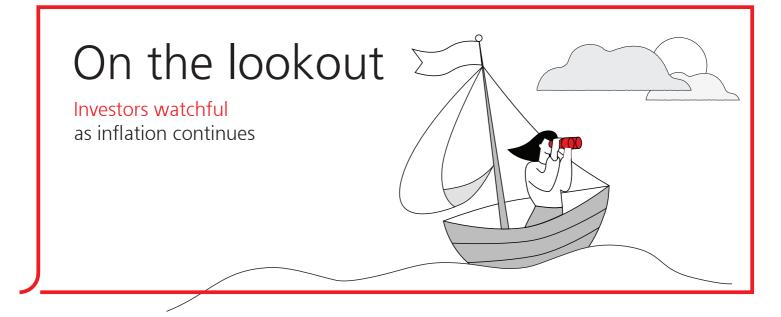
# **UBS** Investor Sentiment



# **Key findings**

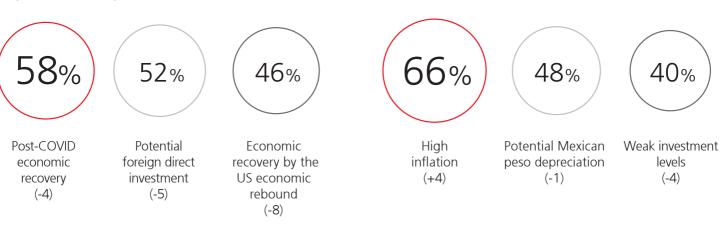
**Inflation** | Investors concerned about the value of their cash

**Volatility** | Investors remain optimistic due to things returning

**Opportunities** | Investors interested in tech disruption and alternative investments (e.g., Private Markets)

# Sentiment

Top sources of optimism ...

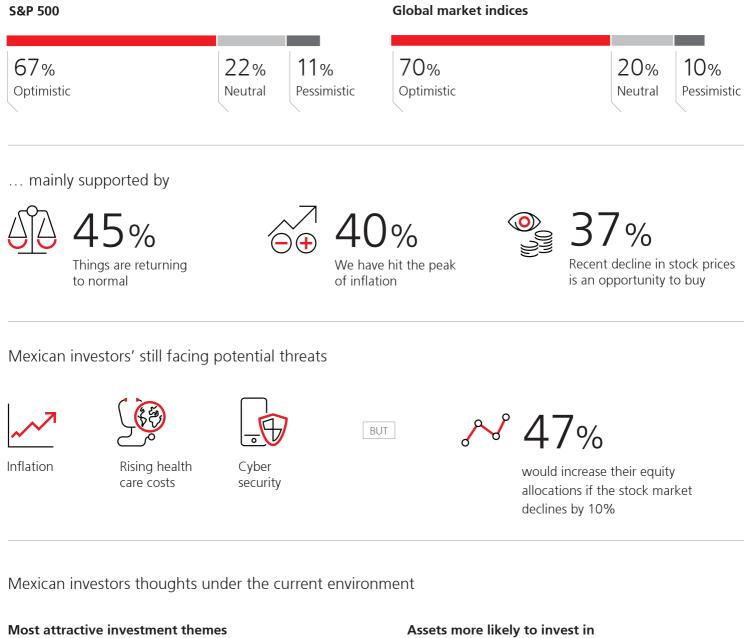


... and concern



# **Market outlook**

Despite current market volatility, investment outlook remains positive among Mexican investors ... (next 6 months)

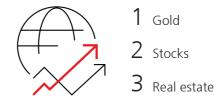




74% Sustainable Investing (SI)

71% Financial services

71% Real estate



### **Cash and equivalents**

Mexican investors reduce their cash allocations

23% Average amount of cash held in portfolios* (-5)	<b>Reasons for holding cash</b> 50% Emergency fund (+4)	<b>41%</b> Waiting to buy on a market downturn (+1)	37% Waiting for the right investment opportunity (-16)
*Cash and equivalents (money market funds)	Top concern regarding their current level of cash 66% Impact of inflation on its real value of cash (+8) Main economic impacts due to inflation		
	62%	55%	55%
	Day-to-day spending	Education costs	Health care costs

Many Mexican investors are planning to buy a primary home within the next 12 months

34% Planning it	36% Considering it					
Ways most are likely to finance their potential home purchase*						
B6% Security-backed loan (SBL) Use it for	<b>79%</b>	Mortgage Which refinance type?				
47% Investment opportunity 45% Real estate 30% Debt consolidation		<ul> <li>53% Cash out refinance (replace existing mortgage with a larger loan)</li> <li>45% Rate and term refinance (replace existing mortgage with a new one with new terms)</li> </ul>				
* As a primary/additional source		,				

Investors would consider alternatives to borrowing in higher-rate environment

1 Tapping into cash reserves

2 Selling investments

3 Adjusting plans to delay the need for funds

#### **Opportunities**

Investors looking for advice and interested in investment strategies

95%

"I want more guidance than usual from my Client Advisor during times like this."

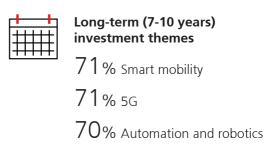


Investment strategies in next 6 months

78% Position for era of security (e.g., energy security, Greentech)

77% Build up portfolio hedges (e.g., quality income stocks)

76% Diversify using alternatives



Mexicans consider increasing their private equity allocations

58%

Investors have funds allocated to private markets



40% Plan to further increase it

#### Those who are not yet allocated





See better opportunities in other investments

See it as too risky

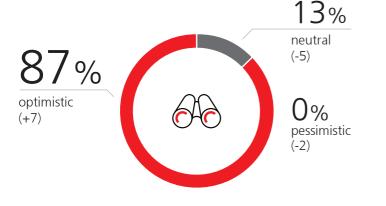


Do not think it is necessary for their financial plan

#### **Business owners**

Mexican business owners' sentiment increases

Business outlook (next 12 months)



Top concerns

66% Wage inflation

64%

Geopolitical instability

63%

Increased regulations Investment priorities for business (next 6 months)

52% Improving sustainability

50% Infrastructure/remote working

49% IT spending

Is your portfolio ready to turn the corner? Talk to your UBS Advisor.

#### About the survey

UBS surveyed 150 investors and 51 business owners in Mexico with at least \$1M in investable assets (for investors) or at least \$1M in annual revenue and at least one employee other than themselves (for business owners), from June 29 - July 15. For the 1Q22 results, UBS surveyed 150 investors and 50 businessowners in Mexico, from March 30 - April 14.

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