

### **Market insights contributors**



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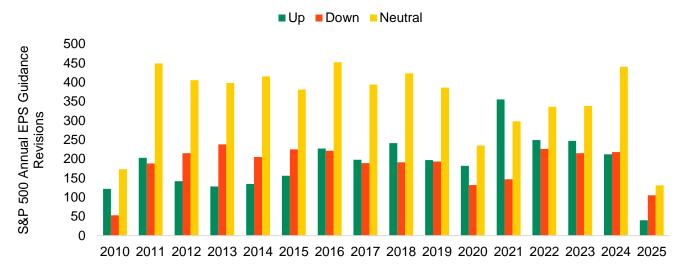
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## Key takeaways

- Since <u>early February</u>, concerns of a more challenging growth-inflation mix in the U.S. have been building. What started as a sharp increase in trade policy uncertainty has translated into weaker consumer (and C-suite) sentiment data. Firms in a range of industries have reflected additional conservatism in their EPS guidance. And while analysts' earnings revision momentum has moved into negative territory, we believe there is likely room for this trend to intensify, given the macroeconomic risks now appear tilted to the downside (after a period of above-trend growth).
- We see risk of a 'catching down' on two fronts: (1) that the hard economic data catches down to
  the soft sentiment data, and (2) that corporate fundamentals (specifically, margins) catch down
  to lower earnings guidance/revisions. We <u>continue</u> to see risk for additional spread widening –
  beyond the modest amount which has occurred <u>since</u> early February. That said, the <u>magnitude</u> of
  the potential growth slowdown is key, and we are not expecting a recession.
- In past episodes of market volatility, private credit has shown an ability and willingness to step in to provide financing to a wide range of borrowers. We would <u>expect</u> that pattern to hold in the current backdrop as well, if conditions in syndicated debt financing markets turn choppy.
- This week, we also take stock of the prevailing market narrative that M&A activity is tracking at
  depressed levels, owing to a decline in CEO and CFO confidence (per recent surveys). Underlying
  deal-level data from Dealogic reveals a more active backdrop for strategic M&A vs. what
  headlines might suggest, driven in part by the cash-rich Technology and Healthcare sectors.
- We see two implications. First, companies and sectors with a fundamental need to conduct M&A
   (for business growth or diversification) will likely move forward, regardless of the broader market
   environment. Second, a strong balance sheet is a competitive advantage. Firms and sectors with
   cash-rich financial positions and ample liquidity could use episodes of equity market declines to
   bid for long-watched targets at a lower price. Indeed, the historical data shows that some of the
   most active quarters for strategic Healthcare M&A activity since 2007 have occurred following
   sharp declines in the S&P 500 (details within).

**Exhibit 1: 2025 annual guidance revisions have skewed strongly negative, so far** Annual EPS Guidance Revisions for the S&P 500, as captured by Bloomberg Intelligence



Source: Bloomberg Intelligence, BlackRock. As of March 21, 2025 (most recent update as of March 26, 2025).
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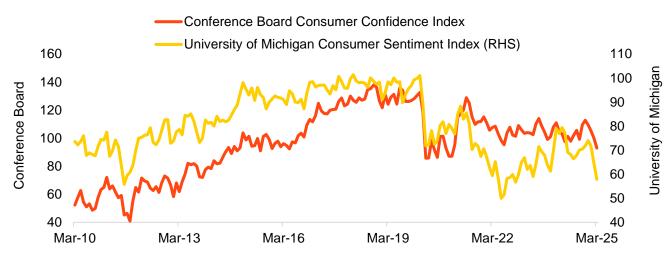
## Company guidance inflects lower

Since <u>early February</u>, market participants' concerns regarding a more challenging growth-inflation mix in the U.S. have been building. What started as a sharp increase in trade policy uncertainty has translated into weaker consumer sentiment data (Exhibit 2). Firms in a range of consumer-facing industries (Travel/Leisure, Retail, Consumer Staples, among others) have reflected additional conservatism in their EPS guidance (Exhibits 1 and 3). And while analysts' earnings revision momentum has moved into negative territory (Exhibit 4), we believe there is likely room for this trend to intensify, given the macroeconomic risks now appear tilted to the downside (after a period of above-trend growth).

As it relates to U.S. trade policy, our colleagues in the *BlackRock Investment Institute* <u>believe</u> an average effective tariff rate of approximately 10% could be the ultimate landing zone – with volatility along the way. We <u>continue</u> to see two key risks to the broader macroeconomic backdrop, which could negatively impact corporate credit valuations. First is a *prolonged period* of elevated policy uncertainty, which could temper business investment and hiring decisions. Second is if corporates use layoffs more aggressively to protect their margins. For now, the low layoff rate in the U.S. has produced robust *aggregate* consumer spending, in support of economic activity. But a deterioration in the labor market could cause the weakness – which has, so far, been confined to the low-income consumer, to extend more broadly.

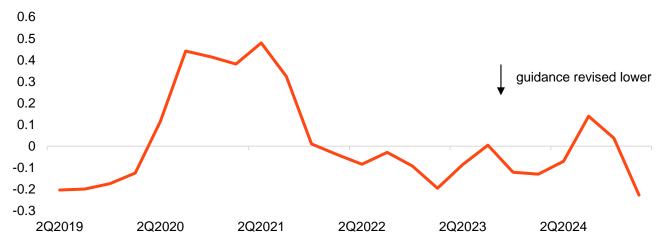
#### Exhibit 2: Consumer sentiment has deteriorated...

U.S. consumer sentiment measures (monthly)



Source: Conference Board, University of Michigan, Bloomberg, BlackRock. As of March 2025.

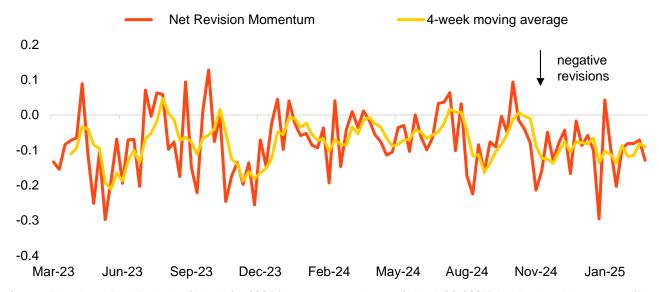
Exhibit 3: ...and company guidance for 1Q2025 has been adjusted lower in recent weeks Quarterly EPS Guidance Momentum Score for the S&P 500, as calculated by Bloomberg Intelligence



Source: Bloomberg Intelligence, BlackRock. As of March 21, 2025 (latest update as of March 26, 2025). For a given period, the Guidance Momentum Score is calculated by Bloomberg Intelligence as: (Upward Revisions – Downward Revisions+0.5\*Neutral Revisions) / Total Guidance Announced.

Exhibit 4: We see scope for analyst revisions to move further into negative territory

Net Revision Momentum of 12-month forward EPS for the S&P 500, as calculated by Bloomberg Intelligence, and the 4-week moving average



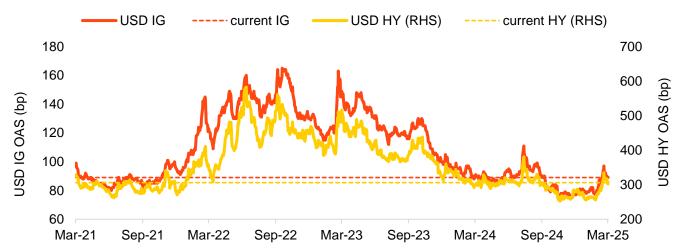
Source: Bloomberg, BlackRock. As of March 21, 2025 (most recent update as of March 26, 2025). Net Revision Momentum = (Positive Revisions – Negative Revisions) / Total Revisions.

## The takeaway for corporate credit

While the high-frequency guidance and earnings revision data sets are specific to the equity market, we see scope for these trends to extend into the corporate credit market, as well. As we have outlined <u>previously</u>, we see risk for some additional spread widening – beyond the modest amount which has occurred <u>since</u> early February (Exhibit 5). This rebuilding of risk premia should reflect a more challenging growth-inflation mix in the U.S., as well as heightened policy uncertainty. So far, margins have not shown signs of sharp deterioration (Exhibit 6), but this metric will be important to monitor as tariffs are implemented (we are watching the <u>April 2<sup>nd</sup> deadline</u> closely for additional details).

Beyond the first-order impacts in liquid corporate credit markets, previous episodes of market volatility have provided an opening for private credit to step in as a stabilizing force, providing financing to a wide range of borrowers when conditions are choppy in syndicated financing markets. We would <u>expect</u> that pattern to hold in the current backdrop as well, if such a disruption materializes.

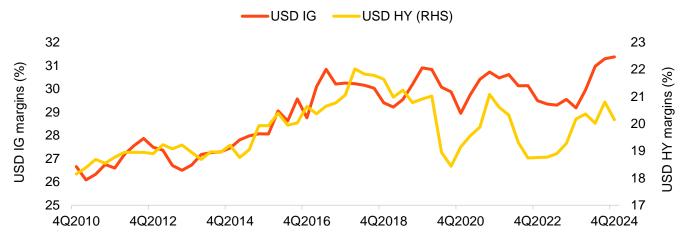
**Exhibit 5: USD IG and HY spreads are below longer-term medians, even after recent widening** Index-level option adjusted spreads (OAS) in bp, for the Bloomberg USD IG and HY Corporate indices



Source: Bloomberg, BlackRock. As of March 25, 2025. The figures shown relate to past performance. **Past performance is not a reliable indicator of current or future results.** Index performance returns do not reflect any management fees, transaction costs or expenses. Indices are unmanaged and one cannot invest directly in an index.

#### Exhibit 6: Corporate margins will be key to monitor, as tariffs are implemented

Trailing 12-month adjusted EBITDA margins for the median issuer in the Bloomberg USD IG and HY Corporate indices



Source: Bloomberg, BlackRock. Captures data through 4Q2024 (most recent as of March 24, 2025).

## Strategic M&A: underlying data reveal a baseline level of activity

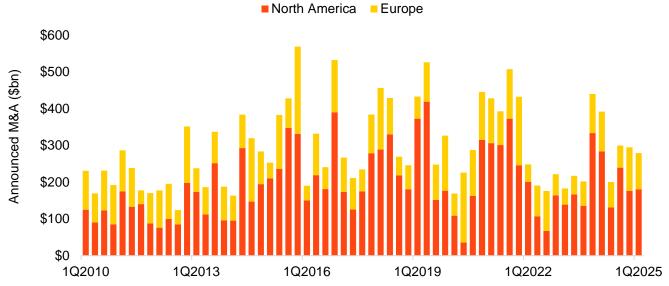
This week, we also take stock of the prevailing market narrative that M&A activity is tracking at depressed levels, owing to a decline in CEO and CFO confidence.

For background, on March 12<sup>th</sup>, the Business Roundtable released its <u>1Q2025 CEO Economic Outlook Survey</u>, which is a composite index of CEO plans for capital spending and hiring, as well as expectations for sales over the next 6 months. 150 CEOs completed the survey between February 19 and March 7. Overall, the index declined modestly (by 7 points) to 84, driven by all three categories. This is just above the historic average of 83. A separate <u>CFO survey</u> conducted by the Richmond Fed (released March 26<sup>th</sup>) noted a modest decline in optimism and a downgrade to CFOs' U.S. GDP expectations.

That said, underlying deal-level data from Dealogic reveals a more active backdrop for strategic M&A vs. what recent headlines might suggest, driven in part by the cash-rich Technology and Healthcare sectors (Exhibits 7 and 8). As Exhibit 7 shows, announced strategic M&A for the past three quarters has been tracking *above* the levels of mid-2022 through mid-2023.

## Exhibit 7: Strategic M&A activity - not a boom, nor a bust, so far in 1Q2025

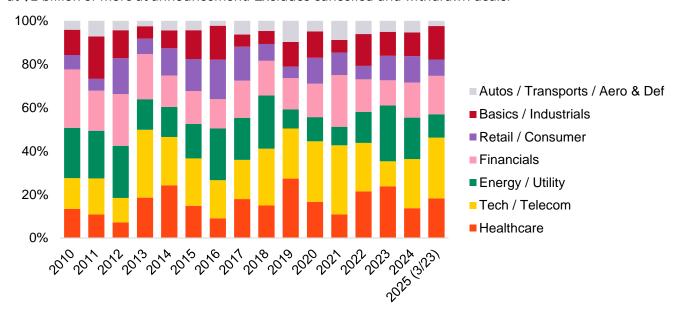
Announced strategic M&A volumes (\$ in billions), by acquirers based in North America and Europe, by quarter. Excludes cancelled and withdrawn deals.



Source: Dealogic (ION Analytics), BlackRock. 1Q2025 is as of March 23, 2025.

#### Exhibit 8: Healthcare and Technology are consistently active sectors in M&A

Sector mix of announced strategic M&A by North American and European acquirers. Captures deals valued at \$1 billion or more at announcement. Excludes cancelled and withdrawn deals.

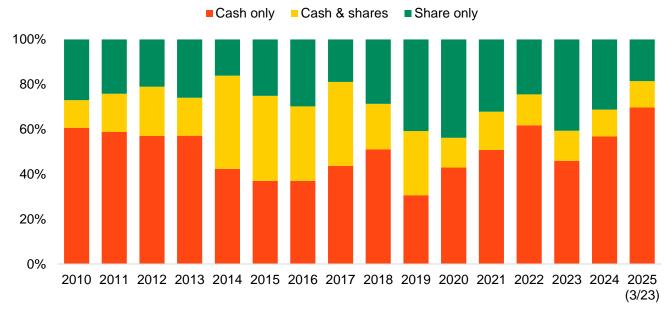


Source: Dealogic (ION Analytics), BlackRock. As of March 23, 2025.

For corporate credit investors, the <u>funding mix</u> of M&A transactions can have important implications for credit fundamentals. For example, deals slated to be funded with cash can meaningfully reduce existing liquidity cushions, and those requiring additional debt typically result in new bond offerings at a modestly wider spread 'concession' to existing debt in the secondary market. Even in the example of 'cash funded' strategic M&A transactions, often the cash utilized for deal-making ultimately gets 'replaced' with a new debt issue, based on anecdotal experiences over a longer-term history. On the more positive side for bondholders, equity-funded deals can often improve leverage metrics (or at least keep such measures stable). As Exhibit 9 illustrates, this year's activity (so far) has had a strong skew towards all-cash transactions. This is likely a function of the sector skew of activity – at least in part.

Exhibit 9: The year-to-date funding mix has skewed towards all-cash deals

Funding mix of announced strategic M&A by North American and European acquirers. Captures deals valued at \$1 billion or more at announcement. Excludes cancelled and withdrawn deals.



Source: Dealogic (ION Analytics), BlackRock. 2025 is as of March 23, 2025.

## Why equity volatility might spur more M&A in some sectors

Some market participants have pointed to equity market volatility as another reason to expect muted strategic M&A volumes in 2025. While this reasoning may hold in aggregate (as equity market volatility may be a symptom of the overall macro backdrop and downside growth concerns), we believe there are likely to be some exceptions at a sector level.

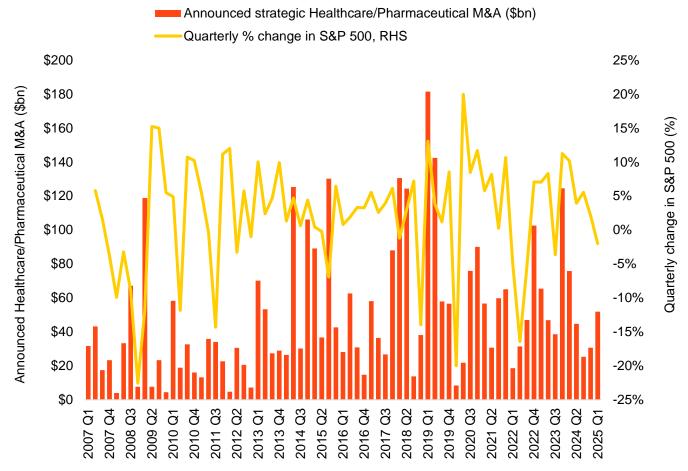
Indeed, the historical data shows that some of the most active quarters for strategic Healthcare/Pharmaceutical sector M&A activity have occurred following sharp declines in the broader equity market (Exhibit 10). In our view, this reflects two key considerations for corporate credit investors.

First, companies and sectors with a *fundamental need* to conduct M&A activity (for business growth or diversification) will likely move forward, regardless of the broader market environment. For example, in our referenced example of Healthcare/Pharmaceutical M&A, patent expirations and long cycle times for inhouse R&D drive an ongoing need to replenish product pipelines through inorganic activity.

Second, as we have highlighted previously, a <u>strong balance sheet</u> is a competitive advantage. Firms and sectors with cash-rich financial positions and ample liquidity could use episodes of equity market declines to bid for long-watched targets at a lower price. This is a somewhat counterintuitive result relative to the prevailing market narrative and underscores the importance of monitoring management teams' approach to capital structure (leverage) management through granular credit selection.

## Exhibit 10: Past equity market declines have not sidelined Healthcare M&A

Announced global strategic Healthcare/Pharmaceutical M&A activity (\$ in billions) and the quarter-over-quarter percentage change in the S&P 500 (RHS). Captures deals valued at \$1 billion or more, at announcement. Excludes cancelled or withdrawn deals.



Source: Dealogic (ION Analytics), BlackRock. 2025 is as of March 25, 2025.

## Signals from recent 'Fed speak'

Following the <u>March FOMC meeting</u>, commentary from Federal Reserve officials has been closely watched for insight into the shift evident in FOMC members' most recent projections, which now reflect lower growth and higher inflation.

In a March 24<sup>th</sup> <u>interview</u> with Bloomberg, Atlanta Fed President Raphael Bostic noted that his projection now reflects only one rate cut in 2025 (as opposed to two, previously), owing to "very bumpy" inflation.

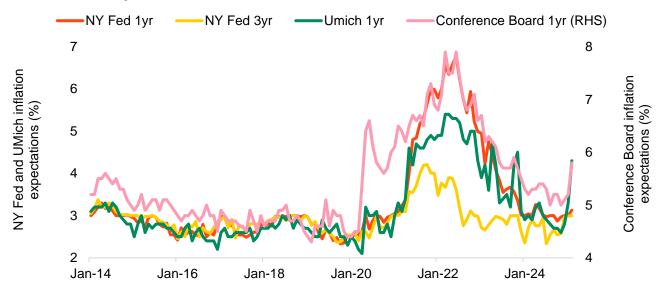
He underscored the uncertainty in the current environment, mentioning that it is "an open question" whether softer consumer survey data will translate into weaker economic activity.

Notably, President Bostic referenced that business leaders in his district generally expect to be able to raise prices on their products without negatively impacting sales growth. That said, he noted "we will have to see" how consumers manage any pass-throughs of price increases.

On the recent increase in some inflation expectations measures (Exhibit 11), President Bostic emphasized the "far less dramatic" moves in the medium and longer-term inflation expectations, which he is monitoring closely.

# Exhibit 11: Federal Reserve officials are monitoring medium and longer-term inflation expectations closely, given the rise in short-term measures

Inflation expectations: NY Fed 1-year and 3-year ahead, University of Michigan 1-year ahead, and Conference Board 1-year ahead



Source: Federal Reserve Bank of New York, Conference Board, University of Michigan, Bloomberg, BlackRock. As of February 28, 2025 (latest available as of March 25, 2025)

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