

Juan Manuel Pazos Chief Economist +54 11 4898 6606 jmpazos@tpcgco.com

Santiago Resico Economist sresico@tpcgco.com +54 11 4898 6615

On Saturday, the PIT-CNT presented 430.000 signatures supporting the plebiscite to rework the social security system, widely exceeding the necessary 275.000 threshold.

The substantial number of signatures should trigger some alarms, as the wording of the proposal threatens to change a functional hybrid pension system, with the plebiscite carrying the risk of dynamiting its foundations, derailing the efforts to make the system sustainable.

Strategy Flash – Uruguay

April 29, 2024

Uruguay Strategy Flash

The PIT-CNT presented the signatures for the Soc.Sec. plebiscite

On Saturday, the PIT-CNT presented 430.000 signatures supporting the plebiscite to rework the social security system, widely exceeding the necessary 275.000 threshold. The plebiscite for the social security system was announced nearly and year ago by the FA, after the current administration passed the pension system reform, which ensured the sustainability of the scheme, with modifications such as increasing the retirement age progressively from 60 years to 65 and modifying the minimum amount of contributions to retire (for more details on the reform, please click here). Against such changes, the FA decided to challenge them via plebiscite, in a similar fashion to their response to the LUC, back in 2022. However, while the 2022 consultation was a referendum, this time around the institutional mechanism chosen by the FA was a plebiscite. The practical differences between both lie in two key characteristics. The first consists of the fact that referendums are designed to challenge laws approved by the legislative muscle of the country, while plebiscites have to do with constitutional matters. On a second, and more important note, there is a difference in the number of signatures needed for them to be validated and actually go to a national vote. For plebiscites, this threshold stands at 10% of the Uruguayan electorate (which amounts to 2.766.323 citizens), meaning that the initiative must galvanize the written support of at least 276.633 enabled voters to be valid, and taken to the general public to vote. The referendum instead requires 25% of the electorate (691.581 signatures) or at least 2% of the electorate (55.327 signatures), in which case a voluntary consultation is triggered, in which if the proposal reaches 25% of adhesion, it is taken to the general public). So while last time around the PIT-CNT's institutional weapon of choice was the referendum, to bring down the LUC, this time it chose to challenge the pension reform via a plebiscite.

The substantial number of signatures should trigger some alarms, as the wording of the proposal threatens to change a functional hybrid pension system, with the plebiscite carrying the risk of dynamiting its foundations, derailing the efforts to make the system sustainable. Even if now the Electoral Court must ensure the signatures are not forged, a process which will take around three months, the sheer volume of the support suggests the plebiscite is inevitable, as the 430.000 gathered signatures are more than enough to reach the established threshold. This in itself is a warning for the administration, which must be vigilant, as it indicates that the proposal has significant support. This becomes especially true when looking at the proposed modifications to the pension system. The plebiscite proposes a minimum retirement age of 60 years, a pension tied to the national minimum wage, and the elimination of individual savings, AFAPs, and profits in the scheme. In other words, the PIT-CNT is proposing a complete overhaul of the pension system, not only overturning the advances in sustainability made by the latest reform but also taking a shot at the AFAPs, the pension funds that administer nearly USD20bn and are a key player in the Uruguayan financial markets. The fact that such a revolutionary proposal has gained that much traction should trigger alarms inside the country. Even if the extreme phrasing should take some support away from the initiative, it will still be a very highstakes vote, with some very attractive components, such as the return of the 60-year threshold to retire, packaging some popular claims with some highly undesirable items, marking it as a very dangerous concoction, especially as it threatens to turn the system back into unsustainability (for more details on the progress of the current reform on that department, please click here). However, just for reference, the PIT-CNT managed to gather 796.526 signatures for the LUC referendum,

widely exceeding the necessary 675.000 mark, and in that case, the initiative failed to overturn the omnibus bill, even if being more reasonable, albeit by a very tight margin.

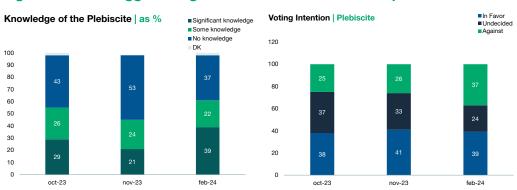


Figure 1: Polls suggest a tight outcome for the Soc.Sec plebiscite

Source: TPCG Research based on Equipos Consultores

In addition, public opinion polls present a very uncertain scenario relative to the results of the plebiscite, clouding prospects even further.

In addition, public opinion polls present a very uncertain scenario relative to the results of the plebiscite, clouding prospects even further. Polls showcase an unclear scenario regarding the possible plebiscite results, with a high degree of uncertainty still seeping into the metrics. The public's knowledge on the topics of the plebiscite is increasing significantly, with now nearly 61% of Uruguayans having a relatively clear idea of what is at stake, compared to 47% in November. And the increased knowledge on the plebiscite has leveled the playing field, as initial polls showcased a slight advantage to the YES (ie. the plebiscite being approved), while the NO was able to catch up significantly in recent months. Polls convey that the supporters of the plebiscite stand roughly at the 39% mark (-2pp vs November), while the supporters of the NO amount to 37% (+11pp vs. Nov.). So, the increased knowledge of the topics being put into question seems to be favoring the detractors of the proposal. Still, even if uncertainty is falling, dropping by 9pp relative to November, it still stands at a very high 24%, meaning the plebiscite can still go either way, clouding prospects. While during the LUC referendum, we argued that the sheer size of the bill would turn the electoral bout into a popularity contest between the government and the FA, this time around the policies being put into question are much more precise and definite, which will cap the amount of popularity of either side that can seep into the vote. On a positive note, the fact that the proposal encompasses very radical changes clashes with the Uruguayan electorate, that tends heavily to the center, dampening the chances of the plebiscite being successful. In addition, the fact that increased knowledge on the plebiscite topics came in conjunction with further support for the NO suggests that, with nearly 37% of the polled still not knowing what the plebiscite is about, the camp against the PIT-CNT proposal has still some ground to grow, in contrast with the YES, that has plateaued its levels of support since the end of last year. Still, the proposal includes some very attractive points, such as the return of the retirement age to 60, which might galvanize further support for its side. All in all, we find the news worrisome, as they compound a high-threat event, which has the ability to derail the hard-fought reforms that make the pension system sustainable, with public opinion polls which, at the moment, suggest a very tight scenario with uncertainty clouding prospects even further.

TPCG Analysts & Staff

Research		
Juan Manuel Pazos	Chief Economist	jmpazos@tpcgco.com
Paula La Greca	Corporate Research Analyst	plagreca@tpcgco.com
Santiago Resico	Economist	sresico@tpcgco.com
Camila Sanchez Lauria	Research Analyst	csanchezlauria@tpcgco.com

Sales & Trading

Juan Manuel Truppia	Head of Sales & Trading	jmtruppia@tpcgco.com
Institutional Sales		
Lucia Rodriguez Pardina	S&T Director	lrodriguezpardina@tpcgco.com
Agustina Guadalupe	Sales	aguadalupe@tpcgco.com
Maria Pilar Hurtado	Sales	mhurtado@tpcgco.com
Juan Ignacio Vergara	Sales	jivergara@tpcgco.com
Santiago Baibiene	Sales	sbaibiene@tpcgco.com
Pedro Nollmann	Sales	pnollmann@tpcgco.com
María Ruiz de Castroviejo Salas	Sales	mruizdecastroviejo@tpcgco.com
Santiago Jauregui	Sales	sjauregui@tpcgco.com
Victoria Faynbloch	Desk Analyst	vfaynbloch@tpcgco.com
Trading		
Felipe Freire	Trader	ffreire@tpcgco.com
Homero Fernandez Bianco	Trader	hfbianco@tpcgco.com
Andres Robertson	Trader	arobertson@tpcgco.com

Corporate Finance

José Ramos	Head of Corporate Finance	jramos@tpcgco.com
Corporate Sales		
Camila Martinez	Corporate Sales Director	cmartinez@tpcgco.com
Fernando Depierre	Corporate Sales	fdepierre@tpcgco.com
Sol Silvestrini	Corporate Sales	ssilvestrini@tpcgco.com
Nicolas Iglesias	Corporate Sales	niglesias@tpcgco.com
Capital markets		
Nicolás Alperín	DCM	nalperin@tpcgco.com
Wealth Management		
Josefina Guerrero	Private Wealth Management Specialist	jguerrero@tpcgco.com
Asset Management		
lleana Aiello	Portfolio Manager	iaiello@tpcgco.com
Claudio Achaerandio	Portfolio Manager	cachaerandio@tpcgco.com

Important Disclaimer

The document, and the information, opinions, estimates and recommendations expressed herein, have been prepared by TPCG Valores SAU to provide its customers with general information regarding the date of issue of the report and are subject to changes without prior notice. TPCG Valores SAU is not liable for giving notice of such changes or for updating the contents hereof. The document and its contents do not constitute an offer, invitation or solicitation to purchase or subscribe to any securities or other instruments, or to undertake or divest investments. Neither shall the document nor its contents form the basis of any contract, commitment or decision of any kind.

Investors who have access to the document should be aware that the securities, instruments or investments to which it refers may not be appropriate for them due to their specific investment goals, financial positions or risk profiles, as these have not been taken into account to prepare the report. Therefore, investors should make their own investment decisions considering the said circumstances and obtain such specialized advice as may be necessary.

The contents of the document are based upon information available to the public that has been obtained from sources considered to be reliable. However, such information has not been independently verified by TPCG Valores SAU, and therefore no warranty, either express or implicit, is given regarding its accuracy, integrity or correctness. TPCG Valores SAU. accepts no liability of any type for any direct or indirect losses arising from the use of the document or its contents. Investors should note that the past performance of securities or instruments or the historical results of investments do not guarantee future performance. The market prices of securities or instruments or the results of investments could fluctuate against the interests of investors. Investors should be aware that they could even face a loss of their investment.

Transactions in futures, options and securities or high-yield securities can involve high risks and are not appropriate for every investor. Indeed, in the case of some investments, the potential losses may exceed the amount of initial investment and, in such circumstances; investors may be required to pay more money to support those losses. Thus, before undertaking any transaction with these instruments, investors should be aware of their operation, as well as the rights, liabilities and risks implied by the same and the underlying stocks. Investors should also be aware that secondary markets for the said instruments may be limited or even not exist.

TPCG Valores SAU. and/or any of its affiliates, as well as their respective directors, executives and employees, may have a position in any of the securities or instruments referred to, directly or indirectly, in the document, or in any other related thereto; they may trade for their own account or for third-party account in those securities, provide consulting or other services to the issuer of the aforementioned securities or instruments or to companies related thereto or to their shareholders, executives or employees, or may have interests or perform transactions in those securities or instruments or related investments before or after the publication of the report, to the extent permitted by the applicable law.

TPCG Valores SAU or any of its affiliates' salespeople, traders and other professionals may provide oral or written market Commentary or trading strategies to its clients that reflect opinions that are contrary to the opinions expressed herein. Furthermore, TPCG Valores SAU, or any of its affiliates' proprietary trading and investing businesses, may make investment decisions that are inconsistent with the recommendations expressed herein.

No part of the document may be (i) copied, photocopied or duplicated by any other form or means (ii) redistributed or (iii) quoted without the prior written consent of TPCG Valores SAU. No part of the report may be copied, conveyed, distributed or furnished to any person or entity in any country (or persons or entities in the same) in which its distribution is prohibited by law. Failure to comply with these restrictions may breach the laws of the relevant jurisdiction.

For U.S. persons only:

This report is a product of TPCG, which is the employer of the research analyst(s) who has prepared the informative report. The research analyst(s) preparing this report is/are resident(s) outside the United States (U.S.) and is/are not associated person(s) of any U.S. regulated broker-dealer and therefore the analyst(s) is/are not subject to supervision by a U.S. broker-dealer and is/are not required to satisfy the regulatory licensing requirements of FINRA or required to otherwise comply with U.S. rules or regulations.

This report is intended for distribution by TPCG only to U.S. Institutional Investors and Major U.S. Institutional Investors, as defined by Rule 15a-6(b)(4) of the U.S. Securities and Exchange Act, 1934 (the Exchange Act) and interpretations thereof by the U.S. Securities and Exchange Commission (SEC), in reliance on Rule 15a 6(a)(2). If the recipient of this report is not a a US Institutional Investors nor a Major U.S. Institutional Investor, as specified above, then he should not act upon this report and return it to the sender. Further, this report may not be copied, duplicated and/or transmitted to any U.S. person, which is not a U.S. Institutional Investor, nor a Major U.S. Institutional Investor.

In order to comply with the US regulations, our transactions with US Institutional Investors and Major US Institutional Investors are effected through the US-registered broker-dealer Marco Polo Securities Inc. ("Marco Polo"). Transactions in securities discussed in this report should be effected through Marco Polo or another U.S. registered broker dealer.