

Q3 / 2024

HSBC Perspectives

Shaping your investment portfolio



HSBC

Opening up a world of opportunity

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Broadening global cyclical and rate tailwinds provide opportunities to put cash to work

Market expectations for Fed rate cuts have been on a roller-coaster ride, swinging from too enthusiastic in Q1 to quite conservative at the time of writing as inflation has proved stickier than expected. As rate cuts are just a matter of time, we lock in current attractive bond yields. In equities, we see a richer set of opportunities across geographies and sectors, driven by broadening global cyclical and rate tailwinds.

What does this mean for investors?

Looking ahead to the second half of the year, fundamentals remain constructive, supporting our recent move to a more risk-on stance and our upgrades of equities and sectors in a number of markets.

In the US, the higher probability of a soft landing and better-than-expected Q1 earnings give us confidence that equities have further upside. While US equities remain our biggest overweight position, current improvement in cyclical momentum in other countries should foster earnings growth as well, broadening it beyond the US.

Looking beyond the US and technology

Asia should benefit from the improving global outlook and strong domestic tailwinds, which should continue to uphold earnings momentum in India and South Korea. Continental Europe, the UK and Japan meanwhile are also gathering pace and rebounding from the bottom of their economic cycles.

Easing interest rate-related cost pressures are benefitting both corporates and households globally, stimulating more consumption and investment as well as boosting shareholder returns. Structural trends are another key catalyst. The wave of technology and AI-driven innovation promises to raise productivity across industries and boost equity performance beyond technology. We also see opportunities in non-cyclical areas in selected regions, such as healthcare in the US and Europe and utilities in Asia.

Moving cash into bonds to lock in yields now

Looking at the underlying causes of US inflation and how long rates have already been in restrictive territory compared with previous cycles, we maintain our view that the Fed will cut rates this year, most likely in

September. However, the Bank of England and the ECB should begin moving sooner. As a result, we continue to focus on locking in current bond yields, with a preference for government bonds and USD-denominated investment grade credit, where we see attractive risk-adjusted returns.

Investors should take action now to consider reducing their cash positions and minimise the impact of lower cash returns ahead of the first rate cut. While it makes sense to extend duration to lock in and enjoy high yields for longer, some investors could consider short-dated bonds for shorter-term investment needs.

Sustainability is shaping the way we live, do business and invest. The transition remains a priority for governments and corporates globally, with clean energy and biodiversity gathering most attention in terms of investment, government policies and global governance.

Managing risks without compromising on opportunities

In addition to the ongoing conflict in the Middle East, the upcoming US election will be on investors' radars in the second half of the year. Historically, markets tend to be volatile in the lead up to the vote and rebound after the result is known. Nevertheless, it's worth noting that the election outcome may have an impact on areas such as relative sector performance (e.g. energy and financials) and global trade.

This quarter, we've also included two feature articles about moving cash into bonds and future consumer trends, which tie in well with our investment themes.

In conclusion, we see the combination of global equity exposure and quality income from bonds as a good way to capture opportunities while managing risks. This can be achieved through a diversified portfolio or a multi-asset strategy with the help of professionals. We hope these insights will help you position your portfolios to achieve your investment goals.



Willem Sels

Global Chief Investment Officer,
HSBC Global Private Banking and Wealth

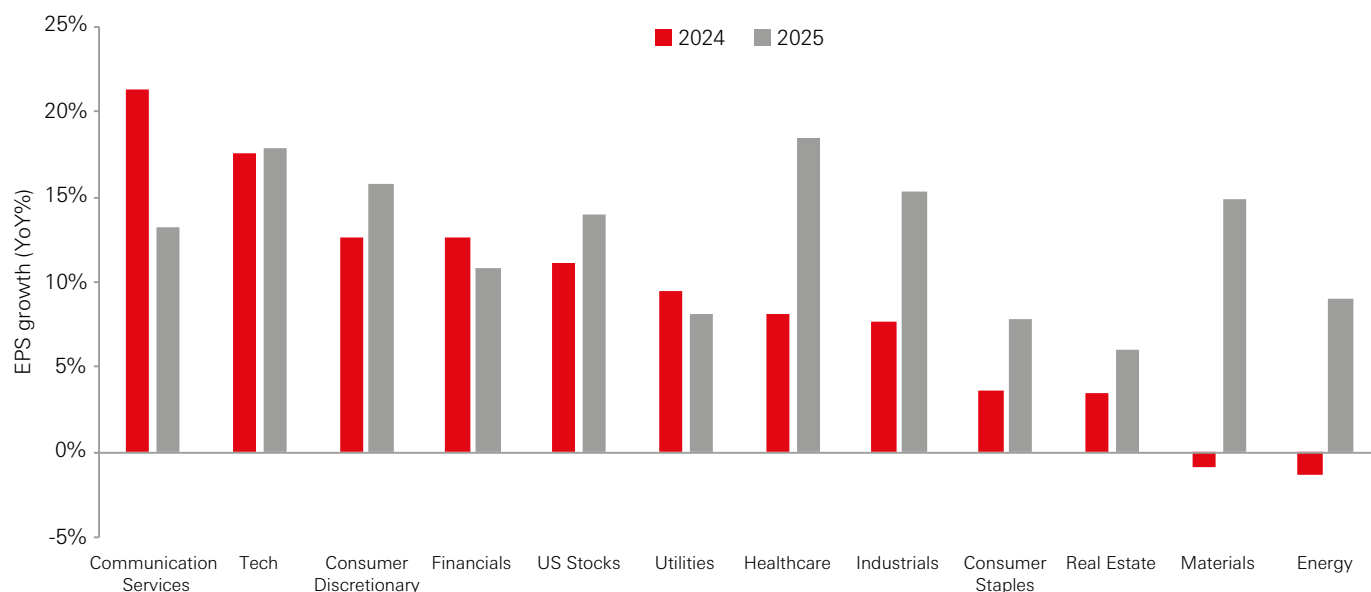
Key data to watch

Although the US is still the driving force behind global growth, the economic cycles of Europe, the UK and Japan appear to have bottomed out, while Asia remains a key growth engine

	GDP		Inflation	
	2023	2024f	2023	2024f
World	2.7	2.6	6.4	5.8
US	2.5	2.3	4.1	3.3
Eurozone	0.5	0.5	5.4	2.4
UK	0.1	0.4	7.3	2.3
Japan	1.9	0.6	3.3	2.3
Mainland China	5.2	4.9	0.2	0.7
India	7.7	6.3	5.4	4.5

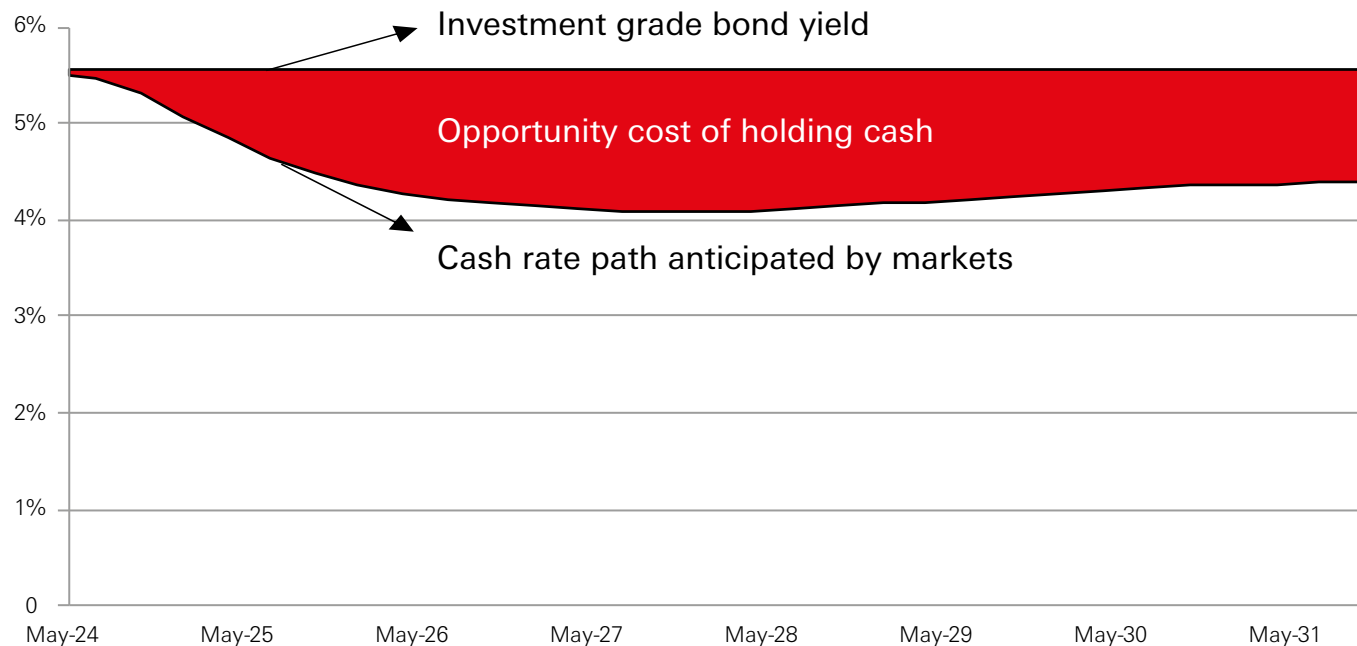
Source: HSBC Global Research as at 17 May 2024. Estimates and forecasts are subject to change. India inflation forecasts are fiscal year.

Earnings growth expectations in the US remain strong



Source: LSEG, HSBC Global Private Banking and Wealth as at 17 May 2024. Past performance is not a reliable indicator of future performance.

Investment grade bond yields are attractive, so holding cash has a big opportunity cost



Source: Bloomberg, HSBC Global Private Banking and Wealth as at 17 May 2024.

Global calendar

Key events – second half of 2024

Jul 18	European Central Bank (ECB) policy decision	Nov 5	United States presidential election
Jul 31	Federal Open Market Committee (FOMC) policy decision	Nov 7	FOMC and BoE policy decisions
Aug 1	Bank of England (BoE) policy decision	Nov 11-22	UN Climate Change Conference (COP29)
Sep 12	ECB policy decision	Nov 18-19	G20 Summit
Sep 18	FOMC policy decision	Dec 12	ECB policy decision
Sep 19	BoE policy decision	Dec 18	FOMC policy decision
Sep 18-19	UN Sustainable Development Goals Summit 2024 (SDG)	Dec 19	BoE policy decision
Oct 17	ECB policy decision		

Four investment themes to help shape your portfolio

1. Look beyond the US to capture equity upside

We're increasingly positive on earnings as pressure from wage increases and interest rate-related costs eases, and are broadening our geographical exposure to widen the opportunity set in equity markets. The US economy remains the most resilient among developed markets, with strong Q1 earnings growth and a forecast of 11% for 2024. Prospects for the Eurozone, UK and Japan are also picking up as their economic cycles appear to have bottomed out.

Asia remains in good shape to deliver growth above the global average with its dynamic growth drivers. India is accelerating at full speed, supported by strong fundamentals and investment flows, while demand for artificial intelligence and memory chips are catalysts for South Korea. We also see signs of stabilisation in China's economy with decisive government support.

While opportunities abound, ongoing geopolitical risks and the unpredictable outcome of the US election are wild cards to watch out for. If past elections are any guide, markets tend to rally when the dust has settled. The prudent option is to remain invested in a well-diversified portfolio of quality assets across regions.

- **We continue to overweight global equities, diversifying into the US, Mexico, India, South Korea and Japan.**
- **A multi-asset strategy can help capture opportunities from different asset classes while managing downside risks.**

2. Unlock opportunities across sectors amid rate cuts and structural tailwinds

The broadening of cyclical momentum, fuelled by rate cut expectations and AI-led innovation should support earnings growth beyond technology. This is most evident in the US, where economic resilience and a strong labour market bode well for consumption while loan demand and a pick-up in mergers and acquisitions are positives for banks. The structural trends of US re-industrialisation and on-shoring/near-shoring of jobs are also helping to boost manufacturing activity in the industrials sector.

The cyclical tailwinds are also creating opportunities in Europe and Asia, where tech and consumer discretionary sectors can benefit from increased corporate and consumer spending. The high exposure of European consumer discretionary companies to the US is a bonus. Meanwhile, robust industrial production in India and China makes Asian industrials a bright spot for investors.

Some non-cyclical sectors are also faring well and shouldn't be missed. Innovation and product launches are raising sales expectations in healthcare, while utilities should gain traction from Asian investors looking for high dividends as interest rates fall.

- **We maintain a pro-cyclical stance in the US, favouring IT, communications, consumer discretionary, industrials, financials and healthcare.**
- **Our approach outside the US is more balanced. We prefer European IT, consumer discretionary, financials, energy and healthcare. In Asia, our overweight positions include IT, consumer discretionary and staples, communications, industrials and utilities.**

3. Lock in yields now to secure solid income streams

The risk of high-for-longer policy rates and inflation has caused bond market volatility. Although inflation has remained stickier than expected in the US in recent months, we maintain our view that the Fed will begin policy easing this year because: 1) the Personal Consumption Expenditure Price Index (the preferred Fed gauge) has made significant progress towards the Fed's target range; and 2) Fed policy has been in restrictive territory for much longer than in past cycles. And while we think the kick-off has now moved to September, this is still earlier than the markets expect.

With markets now pricing in a later start to Fed cuts, bond yields are close to multi-year highs. This provides a good opportunity to move cash into bonds and lock in attractive yields to earn a solid income stream. While bond yields can be locked in, cash returns can't. When cash rates are cut, there's a big opportunity cost for people who don't lock in bond yields now. Returns on bonds can be boosted further by price gains when the timing of rate cuts becomes clearer.

Although high yield has performed well and default risks aren't expected to accelerate, spreads remain tight, and we continue to focus on higher quality bonds for better risk-adjusted returns.

- **We overweight US Treasuries and UK gilts for a medium-to-long duration (7-10 years), while maintaining a medium duration preference (5-7 years) for investment grade bonds, preferably in US dollars. Indian local currency bonds remain attractive too.**
- **If investors prefer to invest for a shorter duration or have liquidity needs, putting money in short-dated bonds is a better option than sitting on cash.**

4. Position for sustainable growth with clean energy and biodiversity

Energy and biodiversity remain top priorities on the sustainability agendas of governments and corporates. The focus of investment and government policies provides good hints of where the opportunities lie.

With a global shift towards lower-carbon energy production, 2023 was another record year for investment, including a 17%¹ y-o-y increase for the energy transition theme, most notably in areas such as electrified transport, hydrogen, carbon capture and energy storage, as well as USD673 billion invested in renewable energy. Policy tailwinds will surely add to the momentum and set the direction to follow. For example, China increased the national target for reducing energy intensity per unit of GDP to 2.5% (from 2% in 2023) at its National People's Congress this year.

In view of the severe impact on natural ecosystems over the past 50 years, biodiversity has become a focal point for investors and environmentalists. The expansion of human activities in fishing, farming and manufacturing continues to put pressure on ecosystems, which could result in an estimated loss in global GDP of USD2.7 trillion by 2030.² There are growing initiatives and investment efforts aimed at conserving and restoring biodiversity.

- **We see structural investment opportunities focused on sustainable energy such as renewables, hydrogen, storage and carbon capture.**
- **Global agreements on biodiversity will have a meaningful impact in industries like food, pharmaceuticals and cosmetics.**

Sources: 1. Bloomberg New Energy Finance 2023; 2. World Bank: Economy faces huge losses if we fail to protect nature, World Economic Forum, July 2021.

Regional market outlook

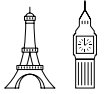
Where should you invest your money?

United States



While high interest rates are starting to ease both the excessive strength in the labour market and inflation concerns, domestic growth remains strong. Innovation, driven in part by AI, is boosting investment and raising productivity. US tech firms are benefitting of course, but the benefits are spreading to other sectors as well. As a result of the resilient economic growth, earnings are well supported as cost pressures and interest payments start to ease. We maintain our overweight on US stocks and broaden our sector exposure, adopting a cyclical stance. As the Fed may cut slightly later than the central banks in Europe, we expect to see mild further USD strength.

Eurozone and UK



While economic growth remains much lower in Europe than in the US, Europe is nevertheless coming out of recession and seeing better growth. Easing energy cost pressures, a mild pick-up in global trade and a stabilisation of Chinese demand are all positive factors. As the Eurozone equity markets are now trading at a significant discount to US equities and the ECB may cut rates before the Fed, we moved from an underweight to a neutral position on Eurozone stocks in Q1. We maintain our neutral view on the UK as well, as it seems to have turned the corner. European stock markets have less exposure to the strong growth in tech than the US does, but we still see a broad scope of opportunities.

EM Latin America and EM EMEA



EM EMEA is benefitting from the prospect of global rate cuts and the stabilisation of the Eurozone economy. However, it remains vulnerable to geopolitical headlines due to its proximity to two devastating military conflicts. Latin America gains from near-shoring (or 'friend-shoring') activities as US companies bring their supply chains closer to home – a process which we expect to continue after the US election. The region's outlook should benefit from any improvement in Chinese demand and is further supported by a rate cut cycle that is already in progress.



Asia (ex-Japan)

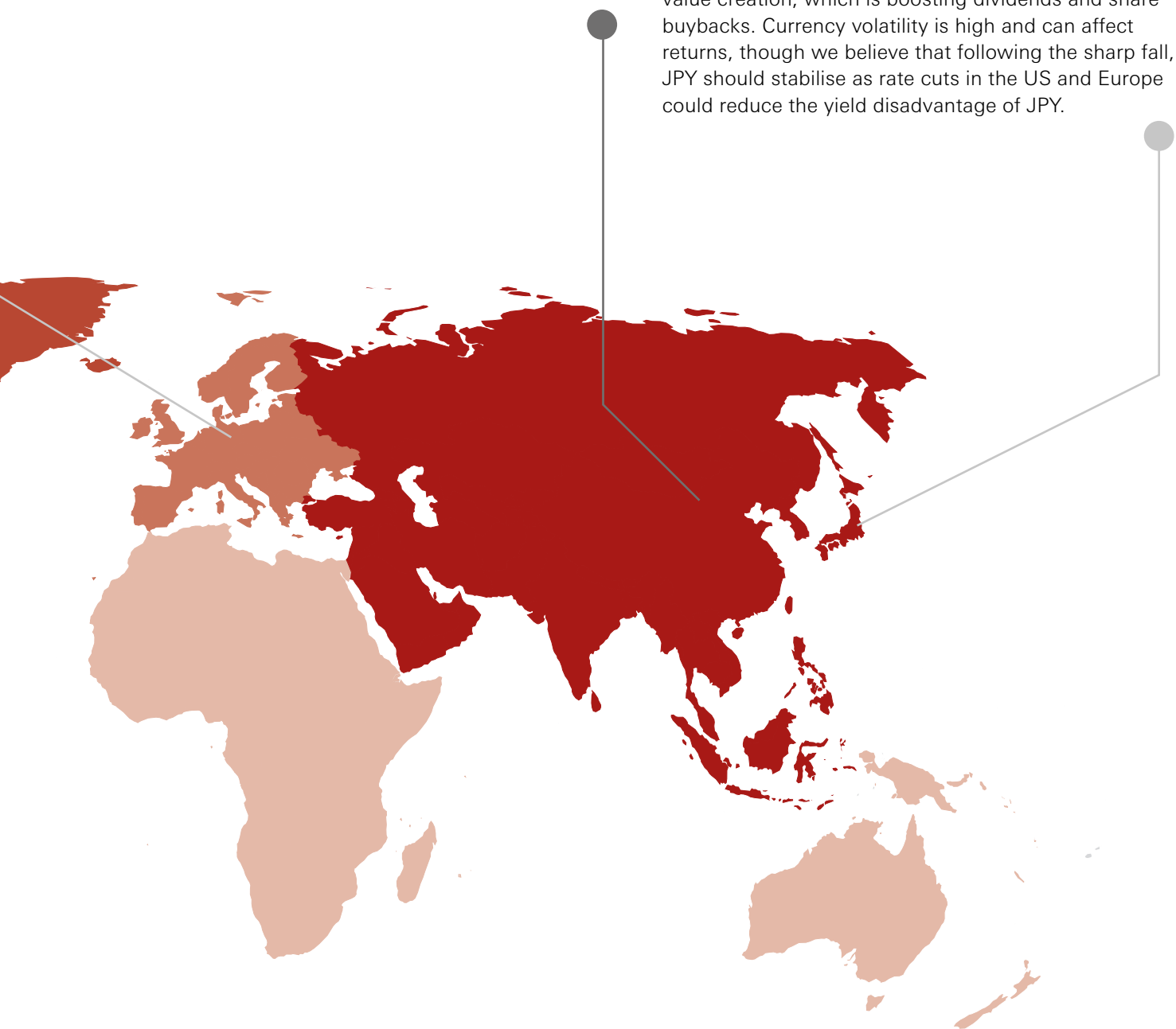


Asia’s equity markets provide a rich set of diverse opportunities. India’s economic growth remains impressive, while its attractive long-term potential could be boosted further by increased reforms after the election. China’s economic growth has found a bottom thanks to monetary and fiscal support, and the recent rebound shows that investors are looking for selective opportunities. South Korea is enjoying the renewed pick-up in global tech demand. We like to tap into all of these opportunities and achieve a good level of diversification.

Japan



We maintain a positive view on Japanese stocks as their earnings are supported by the weak JPY and a mild pick-up in domestic economic growth. As the country has exited a long period of deflation, consumer and business confidence have picked up. And investors are enjoying a much sharper focus on shareholder value creation, which is boosting dividends and share buybacks. Currency volatility is high and can affect returns, though we believe that following the sharp fall, JPY should stabilise as rate cuts in the US and Europe could reduce the yield disadvantage of JPY.



Note:

The above comments reflect a 6-month view (relatively short-term) on asset classes for a tactical asset allocation. For a full listing of HSBC’s house view on asset classes and sectors, please refer to our Investment Monthly issued at the beginning of each month.

Gamechangers: future consumers

How consumption trends are evolving

HSBC Global Research

Key takeaways:

- COVID-19 has transformed the way of life and shopping behaviour of consumers across the globe.
- Digital shopping and casual dressing are some key consumption trends that have accelerated since.
- Brands have changed their manufacturing, marketing and communication strategies to adapt to the new normal.

Over the past four years, the global economy has faced a “snow globe” moment – where everything was shaken up and we’re starting to get a clearer sense of how it’s settling and what that will mean going forward. Some changes over the past four years are abundantly clear, from the dramatic rise in inflation which lifted interest rates to multi-decade highs to numerous geopolitical shifts and the seemingly irreversible shifts in working patterns, such as remote work, the most visible change. But behind these trends, the underlying fabric of the economy has changed enormously. This includes shifts in consumer patterns, with significant change in spending on athleisure, personalisation and travel as a result of the pandemic.

Spending habits have rotated

Following on from the shifts in spending from changes in birth rates, we’ve seen a number of clear spending pattern changes appear in the data already. At the height of the pandemic, as goods spending boomed and services spending was constrained by closures, there’s much debate about whether this shift was permanent, or at least semi-permanent. Instead, it seems that while spending may have rotated in some areas, in others we have seen an acceleration. The share of spending by US consumers on services is rising quickly and could well get back to pre-pandemic levels in the coming years. That is despite some changes that have structurally shifted spending in certain areas of services. For example, spending on dry cleaning and public transport has been held back due to less office time, while the forced learning of how to survive without a hairdresser appears to have hung around for c20% of people.

Getting out and about

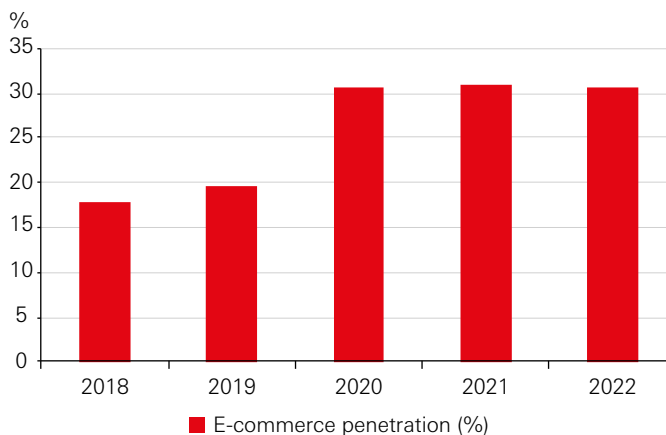
Other areas of the economy continue to see very strong demand previously shocked by the pandemic, notably travel and recreation, which continue to be fast-growing sectors of the consumer spending pie. The impact of this shift is clearly seen in the likes of Singapore, where “concert economics” has become a key growth driver in 2024, and in the spending data in other parts of the world: in the US monthly PCE data, live entertainment spending has soared back above pre-pandemic levels and is up more than 20% over the past year. The other area where spending looks to have moved to a new gear is travel. Globally, we’ve seen passenger numbers rebound quickly, with high-frequency data from the US TSA breaching record highs despite business travel remaining below pre-pandemic levels. Internationally,

there's a similar story, with Thailand seeing a faster recovery in tourists in Q4 than officials were expecting. Greece is now eyeing up more out-of-season tourism and parts of northern Europe are hoping to cash in on hotter temperatures in the south of the continent to attract tourists seeking cooler climates¹.

Shift to digital and omni-channel mindset

There has been a seismic shift in the way consumers shop, notably an acceleration in digital purchasing, ranging from daily grocery needs to purchasing a car (yes, a Tesla can be ordered online). At the start of pandemic-led restrictions, consumers were compelled to shop online, but this habit has stayed since. The percentage share of sales from online spiked during 2020-21 but started to moderate when countries began to open up but the overall penetration is now sustainably higher. Many companies have added omni-channel components to enhance the consumer experience. For instance, the emergence of click and collect or ordering online and returning in-store has transformed the way consumers shop.

E-commerce penetration in apparel and footwear industry globally



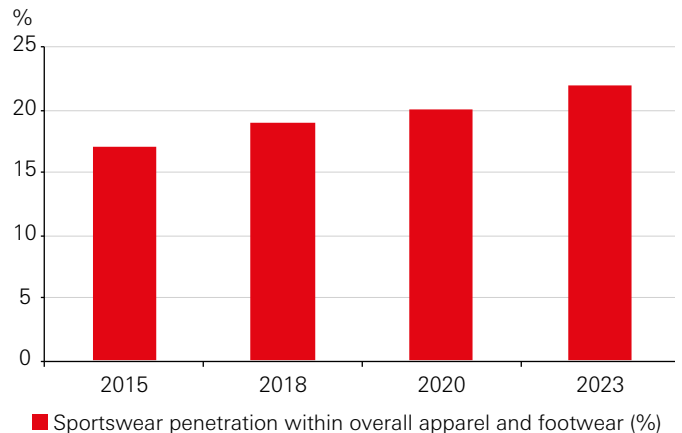
Source: Euromonitor, HSBC

Casualisation of clothing

This trend was seen for a while before COVID-19 but has accelerated since, driven by the hybrid and work-from-home culture. Consumers have changed their wardrobes and are dressing more casually with a reduction in the demand for formal suits and ties. The sale of athleisure products has been boosted since the pandemic and the sportswear industry has been growing at a faster pace than the overall apparel and footwear industry.

Source: 1. Travel groups are waking up to the risk of tourists seeking cool summers, Financial Times, 28 January 2024.

Sportswear penetration within overall apparel and footwear industry globally



Source: Euromonitor, HSBC

Personalisation and localisation

COVID-19 has highlighted the importance of empathy, understanding and making a genuine personal connection. Consumers began to feel connections with brands that communicated more directly with them, for instance by increased use of chat sessions on websites and holding virtual video consultations. In the personal luxury sector in particular, most brands now prefer consumers to make an appointment before visiting their flagship stores so that they can be served properly. Many luxury brands have also set up VIP rooms where their ultra-high-net-worth clients can enjoy a more customised and exclusive atmosphere.

The pandemic changed the way businesses deal with local consumers. Given the lack of tourists due to travel restrictions, brands had to rely heavily on local consumers for sales. For instance, luxury companies relied heavily on international tourists, notably in Europe, and never really focused on local consumers because of their "one-size-fits-all" approach. In other words, many luxury brands were developing products, communications and retail concepts centrally and imposing them around the world in an effort towards consistency and, to be fair, with a particular focus on Asia with the US and Europe being as bit of an afterthought. The COVID-19 crisis and the global shutdown forced brands to adapt to regional specificities.

Conclusion

The underlying fabric of the global economy is changing so much and so quickly that we need to think about these changes even more in the years to come. In terms of consumption, there has been a clear shift towards digital spending, a casualisation of clothing and more spending on recreation. At the same time, there is a greater emphasis on personalisation of shopping relationships and targeting customers through localisation. As a result, firms have changed their manufacturing, marketing and communication strategies to adapt to this new normal.

Seize the yield

Profitable choices in fixed income for locking in returns



Brian Dunnett

Head of Fixed-Income Investment Specialists, HSBC Asset Management

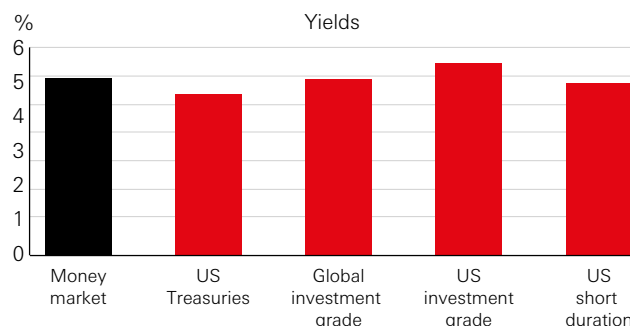
Significant increases in interest rates have made the past two years a wonderful time for investors to accumulate attractive returns from their high-yielding savings account and money market funds. While there's no doubt that these investments may still offer appealing yields, we're now approaching a tipping point where yield is no longer the only consideration. With major central banks set to cut rates later in the year, returns from those investments will likely fall. It's now time to re-evaluate the potential benefits that fixed income can bring to investors.

Savings account rates and money market yields will drop as central banks cut rates, and investors are left with no possibility for capital appreciation in these instruments. Bond funds, however, offer a total return from coupon interest as well as potential capital gains as bond prices rise, should central banks cut interest rates as expected.

Importantly, many types of fixed income investments currently offer similar or even higher yields compared to money market funds.

Key takeaways:

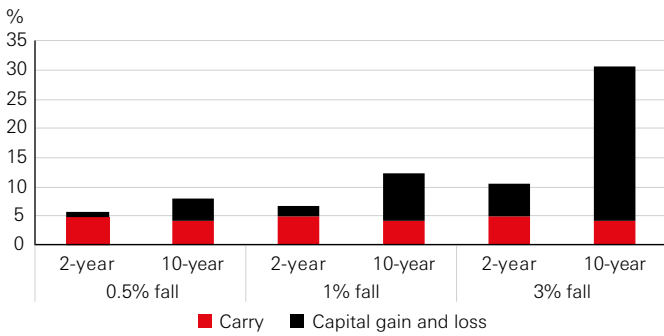
- Historically, significant increases in interest rates have provided a prime opportunity for customers to accumulate income from bonds. With major central banks set to cut rates later in the year, bond yields will likely fall while prices will go up, creating potential for capital appreciation.
- Compelling returns can be found in high-quality bonds. Investors can choose between different strategies that involve hedging risks or locking in yields for the medium term.
- Fixed term bonds (FTBs) are regaining popularity as they allow investors to "lock-in" an attractive yield for a pre-determined period, usually around 4 years.



Source: Bloomberg, HSBC Asset Management, May 2024.

The extra advantage of fixed income over money market funds is the power of duration. Simply put, duration is the level of sensitivity of a bond to interest rates, meaning that a rise or fall of interest rates has a direct link with the level of returns related to the bond's duration: longer duration bonds have greater sensitivity to interest rates¹. As such, in addition to receiving yields from fixed income investments, investors have the potential to realise capital gains as rates decline. These capital gains are particularly significant for longer duration products when rates fall.

Estimated total return from falling yields

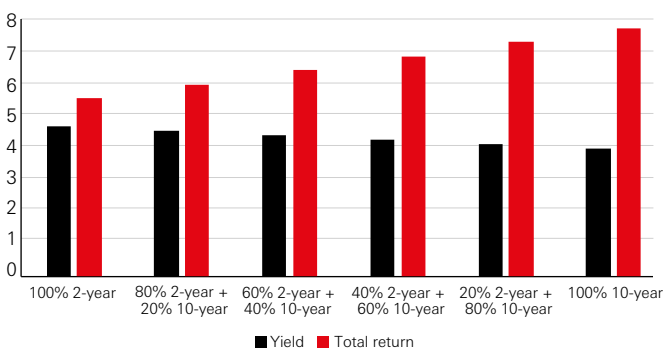


Source: Bloomberg, HSBC Asset Management, May 2024.

However, that doesn't mean all investors should solely focus on long duration investments. Short duration investments offer valuable benefits, including lower interest rate risk should rates move higher (although this is not our scenario). Furthermore, they currently provide high coupon income, known as carry, with short-term bond yields higher than longer-term yields due to expectations of lower interest rates ahead.

One strategy that some investors could consider is investing in short-term fixed income until clear signs of incoming central bank rate cuts are evident, before moving into longer duration strategies. To avoid timing the market, investors can take a barbell approach across the yield curve by allocating their investments across both short and long duration strategies according to their risk profile. This approach enables them to benefit from both the current income opportunity and the capital appreciation potential ahead.

Various combinations of short-term and long-term fixed income assuming 0.5% of cuts



Source: Bloomberg, HSBC Asset Management, May 2024.

In addition, there's an alternative option for accessing fixed income markets without the need to time the market or to worry about finding the right mix of short-term or long-term bonds. This option is through fixed term bonds (FTBs), which allow investors to "lock-in" an attractive yield for a pre-determined period, usually around 4 years.

The advantage of an FTB is that the portfolio manager builds a portfolio of investment grade and high yield bonds which can be held during the term thanks to thorough credit analysis. Since all the bonds are held

until maturity, investors know from the start what the portfolio's yield will be during the term². Investors can choose to receive regular income from the bonds paid out (distributing share class) or have the coupons reinvested (accumulation share class). Furthermore, most FTBs offer daily liquidity and the option to redeem³ before full term, providing investors with flexibility.

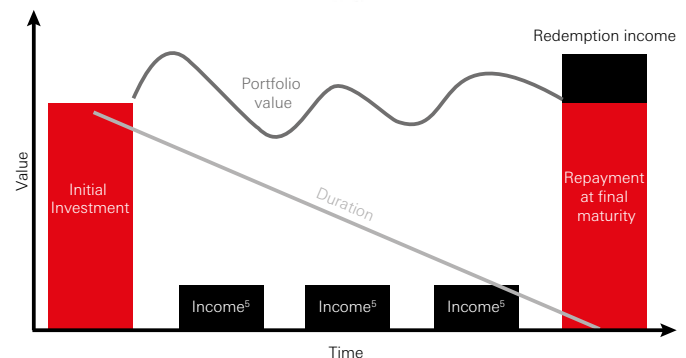
How an FTB works

The first day the fund is launched, its Net Asset Value (NAV) starts at a round number, generally 10 or 100. During the life of the fund, the value of the portfolio will change from day to day, depending on bond price movements. Towards the end of the term, the portfolio's duration will diminish and the quality of the portfolio tends to increase, as some of the bonds may have previously matured and the proceeds are generally invested in high quality short-term bonds and cash-like instruments. At the end of the term, investors are paid back their initial capital plus the last interest payment.

The NAV for the distributing share classes will go back to the starting point, signifying that the investor has received the yield of the fund as income. For accumulation share classes, the NAV will rise above the starting point, reflecting the re-invested income from the coupons⁴.

Sometimes, investors can receive an additional capital gain. This happens when the portfolio manager is able to make arbitrage investments during the life of the portfolio and increase the yield of the portfolio when such opportunities arise.

Fixed term bond fund example



Given the high yields that fixed income currently offers and anticipated rate cuts in 2024 and beyond, it's certainly a good time to consider how best to take advantage of fixed income investments. There are many options... which will you choose?

¹Example: if a bond has a duration of 3 years and interest rates immediately fall by 1%, all things being equal, this represents a capital gain of 3%. Likewise, this would represent a 6% capital gain for a bond with a duration of 6 years.

²Assuming no defaults or major changes to the portfolio. Capital loss can occur in the case of an early redemption if markets have sold off.

³Certain conditions may apply, such as swing pricing or redemption fees.

⁴The final NAV may be lower than anticipated in case of unforeseen events. It's important for an investor to fully understand the risks associated with fixed term bonds as they're generally not designed as guaranteed products.

⁵Income is paid for distribution share classes. For accumulation share classes, income is reinvested.

Glossary



Alternative investments: a broad term referring to investments other than traditional cash and bonds. They may include real estate, hedge funds, private equities and commodities investments, among other things. Some of these investments may offer diversification benefits within a portfolio.

Asset class: a group of securities that show similar characteristics, behave similarly in the marketplace and are subject to the same laws and regulations. The main asset classes are equities, fixed income and commodities.

Asset allocation: the allocation of funds held on behalf of an investor to various categories of assets such as equities, bonds and others, based on their investment objectives.

Company fundamentals: the intrinsic value of a company as analysed by looking at its revenue, expenses, assets, liabilities and other financial aspects.

Diversification: often referred to as “not putting all your eggs in one basket”, diversification means to invest in a variety of different markets, products and securities to spread the risk of loss.

Fiscal policy: the use of government spending and tax policies to influence macroeconomic conditions such as aggregate demand, employment, inflation and economic growth.

Investment strategy: the internal guidelines that a fund follows in investing the money received from its investors.

Inflation: the rise in the general price levels of goods and services in an economy over a period of time.

Monetary policy: the process by which the authorities of a country control the supply of money. This often involves targeting a rate of interest for the purpose of promoting economic growth and stability.

Quantitative easing (QE): also known as large-scale asset purchases, a monetary policy whereby a central bank buys government securities or other financial assets from the market in order to increase the money supply and encourage lending and investment.

Strategic asset allocation: a practice of maintaining a mix of asset classes which should meet an investor’s risk and return objectives over a long-term horizon and is not intended to take advantage of short-term market opportunities.

Tactical asset allocation: an active management strategy that deviates from the long-term strategic asset allocation in order to capitalise on economic or market conditions that may offer near-term opportunities.

Tapering: the reduction of the interest rate at which a central bank accumulates new assets on its balance sheet under a policy of QE.

Volatility: a term for the fluctuation in the price of financial instruments over time.

Contributors

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Willem joined HSBC Private Banking in 2009, where his career has spanned Fixed Income, Investment Research, leading the UK Investment Group and most recently the role of Chief Market Strategist. He chairs the Global Investment Committee of the Global CIO Office for Private Banking and Wealth. Willem holds an MBA from the University of Chicago and an MSc from the University of Louvain (Belgium).

**Lucia Ku**

Global Head of Wealth Insights, HSBC Wealth and Personal Banking

Lucia leads the Wealth Insights function with a focus on the development of its content strategy and delivery of key content initiatives to drive Insights consumption across different channels. She is also responsible for leveraging the firm's research capabilities to enhance our Insights offering to wealth clients in Asia and globally. Previously, she worked at a number of banks and asset managers, including HSBC Asset Management.

**Ivy Suen**

Senior Wealth Insights Manager, HSBC Wealth and Personal Banking

Ivy leads the creation of market insights, thought leadership initiatives and the delivery of an ESG-focused content strategy as part of HSBC's core investment philosophy. Previously, she launched initiatives for HSBC Premier and International in Hong Kong, connecting clients with tailored multi-channel services and initiatives for their portfolio growth.

Guest contributor

**Brian Dunnett**

Head of Fixed Income Investment Specialists, HSBC Asset Management

Brian is the NYC-based Head of Investment Specialists for HSBC's fixed income capabilities. He joined HSBC Global Asset Management in July 2006 and has had several Investment Specialist roles within the fixed income platform, including global credit, emerging markets debt and Euro credit. Prior to joining HSBC, he was at Société Générale, promoting the bank's treasury and FX solutions, before heading the European consultant relations team at Société Générale Asset Management. Brian holds a Masters in Banking and Finance from the University of Rennes II, and a Masters in Management from ESC Nice and a B.A. in Quantitative Economics and Decision Sciences from the University of California at San Diego.

Disclosure appendix

1. The article "Gamechangers: future consumers. How consumption trends are evolving" is dated as at 10 May 2024.
2. All market data included in this report are dated as at close 9 May 2024, unless a different date and/or a specific time of day is indicated in the report.
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