



Citi Wealth

Investment Strategy *Bulletin*



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US Economy Slows in 1Q. How Much is Tariffs? How Much is Temporary?

Key Takeaways:

- Data that comprise US GDP for the first quarter are limited to the very early year but have turned decisively negative. We see some temporary elements, but also some worrying signs.
- New tariffs only began this month and may be delayed further. Yet, US imports – and the trade deficit – have been surging since November, with a particularly large leap in January, negatively impacting 1Q US GDP estimates. This is an attempt to pull in materials and goods ahead of tariff collections. These increases could reverse by 2Q 2025.
- Inflation spiked in January for a fourth year. It appears “turn of the year” impact may be at work, with inflation likely slowing in February. However, as the exact size and scope of coming US tariffs is unknown, and since the tariff threats are so much larger than in 2018, we should expect greater impact on consumer prices by 2Q 2025.
- Tariffs paid for by importers won’t make US wallets any larger. US employment growth is positive but slowing. If this reverses with domestic investment and production rising in time, the tariff costs will be mitigated. Until then, the “growth/inflation mix” will face unfavorable pressures (real consumer spending posted the largest monthly drop since February of 2021).

Potential Portfolio Implications

- World markets have been trying to gauge the larger issues of US policy change. Germany is freeing its defense spending from budget rules. Canada and Mexico have announced tariff retaliation steps. As we discussed this past week in a [Special Edition Investment Strategy Bulletin](#), we believe the largest scale tariffs have already been announced even if April’s reciprocal US tariffs impact far more countries.
- US and global investors were not ready for the scope of US policy uncertainty coming into this year. We’ve taken some defensive measures in asset allocation both late last year and again last month (see our [Quadrant | Move Fast, Break Things](#)). Constructive for diversified investors, Treasuries are rallying and global equities are helping diversify risks.
- **Despite the weak US data and severe policy uncertainty, we are not convinced that the US expansion will breakdown in a self-reinforcing way.** There will be greater opportunity when risk is fully priced or overstated.

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Waking Up to the New Policy-Driven Volatility

The world is waking up to a torrid pace of change in US policies under the new administration. Germany is working to free its defense spending from a “debt break” rule that has depended thus far on others in NATO to provide security. Canada, Mexico and China have announced retaliatory tariffs following US measures aimed at “stopping illicit fentanyl” shipments. Steps were announced to delay US tariffs on the highly-integrated North American autos industry. Some comments have surfaced suggesting broader relief. However, the administration promises much broader steps on *reciprocal* tariffs on April 2 (please see this week’s [Special Edition Investment Strategy Bulletin](#)).

As we noted this past week, the ostensible scale of the North American tariffs likely means that **the largest of the tariff increases has already been announced**. Similarly, the scale of the rise in market uncertainty over tariffs is much larger than the increase in tax collections by the US (see **FIGURE 1**).

As we long suspected (please see [Investment Strategy Bulletin | US Trade Deficit, Market Cap Surplus](#)), we can observe larger impacts on US assets than broader global markets from the US actions. This is because tariffs are generally paid by US taxpayers and US equities have benefited from foreign-sourced supplies (see **FIGURE 2**). Taking all of the policies into account – including measures such as federal job cuts – the impact appears to be broadening beyond markets and becoming more fundamental to near-term US economic performance.

FIGURE 1: US Trade Policy Uncertainty Index

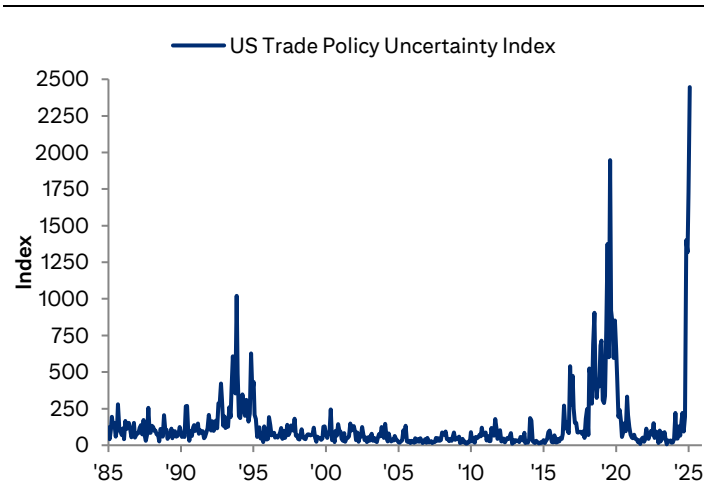
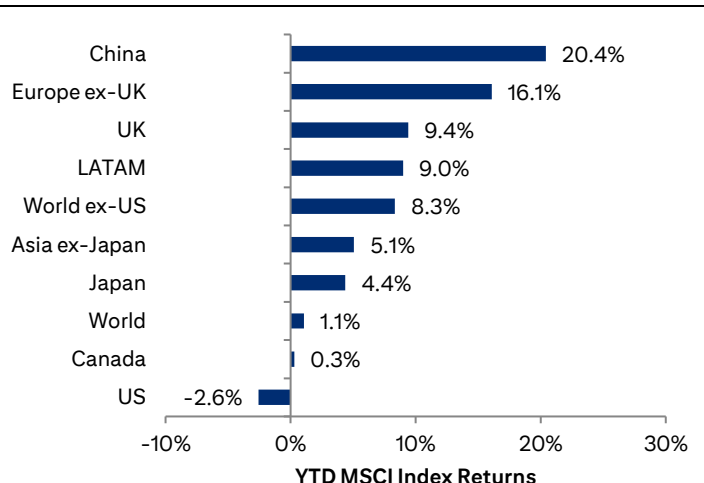


FIGURE 2: Regional equity returns in the year-to-date



Source: Haver Analytics and Factset as of March 6, 2025. Indices are unmanaged. An investor cannot invest directly in an index. They are shown for illustrative purposes only and do not represent the performance of any specific investment. Index returns do not include any expenses, fees or sales charges, which would lower performance. Past performance is no guarantee of future results. Real results may vary.

What’s going on in the US Economy?

Late last year, US business confidence surged on the prospect of regulatory relief and tax cuts (“avoiding tax increases” – see **FIGURE 3**). As we highlight in our table at the end of this report, President Trump in his Congressional address this past week discussed a variety of government actions that would reshape the US economy, with potentially positive and negative longer-run consequences. But since year-end 2024, consumer confidence has slid sharply. We expect coming business sentiment readings to follow.

The Federal Reserve Bank of Atlanta’s daily tracking estimate of US real GDP growth in the first quarter is -2.4%. The figure varies widely from day-to-day as new inputs are released and data are revised. But what is causing the Atlanta Fed to suggest the largest US economic contraction for a quarter since the pandemic of 2020?

As **FIGURE 4** shows, US imports have jumped since Trump’s election in an attempt to get ahead of tariffs. This is a source of global trade volatility and distortions that is highly unlikely to last. The nominal US trade deficit rose at a

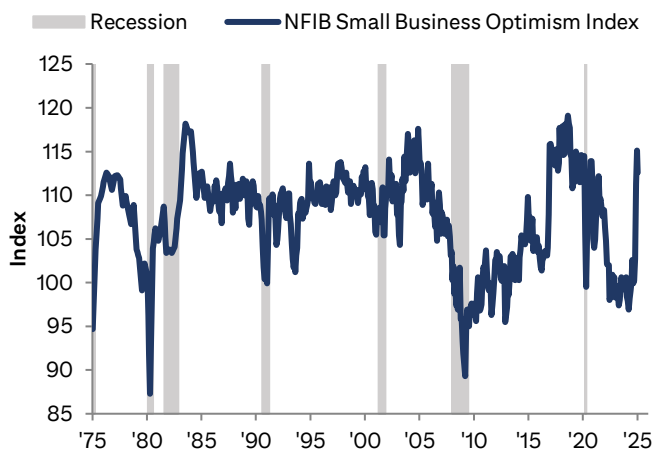
\$400 billion annualized pace in January. The 10% jump in US imports in January was the second largest in history (see **FIGURE 4**). A sizeable share of this rise appears to be gold imports. Some of the gold is a capital asset that is treated differently from other imports in GDP accounting. Yet the overall rise in imports still means a large subtraction from the US GDP measure in 1Q 2025.

Is the rise in imports a sign of US demand strength as it usually might be? In the same month, US real consumer spending fell 0.5% (non-annualized). If unrevised, this represents the largest drop in (unit) consumer demand since February of 2021, when the pandemic still raged (see **FIGURE 5**).

GDP data can be notoriously misleading. If consumption is down and imports are up, what could “absorb the slack?” While reported with a lag, US inventories should rise sharply. In an accounting sense, this will offset some of the imports, boosting the US growth measure in a way that the first quarter GDP tracking estimates don’t yet account for. But unless US demand rebounds, trade and even domestic production will weaken some in the second quarter of 2025. This dynamic clearly suggests the next revision to our annual US GDP forecast (2.4% in our outlook for 2025) should be downward.

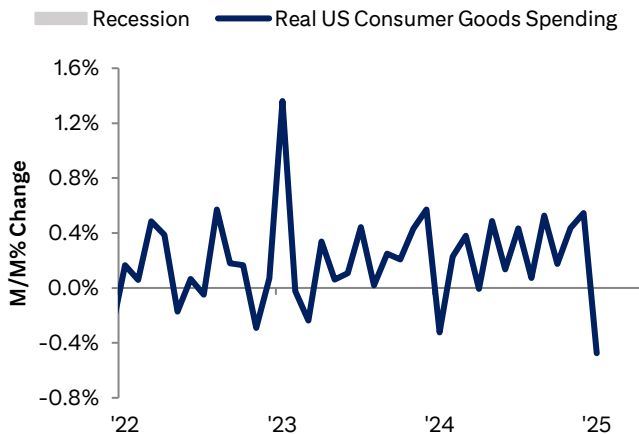
FIGURE 3: US small business confidence

FIGURE 4: US imports surge to get ahead of tariffs



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FIGURE 5: US real consumer spending



Source: Haver Analytics as of March 5, 2025.

Long-run reform vs short-run pain

Other components of demand include “fixed” investment spending for equipment, software, and housing. Home construction activity weakened on severe weather in January, but the outlook still seems muted despite housing shortages. Deregulation and even some impact from recent disaster recovery could be a spur for construction. However, investment in core manufacturing equipment softened a bit in early 2025 and we fear that business confidence will constrain such spending until trade issues are clarified.

A final component of demand is government spending. Cutting fraud and waste is a powerfully productive way to tighten US fiscal policy. It requires no tax increases but slows government debt, freeing savings for productive private investment. However, government spending is a massive source of US corporate profits. The short-run costs and long-run benefits may mismatch.

As **FIGURE 6** shows, US layoff announcements surged in February in a way that appears recessionary. About one-half of the monthly increase was driven by government job cuts. Yet thus far, “hard data” on US unemployment insurance claims do not show an economy-wide contraction even as claims in the D.C. region have surged. US jobs data for January and February show a modest drop in total hours worked and a tiny rise in the unemployment rate. But while slowing, overall US job growth averaging 138,000 in January/February is healthy.

FIGURE 6: US layoff announcements vs unemployment insurance claims

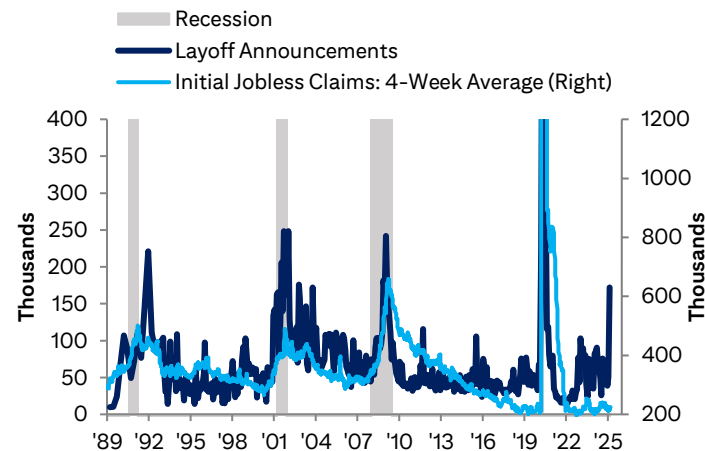
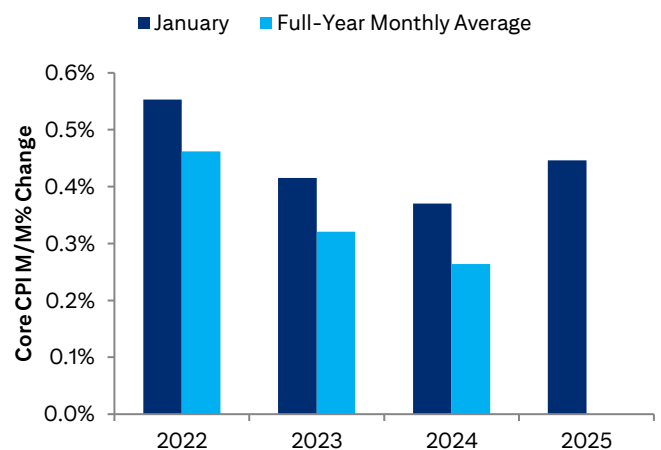


FIGURE 7: January inflation spikes vs the rest of the year



Source: Haver Analytics as of March 5, 2025. Indices are unmanaged. An investor cannot invest directly in an index. They are shown for illustrative purposes only and do not represent the performance of any specific investment. Index returns do not include any expenses, fees or sales charges, which would lower performance. Past performance is no guarantee of future results. Real results may vary.

US economic expansion hasn't been broken yet

As we've noted previously, business activity surveys have begun weakening. Uncertainty is surging. However, we don't believe the “fabric of confidence” has already been broken. The US administration has some scope to calibrate just how rapidly it wants to transform the US economy, a prospect that of course has some internal contradictions (please see [Investment Strategy Bulletin | US Trade Deficit, Market Cap Surplus](#)).

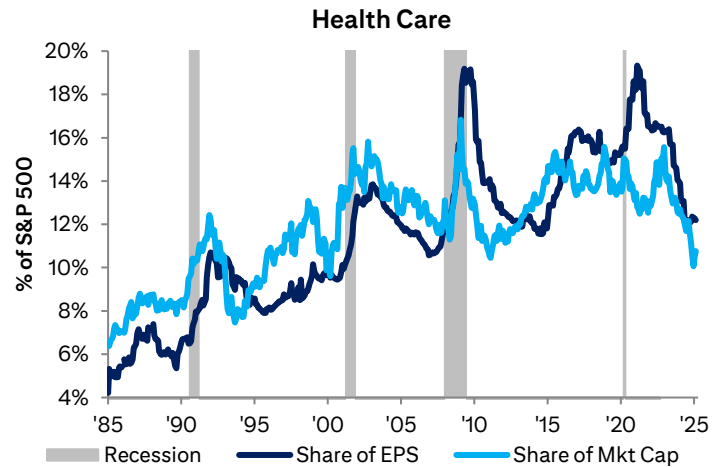
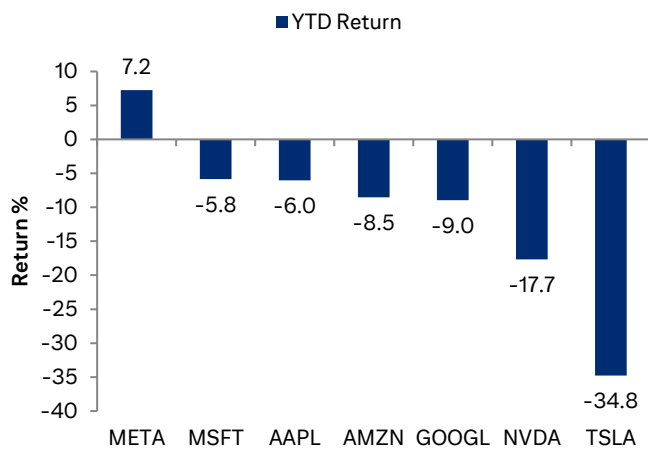
As we've written before, the inflation surge of January can't be blamed on tariffs. The three previous January CPI reports overstated the full-year impact (see **FIGURE 7**). But if large scale tariffs are indeed imposed, we would expect to see the bulk of the impact in sequential price measures during 2Q 2025, holding down the US economy through the first half of the year.

Financial markets attempt to move fast, discounting future events. At times, they misjudge. At times they are unfortunately reactive. But as the negative tariff and government spending consequences are now being digested, we

would not expect the entirety of 2025 to be an endless barrage of incrementally weaker news. We have built diversified global portfolios to mitigate negative events, even those driven by the world’s largest economy. We will continue to track the US policy news in real time and assess opportunities if and when the gloom becomes excessive (see FIGURES 8-10).

FIGURE 8: Only one of the Magnificent 7 is up YTD

FIGURE 9: Health care share of earnings and market cap



Source: Bloomberg as of March 6, 2025. Indices are unmanaged. An investor cannot invest directly in an index. They are shown for illustrative purposes only and do not represent the performance of any specific investment. Index returns do not include any expenses, fees or sales charges, which would lower performance. Past performance is no guarantee of future results. Real results may vary.

FIGURE 10: Economic positives and negatives from President Trump’s address to Congress

Positives	Negatives
Reduce wasteful federal spending	“Little disturbance...it won’t be much” from tariffs (no regard for retaliation)
Seek wealthy entrepreneur immigrants	Limit foreign competition
Use “gold card” proceeds to reduce debt	Produce in US without foreign component inputs
Reduce regulatory burdens	Cut government jobs, spending before private investment
Prevent tax increases	
Raise foreign investment in US	
Allow capital investment expensing	

Source: Citi Wealth Investments as of March 4, 2025. All forecasts are expressions of opinion and are subject to change without notice and are not intended to be a guarantee of future events.

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Upper medium grade (Strong)	A	A	A
Medium grade	Baa	BBB	BBB
Not Investment Grade			
Lower medium grade (somewhat speculative)	Ba	BB	BB
Low grade (speculative)	B	B	B
Poor quality (may default)	Caa	CCC	CCC
Most speculative	Ca	CC	CC
No interest being paid or bankruptcy petition filed	C	D	C
In default	C	D	D

¹ The ratings from Aa to Ca by Moody's may be modified by the addition of a 1, 2, or 3, to show relative standing within the category.

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- restrictions on transferring interests in the Fund;
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