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14 Discount rate in Spain: main parameters
1. **Russia-Ukraine conflict**: The negative shock of the start of the conflict in Ukraine derived in a sharp decline in financial markets.

2. **Bond yields increase** and tightening monetary policy worldwide as inflation soars, led to a decline in Equity markets.

3. **Soft landing scenario**: Investors started to discard worst case scenarios given resilience of certain macroeconomics indicators.

4. **Steady rise**: Stock indices kept rising during Q2 2023 driven by still positive financial and macroeconomic outlook, lower inflation and a decrease in risk aversion. Technology and AI companies have been pushing US stock indices up, creating a dual performance in S&P 500 (Tech vs. Non-tech).
Through 2022, deteriorating PMIs led Ibex, Euro STOXX and S&P down due to lower expectations of activity and cash flows.

Services expectations initially had deteriorated less than Industrials, due to Ukraine conflict effects more significant for industrials, even with higher CPI and weaker consumer spending.

Q4 2022 and Q1 2023 PMIs in Europe showed some growth from the lows in Q3 2022, pushing stocks up.

As of Q2 2023 the PMI upward trend is reversed in Spain and Europe, even though the PMI services still maintains its level above 50. The industrial PMI still lags behind mainly due to negative shock of energy prices and interest rates hike. US PMI global fell into contraction zone during 2022, and generalized downward trend continues in Q2 2023.
From January 2022 onwards, the Indices fell while the total earnings and EPS increased in Spain and Europe. Therefore, the Indices fall was mainly driven by an increase in expected total market risk and return.

A worsening of the macroeconomic outlook started to be reflected in analysts’ forecasts during H2 2022, mainly in the US, determining lower expectations in total earning and EPS, due to higher OPEX and financial costs, which is still reflected by Q1 2023.

As of Q2 2023, Spanish NFY earnings and NFY+1 earnings show an increase, specially NFY+1, whereas in Europe expectations are shown more conservative. In general terms, it seems that long-term earning expectations are once again higher than short-term expectations as analysts might expect improved business margins in the mid-term.
In 2021, the Indices’ performances were driven by an accommodative monetary policy. Government bond yields remained stable at historic low levels, keeping the Cost of Capital also below historical averages.

From Q4 2021 onwards, as inflation sharply increased, the monetary policy changed becoming more restrictive and government bond yields soared, increasing the Cost of Capital and pushing Equity indices down.

During 2023, government bond yields remained steady and Equity indices have been pushed upwards, leading to a greater gap among fixed income and Equity indices, showing a lower Equity Risk Premium.

The lack of certainty regarding the closing in on end of rate hiking cycle by central banks is leading to a lateral trend in bond yields, while Equity Indices keep soaring.
Increasing yield trend established in Europe since the beginning of 2022 has led to government bond yields aligned with historical series before Quantitative Easing era (2014) since they are no longer backed by the Bank of England and the European Central Bank’s expansive monetary policy.

The countries closest to Ukraine were more affected than the others increasing the country risk premium. However, by Q2 2023 a declining trend took place and now convergence is more significant.

Following the increase in LATAM EMBIS in 2022 due to the strength of USD and higher interest rates in the US, EMBIS have gone down in 2023 after lower CPI expectations in the US and less restrictive monetary policy.
During 2022, CPI (YoY%) sharply increased both in Europe and US as a result of different factors such as shortage of supply, increase in commodities prices, high levels of liquidity in the market, etc.

The increase in CPI involves an outstanding increase in Euribor and long-term swap yield curves, among other effects. During Q4 2022, the Spanish spread between CPI and Euribor yield curves began to decline, as well as in the US.

As of Q2 2023, both the US CPI and the Spanish CPI have completely converge to the base borrowing rate, obtaining intereses rates closer to zero or even positive in real terms, as is the case in Spain. Although the European CPI still lags behind, a downward trend is perceived, getting closer to the Euribor - 10 year.
European Central Bank’s main goal is price stability. Therefore, monetary policy measures are set to comply with inflation at 2% target.

Historically, there has been a fluctuation around 2% of long-term inflation expectations in the European zone, as seen in the above chart.

As of Q2 2021, long-term inflation expectations trended upwards, reaching 2% and above in Q2 2022, due to the reasons discussed in previous slides.

Accordingly, perpetual growth rates considered in most companies’ business plans are expected to be affected by a significant increase in long-term inflation expectations.

Despite the steady rise experienced by long-term inflation expectations from early 2021, a stabilization and a convergence towards 2.0% can be appreciated during 2023.
Events such as the Covid pandemic or the Russia-Ukraine conflict bring uncertainty to the financial markets, triggering a widening spread effect between investment-grade and high-yield bonds.

As shown in the charts, this is more marked in Europe than in the US, due to the lower liquidity of European debt market compared to the US market.

- During Q4 2022, high yield corporate bonds’ spread has returned to normalized yield levels due to:
  - Liquidity: European Market is characterized by less liquidity than US market, resulting in higher volatility.
  - Re-rating effect: the companies in this tranche that were affected by the poor macroeconomic situation were downgraded to lower ratings, reducing the spread of B corporate bond over investment grade yields.

During late 2022 and 2023, B rated yields returned to normalized levels, although still affected by the increase in volatility experienced this year (e. g. bank turmoil).
As shown in the charts, there is a tight inverse correlation between the VIX and the Indices trends.

- The increase in volatility implies a higher required return for holding equities vs risk-free assets.
- The VIX is the standard measure of volatility risk for investors in the U.S. stock market. It is often considered a way to measure market sentiment and in particular the degree of fear among market participants.
- During Q2 2023, the steady decrease in the VIX pushed Equity indices upwards.

Note: VIX - Chicago Board Options Exchange Volatility Index
> The market capitalization of majority of sectors has declined since the beginning of 2022 both in Spain, and in the Euro area.

> As of Q2 2023, sectors in Spain such as Energy and Financial services show resilience due to the rise in energy prices and the increase in base interest rates, respectively. The rest of the sectors still remain below the beginning of 2022, except Consumer Discretionary sector with an extraordinary increase observed in this last quarter.

> In Europe, however, by Q2 2023 most of the sectors show convergence towards the early 2022. Highlighting the Healthcare and Energy sector throughout the whole period.

> As observed, the decline of the Real Estate sector remains in Europe as a consequence of high interest rates, a decline that is also happening in Spain as of Q2 2023.
Breakdown by industries - Multiples EV/EBITDA LTM\(^1\) (Weighted Avg. based on Market Cap.)

Note: 'LTM - Last twelve months

Financial services not included.

Source: Capital IQ

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**A | Madrid Ibex 35**

<table>
<thead>
<tr>
<th>Industries with Higher Multiples</th>
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<tbody>
<tr>
<td>Basic materials, industry and construction</td>
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<tr>
<td>Real estate</td>
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<tr>
<td>Pharmaceuticals</td>
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<td>IT and Communication services</td>
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<tr>
<td>Energy and utilities</td>
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<td>Consumer discretionary</td>
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Source: Capital IQ

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**B | Euro STOXX 50**

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<tr>
<th>Industries with Higher Multiples</th>
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<tr>
<td>IT and Communication services</td>
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<tr>
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<td>Energy and utilities</td>
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<tr>
<td>Health Care</td>
</tr>
<tr>
<td>Industrials, Construction and Materials</td>
</tr>
</tbody>
</table>

Source: Capital IQ

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\(^1\) LTM - Last twelve months
Breakdown by industries - Debt Capital Structure (Weighted Avg. based on Market Cap.)

**A | Madrid Ibex 35**

**Industries with Higher Debt Capital Structure**

- Energy and utilities
- Real estate
- IT and Communication services
- Pharmaceuticals

**Industries with Lower Debt Capital Structure**

- Basic materials, industry and construction
- Consumer discretionary

**Source:** Capital IQ

**Note:** Financial services not included.

**B | Euro STOXX 50**

**Industries with Higher Debt Capital Structure**

- Health Care
- Real Estate
- Energy and utilities

- 76%
- 25%
- 24%

**Industries with Lower Debt Capital Structure**

- Consumer discretionary
- IT and Communication services
- Industrials, Construction and Materials
- Consumer staples

- 22%
- 14%
- 13%
- 1%

**Source:** Capital IQ

**Note:** ‘Debt Capital Structure - Net debt to total EV (Market Cap. + Net Debt)’

**Source:** EY Market essentials | Reliance Restricted
Breakdown by industries - Equity Beta (Weighted Avg. based on Market Cap.)

Financial services not included.

Note: 'Equity Beta - Levered Beta'
Discount rate in Spain: main parameters Q2 2023

- Components of Total Market Return as of 30 June 2023 are now experiencing a decline since March 2023. This is mainly driven by the decrease of ERP by 25 bps, which offsets the increase in the Risk Free by 12 bps, resulting in a slightly lower Total Market Return as of 30 June 2023.
- Base Borrowing Rate (Euribor 10Y SWAP) has increased 7 pbs since March 2023.
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