

## USD200bn trade deal on the table

Buried in the newswires behind Trump's skepticism for a deal, is a story of a \$200bn trade deal offered by China



### Is this for real?

According to newswires, China has offered the US a trade deal worth the demanded \$200bn on greater purchases of US goods (the bilateral deficit of China with the US is about \$350bn). The source quoted is an unnamed Trump Administration official.

This revelation comes in a week where China's Vice Premier, Liu He is in Washington for trade talks.

We aren't popping any champagne corks yet. This story has yet to be confirmed by other sources. The US has not yet said it accepts. We do not know the details. But it is a huge deal if so.

Moreover, it counters the downplaying of expectations for the talks by the US President himself, who said that that he didn't see much hope for the ongoing US-China trade talks ("Will that be successful? I tend to doubt it" - Trump). Larry Kudlow, Trump's Economic Adviser, has already described the talks as "difficult". And there were ongoing problems surrounding the participation of trade-hawk, Peter Navarro too.

So if talks succeed, what next. Well, I suppose that tariffs will not be imposed - at least on this front, there are many other trade spats going on, some of them including the EU. Trump described

both China and the EU as "spoiled". The EU for its part is looking to impose retaliatory tariffs if the US imposes steel and Aluminium tariffs, saying that it refuses to negotiate "with a knife at its throat".

If a deal is done, then it is obviously good news for:

- 1) World trade, obviously and;
- 2) by extension, world GDP growth (the two are intricately related);
- 3) Global price inflation should remain contained - tariff measures will not have to be absorbed in margins, and;
- 4) to the extent that this could have happened, the counterfactual is stronger corporate profits so that;
- 5) World stock valuations will be supported;
- 6) Where bond yields go is indeterminate in this thought process, but first higher on rising optimism and growth expectations seems a reasonable guess;
- 7) Which currency will respond best? This is a much tougher call which needs more thinking about. I'm sure our FX colleagues will have written about this, I will ask them and get back to you - hopefully with a snappy infographic that explains it all. But a better trade balance for the US is presumably good news for the USD, and by implication, that may add further problems to Asian FX, including safe-haven currencies such as the JPY. More on this soon...

## G-7 overnight macro news and day ahead

The overnight macro news from the US contains little of huge interest. A substantial overshoot of expectations by the Philly Fed signals strong manufacturing data in the months ahead, but these regional surveys are not hugely reliable as national indicators. Indeed, even the national indicators are not hugely reliable month-on-month guides to the national picture.

Japanese CPI just released was disappointing, though expectations for an inflation pick up are vanishingly small, so the impact on the JPY should be short and muted.

The rest of the day is pretty quiet - some Canadian inflation and sales figures won't buck the market much and EUrozone trade figures aren't usually a big market mover.

## Day ahead - Asia Pacific

This could be a good day to catch up on your filing, or doing those important personal chores you never seem to find time to do. Thai FX Reserves and Indonesian auto sales should pass us by with no incident. Only the overall Philippine Balance of Payments data will be worth a very quick look, though this "bottom line" number won't add greatly to our understanding.

## Author

**Robert Carnell**

Regional Head of Research, Asia-Pacific

[robert.carnell@asia.ing.com](mailto:robert.carnell@asia.ing.com)

## Disclaimer

This publication has been prepared by the Economic and Financial Analysis Division of ING Bank N.V. ("ING") solely for information purposes without regard to any particular user's investment objectives, financial situation, or means. *ING forms part of ING Group (being for this purpose ING Group N.V. and its subsidiary and affiliated companies).* The information in the publication is not an investment recommendation and it is not investment, legal or tax advice or an offer or solicitation to purchase or sell any financial instrument. Reasonable care has been taken to ensure that this publication is not untrue or misleading when published, but ING does not represent that it is accurate or complete. ING does not accept any liability for any direct, indirect or consequential loss arising from any use of this publication. Unless otherwise stated, any views, forecasts, or estimates are solely those of the author(s), as of the date of the publication and are subject to change without notice.

The distribution of this publication may be restricted by law or regulation in different jurisdictions and persons into whose possession this publication comes should inform themselves about, and observe, such restrictions.

Copyright and database rights protection exists in this report and it may not be reproduced, distributed or published by any person for any purpose without the prior express consent of ING. All rights are reserved. ING Bank N.V. is authorised by the Dutch Central Bank and supervised by the European Central Bank (ECB), the Dutch Central Bank (DNB) and the Dutch Authority for the Financial Markets (AFM). ING Bank N.V. is incorporated in the Netherlands (Trade Register no. 33031431 Amsterdam). In the United Kingdom this information is approved and/or communicated by ING Bank N.V., London Branch. ING Bank N.V., London Branch is authorised by the Prudential Regulation Authority and is subject to regulation by the Financial Conduct Authority and limited regulation by the Prudential Regulation Authority. ING Bank N.V., London branch is registered in England (Registration number BR000341) at 8-10 Moorgate, London EC2 6DA. For US Investors: Any person wishing to discuss this report or effect transactions in any security discussed herein should contact ING Financial Markets LLC, which is a member of the NYSE, FINRA and SIPC and part of ING, and which has accepted responsibility for the distribution of this report in the United States under applicable requirements.

Additional information is available on request. For more information about ING Group, please visit <http://www.ing.com>.