BALLPARK ESTIMATE OF IMPORTS AND EXPORTS USING UNCTAD COUNTRY GROUP STATISTICS AND BCA CALCULATIONS.

Maritime Nature Of Disputes Makes Conflict More Likely

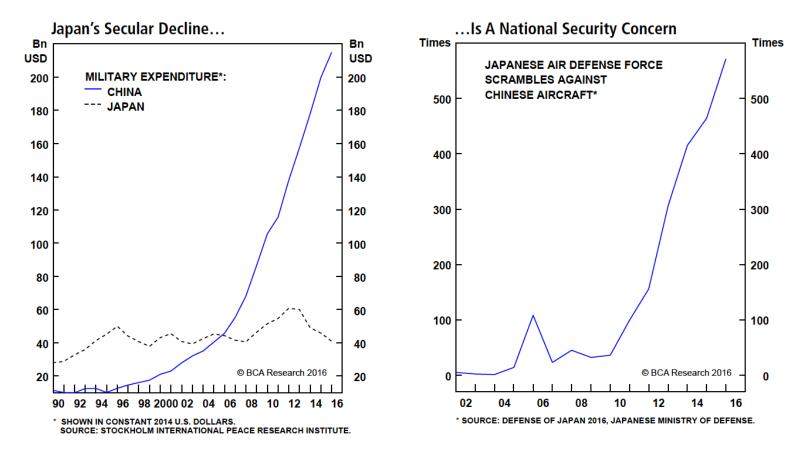


East China Sea: Overlapping Claims





China Lacks Regional Allies





Trump Is Not Constrained On Trade

Trump Faces Few Constraints On Trade

PRESIDENTIAL POWERS OVER TRADE

STATUTE	NOTABLE PROVISIONS	AUTHORIZATION	PRESIDENTIAL POWERS	CONSTRAINT
U.S. CONSTITUTION	Art. I, Sec. 8; Art. II, Sec. 2	Executive orders, congressional acts, federal court rulings	Prerogative over foreign policy and national security	Weak
TRADING WITH THE ENEMY ACT OF 1917	Section 5b	During time of war (including undeclared)	Regulate all commerce; freeze or seize foreign assets	Weak
TRADE EXPANSION ACT OF 1962	Section 232b	Imports found to impact national security adversely	Impose tariffs or quotas to offset adverse impact	Medium
TRADE ACT OF 1974	Sections 122, 301	Serious U.S. balance of payments deficit; foreign state's actions are unjustifiable, unreasonable, or discriminatory	Impose tariffs up to 15%, and/or import quotas, for 150 days against countries with large balance of payment surpluses	Medium
INTERNATIONAL EMERGENCY ECONOMIC POWERS ACT OF 1977	Section 1701, 1702	National emergency	Regulate all commerce; freeze foreign assets	Weak
NAFTA IMPLEMENTATION ACT OF 1993	Section 201; see also NAFTA Art. 2205	Maintain general level of reciprocal concessions	Proclaim return to Most Favored Nation level of tariffs; proclaim additional duties after consulting Congress	Weak

SOURCE: ADAPTED FROM MARCUS NOLAND ET AL, "ASSESSING TRADE AGENDAS IN THE U.S. PRESIDENTIAL CAMPAIGN," PETERSON INSTITUTE FOR INTERNATIONAL ECONOMICS 16-6 (SEPTEMBER 2016).

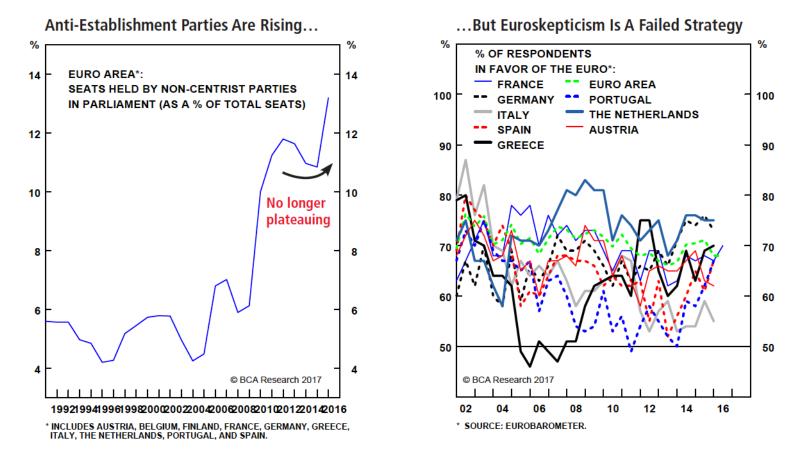


Investment Implications Of Sino-American Tensions

- 1. The market has priced-in the positive policies of the Trump administration (fiscal stimulus, tax reform, deregulation), but trade policy remains un-priced.
- 2. Trump is unconstrained on trade when it comes to protectionism.
- 3. The market will be surprised in 2017 by how serious the Trump administration is on trade.

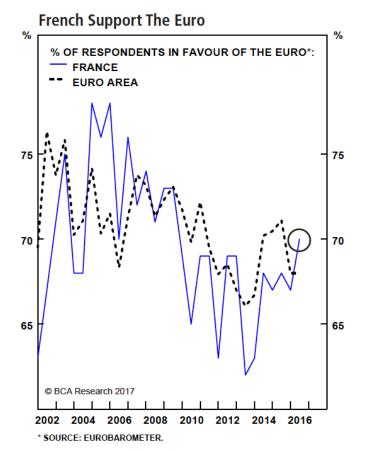


Europe Is A Red Herring In 2017

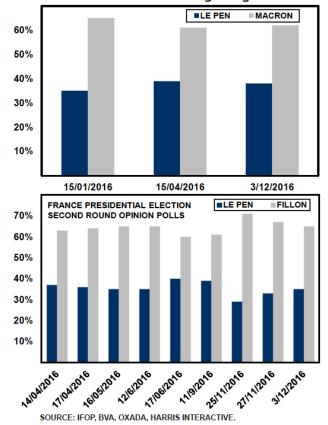




France And Germany Will See The Status-Quo Prevail

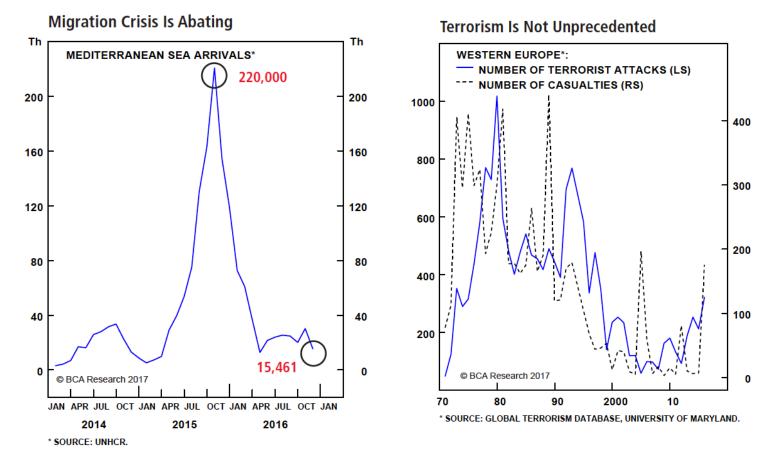


Le Pen Far Short Of Polling Margin Of Error



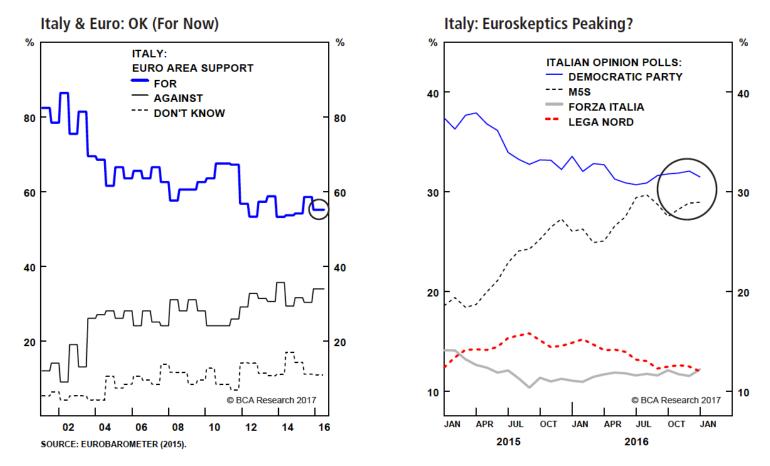


Migration And Terrorism Are Overstated Risks



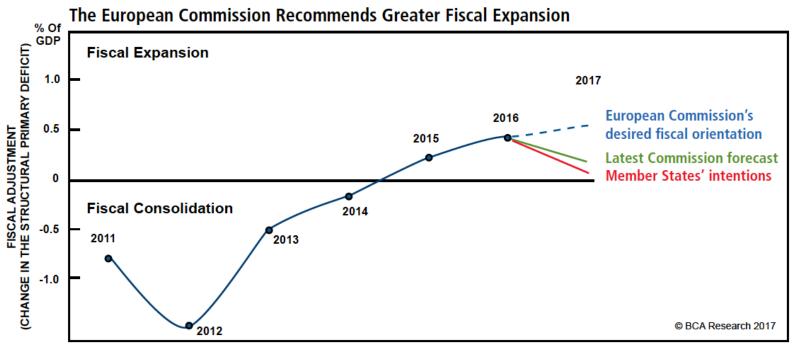


Italy Remains A Risk, But Overstated Nonetheless





European Goldilocks Scenario – ECB + Fiscal Thrust

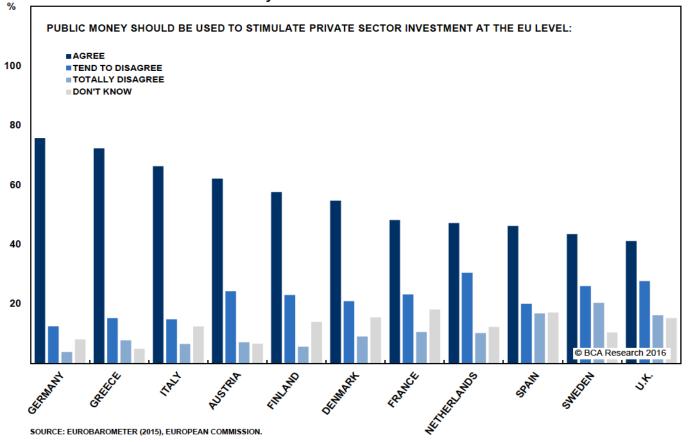


SOURCE: "EUROPEAN SEMESTER AUTUMN PACKAGE: WORKING FOR A STRONGER AND MORE INCLUSIVE ECONOMIC RECOVERY," EUROPEAN COMMISSION (NOVEMBER 16, 2016).



Support For Government Stimulus Highest In Germany!

Voters Favor Proactive Fiscal Policy



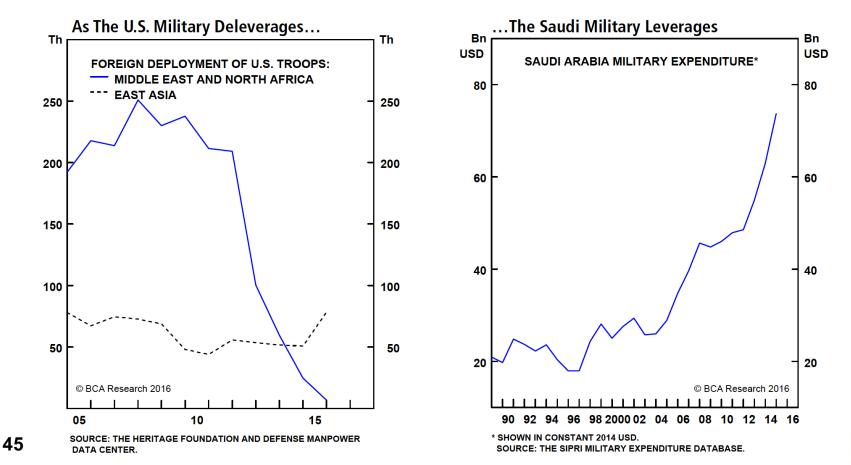


Investment Implications Of European Politics:

- 1. European politics will remain volatile in 2017, but risk of anti-establishment victories remain overstated.
- 2. A status-quo victory in Germany and a victory for reformers in France would be a major positive.
- 3. Support for austerity is waning, whereas the ECB has to remain easy due to political risk in Italy. This will combine to give investors a goldilocks scenario.
- 4. Italy remains a risk.

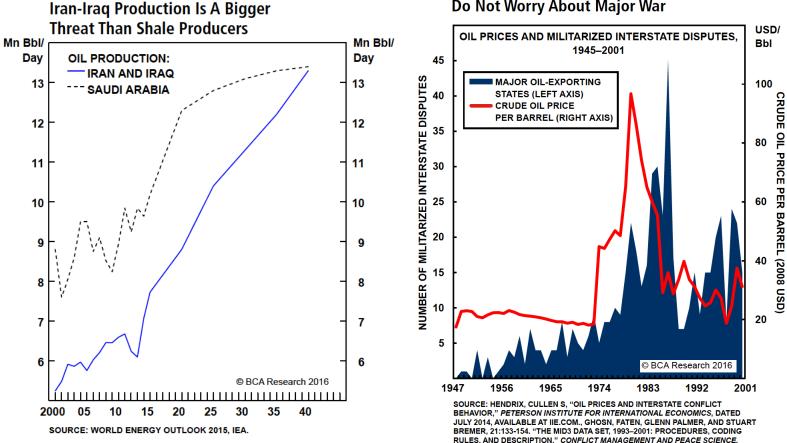


New Era For Oil & Middle East





Two Headwinds To Oil Prices



Do Not Worry About Major War

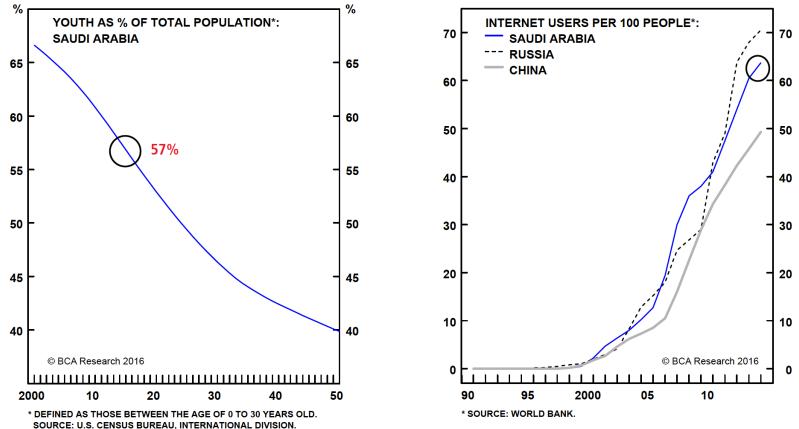
AVAILABLE AT CORRELATESOFWAR.ORG., AND BRITISH PETROLEUM.

46



Saudi Arabia Will Focus Inward

Saudi Arabia's Youth Is Large...

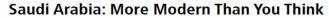


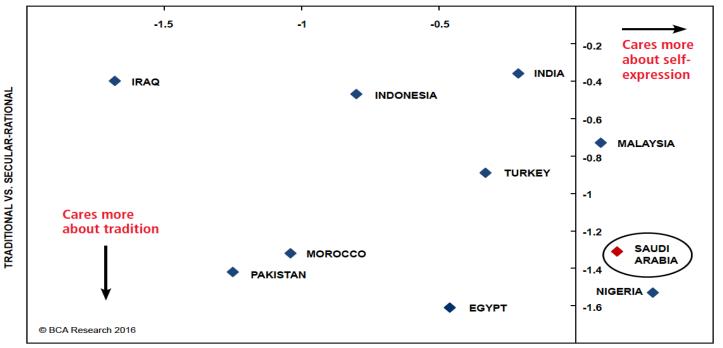
...And Internet Savvy



47

Saudi Arabia Is More Modern Than You Think





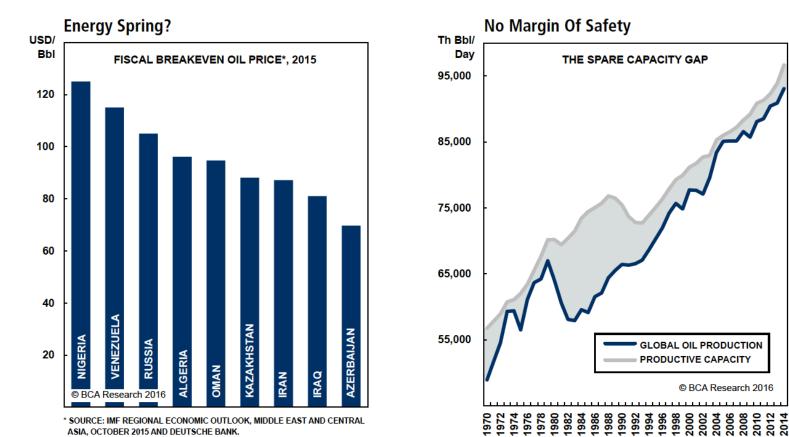
SURVIVAL VS. SELF-EXPRESSION

SOURCE: WORLD VALUE SURVEY.ORG; RONALD INGLEHART AND CHRISTIAN WELZEL, "CHANGING MASS PRIORITIES: THE LINK BETWEEN MODERNIZATION AND DEMOCRACY." PERSPECTIVE ON POLITICS JUNE 2010 (VOL 8, NO. 2) PAGE 554.

NOTE: THE TRADITIONAL/SECULAR-RATIONAL VALUES DIMENSION (Y-AXIS) REFLECTS THE CONTRAST BETWEEN SOCIETIES IN WHICH RELIGION IS VERY IMPORTANT AND THOSE IN WHICH IT IS NOT. A LOWER SCORE MEANS MORE TRADITIONAL, A HIGHER SCORE MORE SECULAR. THE SECOND MAJOR DIMENSION OF CROSS-CULTURAL VARIATION IS LINKED WITH THE TRANSITION FROM INDUSTRIAL SOCIETY TO POST-INDUSTRIAL SOCIETIES, WHICH BRINGS ON A POLARIZATION BETWEEN SURVIVAL AND SELF-EXPRESSION VALUES (X-AXIS). THE WEALTH OF POST-INDUSTRIALIZED SOCIETIES ALLOWS THEM TO TAKE SURVIVAL FOR GRANTED. A LOWER SCORE MEANS SOCIETY IS MORE CONCERNED WITH SURVIVAL, A HIGHER SCORE MEANS SOCIETY IS MORE POST-MATERIALIST AND EMPHASIZES SELF-EXPRESSION.

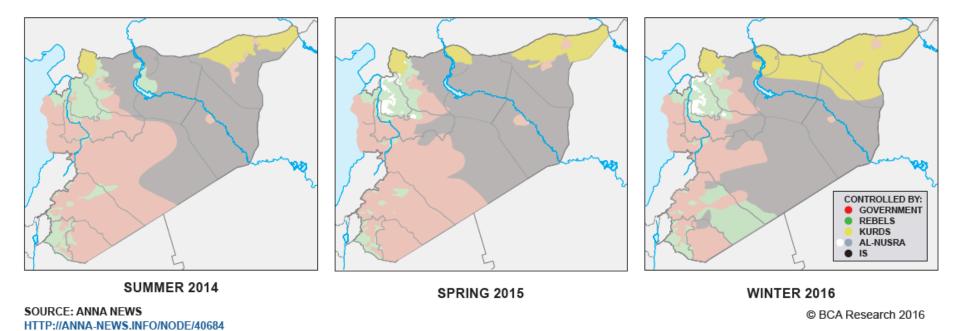


Two Tailwinds To Oil Prices





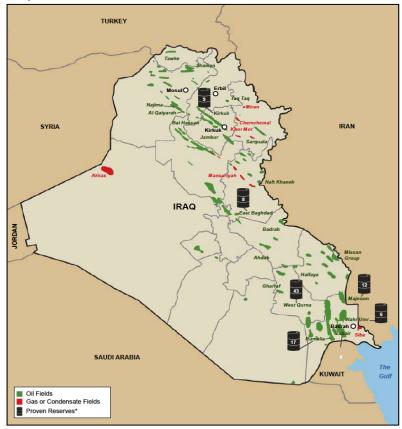
Iraq And Syria: Kurds Are The Real Winners

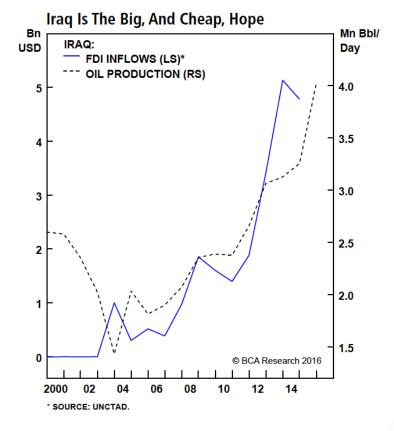




Kurdish Gains Are Significant For Oil Production

Iraqi Oil Production And Reserves

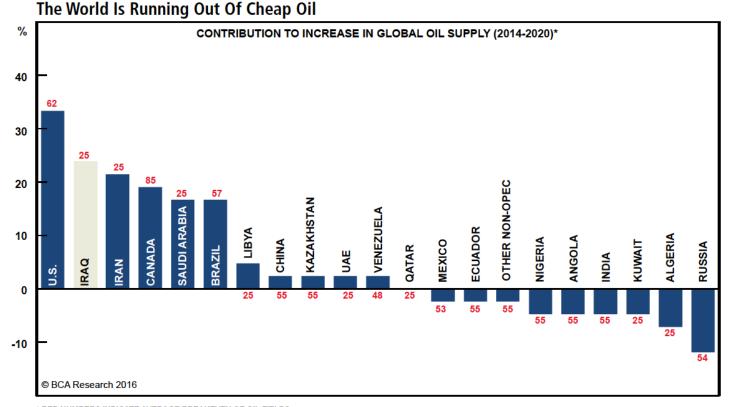






* PROVEN RESERVES OF CRUDE OIL AND NATURAL GAS LIQUIDS, BILLIONS OF BARRELS. TOTAL PROVEN RESERVES AMOUNT TO 143BN BARRELS (2011).SOURCE: EIA; IEA; UNIVERSITY OF TEXAS.

Long-Term: It Is All About Iraq



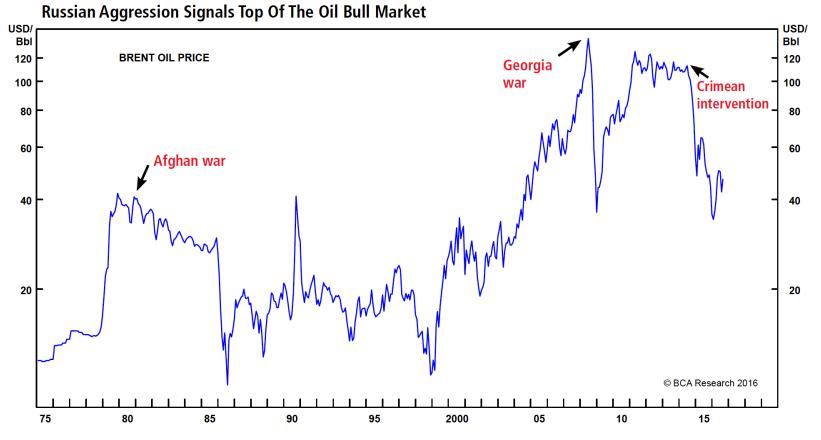


Investment Relevance Middle East:

- 1. We expect volatility in oil prices.
- 2. But there is more upside than downside risk from these levels.
- 3. Do not expect a major conflict in the Middle East.
- 4. Expect domestically-focused reforms in Saudi Arabia.
- 5. Iran's geopolitical power will continue to grow (as will its investment relevance as a market).

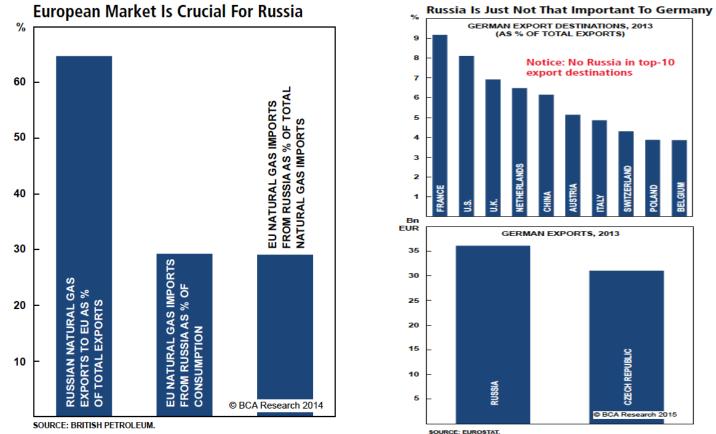


Russia Is All About Oil





Russia Needs The West More Than West Needs It



RESEARCH

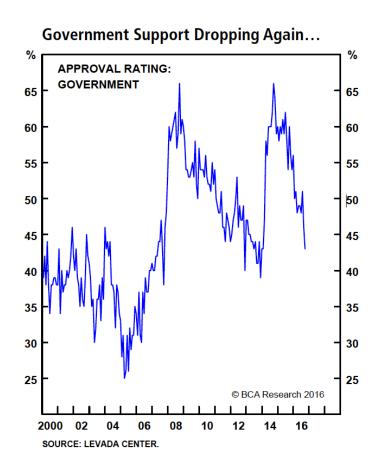
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Russia-West Thaw Would Be Bullish Europe

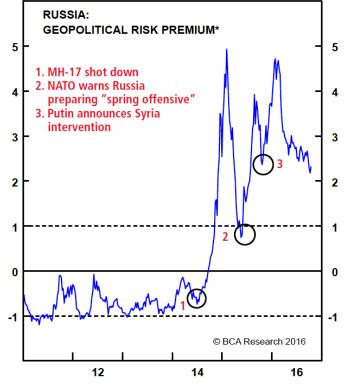




The Risk Is That Putin Needs Geopolitical Crises To Stay In Power



...But Geopolitical Risks Are Subsiding



* BASED ON USD/NOK EXCHANGE RATE, RUSSIAN RELATIVE TO U.S. CONSUMER PRICE INDEX, AND A TIME TREND.



Investment Relevance Of Russia In 2017:

- 1. Buy Russia? Sure, but structural reforms are needed for Russia to become a long-term investment opportunity.
- 2. European equities will benefit from a thaw in relations.

