ECONOMIC AND INVESTMENT OUTLOOK 2018

PRESS CONFERENCE
BRUSSELS, 15 DECEMBER 2017

KOEN DE LEUS Chief Economist

PHILIPPE GIJSELS
Chief Strategy Officer





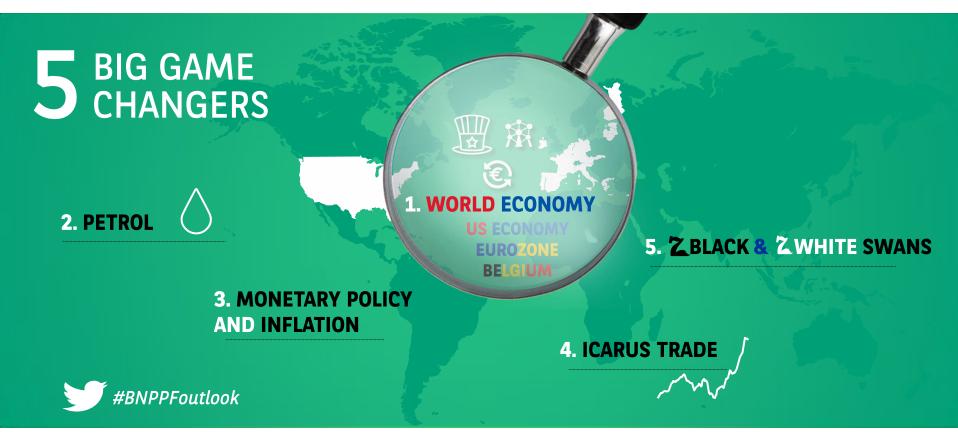




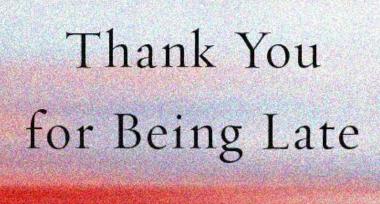
BNP PARIBAS FORTIS

The bank for a changing world

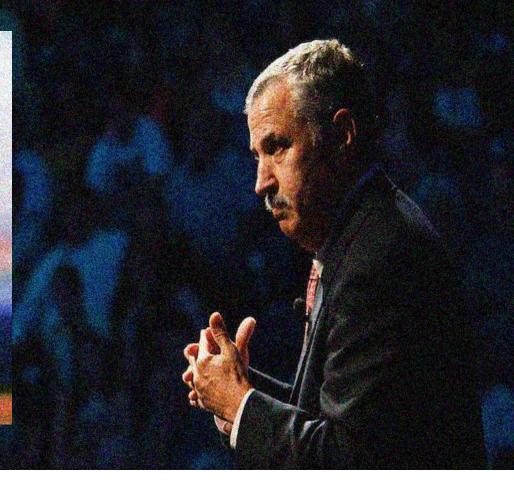
ECONOMIC AND INVESTMENT OUTLOOK 2018







AN OPTIMIST'S GUIDE TO THRIVING
IN THE AGE OF ACCELERATIONS





HAS THE WORLD ECONOMY PEAKED?





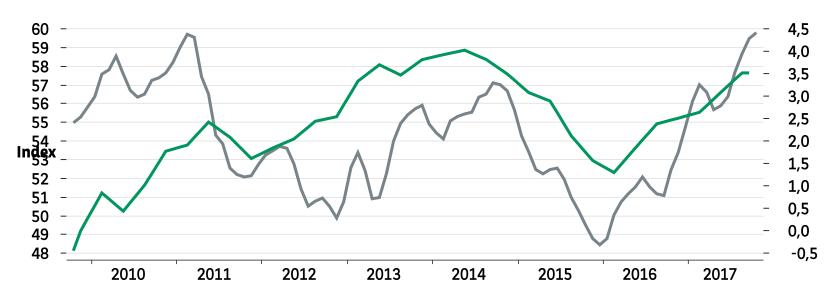
TOP-OF-THE-CYCLE STUFF?



Percent

(Looser <

US ISM and Financial Conditions Index



- Financial Conditions Index (OECD, rhs)
- Business Survey (ISM, lhs)

Source: BNP Paribas Fortis; Macrobond





US ECONOMY

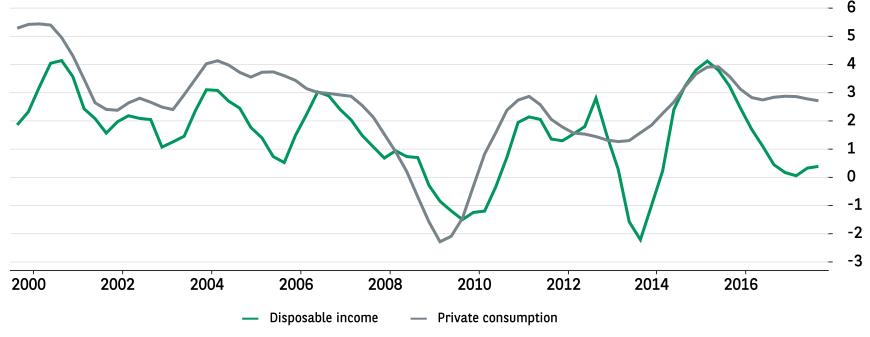




SUPPORT FOR CONSUMPTION GROWTH...



US consumption and income (YoY%; 9mma)



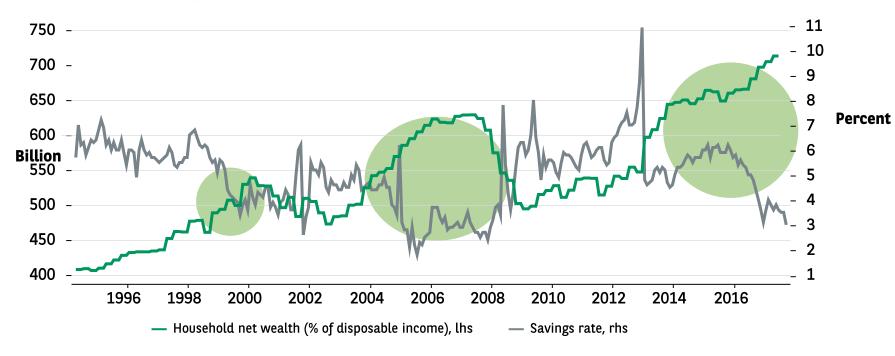
Source: BNP Paribas Fortis; Macrobond



...MOSTLY COMING FROM LOWER SAVINGS RATE



Household wealth up, savings rate drops



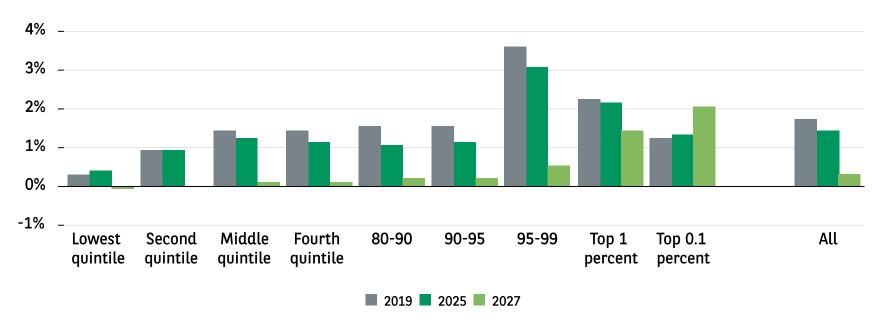
Source: BNP Paribas Fortis, Macrobond;



IT'S A MIDDLE CLASS TAX CUT ;-)



Percent Change in After-tax Income of the Tax Cuts and Jobs Act as Passed by the Senate Finance Committee
By expanded cash income percentile, 2019, 2015, and 2027



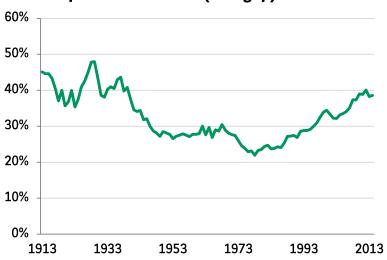
Source: Urban-Brookings Tax Policy Center Microsimulation Model (version 0217-1)



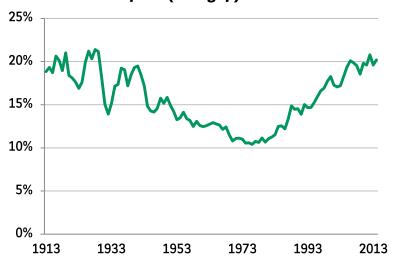
UNITED STATES



US: Top 1% share wealth (in % gdp)



US: Income top 1% (in % gdp)

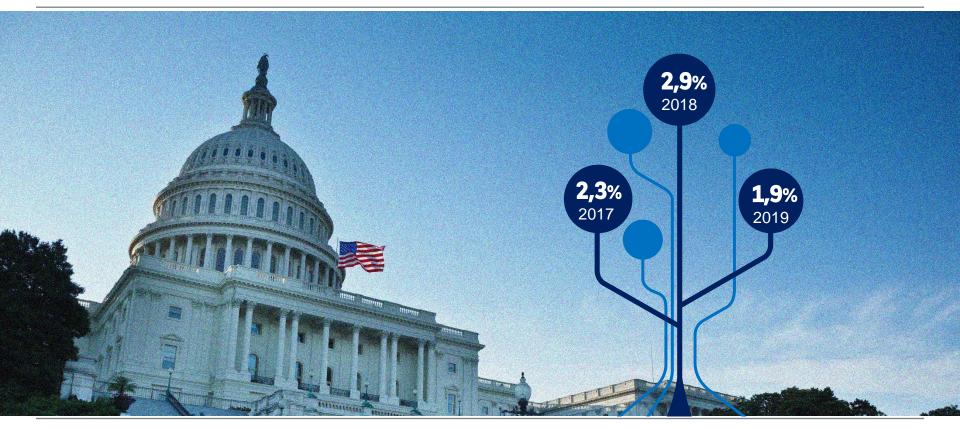


Source: World wealth & income database



MACRO-ECONOMIC FORECASTS







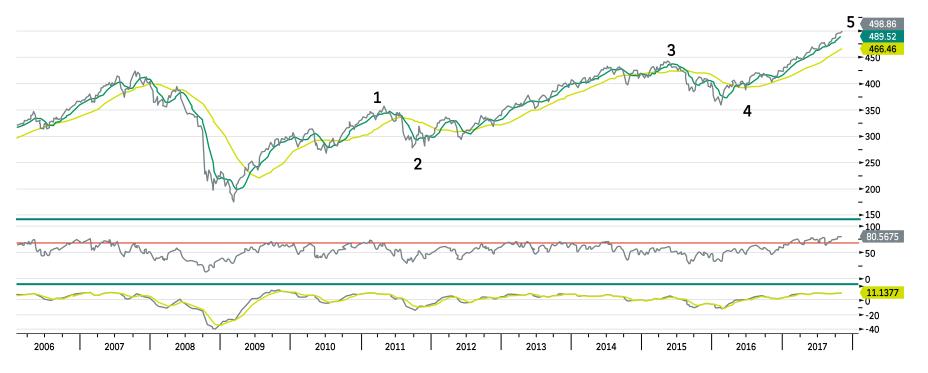




EQUITIES – WHERE DO WE STAND



IN WAVE 5 OF THE ELLIOTT WAVES - MSCI WORLD AC INDEX

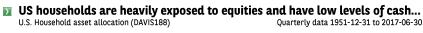


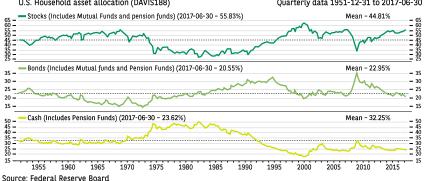
Source: MXWD Index (MSCI ACWI Index) WEEKLY MACD + RSI; Bloomberg Finance L.P.



EQUITIES – WHERE DO WE STAND







■ US MMF assets relative to long-term assets AND cash balances of equity mutual funds

— Money market funds assets/long-term funds assets (LS)

Mutual Fund Liquidity: Cash



Cash balan

BoAML private clients equity allocations are high ...



... and cash allocations are low





MSCI WORLD CAPITALISATION VERSUS WORLD GDP



WORLD EQUITIES CLOSE TO RECORD HIGHS AS A SHARE OF WORLD GDP

MSCI AC World market cap to world GDP



1996 1997 1998 1999 2000 2001 2002 2003 2004 2005 2006

2008 2009 2010 2011 2012 2013 2014 2015 2016

01/010/2/01027/2007

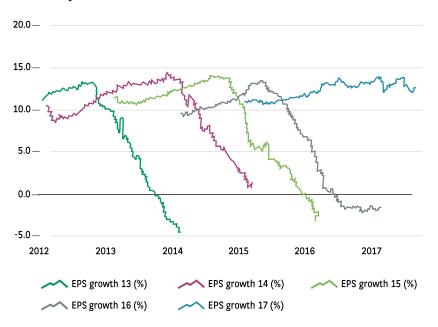
01/021/5/01/27/2017



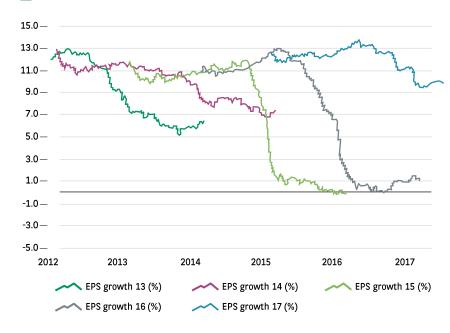
PROFIT FORECASTS PER SHARE



Europe

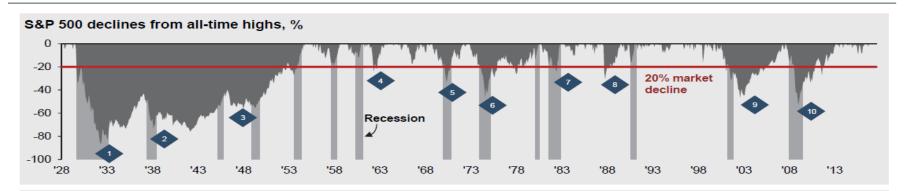


USA



BEAR MARKETS USUALLY RESULT FROM RECESSIONS





Characteristics of past bear and bull markets* Macro Bear markets **Bull markets** Return before peak environment Market corrections Market Rear Duration Bull Bull Duration 12 months 24 months peak return (months) Recession start date return (months) 1 Crash of 1929 – excessive leverage, irrational exuberance Sep 1929 -86% 33 2 1937 Fed Tightening - premature policy tightening Mar 1937 -60 63 Jun 1932 324% 27% 119% 3 Post WWII crash – post-war demobilisation, recession fears May 1946 -30 37 Apr 1942 158 50 27 57 Dec 1961 -28 7 23 4 Flash crash of 1962 - flash crash, Cuban Missile Crisis Jun 1949 436 152 5 Tech crash of 1970 - economic overheating, civil unrest Nov 1968 -36 18 107 78 35 Jun 1962 -48 6 Stagflation - OPEC oil embargo Jan 1973 21 May 1970 74 32 16 31 7 Volcker Tightening - campaign against inflation Nov 1980 -27 21 Oct 1974 126 75 32 48 -34 3 8 1987 crash – programme trading, overheating markets Aug 1987 Aug 1982 229 80 Mar 2000 -49 Dec 1987 582 19 39 9 Tech bubble – extreme valuations, "dot com" boom/bust -57 Oct 2002 10 Global Financial Crisis – leverage/housing, Lehman collapse Oct 2007 17 101 61 16 31 Current cycle Mar 2009 272 103 MEDIAN 158% 39%

Source: FactSet, NBER, Robert Shiller, Standard & Poor's, J.P. Morgan Asset Management. *A bear market represents a 20% or more decline from the previous market high using a monthly frequency; a bull market represents a 20% increase from a market trough. Periods of "recession" are defined using US National Bureau of Economic Research (NBER) business cycle dates. *Guide to the Markets - Europe*. Data as of 30 September 2017.



WHERE TO INVEST IN THE US?





Health Care

273 55,39% Target

Potential



Consumer Discretionary

54 41,77%

Target Potential



Technology

131 26,53%

Target Potential



Consumer Discretionary

130

Target

23,53%

Potential

Consumer Staples

Mondelez,

51

18,77%

Target Potential



Consumer Discretionary Consumer Discretionary

66

9,34%

Target

Potential

1250 Target

Potential

7,64%

Microsoft

Technology

89

6,79%

Potential Target



Health Care

38

4,94%

Target Potential



Financials

193

1,66%

Target

Potential

Source: BNP Paribas Fortis Private Banking - Equity Team





EUROZONE: FIRING ON ALL CYLINDERS

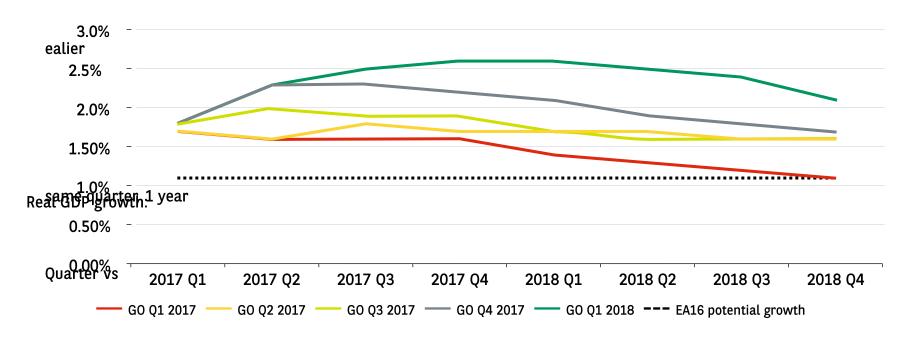




SURPRISING ON THE "UPSITE"



Eurozone: Real GDP growth



Source: BNP Paribas Fortis - Global Outlook, OECD

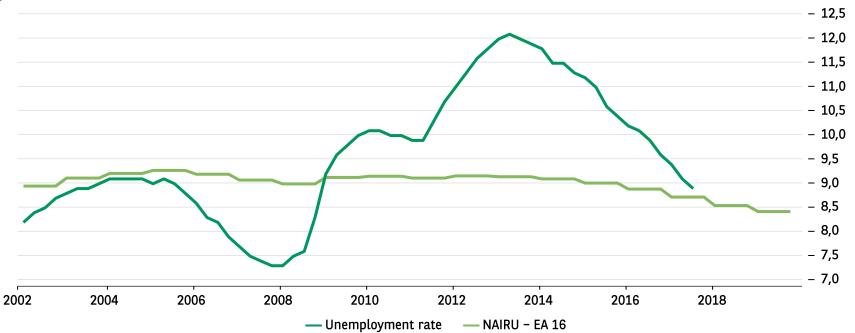


EMPLOYMENT GROWTH IN HIGHEST GEAR



Percen





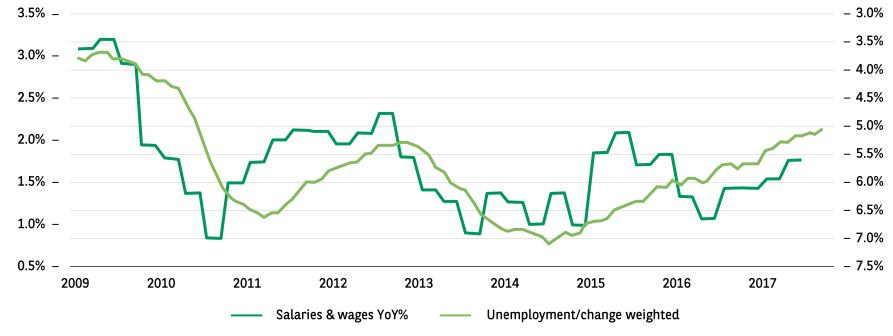
Source: BNP Paribas Fortis, Macrobond



CHANGE UNEMPLOYEMENT RATE AND WAGES



Falling unemployment rate predicts further wage rises

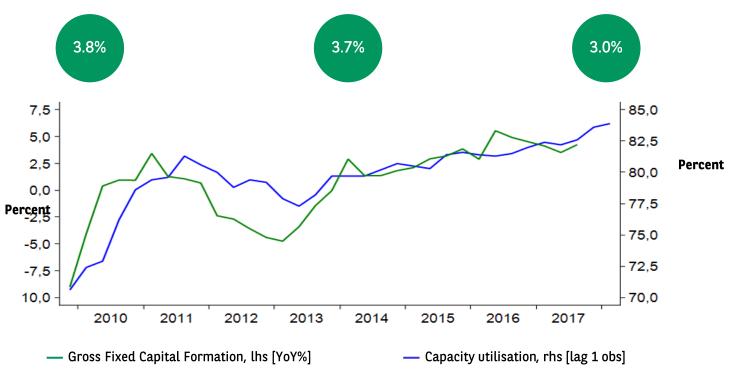


Source: Eurostat, Macrobond, BNP Paribas



STRONG INVESTMENT OUTLOOK





Source: BNP Paribas Fortis, Macrobond



WHERE TO INVEST IN EUROPE?





Energy

16 | 35,14%

Target | Potential

ERICSSON **S**

Technology

Financials

70 | 32,95%

Target | Potential

SOCIETE GENERALE

Financials

56 | 32,36%

Target | Potential

HEIDELBERG CEMENT

Materials

112 | 25,88%

Target | Potential

Capgemini

Technology

120 | 23,86%

Target | Potential



Consumer Staples

21

Target | Potential

19,48%

Target

44

19,23%

NN

Potential

Energy

31 | 17,49%

Target | Potential

 \mathbf{T} . .

Telecom

17 | 16,59%

Target | Potential

DSM

Materials

87 | 10,43%

Target | Potential

Source: BNP Paribas Fortis Private Banking - Equity Team





"BELGIUM IS A BEAUTIFUL CITY"

Donald Trump

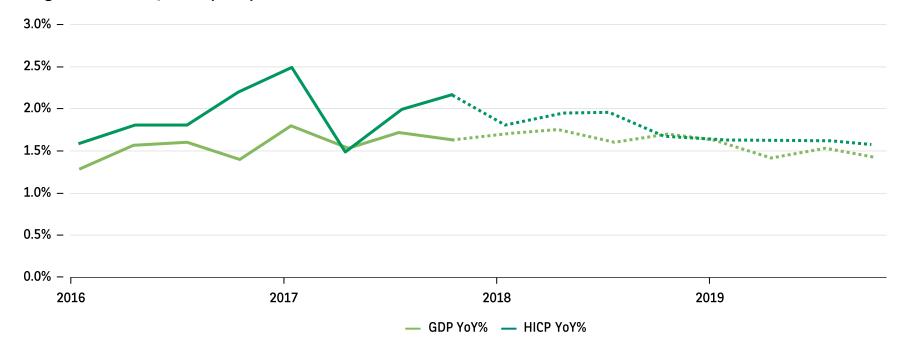




BELGIAN GDP AND INFLATION



Belgian GDP and inflation (YoY%)



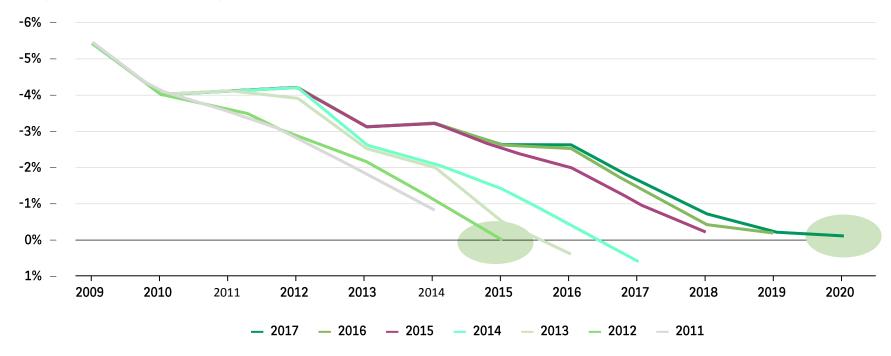
Source: BNP Paribas Fortis and Plan Bureau



STRUCTURAL BUDGET OPTIMISM...



Budget optimism: projected government deficit paths per publication date



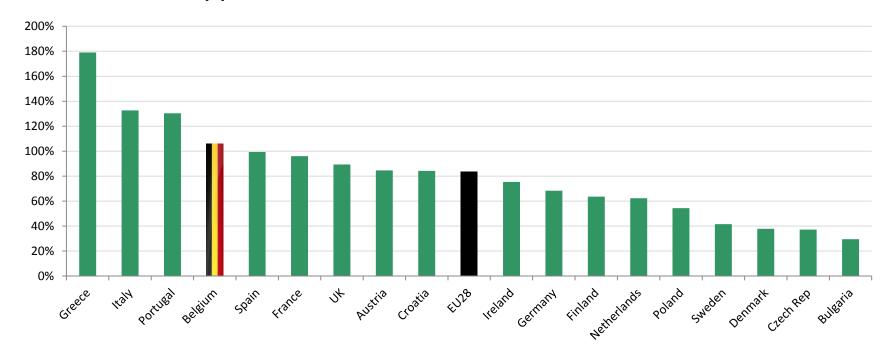
Source: Stability pact



PUBLIC FINANCE STILL AN ISSUE



Government debt to GDP (%)

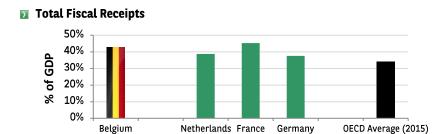


Source: Eurostat



BELGIUM: A TAXING CHAMPION

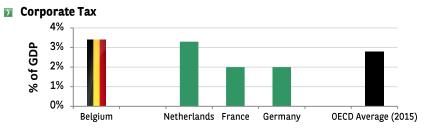


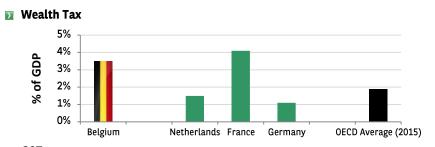


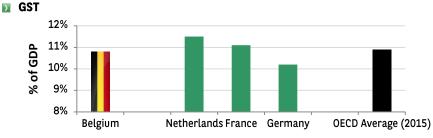


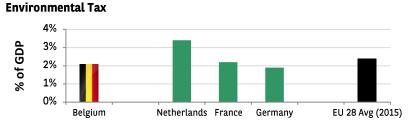
Netherlands France

Germany











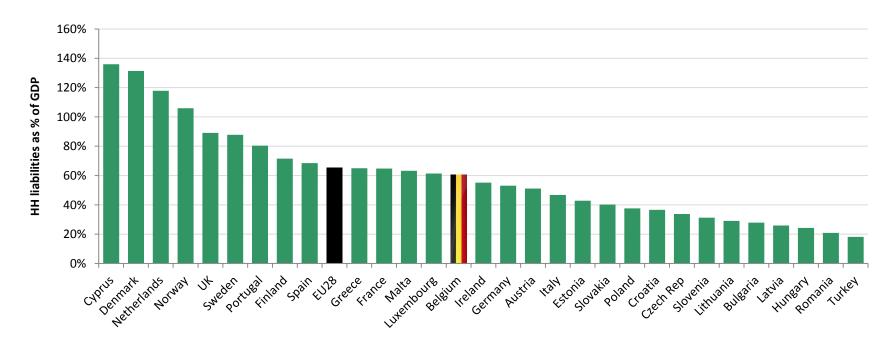
Belgium

OECD Average (2015)

HOUSEHOLD DEBT LOOKS MANAGEABLE



Households: Liabilities (% of GDP)



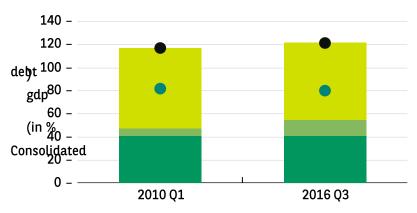
Source: Eurostat

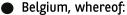


AS DOES CORPORATE DEBT ... ON SECOND SIGHT



■ High corporate debt level, but relatively solid financing structure



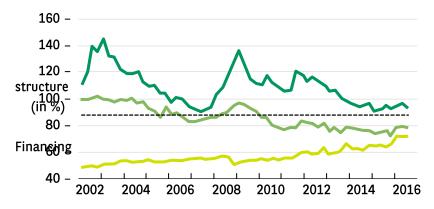


Intragroup debt (1)

Bonds

Other debt

Eurozone



Debt to capital ratio (2)

- Belgium
- -- Long term average Belgium, 1999-2016
- Eurozone

Share of long term debt in total debt

Belgium

Source: ECB. NBB/BNB

(1) Loans provided by foreign non-banking sector 'financial institutions and credit providers within concern structure'.

(2) Non-consolidated data



WHERE TO INVEST IN BELGIAN MARKET?



orange"

Telecom

25 37,97%

Target Potential **BEKAERT**

Industrial

47 33,71%

Target Potential econocom

Technology

8 31,69%

Target Potential

Technology

36 24,52%

Target

Materials

7,50 23,95%

Target Potential



Materials

140

19,00%

Target

Potential

RETAIL ESTATES

Real Estates

85

17,57%

Potential Target

pro **%**Imus

Telecom

33

15,51%

Potential Target

engie

Utilities

17

14,86%

Potential

Target Potential **ABInBév**

Consumer Staples

112

14,46%

Target Potential

Source: BNP Paribas Fortis Private Banking - Equity Team





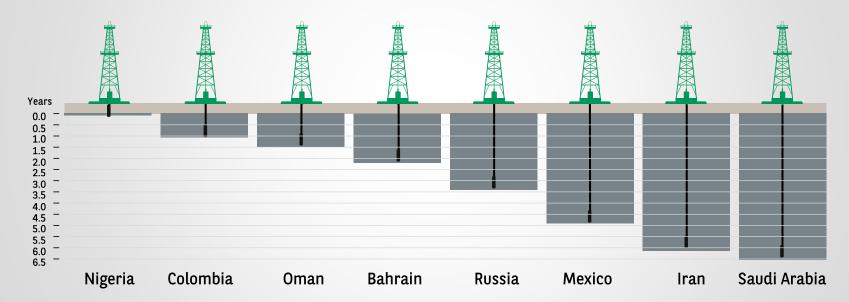






SURVIVAL RESOURCES

Years required to exhaust government assets at projects budget deficits

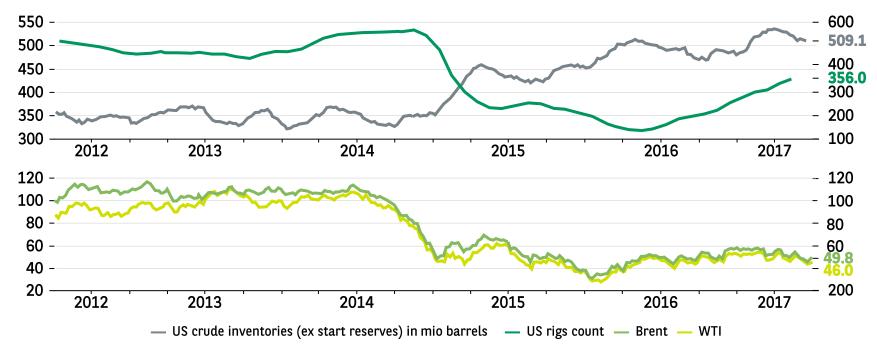


Source: Deutsche Bank





OIL: stock - rigs - price



Source: Thomson Reuters Datastream







POSITIVE OUTLOOK
Key facts

1,8 mio/day

OPEC extends its production quotas until the end of 2018



POTENTIAL PROBLEM Key facts

5,1 mio/day

American shale oil threatens rebalancing

COMPANY	TARGET PRICE	POTENTIAL	ESG SCORE
Royal Dutch Shell	31,5	17,3%	* *
Fugro	16	31,3%	* * * *
Total	53	11,4%	* * * *
SBM Offshore	18	18,5%	*
ВР	570	13,7%	*





MONETARY POLICY & INFLATION: THE BASE CASE

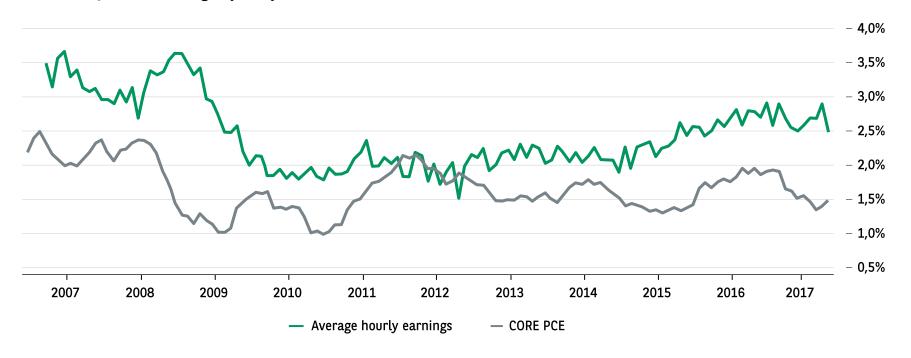




WHERE IS THE WAGE GROWTH?



US: core inflation and wages (YoY%)



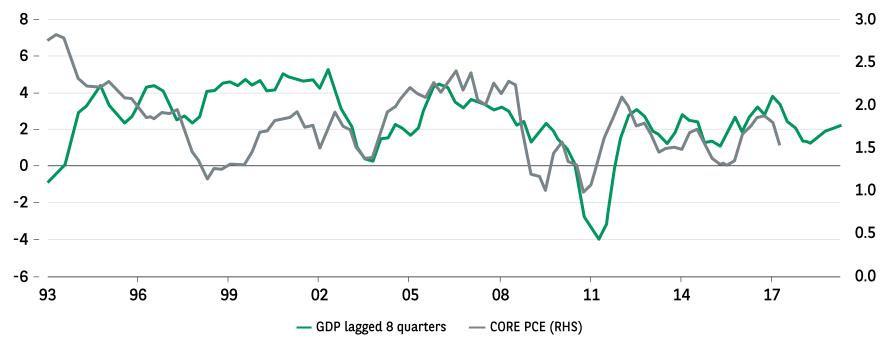
Source: Federal Reserve, ECB - Dotted lines = forecasts, BNP Paribas Fortis, Macrobond



LAGGING INFLATION



D Core inflation lags US GDP (% change on year earlier)



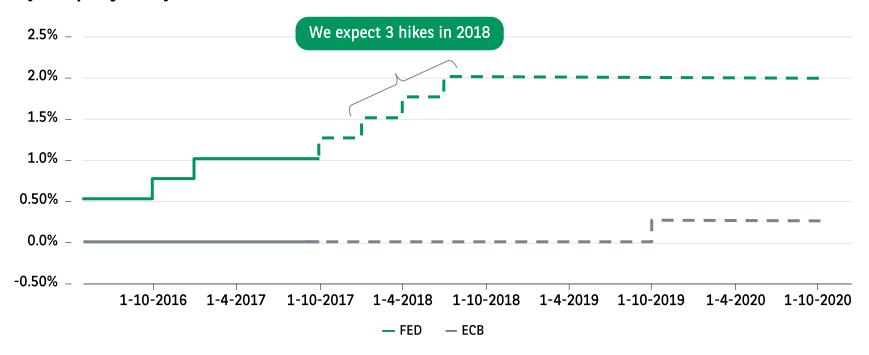
Source: National sources, TS Lombard



WHERE WILL RATES GO?



Projected policy rates for FED and ECB

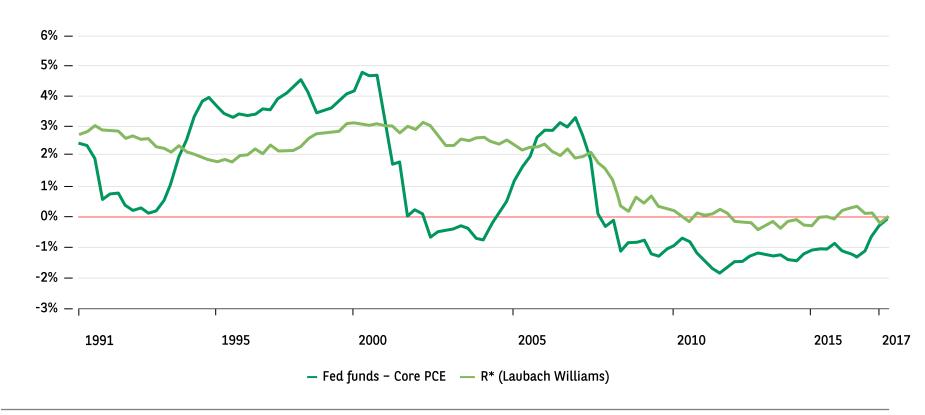


Source: Global Outlook BNP Paribas Fortis



BECOMING RESTRICTIVE

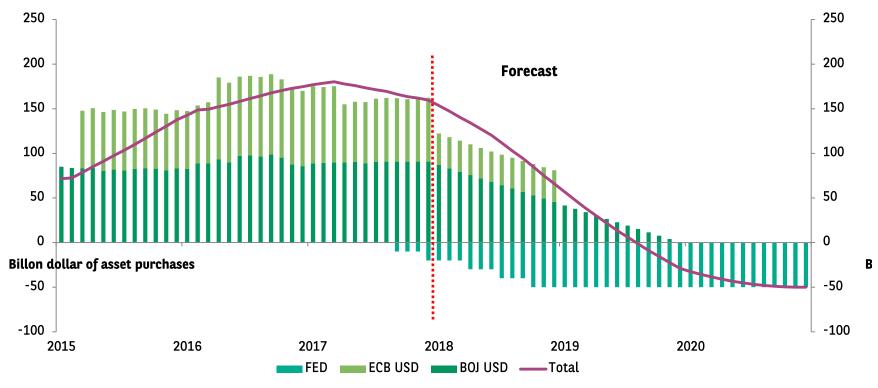






ASSET PURCHASES BY CENTRAL BANKS



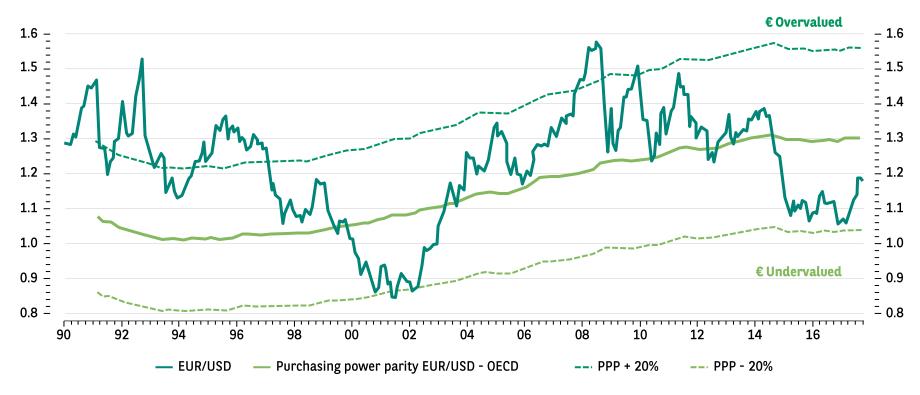


Source: BOJ, ECB, FED, BNP Paribas Fortis



A STRONGER EUR OR A WEAKER USD?





Source: Thomson Reuters Datastream





INFLATION: ALTERNATIVE TRUTH





IMPACT OF GLOBALISATION





+3% 184,154 \$bn



+6%

141.703 \$bn

Microsoft

+10%

79.999 \$bn



-5% 69,733 \$bn



+29% 64,796 \$bn



+9% 56,249 \$bn



-6% 50,291 \$bn



+48%48,188 \$bn



+10% 47,829 \$bn



-11% 46.829 \$bn



+3% 44.208 \$bn



+5% 41.533 \$bn



0% 41.533 \$bn



+5% 40,772 \$bn



+7% 39.459 \$bn



+3% 31,930 \$bn



+3% 27,466 \$bn



+8% 27,021 \$bn

LOUIS VUITTON

-4% 22,919 \$bn



+3% 22,696 \$bn



+6% 22,635 \$bn



+1% 20,491 \$bn



-10% 20,488 \$bn



+11% 18,573 \$bn



+4% 18,472 \$bn



-9% 18,200 \$bn



-3% 17,787 \$bn



+2% 16,416 \$bn



+7% 16,387 \$bn

J.P.Morgan

+11% 15,749 \$bn



+2% 15,375 \$bn



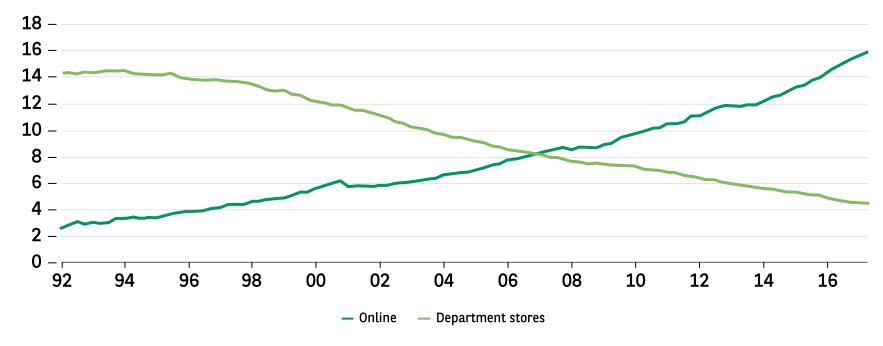
+11% 14,210 \$bn

Source: Best Global Brands 2017 Rankings





Changing US retail sector (percent of retail sales*)

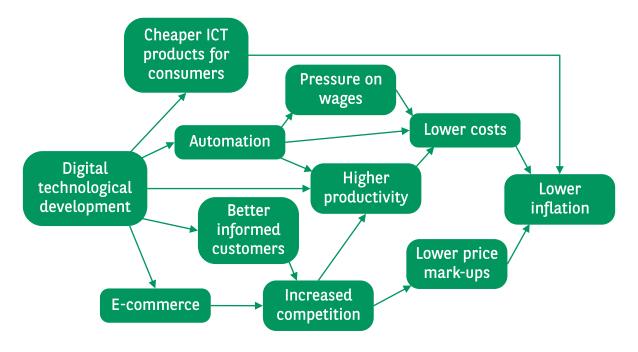


Source: Census Bureau, TS Lombard





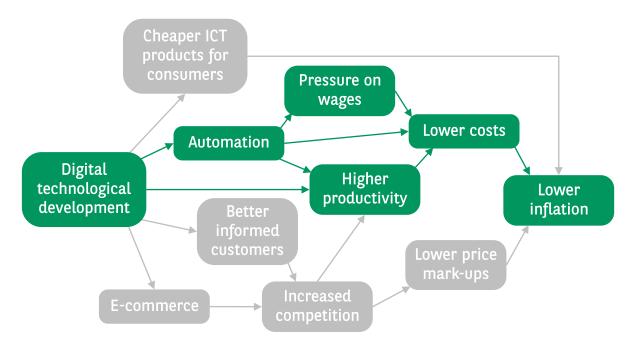
Channels of digitalisation effects on inflation







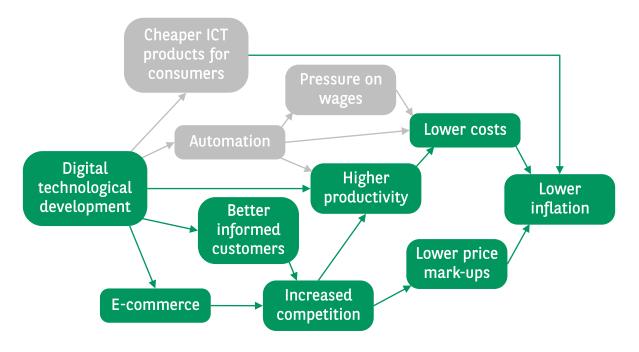
Effects via technological innovations







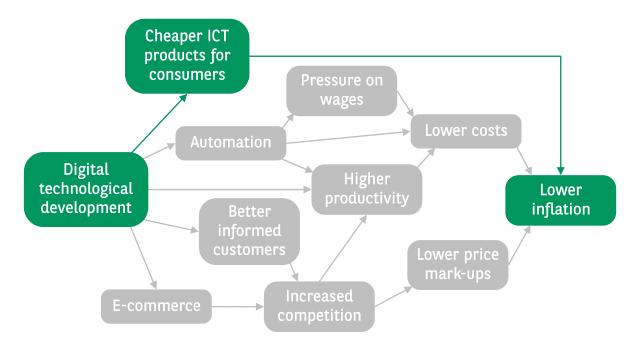
Effects via the internet







Direct effect of digitalisation

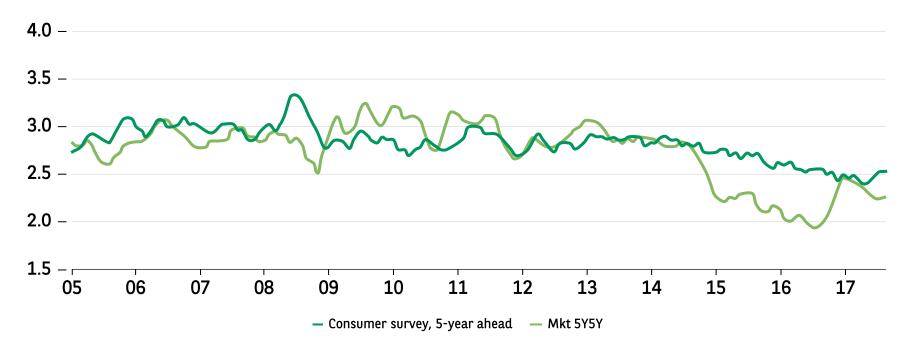




YOUR OWN FAULT!



US inflation expectations



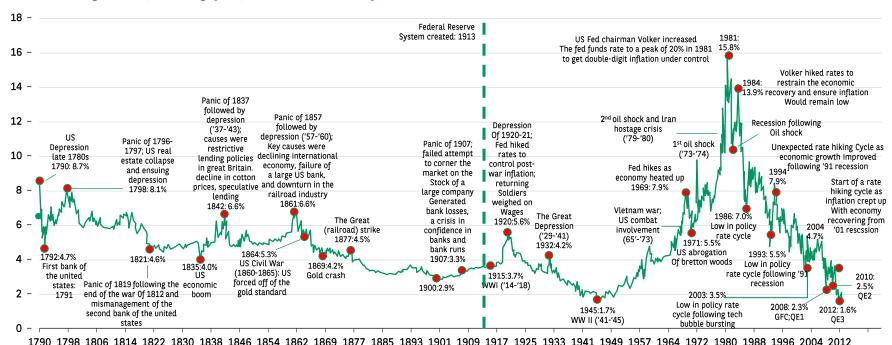
Source: Bloomberg, University of Michigan



A SHORT HISTORY OF LONG-TERM INTEREST RATES



■ The long history of long (10-year US treasuries) yields



Source: Global Financial Database, Goldman Sachs Global ECS Research. Special thanks to Jose Ursua.



ANOTHER FOOTBALL FIELD PLEASE...



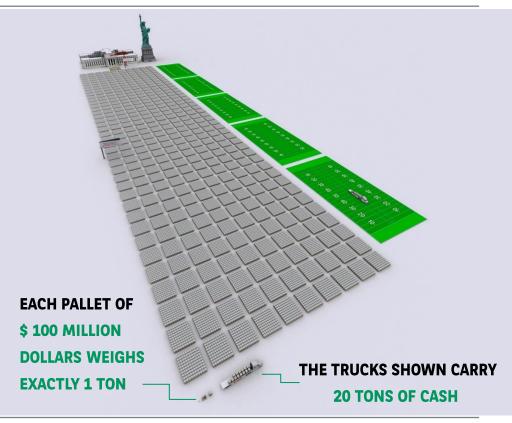


TOTAL ASSETS OF THE FEDERAL RESERVE HAVE INCREASED SIGNIFICANTLY FROM

\$865 BILLION

ON AUGUST 8, 2007, TO WELL OVER

\$ 4.45 TRILLION

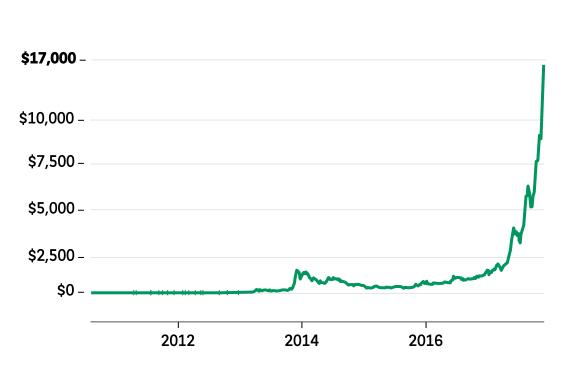




SIGNS OF EXCESS CASH









MORE ON INEQUALITY





World's 8 richest people now own as much wealth as the poorest 3.6bn people



US top 1 % earn over 20% of national income (vs. 11 % in late 1960s)



In 2016, London accounted for 27% of the value of all **English property**

113

Now takes 113 hours of work at average hourly US rate to buy a "unit" of S&P 500 (that's higher than at the 1999 bubble high)



Share of US wages as % GDP down from 52% in 1970 to 43% today (Exhibit 1)

\$2.6

Since '09 lows, US equity market cap up S 17.8tn, massively outpacing the S2.6tn gain in US real personal income over same period

15_y

Wealthiest 1% of US men live 15 years longer than poorest 1%

2.5_{mn}

Number of global robots in 2020 (up from 1 million in 2010)

\$1.5tn

Combined market cap of Google & Apple (USS 1.5tn) exceeds market cap of MSCI China: Facebook exceeds market cap of India



COMPANIES VERSUS COUNTRIES



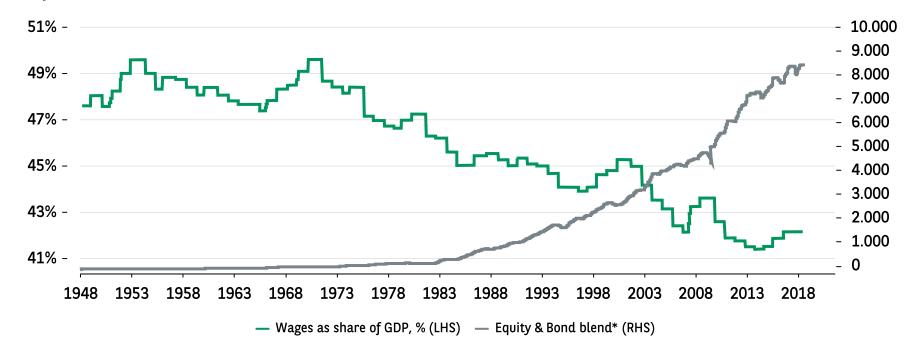




WITH THE PROFIT SHARE VERY HIGH



Capital versus Labor since WW2

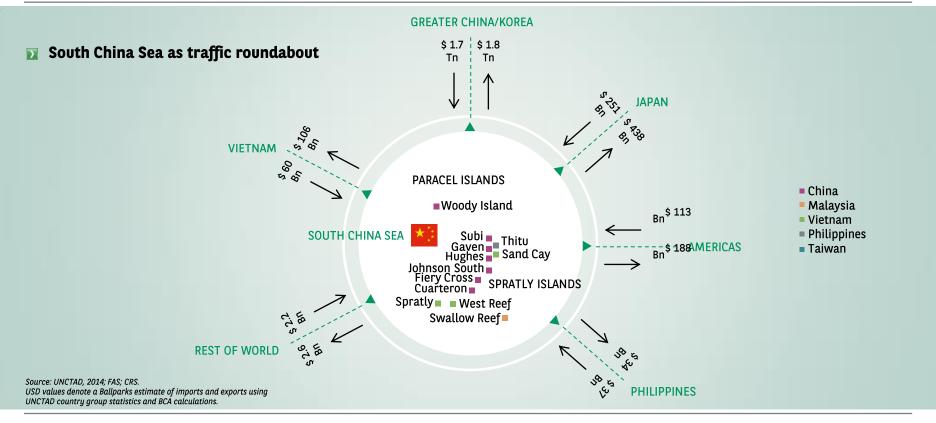


Source: Urban-Brookings Tax Policy Center Microsimulation Model (version 0217-1)



CONFLICT IS A SIGN OF THE TIMES









ICARUS TRADE AND THE END OF CYCLE





NOBODY EVER GOT RICH SAVING...





WEALTH SECRETS



SECULAR TRENDS





SHOULD YOU INVEST IN THE BIOTECH?



NASDAQ Biotechnology Index



Cost per Genome (USD)



Source: Bloomberg



GOLD CONTINUES TO BE A GOOD DIVERSIFICATION



THE GOLD HELD BY CENTRAL BANKS



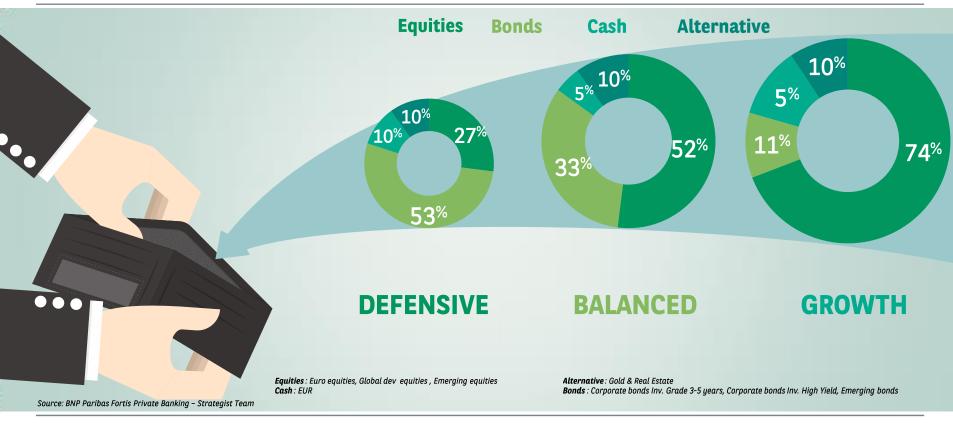


Source: Thomson Reuters Datastream / demonocracy.info



WHERE TO INVEST IN 2018









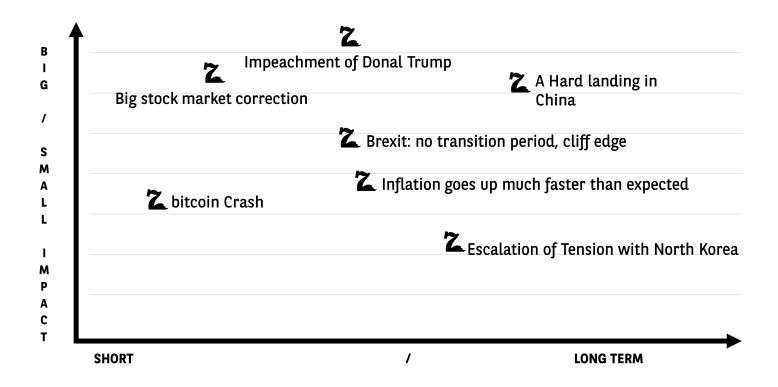
BLACK & WHITE SWANS FOR 2018

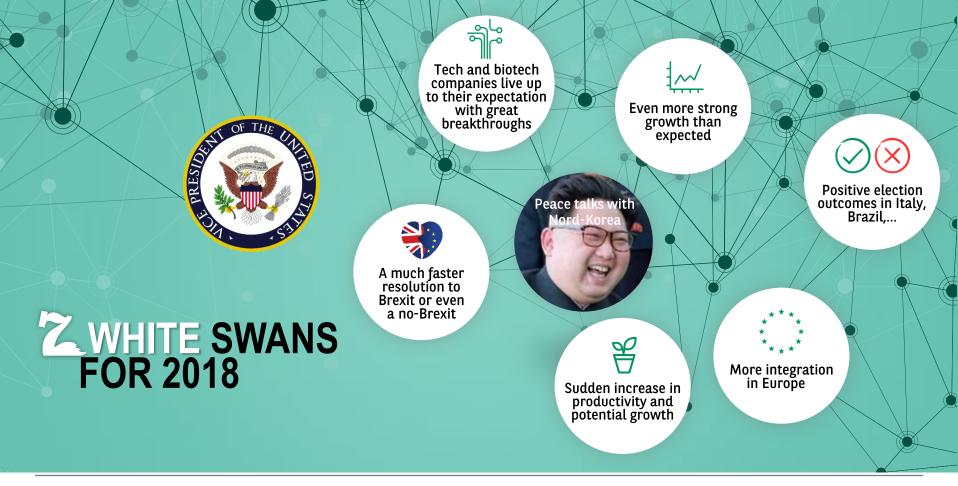




BLACK SWANS FOR 2018

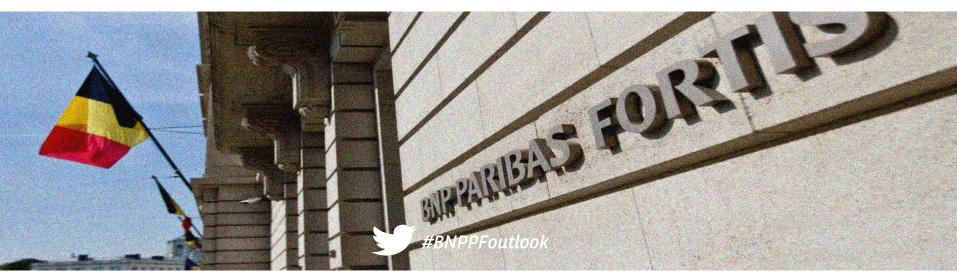








CONCLUSIONS

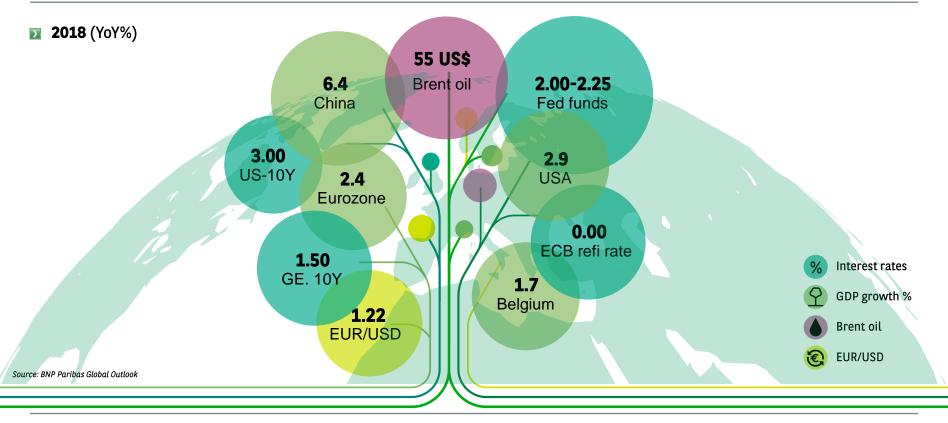




MACRO-ECONOMIC FORECASTS









ECONOMIC AND INVESTMENT OUTLOOK 2018

PHILIPPE GIJSELS

Chief Strategy Officer
02/565.16.37
philippe.gijsels@bnpparibasfortis.com
@pgijsels
https://blogs.bnpparibasfortis.com/PhilippeGijsels

KOEN DE LEUS

Chief Economist 02/312.78.38 koen.deleus@bnpparibasfortis.com @KoenDeLeus www.bnpparibasfortis.com/nl/blogs/blog-chief-economist







MESSAGE IMPORTANT

La division Private Banking de BNP Paribas Fortis sa, dont le siège social est établi 3 Montagne du Parcà 1000 Bruxelles, RPM Bruxelles, TVA BE 0403.199.702 ("BNP Paribas Fortis Private Banking")*, est responsable de la production et de la distribution de ce document.

Ce document est une communication marketing et ne vous est uniquement fourni dans le cadre d'un service d'investissement spécifique. Il ne constitue pas un prospectus au sens de la législation relative aux offres publiques et/ou à l'admission d'instruments financiers à la négociation sur un marché. Il ne constitue pas de conseil en investissement et ne peut être considéré comme une recherche en investissement. Il n'a dès lors pas été élaboré conformément aux dispositions relatives à la promotion de l'indépendance de la rechercheen investissements. Parconséquence, BNP Paribas Fortis Private Banking n'estsoumise à aucune interdiction relative à l'exécution de transactions avant la diffusion de ce document.

Toute information relative à des investissements est à tout moment susceptible de modification(s) sans aucune notification. Les informations sur des performances passées, des performances passées simulées ou des prévisions ne sont pas un indicateur fiable des résultats futures. BNP Paribas Fortis Private Banking a pris toutes les mesures raisonnables afin de garantir l'exactitude, le caractère clair et non-trompeur des informations contenues dans ce document lors de sa rédaction. Ni BNP Paribas Fortis Private Banking, ni aucune des sociétés qui lui sont liées, ni aucun de ses administrateurs, collaborateurs ou employés ne pourront être tenus responsables de toute information incorrecte, incomplète ou absente, ou des éventuels dommages directs ou indirects, pertes, frais, réclamations, indemnisations ou autres dépenses qui résulteraient de l'utilisation de ce document ou d'une décision prise sur la base de ce document, saufen cas de dol ou de faute lourde.

Une décision ne peut, parconséquence, être prise sur la seule base de ce documentet ne devrait être considérée qu'après une analyse profonde de votre porte feuille ainsi qu'après avoir obtenu toutes les informations et tous les conseils nécessaires de professionnels du secteur financier (experts fiscaux y compris).

BNP Paribas Fortis a établi une politique afinde prévenir et d'éviter les conflits d'intérêts. Les investissements personnels effectués par les personnes qui participent à la rédaction de ce documents ontépénéralement soumis à un contrôle. De plus, il est interdit d'investir dans des instruments financiers ou des émetteurs pour les quels ils rapportent. Ces personnes ontreçu des instructions spécifiques au cas où ils disposent d'information privilégiée.

(*)BNP Paribas Fortis sa est soumise en qualité d'établissement de crédit de droit belge au contrôle prudentiel de la Banque Nationale de Belgique ainsi qu'au contrôle de l'Autorité des services et marchés financiers (FSMA) en matière de protection des investisseurs et des consommateurs. BNP Paribas Fortis sa est inscrite comme agent d'assurances sous le n° FSMA 25879 A et agit en qualité d'intermédiaire d'AGInsurance SA.

Conflits d'intérêts

Il peutexister des conflits d'intérêts dans le chef de BNP Paribas Fortissa et ses sociétés liées à la date de rédaction du présent document. Des règles de comportement et procédures internes, spécifiques, sont élaborées à cet effet. Ces codes de conduite et les mentions des conflits d'intérêts éventuels dans le chef de BNP Paribas Fortis sa et ses sociétés liées sont disponibles sur http://disclosures.bnpparibasfortis.com et, en ce qui concerne le groupe BNP Paribas, sur https://wealthmanagement.bnpparibas/fr/conflict-of-interest.html. Vous pouvez également obtenir cette information via votre personne de contact.

Engagement des analystes

Les personnes nommément désignées comme les auteurs des textes relatifs aux actions individuelles présentées certifient que:

L toutes les opinions exprimées dans le rapport de recherchereflètent précisément les opinions personnelles des auteurs concernant les instruments financiers et les émetteurs concernés; et

2 aucune partie de leur rémunération n'aété. n'est ou ne sera directement ou indirecte ment. liée aux recommandations ou aux opinions spécifiques exprimées dans le rapport de recherche.



BELANGRIJK BERICHT

De divisie Private Banking van BNP Paribas Fortisnv, metmaatschappelijkezetelgevestigd te Warandeberg 3, 1000 Brussel, BPR Brussel, BTW BE0403.199.702 ("BNP Paribas Fortis Private Banking")*, is verantwoordelijk voor het opstellen en verspreiden van dit document.

Dit document is een marketing communicatie en wordt U uitsluitend verstrekt in het kader van een specifieke beleggingsdienst. Dit document vormt geen prospectus als bedoeld in de op het aanbieden of toelaten tot de handel van financiële instrumenten toepasselijkeregels en bevat geen beleggingsadvies en kan niet worden opgevat als onderzoek op beleggingsgebied. De informatie in dit document is niet verkregen conform de wettelijke en reglementaire vereisten die het uitbrengen van objectief en onafhankelijk onderzoek op beleggingsgebied beoogtte waarborgen en BNPParibas Fortis Private Banking is dan ook niet onderworpen is aan het verbod tot handelen voorafgaand aan de verspreiding van dit document.

Informatie betreffende beleggingen kan op ieder ogenblik onderhevig zijn aan wijzigingen zonder verdere notificatie. Informatie met betrekking tot resultaten behaald in het verleden, gesimuleerde resultaten uit het verleden en voorspellingen kunnen, ondergeenbeding, opgevat worden als een betrouwbare indicator van toekomstigeresultaten. HoewelBNP Paribas Fortis Private Banking redelijke maatregelen heeft genomen om ervoor te zorgen dat de informatie opgenomen in dit document juist, duidelijk en niet misleidend is, aanvaardt noch BNP Paribas Fortis Private Banking, noch de aan haar gelieerde vennootschappen, directeuren, adviseurs of werknemers, enige aansprakelijkheid voor enige onjuiste, onvolledige of ontbrekende informatie of voor enige directe of indirecteschade, verliezen, kosten, vorderingen, aansprakelijkheden of andere uitgaven die op enigerlei wijze voortvloeien uit het gebruik van of het zich beroepen op de in dit document vermelde informatie, tenzij in geval van opzet of grote nalatigheid. Een beslissing om te beleggen dient niet uitsluitend te worden gebaseerd op dit document en dient slechts te worden genomen na een zorgvuldige analyse van uw portefeuille alsmede na het inwinnen van alle nodige informatie en/ofadviezen van professionele adviseurs (met inbegrip van fiscale adviseurs).

BNP Paribas Fortis heeft een beleid vastgelegd teneinde belangenconflicten te voorkomen en te vermijden. Persoonlijke beleggingstransacties van personen betrokken bij de redactie van dit document in het algemeen zijn onderworpen aan monitoring. Verdergeldt specifiek einstructies voorhet geval datze overvoorkennis beschikken.

(*) BNP Paribas Fortis nv staat als kredietinstelling naar Belgisch recht onder het prudentieel toezicht van de Nationale Bank van België en de controle inzake beleggers- en consumentenbescherming van de Autoriteit van Financiële Diensten en Markten (FSMA). BNP Paribas Fortis nv is ingeschreven als verzekeringsagent onder FSMA nr. 25879A en treedtop als tussenpersoon van AG Insurance NV.

Belangenconflicten

Belangenconflicten kunnen bestaan in hoofde van BNP Paribas Fortis nv ende methaar verbondenvennootschappen op datumvan het opstellen van dit document. In dit verband werden bijzonderegedragsregels en interne procedures uitgewerkt. Deze gedragcodes en de bekendmakingen in verband met mogelijke belangenconflicten in hoofde van BNP Paribas Fortis nv en de met haar verbonden vennootschappen zijn beschikbaar op http://disclosures.bnpparibasfortis.com en, wat de BNP Paribas Group betreft, op https://wealthmanagement.bnpparibas/en/conflict-of-interest.html. U kan deze informatie eveneens bekomen via uwcontactpersoon.

Certificering van de analist

De personen die vermeld staan als auteurs van de teksten waar individuele aandelen worden besproken, bevestigen dat

Lalle opinies die vermeld zijn in deze teksteneen nauwkeurige weergave vormen van de persoonlijke opinie van de auteurs over het onderwerg financiële instrumenten en emittenten: en

2 geen enkel deel van hun bezoldiging rechtstreeks of onrechtstreeks verband hield, houdt of zal houden met de specifieke aanbevelingen of opinies die in deze teksten worden gegeven.

