Economics and Strategy

FINANCIAL MARKETS

NATIONAL BANK OF CANADA

March 20, 2025

A path to balance sown with uncertainties

By Daren King, Warren Lovely, Taylor Schleich, and Ethan Currie

Highlights

Not unlike other provinces in Canada, Manitoba's budgetary position deteriorated over the course of the 2024-25 fiscal year. What was originally thought to be a \$796 million deficit in last year's budget grew to \$1.24 billion in today's update. As for the incoming 2025-26 fiscal year, the Budget forecasts a reduced deficit at \$794 million thanks to revenue growth outstripping expenditure growth. The year 2026-27 is also expected to be marked in red ink with a deficit of \$327 million, but 2027-28 should see a return to a balanced budget with a surplus of \$10 million. However, the budget plan is based on the average economic forecasts of the private sector and does not incorporate the impact of possible tariffs and only partially the impact of uncertainty on the province's economy. As a result, Manitoba's expected fiscal trajectory could deviate in the event of geopolitical and trade turbulence. The 2025-26 budget includes several new initiatives including increased health spending to hire additional workers, a freeze on hydro rates, making the gas tax relief permanent, and an increase if the Homeowners Affordability Tax Credit, among others. With regard to debt management, the net debt-to-GDP ratio in 2024-25 is estimated at 36.1% and should reach 36.9% at the end of the fiscal year that will soon begin. The net debt is then expected to peak at 37.1% of GDP in 2026-27, before falling to 36.8% in 2027-28. For its part, interest charges as a share of revenue should decrease from 10.0% in 2024-25 to 9.3% in 2025-26 and 2026-27. After borrowing about \$6.5 billion in 2024-25, Manitoba's borrowing requirements are expected to decrease to \$5.9 billion in 2025-26.

- Economic outlook Despite being the most diversified economy in the Confederation, it is estimated that real GDP in Manitoba grew by only 1.1% in 2024, below the national average of 1.5%. As for nominal GDP, which is more important for public finances, it grew by only 3.8%, compared with 4.6% for the country as a whole. Although the annual average unemployment rate in Manitoba in 2024 was the second lowest of all Canadian provinces at only 5.5%, the recent trend shows a more marked slowdown in the labour market. Indeed, the unemployment rate in February reached 6.1%, a deterioration of 1.3% compared to February 2024, which represents the highest increase in the unemployment rate of all the provinces. Looking ahead, the Budget is based on the average private sector forecast which at the time of the survey did not incorporate directly the impact of tariffs and only partially the impact of the uncertainty surrounding the trade war. The Budget forecasts real GDP growth of 1.7% in 2025, which is a stronger increase than the previous year. In 2026, real GDP is expected to grow by 1.7% as well. Nominal GDP is expected to increase by 3.6% in 2025, which is slower than in 2024, notably due to lower inflation. In 2026, nominal GDP is then expected to increase by 3.4%. As for the labour market, employment growth is expected to slow significantly and more significantly than the working-age population. That would push the unemployment rate from an average of 5.5% in 2024 to 5.8% in 2025, before edging down to 5.5% in 2026.
- Outgoing year budget balance (2024-25) Not unlike other provinces in Canada, Manitoba's budgetary position deteriorated over the course of the 2024-25 fiscal year. What was originally thought to be a \$796 million (0.8% of GDP) deficit in last year's budget grew to \$1.31 billion in the Second Quarter Report in December. There's been a slight improvement since then as today's latest (but still unofficial) update sees the shortfall settling in at \$1.24 billion (1.3% of GDP). What drove the additional red ink versus last year's guidance? An ever so slight revenue miss didn't help (-0.3%) but it was more of a spending story as expenses came 1.5% above plan. This can largely be traced to a single line item: Health, Seniors and Long-Term Care. Expenses in this department look to finish more than 6% above last year's estimate. Note that the \$100 million contingency from last year's budget has not been released so there's scope for some improvement when the Public Accounts are released later this year.
- Medium-term fiscal outlook (2025-26 & beyond) The budget deficit improved in 2024-25 (relative to 2023-24) and the province is expected to take another step towards balance in the year ahead. Specifically, Manitoba is guiding towards a shortfall of \$794 million (0.8% of GDP), an estimate involving a significant revenue jump. Indeed, the province expects a ~8% increase in revenue, including a larger increase in taxes. However, an extra \$820 million in federal transfers is the biggest contributor to the additional ~\$1.8 billion flowing into government coffers. Meantime, spending increases are smaller but still significant as the government expects to pay out an additional \$1.34 billion (+5.5%) versus 2024-25. Close to half of the marginal spending can be traced to health, seniors and long-term care, but there are also notable increases in other key envelopes (e.g., education). Note that additional prudence has been built in the plan as Manitoba is setting aside a \$200 million revenue contingency (double the contingency from 2024-25). Moreover, the province lays out a "tariff budget" which involves a larger revenue contingency and introduces a tariff response contingency. Together these add to \$1.1 billion, suggesting the 2025-26 deficit *could* be on the order of \$1.9 billion in a sustained trade war environment.

Beyond 2025-26, progress on the deficit is expected to continue. The province is signalling a \$327 million deficit in 2026-27 (0.3% of GDP) to be followed by an ever-so-slight \$10 million surplus in 2027-28. This return to balance occurs in the same fiscal year as estimated in last year's plan but this new budget involves more red ink than previously anticipated: The cumulative shortfall from 2024-25 to 2027-28 is \$2.25 billion in this plan compared to \$1.58 billion last year. Manitoba is not the only province where this trend is playing out, but fiscal revisions here are not as significant as other provinces. To achieve this return to balance, Manitoba expects revenue to grow by 3.4% per year and spending to rise at a 2.1% annual rate in the outer years of the fiscal plan. Prudence is also incorporated further out the horizon as \$50 million revenue contingencies are set aside each year.

- New initiatives Consistent with the theme of other recent provincial budgets, Manitoba keys in on investments made to improve healthcare and affordability. Dubbed 'Building One Manitoba', Budget 2025 will deliver \$770 million in new funding to recruit and retain provincial health care workers, as the document also outlines plans to build and maintain hospital, emergency room, and cancer care facility infrastructure. In sum, health, seniors, and long-term care expenses for the province will grow over 7% to \$9.38 billion (when compared to the outgoing fiscal year's forecast), which represents ~36% of total projected expenses for 2025-26. On the affordability front, Manitoba will keep the gas tax relief permanent and keep hydro rates frozen for one year. \$10-a-day childcare will be extended to non-school days, saving families up to \$2,808 a year, while the province also increased their Homeowners Affordability Tax Credit by \$100, translating to average homeowner savings of up to \$1,600 annually. To grow the economy, promote hiring, and support businesses facing tariffs, Manitoba is cutting the payroll tax, which will help nearly 1,000 businesses save by \$8.5 million annually. Nearly \$900 million has been allocated towards upgrading Manitoba Hydro infrastructure, while a 4% increase to the highways budget will see ~\$800 million go towards Highway 1 East, as well as new outlet channels and interchanges. Interestingly, the province also plans on establishing a trade office in Washington, D.C., to improve the U.S. relationship amidst trade tensions. Manitoba will increase funding for public safety, community infrastructure, and education, as the province pledges to build 11 new schools over the next three years. In all, education spending will come to 24% of the total in fiscal 2025-26. A \$76 million step-up in public safety initiatives funding was also included. Lastly, the province will pass 4% of gas tax revenue to municipalities through the new One Manitoba Fund in an effort to spur community infrastructure investment in hockey rinks, playgrounds, and community centres.
- Debt burden & interest bite As per Manitoba's fresh budget, summary net debt is expected to end the 2024-25 fiscal year at \$34.5 billion, or 36.1% of nominal GDP. That's lower by about \$1 billion relative to what was originally budgeted, and also lower relative to GDP by almost two and a half percentage points. Net debt is then expected to increase by ~\$2 billion to \$36.5 billion in 2025-26, as the ratio to GDP will also climb to 36.9% (for reference, the pre-COVID average for this figure was a hair above 35% of GDP). Debt servicing costs will remain largely unchanged in 2025-26 versus the outgoing fiscal year (\$2.34 billion vs. \$2.33 billion prior, including costs for Manitoba Hydro). This follows a three-year period where servicing costs were increasing between 8-10% annually. The deceleration here will see financing charges as a share of total revenue shift lower to 9.3%, as the 'interest bite' last year came in at 10%. Through 2027-28, the province expects debt charges to consume a steady proportion of revenues, consistent with the upcoming fiscal year's figure. Following from the economic outlook summarized above, the budget assumes a 4.6% average term borrowing rate for 2025-26. It's estimated that a 1%-pt increase in all interest rates for an entire year would result in a \$52.7 million addition to the annual interest bill.
- Borrowing requirement Manitoba borrowed \$6.5 billion in fiscal 2024-25, with 60% of that amount sourced domestically. The province maintained its already well-established presence in key international markets in 2024-25, issuing in USD, AUD, CHF and EUR formats. Under the baseline fiscal outlook detailed above (i.e., a budget deficit of roughly \$800 million), Manitoba projects a \$5.9 billion gross borrowing requirement for 2025-26. The headline borrowing figure is comprised of \$3.7 billion in refinancing and \$2.2 billion in net new requirements (the latter capturing general government purposes and tangible capital investments, including for related entities). As the budget makes clear, the coming fiscal year's requirements "do not include any borrowings that may be required to respond to potential tariff impacts." Mediumterm guidance suggests gross bond issuance could moderate further in 2026-27 (to \$4.1 billion, when refinancing needs are lighter), before picking back up in 2027-28 (to \$5.5 billion) and again in 2028-29 (to \$6.8 billion). Note that the projected borrowing tally controls for preborrowing, both completed and anticipated. Manitoba's established practice is to stay six months ahead of cash needs, which is where preborrowing comes in. The province pre-borrowed \$2.8 billion in 2024-25 towards its 2025-26 requirement. With market volatility/uncertainty expected to continue, another meaningful round of pre-borrowing is planned for the coming fiscal year (\$2 billion), the province's prudential liquidity generally calibrated to capital market uncertainty. The funding program remains focused on domestic benchmarks (mainly 10- and 30-year sectors), with ensuring secondary market liquidity. Ultra-longs were used in 2024-25 as a strategic diversification tool. As routinely demonstrated, the province will access international markets "when the costs are competitive relative to the domestic market," with associated FX risk fully hedged out. Additionally, Manitoba's established authorities could allow for the issuance of promissory notes should cash needs rise abruptly. Finally, as investors are well aware, the province's stated requirements include borrowing on behalf of Manitoba Hydro, which pays the province a guarantee fee. That fee is being reduced in 2025-26 (to 0.40%), with associated debt relief allowing the utility to better upgrade/expand the electrical grid.
- Current long-term credit ratings S&P: A+, Stable | Moody's: Aa2, Positive | DBRS: A(H), Stable [Refer to our <u>Provincial Ratings Snapshot</u> for additional colour on specific credit rating drivers/considerations]

Manitoba

	Budget	Forecast	Budget	Projection	
\$000,000	2024/25	2024/25	2025/26	2026/27	2027/28
SUMMARY BUDGET					
Revenue	23,337	23,267	25,056	26,078	26,932
Income taxes	5,588	5,564	6,034		
Other taxes	4,736	4,800	5,177		
Fees and other revenues	2,650	2,779	2,847		
Federal transfers	8,291	8,110	8,930		
Net income (loss), government business entreprises	818	717	1,006		
Sinking funds and other earnings	1,354	1,397	1,262		
Contingency	(100)	(100)	(200)	(50)	(50)
Expenditure	24,133	24,506	25,850	26,405	26,922
of which Debt servicing	2,267	2,333	2,337	2,432	2,478
Summary net income	(796)	(1,239)	(794)	(327)	10
Debt servicing as a % of revenues	9.7%	10.0%	9.3%	9.3%	9.2%
Summary net income as a % of GDP	-0.9%		-0.8%	-0.3%	0.0%

SUMMARY NET DEBT

Beginning of year	33,514	32,316	34,472		
Summary net income	796	1,239	794		
Net investment in Tangible Capital Assets	1,111	917	1,234		
= Increase in net debt	1,907	2,156	2,028		
Summary net debt at the end of the fiscal year	35,421	34,472	36,500		
Summary net debt as a % of GDP	38.5%	36.1%	36.9%	37.1%	4

BORROWING REQUIREMENTS (\$ million)

Refinancing	
New cash requirements	
Less Repayments	
Less Pre-borrowing	
Plus Pre-funding	
Total borrowing requirements	
As of Manitoba Hydro	

3,965
3,720
859
2,855
1,962
5,933
1,430

Source: Province of Manitoba, Budget documents

Subscribe to our publications: <u>NBC.EconomicsStrategy@nbc.ca</u> – To contact us: 514-879-2529

General

This Report was prepared by National Bank Financial, Inc. (NBF), (a Canadian investment dealer, member of CIRO), an indirect wholly owned subsidiary of National Bank of Canada. National Bank of Canada is a public company listed on the Toronto Stock Exchange.

The particulars contained herein were obtained from sources which we believe to be reliable but are not guaranteed by us and may be incomplete and may be subject to change without notice. The information is current as of the date of this document. Neither the author nor NBF assumes any obligation to update the information or advise on further developments relating to the topics or securities discussed. The opinions expressed are based upon the author(s) analysis and interpretation of these particulars and are not to be construed as a solicitation or offer to buy or sell the securities mentioned herein, and nothing in this Report constitutes a representation that any investment strategy or recommendation contained herein is suitable or appropriate to a recipient's individual circumstances. In all cases, investors should conduct their own investigation and analysis of such information before taking or omitting to take any action in relation to securities or markets that are analyzed in this Report. The Report alone is not intended to form the basis for an investment decision.

This Report is for distribution only under such circumstances as may be permitted by applicable law. This Report is not directed at you if NBF or any affiliate distributing this Report is prohibited or restricted by any legislation or regulation in any jurisdiction from making it available to you. You should satisfy yourself before reading it that NBF is permitted to provide this Report to you under relevant legislation and regulations.

National Bank of Canada Financial Markets is a trade name used by National Bank Financial and National Bank of Canada Financial Inc.

Canadian Residents

NBF or its affiliates may engage in any trading strategies described herein for their own account or on a discretionary basis on behalf of certain clients and as market conditions change, may amend or change investment strategy including full and complete divestment. The trading interests of NBF and its affiliates may also be contrary to any opinions expressed in this Report.

NBF or its affiliates often act as financial advisor, agent or underwriter for certain issuers mentioned herein and may receive remuneration for its services. As well NBF and its affiliates and/or their officers, directors, representatives, associates, may have a position in the securities mentioned herein and may make purchases and/or sales of these securities from time to time in the open market or otherwise. NBF and its affiliates may make a market in securities mentioned in this Report. This Report may not be independent of the proprietary interests of NBF and its affiliates.

This Report is not considered a research product under Canadian law and regulation, and consequently is not governed by Canadian rules applicable to the publication and distribution of research Reports, including relevant restrictions or disclosures required to be included in research Reports.

UK Residents

This Report is a marketing document. This Report has not been prepared in accordance with EU legal requirements designed to promote the independence of investment research and it is not subject to any prohibition on dealing ahead of the dissemination of investment research. In respect of the distribution of this Report to UK residents, NBF has approved the contents (including, where necessary, for the purposes of Section 21(1) of the Financial Services and Markets Act 2000). This Report is for information purposes only and does not constitute a personal recommendation, or investment, legal or tax advice. NBF and/or its parent and/or any companies within or affiliates of the National Bank of Canada group and/or any of their directors, officers and employees may have or may have had interests or long or short positions in, and may at any time make purchases and/or sales as principal or agent, or may act or may have acted as investments discussed in this Report, or may act or have acted as investment and/or commercial banker with respect hereto. The value of investments, and the income derived from them, can go down as well as up and you may not get back the amount invested. Past performance is not a guide to future performance. If an investment is denominated in a foreign currency, rates of exchange may have an adverse effect on the value of the investment. Investments which are illiquid may be difficult to sell or realise; it may also be difficult to obtain reliable information about their value or the extent of the risks to which they are exposed. Certain transactions, including those involving futures, swaps, and other derivatives, give rise to substantial risk and are not suitable for all investors. The investments contained in this Report are not available to retail customers and this Report does not constitute or form part of any offer for sale or subscription of or solicitation of any offer to buy or subscribe for the securities described herein nor shall it or any part of it form the basis of or be relied

This information is only for distribution to Eligible Counterparties and Professional Clients in the United Kingdom within the meaning of the rules of the Financial Conduct Authority. NBF is authorised and regulated by the Financial Conduct Authority and has its registered office at 70 St. Mary Axe, London, EC3A 8BE.

NBF is not authorised by the Prudential Regulation Authority and the Financial Conduct Authority to accept deposits in the United Kingdom.

EU Residents

With respect to the distribution of this report in the member states of the European Union ("EU") and the European Economic Area ("EEA") by NBC Paris, the contents of this report are for information purposes only and do not constitute investment advice, investment research, financial analysis or other forms of general recommendation relating to transactions in financial instruments within the meaning of Directive 2014/65/EU of the European Parliament and of the Council of 15 May 2014 ("MIFID 2"). This report is intended only for professional investors and eligible counterparties within the meaning of MiFID 2 and its contents have not been reviewed or approved by any EU/EEA authority. NBC Paris is an investment firm authorised by the French Prudential Control and Resolution Authority ____("ACPR") to provide investment services in France and has passported its investment services throughout the EU/EEA under the freedom to provide services and has its registered office at 8 avenue Percier, 75008 Paris, France. "NBC Financial Markets, a subsidiary of National Bank of Canada" is a trade name used by NBC Paris S.A.

NBF is not authorised to provide investment services in the EU/EEA.

U.S. Residents

With respect to the distribution of this report in the United States of America, National Bank of Canada Financial Inc. ("NBCFI") which is regulated by the Financial Industry Regulatory Authority (FINRA) and a member of the Securities Investor Protection Corporation (SIPC), an affiliate of NBF, accepts responsibility for its contents, subject to any terms set out above. To make further inquiry related to this report, or to effect any transaction, United States residents should contact their NBCFI registered representative.

This report is not a research report and is intended for Major U.S. Institutional Investors only. This report is not subject to U.S. independence and disclosure standards applicable to research reports.

HK Residents

With respect to the distribution of this report in Hong Kong by NBC Financial Markets Asia Limited ("NBCFMA") which is licensed by the Securities and Futures Commission ("SFC") to conduct Type 1 (dealing in securities) and Type 3 (leveraged foreign exchange trading) regulated activities, the contents of this report are solely for informational purposes. It has not been approved by, reviewed by, verified by or filed with any regulator in Hong Kong. Nothing herein is a recommendation, advice, offer or solicitation to buy or sell a product or service, nor an official confirmation of any transaction. None of the products issuers, NBCFMA or its affiliates or other persons or entities named herein are obliged to notify you of changes to any information and none of the foregoing assume any loss suffered by you in reliance of such information.

The content of this report may contain information about investment products which are not authorized by SFC for offering to the public in Hong Kong and such information will only be available to, those persons who are Professional Investors (as defined in the Securities and Futures Ordinance of Hong Kong ("SFO")). If you are in any doubt as to your status you should consult a financial adviser or contact us. This material is not meant to be marketing materials and is not intended for public distribution. Please note that neither this material nor the product referred to is authorized for sale by SFC. Please refer to product prospectus for full details.

There may be conflicts of interest relating to NBCFMA or its affiliates' businesses. These activities and interests include potential multiple advisory, transactional and financial and other interests in securities and instruments that may be purchased or sold by NBCFMA or its affiliates, or in other investment vehicles which are managed by NBCFMA or its affiliates that may purchase or sell such securities and instruments.

No other entity within the National Bank of Canada group, including National Bank of Canada and National Bank Financial Inc, is licensed or registered with the SFC. Accordingly, such entities and their employees are not permitted and do not intend to: (i) carry on a business in any regulated activity in Hong Kong; (ii) hold themselves out as carrying on a business in any regulated activity in Hong Kong; or (iii) actively market their services to the Hong Kong public.

Copyright

This Report may not be reproduced in whole or in part, or further distributed or published or referred to in any manner whatsoever, nor may the information, opinions or conclusions contained in it be referred to without in each case the prior express written consent of NBF.