

## LatAm Equity Strategy

## What happens during selic cuts in 9 charts

**Investment Strategy** 

### Market rallies as selic cuts approach

Brazilian markets rallied since end-April as they prepare for selic cuts this year. We expect cuts to start in August (see Copom unlocking the door for cuts ahead). The lbovespa is already up 14% since end-April (BRL terms). Growth names and sectors outperformed (consumer discretionary is up 29%). But history shows that the rally could possibly continue as we move forward with the easing cycle.

### What happens during selic cuts (in 9 charts):

Market long-term real rates declined during most of the easing cycle (Exhibit 1). Market nominal and real rates have tended to decline ahead of the first cut but continued to do so throughout the easing cycle. Historically, additional cuts were priced in as the central bank progressed with the easing cycle.

Inflation expectations declined first, allowing real rates to start to price in cuts. (Exhibit 2). In the previous three cutting cycles, rates and inflation expectations declined as soon as IPCA peaked.

Inflows into local equity funds accelerated when selic cuts were underway (Exhibit 3). This could also be a result of individuals chasing performance – as the market started to rally before selic cuts started.

Foreign flow not historically driven by selic cuts (Exhibit 4). For instance, foreign inflows accelerated during the 2013-2015 hikes.

The spread between Brazil and US rates declined during past easing cycles (Exhibit 5). In this cycle, the spread between BZ and US nominal and real rates is already narrowing.

**Still, Ibov moved upwards during the past three easing cycles** (Exhibit 6). The move historically started as soon as local market rates started to decline.

Bond proxies tend to outperform the Ibovespa when market real rates decline (Exhibit 7). Our team currently prefers malls within the universe of covered bond proxies. See details in Brazil Bond Proxies: Further and faster rate cuts: shifting preference to Malls.

The BRL depreciation accelerated in two of the last three easing cycles (Exhibit

History shows that cuts could more than offset downwards earnings revisions (Exhibit 9).

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Latin America

# Long-term real-rates declined during most of the easing cycle

Market nominal and real rates started to decline ahead of the first cut but continued to do so throughout the easing cycle.

Historically, additional cuts were priced in as the central bank progressed with the easing cycle. As a result, the easing cycle was only priced in fully near the end. See red arrows in Exhibit 1, which show at which point was the easing cycle fully priced in.

#### Exhibit 1: Brazil nominal and real long-term rates vs the selic

Long-term real-rates decline during most of the cutting cycle. Red arrows show when was the last cut of the cycle fully priced in.



Grey area is an overlap of declining real rates and declining selic.

Source: BofA Global Research, Bloomberg

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# In 2023, inflation expectations declined first, allowing real rates to start to price in cuts

In the previous three easing cycles, rates and inflation expectations declined as soon as IPCA peaked.

#### Exhibit 2: Brazil inflation and 12m forward inflation expectations\*

In 2023, inflation expectations declined first, allowing real rates to start to price in cuts



Grey area is an overlap of declining real rates and declining selic.
(\*) Brazil CPI IPCA Median Market Expectation Next 12 Months YoY.

Source: BofA Global Research, Bloomberg

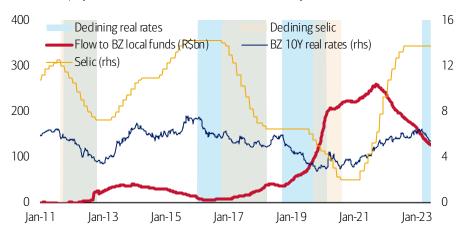


# Inflows into local equity funds historically accelerated when selic cuts were underway

Lower market rates alone were not a major driver for inflows into local equity funds. Inflows accelerated when selic cuts were underway. This could also be a result of individuals chasing performance – as the market historically started to rally before selic cuts start

### Exhibit 3: Cumulative inflows into Brazil local equity funds since 2011 (R\$bn)

Inflows into local equity funds accelerated when selic cuts were underway



Grey area is an overlap of declining real rates and declining selic

Source: BofA Global Research, Bloomberg

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### Foreign flow not historically driven by selic cuts

For instance, foreign inflows accelerated during the 2013-2015 hikes. Additionally, we saw foreign outflows during the cutting cycle that started at the end of 2019. The market rallied at that time and the move was entirely dominated by locals.

**Exhibit 4: Cumulative inflows from foreigners into Brazil local exchange since 2011 (R\$bn)** Note: Foreign flow into Brazil cash equities, futures and IPOs/follow-ons.

Foreign flow is not historically related to selic cuts.



Grey area is an overlap of declining real rates and declining selic.

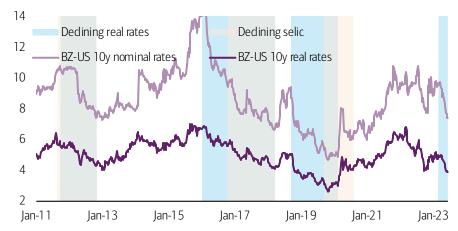
Source: BofA Global Research, Bloomberg

# The spread between Brazil and US rates declined during past easing cycles

In this cycle, the spread between BZ and US nominal and real rates is already narrowing.

#### Exhibit 5: Brazil – US 10y rates (nominal and real)

The spread between Brazil and US rates (both nominal and real) declined during past easing cycles



Grey area is an overlap of declining real rates and declining selic.

Source: BofA Global Research, Bloomberg

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### lbov moved upwards during the past three easing cycles

The move historically starts as soon as market rates start to decline and continue during the easing cycle.

#### Exhibit 6: Ibovespa performance vs Brazil real rates

Ibov moved upwards during the past easing cycles



Grey area is an overlap of declining real rates and declining selic.

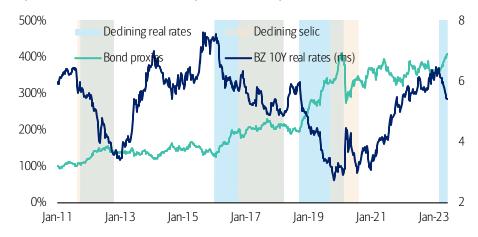
Source: BofA Global Research, Bloomberg



### Bond proxies' performance related to decline in real rates

Bond proxies tend to outperform the lbovespa when market real rates declined, as we noted in our <u>2022 report on bond proxies</u>. Our team currently prefers malls within the universe of covered bond proxies. See details in <u>Brazil Bond Proxies</u>: <u>Further and faster</u> rate cuts: shifting preference to Malls.

**Exhibit 7: Performance of Brazil bond proxies (utilities and malls) vs Brazil real rates**Bond proxies (utilities and malls) tend to outperform the Ibovespa when real rates declined.



Grey area is an overlap of declining real rates and declining selic.

Source: BofA Global Research, Bloomberg

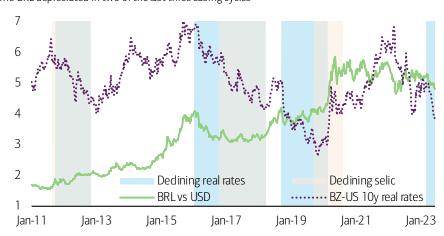
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# BRL depreciation accelerated in two of the last three easing cycles

The depreciation of the BRL accelerated the most in 2020 during the pandemic shock.

#### Exhibit 8: BRL vs USD

The BRL depreciated in two of the last three easing cycles



Grey area is an overlap of declining real rates and declining selic.

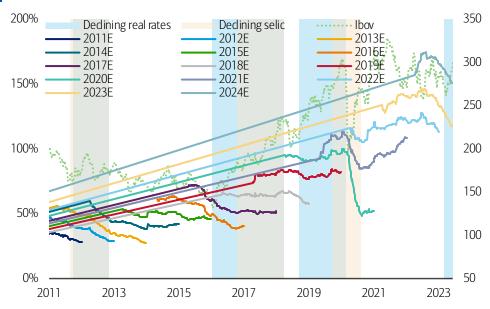
Source: BofA Global Research, Bloomberg

# History shows that cuts could more than offset downwards earnings revisions

In past easing cycles, the market moved upwards despite negative earnings revisions.

# Exhibit 9: Aggregated net income estimates for Ibovespa members (<u>excluding Energy & Materials</u>) (R\$bn)

In past easing cycles, we saw the Ibovespa moving upwards despite downward earnings revisions for domestic industries.



Note: local currency. Consensus estimates.

Grey area is an overlap of declining real rates and declining selic.

Source: BofA Global Research, Bloomberg



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Buy≥ 10%≤ 70%Neutral≥ 0%≤ 30%UnderperformN/A≥ 20%

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