

# Global Macro Demographics & Pensions: Investments & Risks

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### **Demographics: A Different Perspective**

#### WHAT IT CONNECTS TO & INFLUENCES

D: Discount rates, Debt

E: Economic Growth, Efficiency, Structure

M: Mortality

O: Organisation Behaviour, Structure

G: Geography, Geopolitics, Governance

R: Robotics, Real Estate

A: Asset Prices, Asset Allocation

P: People, Pensions, Politics

**H:** Heterogeneity, Households

I: Inflation, Inequality, Institutions

C: Consumers, Culture, Cities

**S:** Sustainability

#### WHO DOES IT PERTAIN TO?

All the "People" in the world and their characteristics. From an economic perspective, we restrict attention to them as "consumers and workers" in the world.

## It affects all Income Statements & Balance sheets in the world for

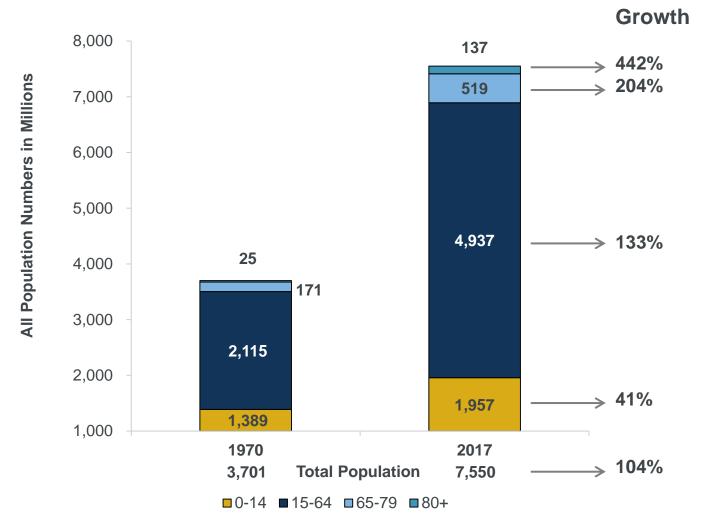
- Individuals
- Households
- Corporates
- Nations



Unless otherwise stated, all data sourced to "UN" is the most current data attributable to the United Nations Population Division. Data shown beyond 2015 is a UN projection.

### Super-old (80+) Age Group Fastest Growing

#### World Population: 1970 versus 2017



#### **Share of 80+ Population**

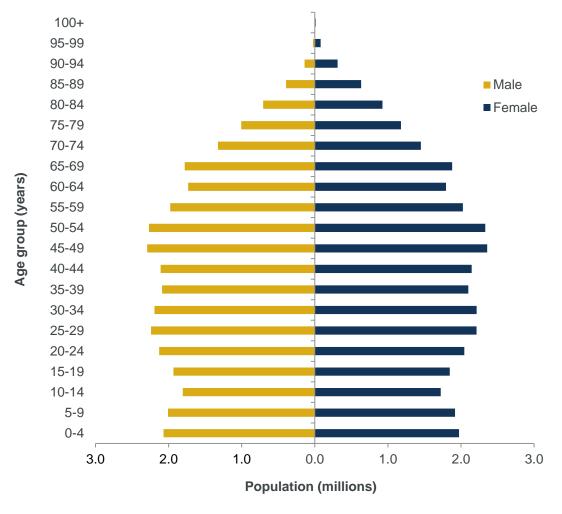
	1970 (%)	2017 (%)
UK	2	5
US	2	4
Germany	2	6
Japan	1	8
France	2	6
Italy	2	7



Source: UN, CS, SSGA Demographics

### Share of 20+, 60+, 80+ & 100+ age groups

#### **UK Population, 2015**



#### % of Total Population

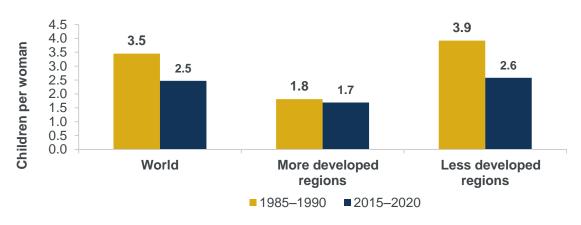
	Age group 20+	Age group 60+	Age group 80+	Age group 100+
UK	76.6	23.5	4.9	0.023
World	65.8	12.3	1.7	0.006

Source: UN, SSGA Demographics

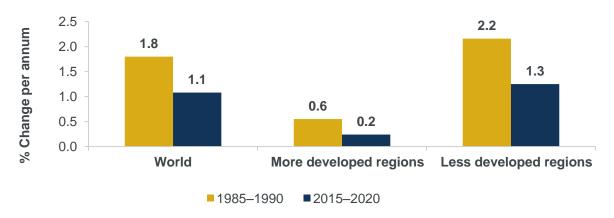


### Core Demographics: World, Less & More Developed

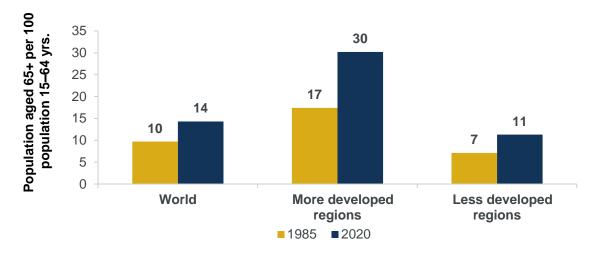
#### **Total Fertility Rate**



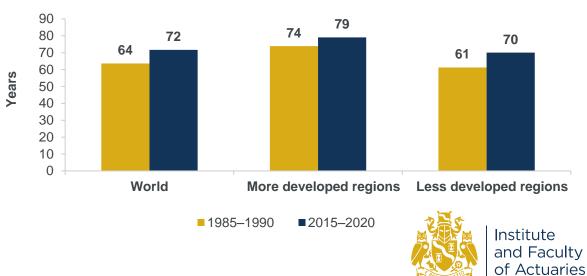
#### Population growth annual average



#### **Old Age Dependency Ratio**



#### Life Expectancy at Birth

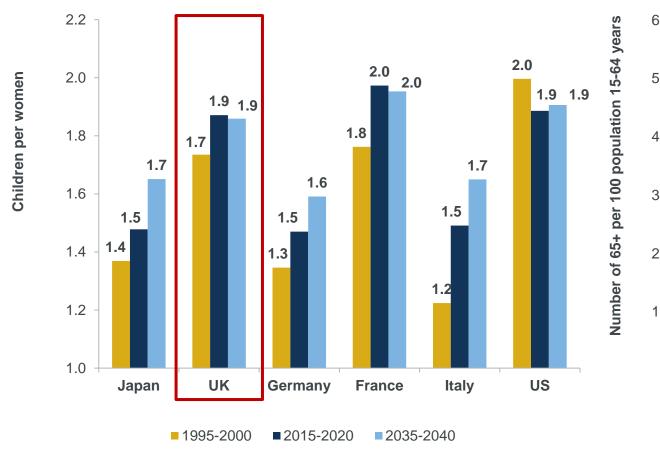


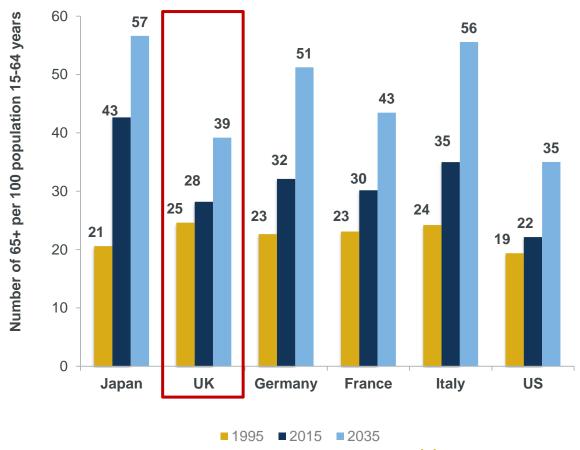
Source: UN, SSGA Demographics

### **Core Demographics: G6**

#### **Fertility Rate**

#### Old Age Dependency Ratio





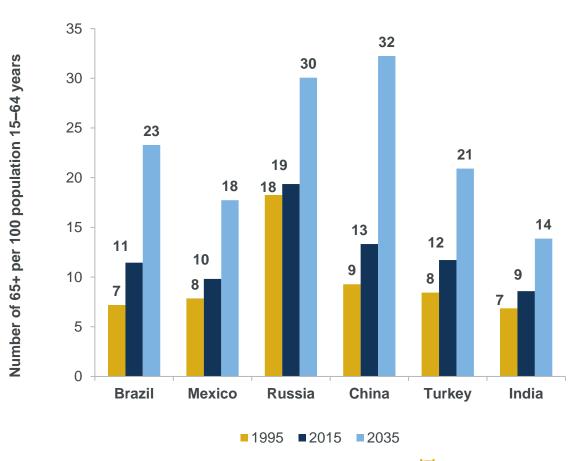


### **Core Demographics: EMG6**

#### **Fertility Rate**

#### 4.0 3.5 3.5 Children per women 3.0 2.9 2.6 2.5 2.5 2.3 2.1 2.0 2.0 2.0 1.9 1.8 1.7 1.7 1.5 1.0 **Brazil** Mexico Russia China **Turkey** India **1995-2000** ■2015-2020 2035-2040

#### **Old Age Dependency Ratio**





Source: UN, SSGA Demographics

### The Demographic Manifesto (2000)

Radical Policy Actions to mitigate the Ageing Time Bomb

- Abolish Mandatory retirement ages. Adopt Flexible retirement.
- Close gender gaps to better utilize female work potential
- Rethink & implement immigration policies
- Outsource and off-shore non-core jobs based on costs and benefits



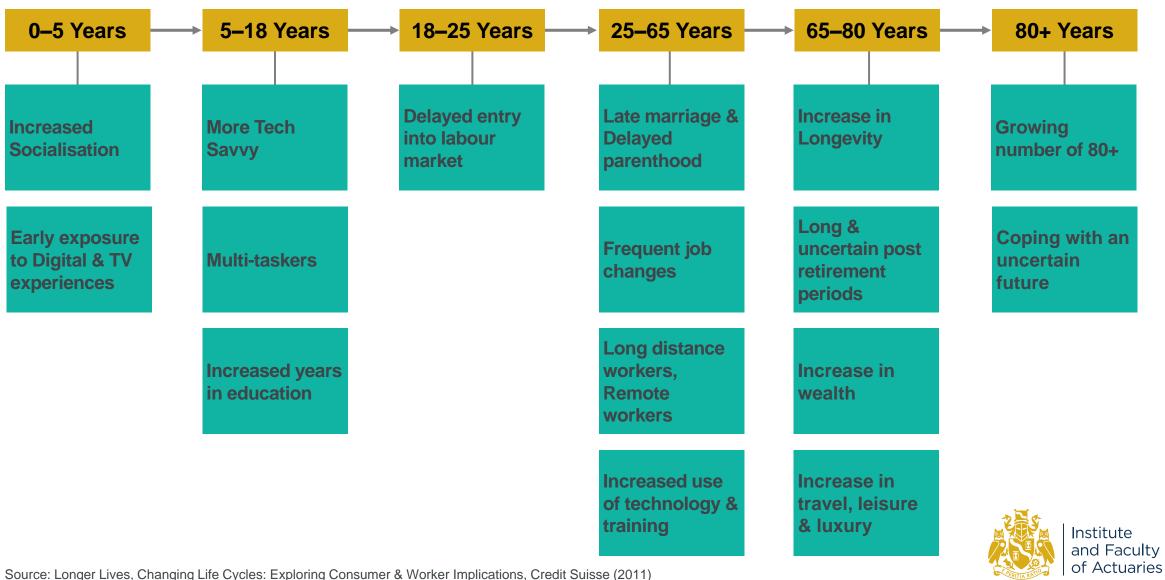
### Retirement Ages: Effective & Official (2016)

Retirement Age (Years)	Me	en	Wor	nen
<u> </u>	Effective	Official	Effective	Official
Korea	72.0	61.0	72.2	61.0
Mexico	71.6	65.0	67.5	65.0
Turkey	66.1	60.0	66.3	58.0
Japan	70.2	65.0	68.8	65.0
Switzerland	66.0	65.0	64.3	64.0
United States	66.8	66.0	65.4	66.0
United Kingdom	64.6	65.0	63.2	63.0
Italy	62.1	66.6	61.3	65.6
France	60.0	61.6	60.3	61.6
Germany	63.3	65.0	63.2	65.0

Red Cells: Effective retirement age > Official retirement age



### **Changing Life Cycles in a Changing World**



Source: Longer Lives, Changing Life Cycles: Exploring Consumer & Worker Implications, Credit Suisse (201

### **How Increasing Longevity Affects us All?**

Individuals & Families	<ul> <li>Challenge existing asset &amp; time allocation frameworks</li> <li>&amp; intergenerational dynamics</li> </ul>
Governments & Societies	<ul> <li>Policy changes in labour, education, health, pensions</li> <li>&amp; social benefits necessary</li> </ul>
Asset managers, pension funds, insurance cos., banks, SWFs etc.	<ul> <li>Re-assess frameworks &amp; assumptions.</li> <li>Develop new solutions for clients &amp; new approaches to understanding longevity.</li> </ul>

Significant change in thinking and mind-set needed



Source: IPE Pension Awards Speech (2013)

### **Demographic Components of GDP Growth**

# **Working-age Population Growth**

working-age population = population aged 15–64

# **Labour Productivity Growth**

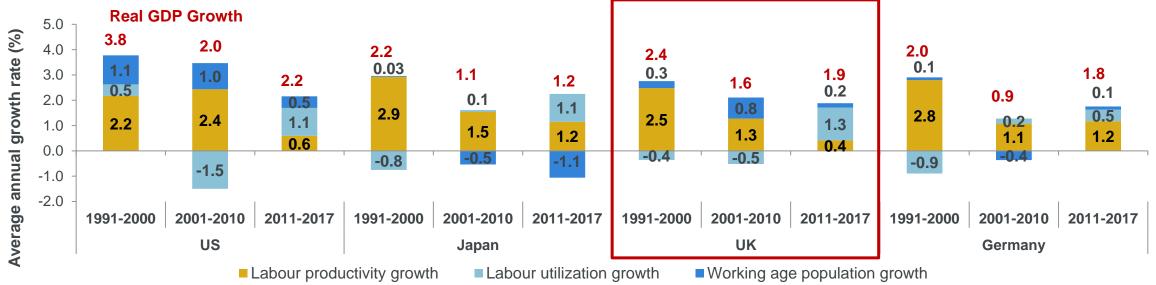
labour productivity = real GDP/hours worked

# **Labour Utilisation Growth**

labour utilisation = hours worked/working-age population

G6 GDP growth rate has fallen dramatically. Main cause is declining labour productivity growth.

#### **GDP** growth decomposition



Source: SSGA Demographics, GGDC, UN



#### **GDP Structure: Advanced Countries**

National Income Identity (expenditures method):  $C + G + I + (X - M) \equiv GDP$ C = Consumption, I = Investment, G = Government, X = Exports, M = Imports

#### **GDP Breakdown (% of GDP)**

	Nethe	Netherlands		gium	U	K
	1980	2015	1980	2015	1980	2015
Household Consumption	52.2	44.6	55.3	51.2	64.3	65.0
Government Consumption	23.0	25.3	22.7	23.9	20.8	19.4
Gross Capital Formation	23.7	19.3	26.6	23.2	20.2	17.6
Exports	50.8	82.5	49.6	82.9	26.0	27.2
Imports	49.6	71.7	52.7	81.3	23.9	29.3

	Gerr	Germany		IS	Ja <sub>l</sub>	oan
	1980	2015	1980	2015	1980	2015
Household Consumption	59.2	53.9	61.3	68.1	53	56.6
Government Consumption	20.7	19.2	15.9	14.4	14.4	19.9
Gross Capital Formation	27.0	19.2	23.3	20.3	33.8	23.9
Exports	18.7	46.8	9.8	12.6	13.4	17.6
Imports	23.3	39.2	10.3	15.4	14.6	18

Openness of an economy is measured by the sum of exports + imports as a ratio of GDP:

154% (Netherlands), 164% (Belgium), 56% (UK), 86% (Germany), 36% (Japan), 28% (US)

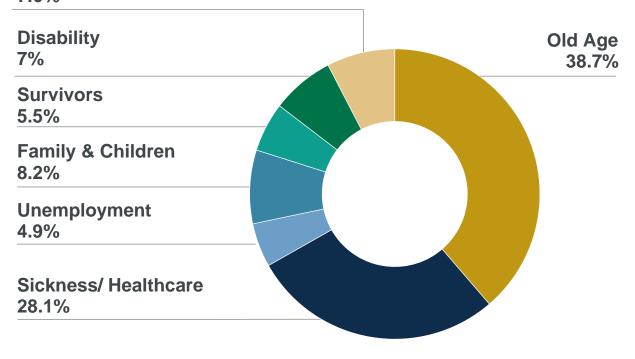


Source: World Bank, SSGA Demographics

### **Unsustainable Fiscal Strains (Ageing Related)**

EU28, 2014, % of total benefits





- In most EU countries, age related expenditures currently account for 20% + of GDP
- This is unsustainable currently and in future without radical reform



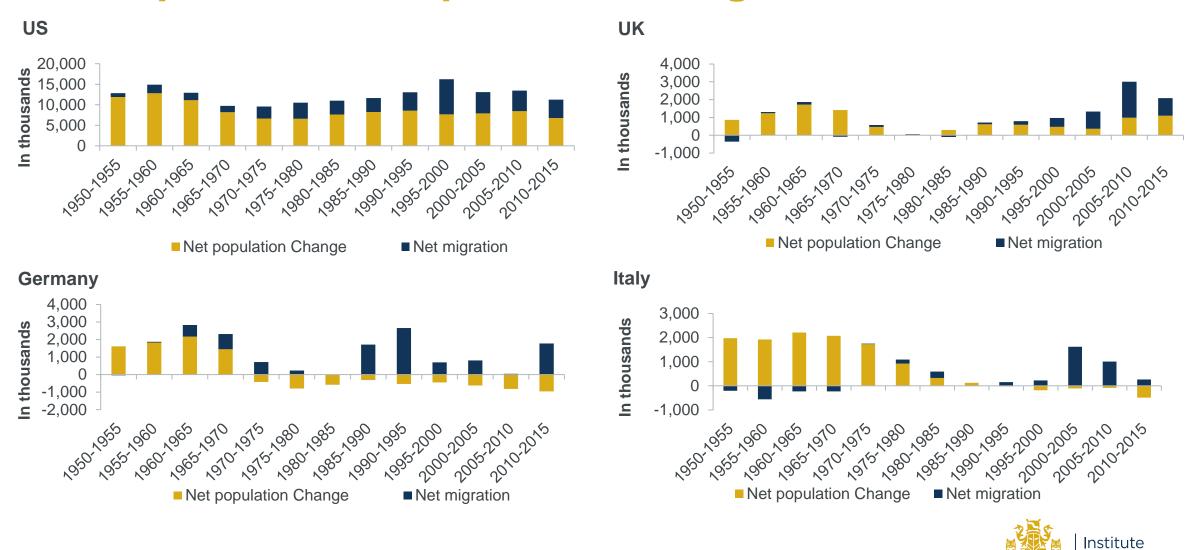
### EC Projections for Pensions, Health & LT Care: 2016–70

Country	Change	2016	2020	2020	2040	2050	2060	2070			
Country	2016–70	2016	2020	2030	2040	2050	2060	2070			
Public pensi	Public pensions, gross as % of GDP										
Germany	2.4	10.1	10.3	11.5	12.0	12.2	12.5	12.5			
France	-3.3	15.0	15.0	15.4	15.1	13.8	12.5	11.8			
Italy	-1.7	15.6	15.6	17.2	18.7	17.3	15.1	13.9			
UK	1.7	7.7	7.7	8.0	8.6	8.3	8.9	9.5			
EU28	-0.2	11.2	11.1	11.6	12.0	11.7	11.3	11.0			
Health care	spending as %	of GDP —	Baseline so	enario							
Germany	0.7	7.4	7.5	7.7	8.0	8.2	8.1	8.1			
France	0.5	7.9	8.0	8.2	8.4	8.4	8.4	8.3			
Italy	0.7	6.3	6.2	6.5	6.9	7.2	7.1	7.0			
UK	1.4	7.9	8.1	8.4	8.8	9.1	9.2	9.4			
EU28	0.9	6.8	6.9	7.2	7.4	7.6	7.7	7.7			
Long-term ca	are spending a	s % of GDP	— Baseline	e scenario							
Germany	0.6	1.3	1.5	1.7	1.8	2.0	2.0	1.9			
France	0.6	1.7	1.8	1.9	2.3	2.4	2.4	2.4			
Italy	1.2	1.7	1.8	2.0	2.3	2.8	3.1	3.0			
UK	1.3	1.5	1.6	1.8	2.1	2.4	2.6	2.8			
EU28	1.2	1.6	1.7	1.9	2.2	2.5	2.7	2.7			

Source: EC Ageing Report, SSGA Demographics

Institute and Faculty of Actuaries

### **Decomposition of Population Change**

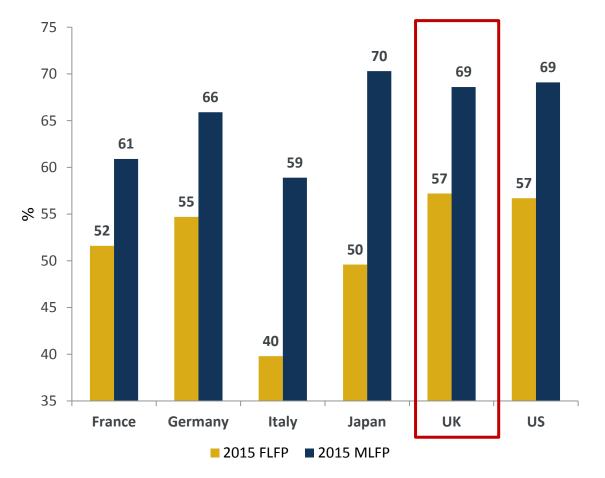


Source: UN, SSGA Demographics

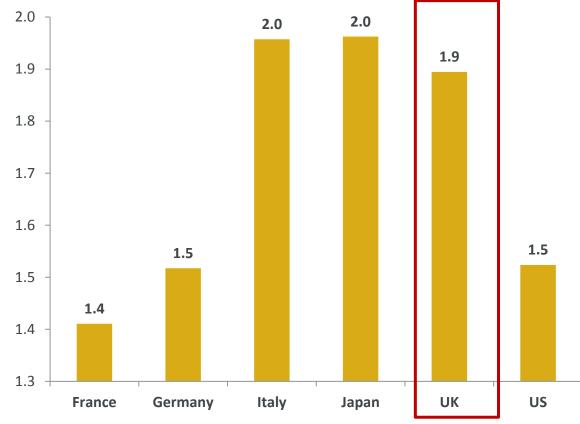
and Faculty of Actuaries

### Gender Differences: Participation & Income

#### **Gender Labour Participation Differences**



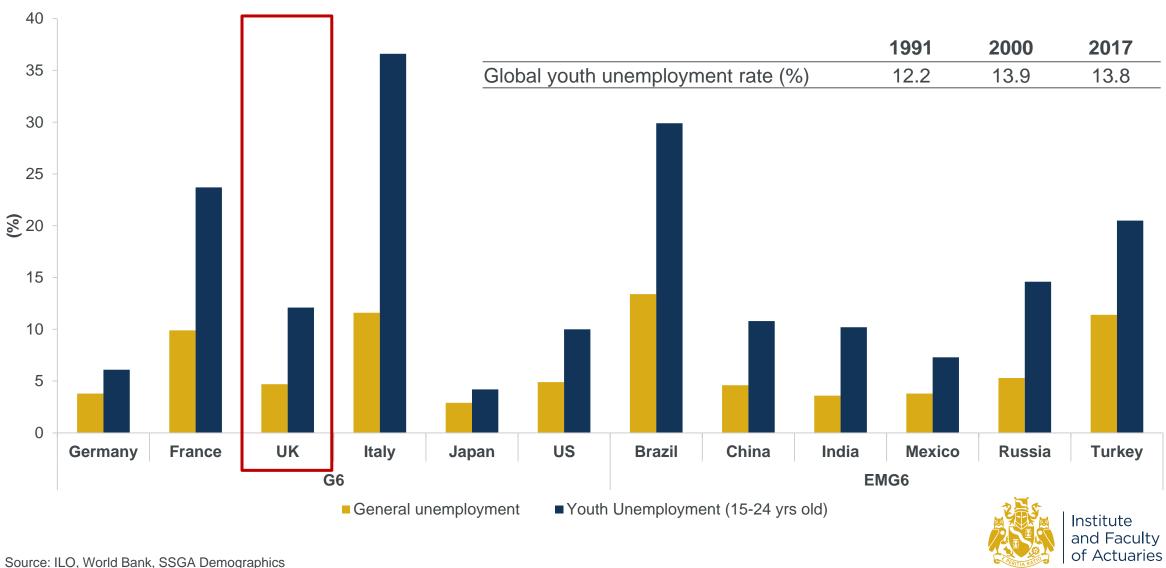
### Ratio of Male GNI per capita to female GNI per capita 2015 in 2011 PPP





Source: ILO, UN, SSGA Demographics

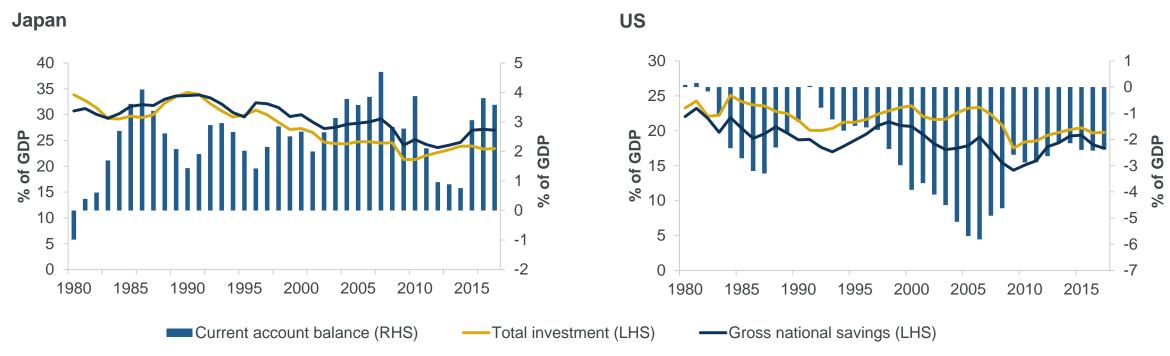
### **Rising Youth Unemployment**



### Demographics, Savings & Current Account

From National Income Identity: S = I + CA + (G - T)S = Private Saving, I = Investment, G = Government Expenditure, CA = X - M = Net Exports, T=Taxes

We find statistically strong links between **demographic variables** & aggregate saving, investment & **current account balance** 

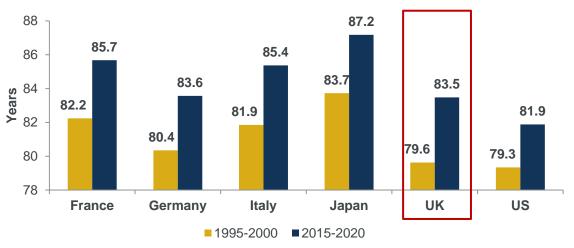




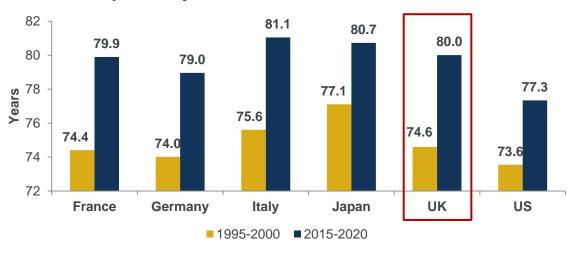
Source: IMF, SSGA Demographics

### Life Expectancy at Birth and at Age 60

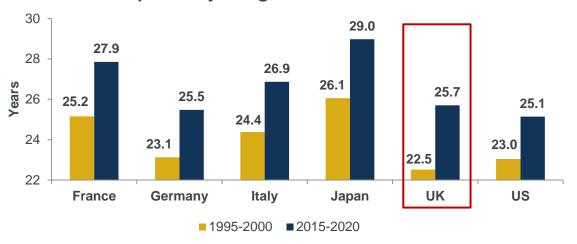
#### **Female Life Expectancy at Birth**



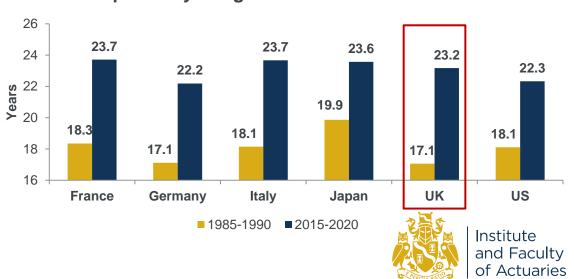
#### Male Life Expectancy at Birth



#### Female Life Expectancy at Age 60



#### Male Life Expectancy at Age 60

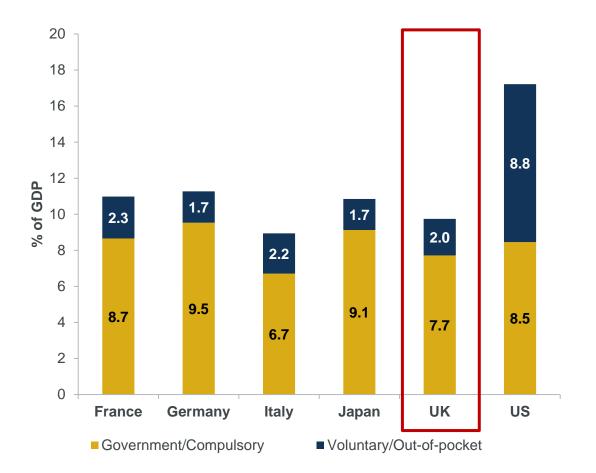


Source: UN, SSGA Demographics

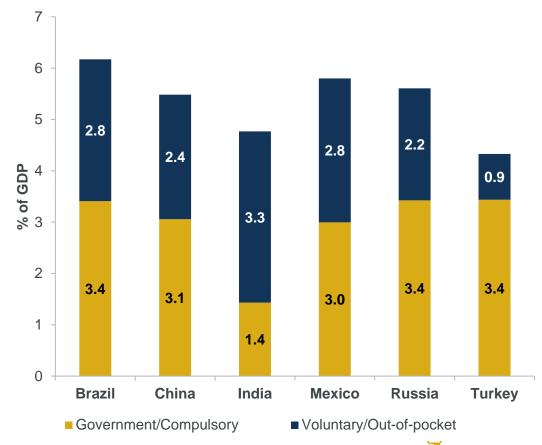
### **Health Expenditures**

G6 Health Expenditures as % of GDP, 2016

Source: OECD, SSGA Demographics



### EMG6 Health Expenditure as % of GDP, 2016 or nearest year



Brazil data relates to 2013. Russia data relates to 2015. China and India's data relates to 2014.



### Pension Indicators, Average Male Earners (2016)

22.1

UK

US

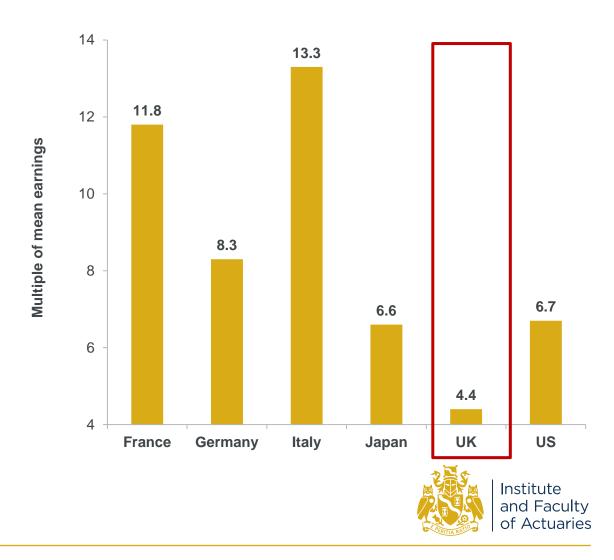
#### **G6:** Gross pension replacement rates

83.1 80 -70 -60.5 60 -50 -40 -38.2 34.6

Italy

Japan

#### **G6:** Gross pension wealth



Source: OECD, SSGA Demographics

**France** 

Germany

30

### **Demographics & Monetary Policy**

My view since 2005

**Effects of Interest Rates:** 

The **young**: Long on human capital & short on assets

The **old**: Long on assets & short on human capital

Monetary policy impact is different based on relative fractions of

young & old

**Credit Restrictions** 

The more people in the latter parts of their working lives and in retirement and the fewer the young workers — the less important are credit constraints



### **Demographics & Asset Pricing Fundamentals**

Research has shown demographics to affect the following which are fundamentals of asset prices.

- GDP growth
- Inflation
- Sovereign Spreads
- Sovereign Ratings
- Long-term interest rates
- Equity premia
- Credit spreads
- Real Estate

Therefore it is essential to understand the dynamics of both behaviour and fundamentals in asset allocation.

### **Sectors Demographically Advantaged**

Changing consumers and workers in a global and technologically advancing world. Not just people numbers, but groups and behaviours impact these sectors.

**INFRASTRUCTURE** 

NATURAL RESOURCES

**LEISURE & LUXURY** 

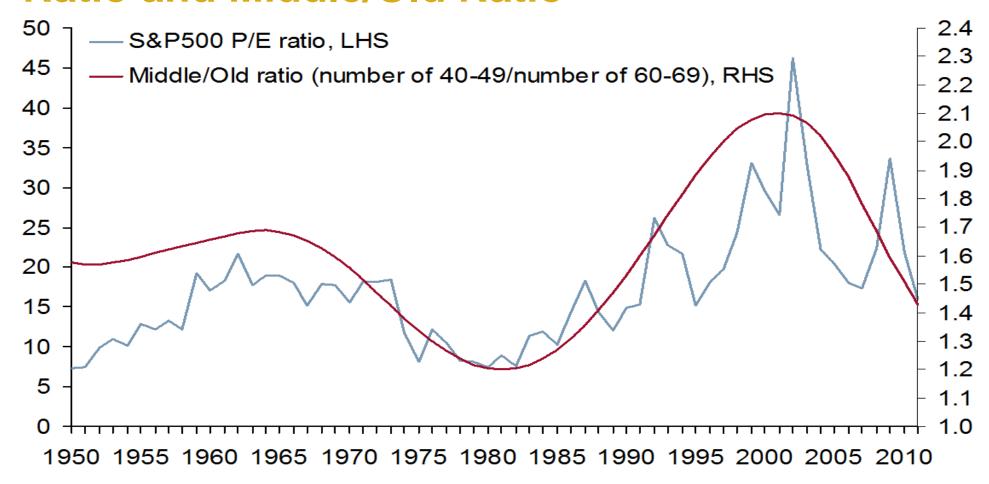
**EMERGING MARKETS** 

PHARMA & BIOTECH

**FINANCIAL SERVICES** 



# Misapplication of Demographics? US: S&P 500 P/E Ratio and Middle/Old Ratio



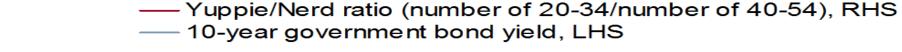
Weak correlation for France, Germany and Japan when this framework is applied.

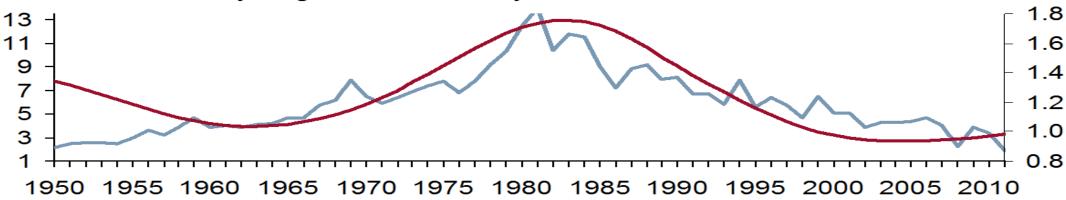


Source: UN, Online Data Robert Shiller, CS

### **Demographics & Interest Rates**

US: Yuppie/Nerd ratio & nominal 10-year government bond yield





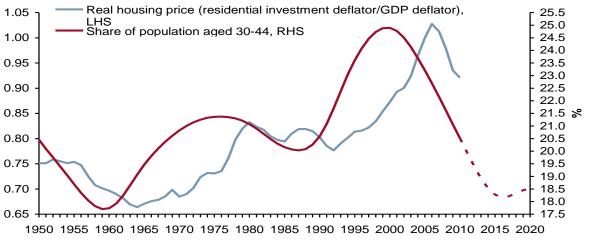
Correlation between Yuppie/Nerd ratio & nominal 10-year government bond yield

	US	UK	Japan	France	Germany
Time period	1950–2011	1958–2011	1972–2011	1950–2011	1950–2011
Correlation	0.8	0.81	0.57	0.83	0.69

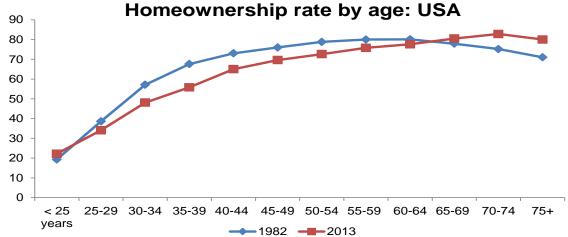


### Housing & Population Share (30–44 years)

#### Real housing price & share of population aged 30-44, US



Real housing price is the residential investment deflator divided by the GDP deflator





Source: Bureau of Economic Analysis, US Census Bureau UN, CS

### **Population Density & Water/Sanitation Access**

### (%) of Population with Access to Improved Sanitation Facilities

	Ru	ıral	Urban		
	1990	2015	1990	2015	
Brazil	31.0	51.5	79.1	88.0	
China	40.2	63.7	67.8	86.6	
India	5.6	28.5	49.3	62.6	
Mexico	34.5	74.5	78.9	88.0	
Russia	58.3	58.7	77.9	77.0	
Turkey	63.8	85.5	96.1	98.3	

#### (%) of Population with Access to Improved Water Source

(70)							
	Ru	ıral	Urban				
	1990 2015		1990	2015			
Brazil	67.7	87.0	95.8	100.0			
China	56.1	93.0	97.0	97.5			
India	64.2	92.6	88.9	97.1			
Mexico	59.4	92.1	91.5	97.2			
Russia	81.6	91.2	97.8	98.9			
Turkey	74.7	100.0	94.2	100.0			

Population Density (People Per Sq. Km)						
	1985	2016				
Japan	331.2	348.4				
UK	233.7	271.3				
France	103.7	122.2				
Italy	192.4	206.0				
Germany	222.5	236.9				
US	26.0	35.3				
Canada	2.9	4.0				
Brazil	16.2	24.8				
China	112.0	146.9				
India	262.9	445.4				
Mexico	39.8	65.6				
Russia	8.8	8.8				
Turkey	63.8	103.3				



Source: World Bank, SSGA Demographics

#### Pension Fund Asset Allocation Trends: 2017 versus 2001

	2001			2017				
	Equities (%)	Bonds (%)	Cash (%)	Other (%)	Equities (%)	Bonds (%)	Cash (%)	Other (%)
Australia	62	19	5	14	49	14	15	22
Canada	62	26	2	10	45	31	2	22
Japan	52	46	0	2	30	56	4	10
Netherlands	44	44	11	1	33	50	0	17
Switzerland	36	35	20	9	33	34	4	28
UK	67	18	5	10	47	35	2	16
US	65	28	2	5	50	21	2	28

2017

#### DB — DC Asset Split (2017 versus 2001)\*

	2001		2017		
	DC (%)	DB (%)	DC (%)	DB (%)	
Australia	83	17	87	13	
Canada	3	97	5	95	
Japan	0	100	4	96	
Netherlands	2	98	6	94	
UK	8	92	19	81	
US	52	48	60	40	

2004

<sup>\*</sup> DC assets in Switzerland are cash balance plans and are excluded from the analysis



Source: Willis Towers Watson (2018)

### **Factors Influencing Longevity**

Robert Fogel (2005): Physiology of aging over life cycles of 3 cohorts:

Civil War cohort (1838–1845): Short lives with common disabilities at young ages, prone to malnutrition and exposed to severe diseases

World War II cohort (1920 and 1930): Fewer died as infants, most lived past age 60 without severe chronic diseases

Cohort born between 1980 and 1990: 50–50 chance of living to age 100

#### Heterogeneity of longevity depends on:

Social economic status (education, occupation, income level)

Gender, marital status, nutrition

Living environment (climate, pollution, sanitation, population density)

Physiological factors

Life style, diet



Source: R. Fogel (2005), 'Changes in the Physiology of Aging During the Twentieth Century', NBER Working paper 11233

#### An "Asset Allocation Puzzle"

	•	Ratio of Bonds to		
<b>Advisor and Investor Type</b>	Cash	<b>Bonds</b>	Stocks	Stocks
Fidelity				
Conservative	50	30	20	1.5
Moderate	20	40	40	1
Aggressive	5	30	65	0.46
Merrill Lynch				
Conservative	20	35	45	0.78
Moderate	5	40	55	0.73
Aggressive	5	20	75	0.27
Jane Bryant Quinn				
Conservative	50	30	20	1.5
Moderate	10	40	50	0.8
Aggressive	0	0	100	0
New York Times				
Conservative	20	40	40	1
Moderate	10	30	60	0.5
Aggressive	0	20	80	0.25

In a 1997 study, 4 financial advisors provided asset allocation recommendations for different types of investors — conservative, moderate and aggressive

Their advice on the ratio of bonds to stocks varied with investor-type. This is contrary to Markowitz and was considered a puzzle by the authors



Source: Mankiw et al (1997)

# Development, Governance, Corruption & Gender Balance Indicators

Countries	Human Development Index Score (%)	Human Development Index Rank	Gender Gap Index Score (%)	Gender Gap Index Rank	Corruption Perception Index Score	Corruption Perception Index Rank	Sustainability	Percentile Rank
Norway	94.9	1	83.0	2	85	6	1.17	91.4
Switzerland	93.9	2	75.5	21	86	5	1.32	95.7
Germany	92.6	4	77.8	12	81	10	0.76	71.0
Netherlands	92.4	7	73.7	32	83	8	0.89	77.6
Iceland	92.1	9	87.8	1	78	14	1.33	96.2
US	92.0	10	71.8	49	74	18	0.35	58.6
Canada	92.0	10	76.9	16	82	9	1.24	93.3
Sweden	91.3	14	81.6	5	88	4	0.98	82.4
UK	91.0	16	77.0	15	81	10	0.38	59.0
Japan	90.3	17	65.7	114	72	20	1.01	86.2
France	89.7	21	77.8	11	69	23	-0.06	44.3
Finland	89.5	23	82.3	3	89	3	0.96	81.0
Italy	88.7	26	69.2	82	47	60	0.35	58.1
Saudi Arabia	84.7	38	58.4	138	46	62	-0.50	28.6
UAE	84.0	42	64.9	120	66	24	0.44	61.0
Russia	80.4	49	69.6	71	29	131	-0.89	16.7
Turkey	76.7	71	62.5	131	41	75	-2.00	5.7
Mexico	76.2	77	69.2	81	30	123	-0.77	20.0
Brazil	75.4	79	68.4	90	40	79	-0.45	30.0
China	73.8	90	67.4	100	40	79	-0.52	27.1
India	62.4	131	66.9	108	40	79	-0.95	14.3



Source: WB, WEF, UN, TI, SSGA Demographics

#### **Conclusions**

Changing behaviour of consumers and workers is rendering many old models invalid.

Understanding of behaviour alongside market and economic factors will be key to good policy.

Macro fundamentals (growth, inflation, public debt) are affected by underlying demographics

Demographics affects equity premia, sovereign spreads, sovereign ratings, term premia and therefore has implications for asset allocation

Pensions strategic asset allocation must holistically take into account the macro drivers of inflation risk, interest rate risk, longevity risk and market risk

The social implications of demographics are now being captured by the Sustainable Development Goals at a macro-policy level and ESG at the micro investments level.

### **Biography**



#### Amlan Roy, PhD

Dr. Amlan Roy is the Global Chief Retirement Strategist and Senior Managing Director at SSGA since April 2017. He is an experienced Global Macro Researcher specializing in Demographics & Pensions related to Economics, Investments and Public Policy. He highlights structural issues related to gender disparity, youth unemployment, system risks due to policy interactions with ALM & SAA. He is a Senior Research Associate at LSE and Guest Finance Professor at LBS.

Prior to joining SSGA, he was Head of Global Demographics & Pensions Research and Managing Director at Credit Suisse having joined there in 1998. At Credit Suisse, Amlan was a client facing Researcher presenting to clients in 25+ countries and speaking at 60+ global conferences/events. In a prior role he developed global risk and asset allocation models serving as an international expert on Financial System Architecture.

His big-picture macro strategic research in Global Demographics & Pensions is used by policy makers and investors and draws on the fields of Macroeconomics, Portfolio Theory, Behavioral Economics, Statistics, Derivatives and Econometrics.

Prior to joining Credit Suisse, he spent over a decade in academia with a distinguished teaching career in the US and the UK. He was UK ESRC Research Fellow, Ponders Fellow a Boston University Doctoral Scholar and a Government of India National Scholar. Amlan has a PhD and an MA in Financial Economics from the University of Iowa, an MBA from Indian Institute of Management Ahmedabad and a BA Honours in Economics from St. Stephen's College, University of Delhi.



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## Questions

Comments

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