

Thursday August 8 2013

UK £2.50 Channel Islands £2.80; Republic of Ireland €3.00



Growing pains

The sharing economy runs into trouble, Page 7

World Business Newspaper

Luck may dry up for Australia's next PM
Comment, Page 9



News Briefing

US set to move into profit on Freddie

Freddie Mac, the mortgage finance giant, is on track to have paid more money to the Treasury by the end of this year than the \$72.3bn it had received in aid in 2008.

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Gibraltar calls fail

Phone calls between Madrid and London have failed to defuse tensions over Gibraltar. Page 2

Apple influence grows
President Barack Obama's veto of an import ban on Apple products has revealed how the company has been recalibrating its position in Washington. Page 4;
Richard Waters, Page 16

Fukushima worries

Tokyo is preparing to take a more direct role in the clean-up at the stricken Fukushima Daiichi nuclear power plant because of worries that its operator is struggling to stop a leak of contaminated water. Page 6

AOL buys Adap.tv

AOL has paid \$405m for Adap.tv, a digital advertising platform, in a bet on a shift of marketing spending from traditional TV to online video. Page 13

Yemen plot foiled

Yemen has claimed to have foiled an al-Qaeda plot to take over a port, a day after the US evacuated its diplomatic staff there. Page 4

UN troops in the lurch

The EU's designation of Hezbollah's military wing as a terrorist group has put a UN peacekeeping force on the Israel-Lebanon border in an awkward position, with some fearing for the troops' safety. Page 5

Zero-hour Labour

Labour-run councils are among many public sector employers using zero-hours work contracts. Page 2

French recovery signs

Paris has used data showing the trade deficit shrank a third in June on a year earlier to assert the country is about to emerge from its economic gloom. Page 6

Rajan plans reform

Raghuram Rajan, India's next central bank governor, will be focusing on the plunging rupee but those who know him say that helping Indians to get better access to financial services is also close to his heart. Page 6; Arvind Subramanian, Page 9; Lex, Page 12

Egypt crackdown fear

Egypt's army-backed leaders have suggested a crackdown on Islamist protest camps in Cairo is increasingly likely. Many fear such a move would destroy prospects of a return to a consensual political process. Page 4

Lisbon minister quits

Joaquim Pais Jorge, Portugal's treasury secretary, has resigned after reports that, when he worked for Citigroup, he helped to try to sell "toxic" derivatives to a previous government that would have excluded public debt from official accounts. He denies the reports. Page 6

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- Historic guidance holds to record low
- Future move tied to jobs figures

Carney's rates pledge aims to boost nascent recovery

By Sarah O'Connor,
Claire Jones and Neil Dennis

The Bank of England has pledged to keep interest rates at their lowest level in its 300-year history until unemployment falls to 7 per cent, hoping the commitment will help nurture the nascent recovery in the world's sixth-biggest economy.

Marking a significant shift in strategy by the central bank under new governor Mark Carney, the BoE yesterday provided more explicit guidance to markets and the public that monetary policy would remain loose until the economy returned to better health.

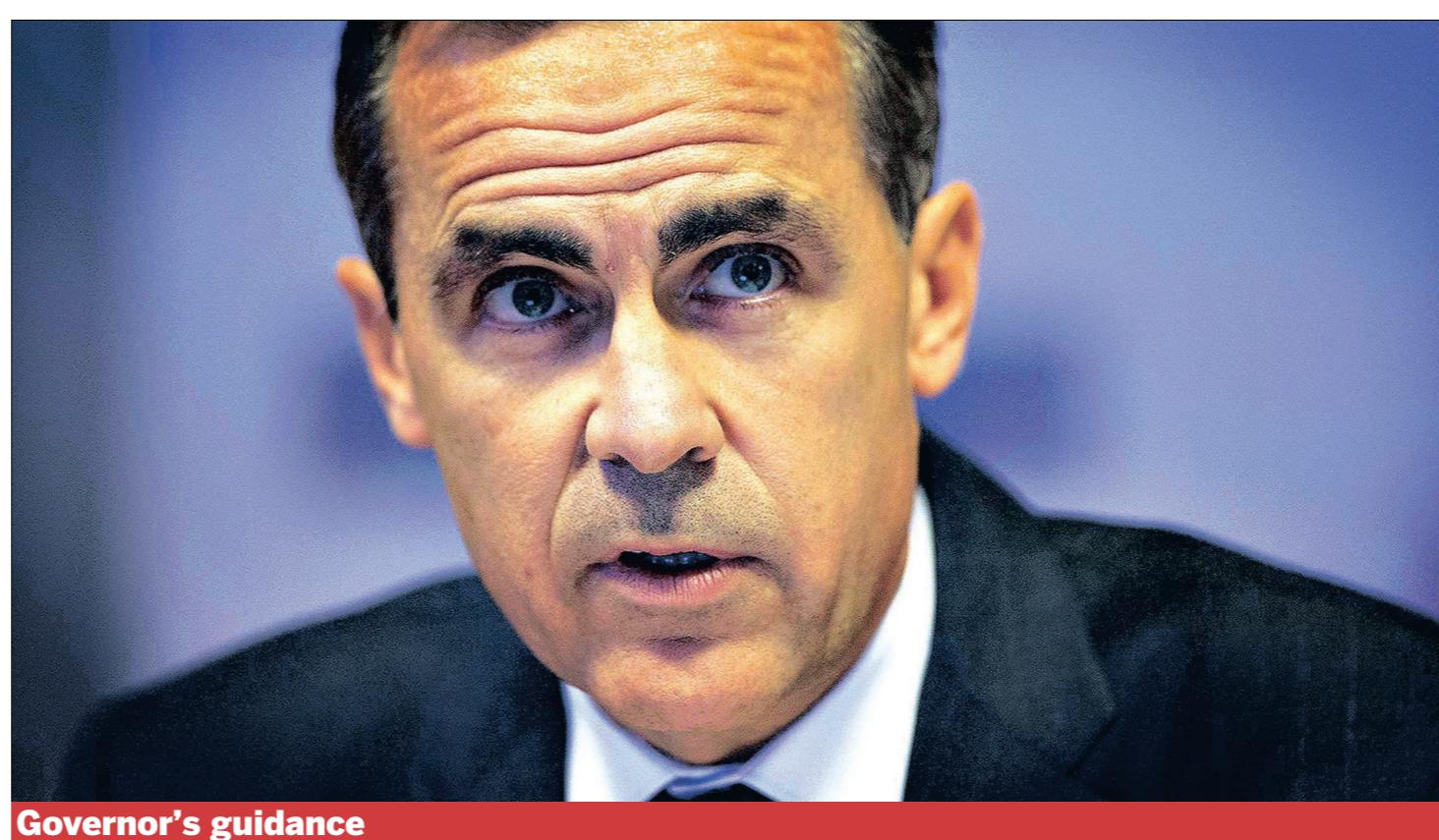
Mr Carney, one of central banking's earliest and most vocal advocates of so-called forward guidance on policy, said the BoE's Monetary Policy Committee would keep benchmark interest rates at 0.5 per cent until the unemployment rate fell from its current level of 7.8 per cent to 7 per cent.

The MPC does not expect that until mid-2016, by which time 750,000 jobs would need to have been created.

He told his first press conference since he started the job that the economy was recovering but was still too weak. "This remains the slowest recovery in output on record," he said. "We're not at escape velocity right now."

But the MPC said it would rethink its guidance if inflation was set to be 2.5 per cent or higher in the medium term, if inflation expectations were out of control, or if the policy was threatening financial stability.

Markets gyrated as investors tried to digest the policy. Sterling, which initially fell 0.9 per cent to \$1.5207, subsequently gained more than 3 cents to stand 1.1 per cent higher at \$1.5512 against the dollar as forex traders bet against the BoE being able to hold off from rate increases



Governor's guidance

● Mark Carney says the bank rate will be held at 0.5 per cent until unemployment falls to a threshold of 7 per cent

● But three 'knockouts' mean that rates could rise sooner if inflation rises or financial stability is put at risk

● 'This remains the slowest recovery in output on record,' says Mr Carney. 'We're not at escape velocity right now'

● Gilt fall and sterling rises against the dollar as markets focus on get-out clauses and price in earlier rate rise

Picture: AP



until mid-2016. The yield on the 10-year Gilt, which moves inversely to price, rose 0.1 basis points to 2.48 per cent.

"The markets' view of the MPC's guidance seems to be that although it might have clarified some aspects of the policy outlook, it is also relatively 'soft' because the accompanying provisos give plenty of room for policy to deviate from the indicated path," said Simon Hayes, a Barclays economist.

Mr Carney maintained that the BoE's commitment to its

inflation target was "unwavering". Guidance was, he said, "first and foremost" about making the monetary stimulus more effective and lessening anxiety that the MPC would tighten interest rates.

Sir John Gieve, a former BoE deputy governor, said: "It's not really a change of policy, but a change of policy explanation."

Some economists said the BoE's three "get-out clauses" made the guidance less robust and harder for the public to understand. "This is not a mes-

sage to the man on the street given its potential complexity," said George Buckley, an economist at Deutsche Bank. Charles Goodhart, a former MPC member, said the "great question" was the speed at which unemployment would fall.

Philip Rush, economist at Nomura, said investors would have to study jobs data for clues to the path of monetary policy.

Bold operator, Page 3
Editorial Comment, Page 8
The Short View, Page 13

US-Russia summit axed over Snowden

By Geoff Dyer in Washington and Courtney Weaver in Moscow

President Barack Obama has cancelled talks with his Russian counterpart Vladimir Putin next month, highlighting deteriorating relations between the two powers after the saga of National Security Agency whistleblower Edward Snowden.

The White House said yesterday that Mr Obama would attend the St Petersburg G20 summit in September but would skip a summit with Mr Putin in Moscow, in part because of "Russia's disappointing decision" to award Mr Snowden temporary asylum last week.

The White House listed a series of other areas where it said there had not been enough diplomatic progress, including arms control and human rights.

In an appearance on NBC's *Tonight* show on Tuesday, Mr Obama said: "There have been times when they slip back into cold war thinking."

Mr Obama also criticised a new Russian law cracking down on gay rights activism, saying he has "no patience for countries that try to treat gays and lesbians and transgendered persons in ways that intimidate them or are harmful to them".

The Obama administration's decision is being presented as a Snowden-related snub to Mr Putin, who might have derived political gain from hosting a US presidential visit.

But the furore over Mr Snowden is also a potentially serious blow to US diplomatic plans with the Obama administration, highlighting co-operation with Russia as a central element in its approach to Syria and Iran.

Dmitri Trenin, director of the Carnegie Moscow Center, said the only parallel he could think of was when then Soviet leader Nikita Khrushchev called off a summit with Dwight Eisenhower in 1960 after an incident over a US spy plane.

Global Insight, Page 4
Fry call on Olympics, Page 5

Lobster catch



The Maine lobster industry is being crippled by a glut of supply that many attribute to climate change, sending the price per pound plummeting and turning a luxury into a commonplace. Marine officials say the harvest has risen from about 28m pounds in 1990 to 126m pounds last year as the ocean has warmed, boosting the crustaceans' growth. But demand has not kept pace.

Report, Page 13

GSK sends signal on new medicine with bioelectronic research fund

By Clive Cookson, Science Editor

The prospect of using electronic implants to treat a huge range of diseases – from arthritis and asthma, to diabetes and high blood pressure – has taken a big step closer to reality with the backing of one of the biggest pharmaceutical companies.

GlaxoSmithKline is betting on this new vision of medicine – curing patients through electronics instead of chemicals – by launching a \$50m venture capital fund to "invest in companies that pioneer bioelectronic medicines and technologies", while building its own research expertise in bioelectronics.

The ambition of Moncef Slaoui, GSK head of research and development, is "to have the first medicine that speaks the electrical language of our body ready for approval by the end of this decade".

Work to tap into electrical signalling in the brain has had considerable publicity – for example "brain computer interfaces" that enable paralysed people to move their limbs or robotic arms. But GSK is focusing instead on tapping into the peripheral nerves that run through the rest of the body, a field of research that has received little attention.

An early pioneer is SetPoint Medical, a Californian company in which GSK's new Action Potential Venture Capital Fund is investing \$5m. It is developing an implant to stimulate the vagus nerve in the neck. This resets the immune system to make fewer of the inflammatory molecules that contribute to rheumatoid arthritis and Crohn's disease. "We could treat many inflammatory diseases in a way that is safer and more convenient for patients – and

much cheaper than new drugs," said Anthony Arnold, SetPoint chief executive.

The fund, which aims to build a portfolio of five to seven companies, is named after electrical signals called action potentials that pass along the nerves.

GSK is also offering up to 20 exploratory research grants to academic groups working in relevant fields, from nanotechnology to neuroscience, and it will launch a \$1m innovation prize at its first global conference on bioelectronics in a few months.

Scientists at universities such as the Massachusetts Institute of Technology who are working with GSK say the company is ahead of its competitors. But Mr Slaoui insists it wants to involve public funding agencies and other companies to build "the medicine of tomorrow".

Lombard, Page 14



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World Markets

	STOCK MARKETS			CURRENCIES			INTEREST RATES		
	Aug 7	prev	%chg	Aug 7	1.331	€ per \$	Aug 7	prev	chng
S&P 500	1690.91	1697.37	-0.38	\$ per €	1.332	1.331	92.70	2.60	-0.05
Nasdaq Comp	3654.01	3665.77	-0.32	\$ per £	1.552	1.538	94.14	2.47	-0.01
Dow Jones Ind	15470.67	15518.74	-0.31	£ per €	0.858	0.865	98.34	1.69	-0.02
FTSEurofirst 300	1217.59	1220.84	-0.27	¥ per \$	96.6	97.6	100.38	0.76	-0.03
Euro Stoxx 50	2794.44	2790.78	+0.13	¥ per £	149.9	150.2	85.41	3.69	-0.05
FTSE 100	6511.21	6604.21	-1.41	£ index	85.6	85.9	99.70	0	

NATIONAL NEWS

Diplomacy fails to ease Gibraltar row

Cameron phone call with Rajoy backfires

Brussels offers help to find solution

By Elizabeth Rigby and Kiran Stacey in London and Miles Johnson in Madrid

A day of frantic diplomacy between the Spanish and British governments over growing tensions in Gibraltar backfired yesterday as both sides found themselves further apart than before.

Two high-level phone calls failed to defuse the situation, with each side insisting they were in the right. As the calls were exchanged, Gibraltar residents continued to feel the impact of the stand-off as

Spanish authorities held up cars crossing the border, causing tailbacks of several hours.

The day began with a call between David Cameron, the British prime minister, and Mariano Rajoy, his Spanish counterpart. The conversation failed to resolve the argument, with Mr Rajoy insisting that Gibraltar should abandon its plans to build an artificial reef in its waters and Mr Cameron threatening the Spanish prime minister with legal action over the enhanced border checks.

Downing Street insisted the call had been "constructive" and the two sides had agreed to "de-escalate" the issue, which started when Spanish fishermen complained the artificial reef

would impede their work.

But the two countries disagree on the main outcome of the call. UK officials insist Mr Rajoy agreed to relax border controls on the territory, but Spain says he told Mr Cameron the controls were legal and would continue.

Number 10 claimed Spain had "committed to reducing measures at the border" after the Spanish foreign minister warned at the weekend that cars crossing into Gibraltar could face a £50 charge. The UK government has warned it would challenge such a move in the European courts and has now received European backing for such a stance.

"The prime minister made clear that our position on the sovereignty of

Gibraltar and its surrounding waters will not change," Downing Street said in a statement. "He also reiterated, as the prime minister and Mr Rajoy had previously agreed, that the issue should not damage our bilateral relations. However, there was a real risk of this happening unless the situation at the border improved."

Mr Rajoy's office gave a different reading. It said the

'The PM made clear that our position on the sovereignty of Gibraltar ... will not change'

Spanish prime minister had told Mr Cameron the border controls were part of his country's duty to prevent illegal trafficking and were compatible with the Schengen agreement.

Mr Rajoy also stressed that placing concrete blocks to build the reef in the waters surrounding Gibraltar was "unacceptable" and had "produced a great unease in Spain and major concern over harm to the environment and fishing activity". Britain has agreed to enter into talks to resolve that issue.

A later call between William Hague, the UK foreign secretary, and José García-Margallo, the Spanish foreign minister, also ended without resolution. Mr Hague said after the conver-

sation: "I urged the Spanish authorities to de-escalate the situation." He stood by the Gibraltar government's decision to build the reef, saying it would help sustainable fishing.

The spat has now become so serious that the EU has intervened to try and bring about a compromise.

Brussels urged both Spain and Britain to re-establish a smooth and efficient border operation, adding that the European Commission, the EU's executive arm, could help to find a solution.

In order to clarify the situation on the terrain, the commission has suggested to organise a technical mission with the Spanish authorities on the spot in order to address the issues raised by the border

checks," an EU official said.

Frederic Vincent, a commission spokesman, said that Brussels would "raise the issue with the Spanish authorities probably via a meeting here in Brussels in September or October".

The commission said Spain had a right to carry out "proportionate" border controls of people coming from Gibraltar, as the UK overseas territory is not part of the Schengen border-free zone, nor part of the customs territory of the EU.

In relation to charges at the border, a spokesman for the commission said: "It hopes that the Spanish government would refrain from introducing such a fee."

Additional reporting by James Fontanella-Khan in Brussels

Labour councils use staff on zero hours

By Elizabeth Rigby and Jim Pickard

Labour-run councils are among the many local authorities using zero-hours contracts as they aim to cut staffing costs in response to Whitehall's austerity drive.

Six Labour-controlled councils in London – Tower Hamlets, Brent, Ealing, Merton, Hounslow and Newham – use workers on contracts with no guaranteed hours, while Labour-run Doncaster estimates it has 300 on such arrangements.

While private sector employers have been identified as using these contracts, the Chartered Institute of Personnel and Development has said the contracts are more prevalent in the public sector.

"A higher proportion of public sector employers use these contracts than the private sector," said Mark Beatson, chief economist at the CIPD, which this week claimed that up to 1m workers in the UK could be on contracts with no guaranteed hours.

That suggests more than 200,000 people working in the public sector could be employed on such contracts. The business department, which is conducting a review into the contracts, said it did not have data on the use of zero-hours contracts in the public sector.

The private sector has been scrutinised over the use of such contracts, which Labour argues is fuelling an "underemployment crisis". Business lobby groups this week mounted a defence against the "demonisation" of flexible working, with the CBI arguing that such working arrangements had kept unemployment levels down during the recession.

The CIPD also said it "hadn't seen any evidence" that public sector organisations put many in their workforces on such contracts after it emerged some private sector companies – McDonald's, Cineworld and Sports Direct – used them for nearly all their staff.

The legal of Sports Direct's zero-hours contracts with 20,000 staff will be tested by an employment tribunal case brought by one employee who worked in the retailer's Croydon store.

Zahera Gabriel-Abrams, 30, will argue that while she was labelled a part-time employee on a zero-hours contract, the nature of her job was such that she was as entitled to a bonus scheme, sick pay and annual leave as a full-time employee. Sports Direct declined to comment.

Labour has been careful not to condemn zero-hours contracts outright, with Chris Leslie, shadow Treasury secretary, insisting the party wanted to take an "evidence-based approach" to the issue. It will hold a meeting on zero-hours contracts later this month.

Backing an outer circle line



CV: Isabel Dedring

Born 10 August 1971

1989-1993 Harvard University, studying Russian and political science

1993-1995 Kazakhstan arm of Ernst & Young, advising investors and structuring joint ventures

1995-1998 Harvard Law School

1998-2003 Consultant at McKinsey & Company

2003-2011 Transport for London, director of policy unit and chief of staff to commissioner

2008-2011 Environment adviser to the mayor

2011 to present Boris Johnson's deputy mayor for transport and deputy chair on board of TfL

Daily commute Northern line, 50 minutes each way

Isabel Dedring: 'The more you look at it, the more you realise the road network staying as it is today just isn't going to work over the next five to 10 years'

Rex

City Hall lieutenant orders bagel for growing capital

Transport chief

An orbital rail line is one of a number of radical schemes London is having to consider, writes James Pickford

A new high-speed rail "bagel" encircling London will become a priority for the capital as its population soars to 10m over the next 20 years, Boris Johnson's transport adviser has said.

Isabel Dedring, deputy mayor for transport at City Hall, said new light rail and tram services – under dis-

cussion for some of London's outer areas – would be "only an intermediate measure" and the extra capacity would be soaked up by new arrivals.

"Over the longer term, what we need is high-speed public transport connections to tackle congestion and help [outer London] town centres thrive," she told the Financial Times.

The orbital rail proposal is one of a number of radical schemes the city is having to consider to cope with the strains of a rising population, the American former management consultant said.

Ms Dedring is helping to prepare a long-term infra-

structure plan for the capital, due for publication next spring. It is expected to tackle rail and airport capacity, as well as roads.

"The more you look at it, the more you realise the road network staying as it is today just isn't going to work over the next five to 10 years," she said, adding that new roads benefit cyclists, pedestrians and bus users as well as car owners.

The 41-year-old Harvard-educated law graduate and former McKinsey employee is regarded as one of the competent lieutenants underpinning the London mayor's "executive chairman" leadership style,

alongside officials such as Sir Edward Lister, the mayor's chief of staff.

Ms Dedring has served in Mr Johnson's administration since he arrived at City Hall in 2008; she also worked at Transport for London from 2003, when Ken Livingstone was mayor.

Asked to compare their styles of leadership, she describes the Labour mayor as "more of a bureaucrat's politician" in his willingness to digest lengthy, detailed presentations.

With Mr Johnson, she threw her PowerPoint slides into the bin. "That's not really the way Boris would be persuaded to do some-

thing... You need to sell him the vision and where you'll end up – then work backwards into the facts."

Several mayoral transport initiatives have recently come under fire, including the terms of the Barclays cycle hire scheme, a clause in TfL's contract for the Emirates Air Line cable car

appeared to discriminate against Israeli-owned businesses, and sauna-like conditions aboard the replacement for Routemaster London buses – a model that was quickly rechristened the Roastmaster.

Ms Dedring said the next route to receive the new buses, a handful of which had suffered from faulty air

cooling, would take them in batches rather than in one tranche, so potential faults would cause less disruption.

"If you look at any new technologies, when they're introduced they have these sorts of issues," she said.

On the cycle hire scheme,

lack of spaces or bikes at docking stations would be addressed when a new contract is drawn up with supplier Sero, which will set a 30 per cent increase in availability, she said. It will come into effect in 2015.

As demand for transport rises, Ms Dedring expects more infrastructure deals to be funded not only by a Treasury cheque but also by new financing models.

The Northern line extension for the Underground, for example, will be paid for through a mix of a levy on developers and "tax increment financing", which pays for developments on the promise of higher tax revenues from new businesses in the district.

But Ms Dedring added that such deals can be highly complex to manage, involving long negotiations between government, City Hall, council leaders and investors.

"It requires a lot more senior-level input... We need to [improve] how we operate at TfL and City Hall in terms of pulling some of those schemes off."

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Workers at Royal Mail arm dismiss privatisation

Parcelforce ballot

Contentious plans by the government to privatise Royal Mail were dealt a fresh blow yesterday as workers at Parcelforce voted to reject the proposed privatisation if no agreement were reached soon.

Dave Ward, the CWU's deputy general secretary, said: "Workers in Parcelforce have spoken loud and clear and added their voices to those of hundreds of thousands of others: they are against Royal Mail privatisation.

"There is a consistent message from both the workforce and the public that privatisation is not needed, not supported and not popular."

The turnout was 72 per cent, with 95 per cent sup-

porting the union's stance on pay and pensions at Parcelforce. The CWU has

warned it will ballot workers at Royal Mail over pay, pensions and other issues linked to the proposed privatisation if no agreement were reached soon.

Dave Ward, the CWU's deputy general secretary, said: "Workers in Parcelforce have spoken loud and clear and added their voices to those of hundreds of thousands of others: they are against Royal Mail privatisa-

tion.

Ministers are aiming for a stock market flotation that could value the world's oldest postal service at about £3bn and want to press ahead with the flotation of a majority holding. However, they are keeping open the option of selling an initial stake to an investor.

Press Association

Panel unveils 50 proposals to solve Heathrow crunch

Airport plans

Sir Howard Davies, chairman of the independent airports commission, said Heathrow "probably" produced better proposals for a third runway last month than those backed by the previous Labour government.

The Davies commission yesterday published about 50 proposals for long-term measures to safeguard the UK's status as an international aviation hub, given Heathrow is operating at near-full capacity.

The proposals were led by those from established airports but also included other companies and private individuals. One said Heathrow should have seven runways, another proposed a new hub at Abingdon in Oxfordshire, while a third outlined plans to link London's five airports via a high-speed underground rail line.

Sir Howard said it was "perhaps surprising" to have received so many

proposals, with about half suggesting more runways.

He added that a few ideas were "a little far-fetched" but there were some "interesting new proposals", highlighting Heathrow Airport Holdings' submission that had three potential locations for a third runway.

Asked if Heathrow's proposals were better than those backed by the former Labour government, Sir Howard told the BBC: "I think, probably, yes. We need to analyse it carefully. They certainly believe the proposal they are putting forward would affect fewer people from a noise point of view and would be more efficient and a better way of running the airport. We need to probe that."

He said the commission would whittle down the 50 proposals by the end of the year. "It really is not reasonable to leave people around the country uncertain about whether a runway will be going past the bottom of their garden."

Andrew Parker

Bupa profits double but customers continue to leave

Private health

A fresh wave of customers has deserted Bupa, in the latest sign that high costs are prompting patients to turn their backs on the private sector.

Despite the scandal over avoidable deaths at Mid Staffordshire NHS Foundation Trust, the medical insurer had lost 100,000 customers by the end of the first half of the year, compared with 2012.

These losses come on top of a 142,000 fall in the same period a year ago and push the total down to 2.8m.

But Bupa has taken a tougher line on paying out claims – a clampdown that has upset some doctors – helping underlying UK profits more than double to £59m. The insurer has

enrolled experts to review whether patients genuinely need the treatment that outside doctors recommend.

It has also taken other steps, including seeking to "guide" customers towards its favoured specialists and renegotiating deals with private hospitals.

Bupa declined to say how much it had paid out in claims, and acknowledged the total costs had fallen. But it added the average cost per customer had risen, despite cost-cutting.

The insurer has long complained about a lack of competition among large private healthcare providers.

Stuart Fletcher, chief executive, urged the Competition Commission – which is conducting an investigation into the private healthcare market – to recommend reforms to lower treatment costs. He said the customer exodus had slowed from 5 per cent a year ago to 3 per cent.

Alistair Gray

100,000

Customers who left Bupa in the first half of 2013

CARNEY'S FIRST STEPS

Bank of England New governor takes Federal Reserve's lead and links interest rates to jobless data

'Bold operator' moves quickly to stamp his authority on policy

By Claire Jones, Economics Reporter

When Mark Carney makes a likely return to Canadian shores in 2018, it is possible that the Bank of England's main interest rate will not have budged from 0.5 per cent – the lowest level in its 319-year history.

The BoE's decision to follow the US Federal Reserve's lead and promise to keep interest rates low until the UK economy adds what, according to the Monetary Policy Committee's current thinking is likely to be about 750,000 jobs, could leave rates low for the duration of his five-year term.

Interest rates have already been at 0.5 per cent since early 2009. The BoE's commitment to keep monetary policy ultra-loose until unemployment falls to 7 per cent, so long as price and financial stability are maintained, already implies rates will remain on hold for at least another three years – way past the midpoint of the governorship of Mr Carney.

The MPC, which for the first time yesterday unveiled a forecast for unemployment, does not expect the joblessness rate to fall from its current level of 7.8 per cent to 7 per cent until mid-2016. But it is easy to imagine a scenario where rates stay at 0.5 per cent for longer than this.

The Office for Budget Responsibility, the fiscal watchdog, said in March that unemployment would stay above 7 per cent until 2017. Mr Carney was also quick to point out that unemployment, at that level, was still unacceptable.

"Seven per cent is merely a 'way station' at which the MPC will reassess the state of the economy, the progress of the economic recovery, and, in that context, the appropriate

VIDEO: FOLLOW THE FED

FT economics reporter Claire Jones assesses BoE governor Mark Carney's new 'forward guidance' policy and compares it to US and EU approaches

www.ft.com/video

stance of monetary policy," he said. In its inflation report, the BoE made clear that an unemployment rate of around 6.5 per cent is more consistent with an economy that has returned to full health. In the longer run, it believes unemployment should fall as low as 5 per cent. That implies further forward guidance, rather than rate rises, could follow once unemployment hits 7 per cent.

The MPC has opted to focus on unemployment because it believes it is the best measure of what is known in economists' parlance as "slack", which measures the difference between the level that growth is at and what it could be if the economy was operating at full capacity.

"There are 1m more people unemployed today than before the financial crisis; and many who have jobs would like to work more than they can. The weakness in activity has also been accompanied by exceptionally weak productivity," Mr Carney said. "It is for these reasons that the MPC judges there to be a significant margin of slack in the economy, even though the extent of that slack, particularly the scope for the productivity rebound, is very uncertain."

As uncertain a measure of slack as it might be, former policy makers agreed that it was wise for the current MPC to make its forward guidance conditional on unemployment rather than another economic variable.

Charles Goodhart, a founder member of the

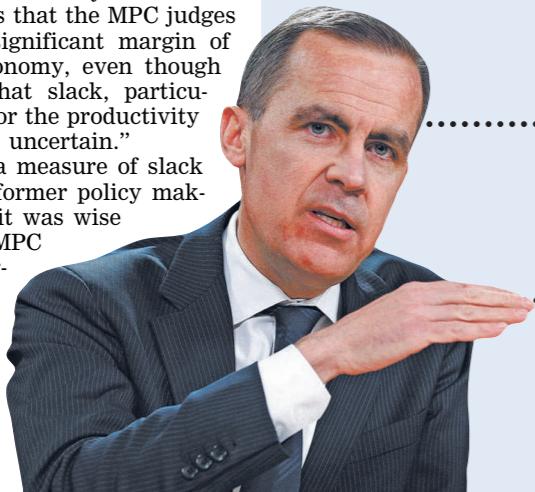
View from Threadneedle Street



Reuters

The rhetoric

What Carney really meant*

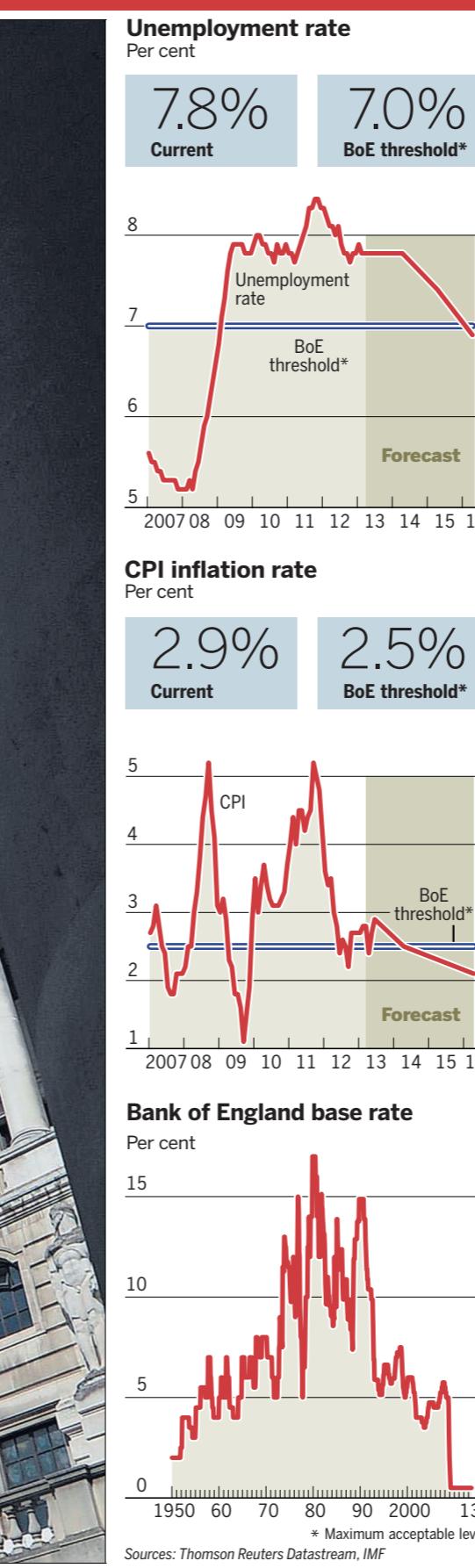


He said: 'We're not at escape velocity right now.'

He meant: 'The path of market interest rates implies a faster withdrawal of monetary stimulus than appears likely given the current economic outlook.'

He said: 'Seven per cent is merely a "way station" at which the MPC will reassess the state of the economy, the progress of the economic recovery, and, in that context, the appropriate stance of monetary policy.'

He said: 'It is important to stress that forward guidance does not mean the MPC is promising to keep interest rates low for a particular period of time. The path of bank rate and asset purchases will, as always, depend on economic conditions'



He meant: Mr Carney thinks there is still plenty of 'spare capacity' in the economy. He does not want investors, businesses and households to get carried away and assume the Bank of England will withdraw economic stimulus any time soon.

He meant: Mr Carney thinks markets have already got it wrong. Yesterday, Sterling climbed as investors bet on the BoE responding to inflationary pressures before unemployment hits 7 per cent.

He meant: Mr Carney does not want to imply the BoE will raise rates as soon as the unemployment rate reaches 7 per cent. Nor does he want to suggest that 7 per cent is an acceptable unemployment rate in the long term.

He meant: Mr Carney does not want to tie his hands. The new guidance policy has plenty of 'get out' clauses if the economy starts to behave differently to the way the central bank expects.

*As seen by Sarah O'Connor

Bullet points hit the target with added subtlety



John Authers

The Bank of England's decision to start giving forward guidance about its intentions for monetary policy was billed in advance as something close to a revolution. When it arrived, in the form of eight bullet-pointed paragraphs on a pink background, did it meet those expectations?

Arguably it did, in at least three ways. By naming a 7 per cent target for the unemployment rate before target interest rates can be allowed to rise and stating that it does not expect to reach this target until 2016, the BoE almost promised that rates will stay low for another three years. That was a dramatic departure, particularly as the UK economy has improved noticeably in recent months.

Second, although new governor Mark Carney strongly denied this, the BoE ensured that it will now be regarded as a "dual-mandate" central bank. The US Federal Reserve has a mandate both to limit inflation and to seek "full employment". The BoE, like most others, is mandated only to limit inflation. But the perception will shift now that it has made the unemployment rate central to interest rate policy.

Finally, by publishing details of how it will make its decision, the BoE diminished the role for "Kremlinology" in markets – trying to judge how different members of the Monetary Policy Committee will react in different situations.

Instead, much more effort will go into analysing trends and data. That means, however, that it will no longer be as easy for Mr Carney to "jawbone" markets, once policy guidance has been set. Mr Carney repeated every opportunity during

his hour-long press conference that gilt yields had risen too high in the past few months. They had been driven higher by announcements from the US Federal Reserve.

tightening British financial conditions in the process. Normally, when a central banker says bond yields are too high, they fall. This did not happen. Sterling even rose significantly, the exact opposite of what had been predicted.

Why? Once traders looked at all the material the BoE had provided, they could see that future low interest rates are contingent on specific economic targets, which the BoE made clear could easily be missed. Thanks to Mr Carney's

This was not, then, forward guidance as used recently by the Fed... this policy is subtler

transparency, it is obvious that future monetary policy decisions remain finely poised.

Neither base rates nor the stock of assets on the BoE's balance sheet will change until the unemployment rate improves from 7.8 to a threshold of 7.0 per cent. According to the BoE, the chances of reaching this rate climb above 50 per cent in early 2016, but are less than 20 per cent in the next 12 months.

However, the BoE still has a mandate to target an inflation rate of 2 per cent. It now stands at 2.9 per cent. To accommodate this, there are two "knockouts" at which the BoE could consider raising rates even if the target unemployment rate had not been reached.

The first comes if the MPC thinks it "more likely than not" that inflation 18 to 24 months ahead will be 2.5 per cent or more. The MPC's official projection now puts that chance at about 40 per cent. So an undramatic shift up in inflation projections would

be enough to trigger the knockout and could easily do so very soon.

The second would occur if "medium-term inflation expectations" were no longer "sufficiently well anchored". The UK has long had embedded inflation expectations that are considerably higher than for other developed economies, but they have remained stable. Should they start to accelerate – a plausible scenario – a base rate rise becomes possible.

This was not, then, forward guidance as used recently by the Federal Reserve, which at one point brought 2-year bond yields down to 0.25 per cent by promising not to raise its target overnight rate for at least two years. This policy is subtler.

Markets will become ever more dependent on each new data release. And with opinion still deeply divided over the progress of the economy, there is still ample cause for confusion – even though Mr Carney has now told everyone how he intends to react.

Markets' reaction

By Neil Dennis

London's stock market and government bond investors did not take to Mark Carney's forward guidance yesterday, but sterling, following an initial knee-jerk drop, slowly clawed higher.

The difference was in the way investors interpreted the Bank of England governor's statement. Mr Carney reiterated the BoE's "accommodative" stance and said that as long as price stability was maintained, rates would remain at their record low levels at least until unemployment dropped to 7 per cent.

Equity markets now expect no further stimulus as growth appears to be returning – but not yet at levels that make investors believe the recovery can gather momentum without further support. As a result, the FTSE 100 share index fell 1.4 per cent to 6,511.21.

MPC at work

Guiding hand for new era's collegiate approach

For a man touted as the nearest thing the staid world of central banking has to a rock star, Mark Carney displayed little of the swagger that the media had come to expect ahead of yesterday's inflation report.

He might have just passed the first big test of his leadership credentials, managing to win round the rest of the Monetary Policy Committee, many of whom had previously seemed lukewarm on guidance. But the new governor appeared oddly subdued when it came to meeting the press, who had turned out in force at Threadneedle Street.

Perhaps it was nerves at seeing the packed gallery. Or just the contrast with Lord King, who became famed for his assured, professorial tone. But, until late on, Mr Carney did not seem relaxed.

Yet the fact that Mr Carney has managed to get the rest of the MPC to back such an explicit form of guidance within six weeks of taking charge suggests that, behind closed doors, the Canadian has had no problems with his power of persuasion.

The governor's performance provided some hints of how he may have managed to win colleagues around to his big idea.

Far more than his predecessor, Mr Carney deferred to the senior members of the MPC who sat alongside him at the press conference.

Charlie Bean, the deputy governor, Spencer Dale, the chief economist, and Paul Fisher, the executive director for markets, were all called upon by Mr Carney to answer questions – a rare occurrence under Lord King, who tended to dominate proceedings.

The new governor's collaborative approach had the effect of making it seem as though the rest of the MPC where as keen as him on guidance, even though Mr Bean and Mr Dale had in the past expressed doubts.

Mr Carney said guidance was primarily about enhancing the effectiveness of the BoE's monetary stimulus through better communication.

Though the governor's performance was lacking in showbiz polish, his message was clear enough: the era of ultra-low rates is not going to end any time soon.

Persuading the markets to believe the message, however, could prove more tricky. The fall in stocks and rise in sterling that followed his statement suggested many investors have their doubts.

Claire Jones

Mixed picture as FTSE 100 falls but sterling recovers

Meanwhile, gilt prices fell, sending yields higher as bond market investors suspect the BoE will not be buying gilts again at the same rate as under the £375bn asset purchase programme. The yield on the benchmark 10-year bond was 0.1 basis points higher at 2.48 per cent.

Sterling, however, after

1.4%

Daily fall in value of FTSE 100 yesterday

Falling 0.9 per cent immediately after the statement, climbed as currency traders speculated the BoE might have to react to inflationary pressures, stemming from the recovery in growth, before the unemployment rate hits 7 per cent.

Equity markets have not needed much excuse to rally this year, and yesterday's reaction may have been nothing more than profit-taking. Sterling's reaction, however, was exuberant. The pound was up 1.1 per cent to \$1.5512, more than 3 cents higher from its lowest point of the day.

WORLD NEWS

Yemen says al-Qaeda plot foiled

Militants said to target oil terminal
Analysts sceptical on scale of threat

By Abigail Fielding-Smith
in Beirut

Yemen claimed yesterday to have foiled an al-Qaeda plot to take over one of its ports, the day after US diplomatic staff were evacuated from the country in response to a global terrorism alert.

However, it was not clear whether the supposed plot was the threat that forced the embassy closure in Sana'a and other missions across the Middle East.

Yemeni government officials were quoted as saying

al-Qaeda in the Arabian Peninsula (AQAP), a branch of the militant group's global franchise, had planned to take over an oil export terminal in Hadhramaut province.

According to some reports, the group also intended to attack a pipeline, take over a gas facility and gain control of Hadhramaut's provincial capital, Mukalla.

Reports of the plot came soon after the US implemented the security measures following the disclosure of an intercepted conversation between AQAP's leader, Nasir al-Wuhayshi, and al-Qaeda's global head, Ayman al-Zawahiri, on a new assault. The plot has echoes of an attack on an Algerian gas plant by Islamist militants in January in

which dozens of foreign workers were killed.

The reported plot coincided with the 15th anniversary of al-Qaeda's terrorist attacks on US embassies in Kenya and Tanzania, which killed more than 200 Africans and 12 US citizens.

The Obama administration refused to comment on Yemeni claims to have foiled a plot. Jen Psaki, of the state department, said the US embassy remained closed and that "we believe a threat remains".

Analysts were sceptical, however, of whether the reported plots amounted to a serious new threat. Pipelines are attacked nearly weekly in Yemen, while AQAP is said to have tried and failed recently to take over a town in Hadhramaut.

"An attack like that is perfectly feasible but whether it would be successful is a different matter entirely: the plants are pretty well protected," said one western security analyst based in Yemen who asked not to be named.

Whether or not the Hadhramaut plot is what is referred to in the intelligence intercept, the terrorism alert has led some to question whether the Obama administration's counterterrorism policy in Yemen, characterised by drone strikes, is working.

Seven people were reportedly killed in a suspected drone strike yesterday, the fifth such attack in less than two weeks. While some key AQAP figures such as Anwar al-

Awlaki and more recently Said al-Shiri have been killed in the US-led strike campaign, there are concerns that not enough attention has been paid to the political and economic roots of the problem, while the collateral damage from such strikes might enhance al-Qaeda's appeal.

Assessing the strength of AQAP is difficult because of the murky nature of security in Yemen. The country is made up of numerous well-armed tribes, and President Abd-Rabbu Mansour Hadi is trying to pursue political transition after the three-decade rule of his predecessor, Ali Abdullah Saleh, while facing several insurrections and divisions within the military.

Abdulghani Iryani, a Yemen-based political analyst, said that AQAP was if anything weaker after having been pushed out of towns it controlled in the southern province of Abyan last summer by local "popular committees" and the Yemeni army under the leadership of the president.

Gregory Johnsen, an AQAP expert at Princeton University, said that reverting to being a guerrilla group after losing control of towns in Abyan, where it was imposing Islamic law, might have made the group harder to target.

He said it nonetheless had ambitions beyond being a guerrilla group and was likely to have been seeking a way to have a social presence "without making [itself] vulnerable".

Persuasive

\$1.4m

Amount Apple has spent on lobbying in Washington this year

\$7.8m

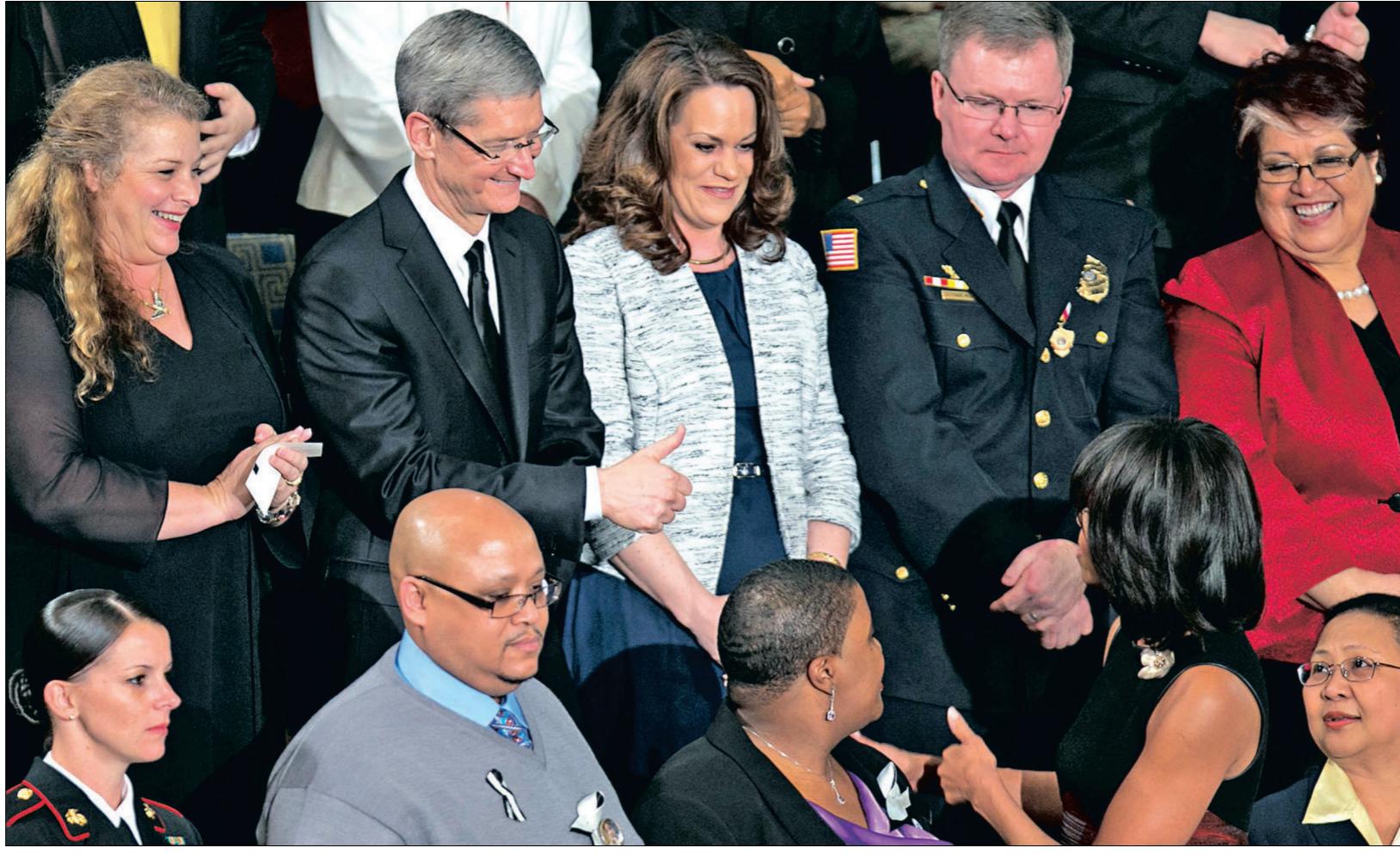
Amount Google has spent on lobbying in Washington this year

1987

The last time a president stepped in to overturn an ITC ban, when Ronald Reagan acted in another case involving Samsung

'They've obviously been extremely persuasive. The White House overturned it and it's like, "where did that come from?"'

Sascha Meinrath
New America Foundation



Invited: Tim Cook, Apple's chief executive, and Michelle Obama give each other a thumbs-up sign at the State of the Union address this year

GLOBAL INSIGHT

Geoff Dyer
in Washington

"This war, like other wars, must end." President Barack Obama insisted in a landmark May address on terrorism. "That is what history advises. That's what our democracy demands."

Using what seems at times to be his only tool for shaping events – an artful speech – Mr Obama seemed to be pleading for an escape from the toxic politics of terrorism, with its recriminations.

More than anything, the president's rhetoric was an appeal for proportion, an approach that acknowledges the risks presented by specific groups of Islamist militants but does not suck all the oxygen out of the air. One of his central legacies, he signalled, would be an effort to put the "global war on terror" and all its distortions quietly to bed.

In the months since he spoke, those ambitions have been largely shredded. Whether he likes it or not, Mr Obama's presidency remains as enmeshed in the rights and wrongs of fighting terrorism as his predecessor. The jitteriness that only a terror threat can bring has been on display this week with the extraordinary security measures the administration has implemented because of a potential attack, including shutting down embassies in 19 countries.

With so little information available on the threat, few want to second-guess the administration, yet the list of closed facilities has raised more than a few eyebrows. Kabul and Baghdad are open for business, but not Antananarivo in Madagascar and Bujumbura in Burundi. "Crazy-pants," one former state department counter-terrorism adviser has declared.

The spectre of Benghazi has been lurking behind some of the decisions this week. Almost a year since four Americans were killed in the attack on the US consulate in the Libyan city, there are still congressional probes into who knew what and when about the assault. The administration's approach this week to embassy security abroad also appears to be an exercise in political defence at home.

It is not clear that the terror threat, which appears to be focused on

the Yemen-based al-Qaeda in the Arabian Peninsula (AQAP), is a reason to double-down on the war on terror tactics.

Some observers believe the plot could be a sign of weakness of an al-Qaeda leadership that is desperate for a high-profile incident to boost its standing. Others suggest that the continued strength of AQAP is a form of blowback for the heavy US drone campaign in Yemen. While the targets of drone strikes in Afghanistan and Pakistan have often been foreign fighters, in Yemen they have been aimed at locals with families and tribes.

Yet, the impression the administration has created is of a resurgent al-Qaeda that still has the capacity to organise attacks on US interests. Analysts point out that the political turmoil in the Middle East is providing the sort of ungoverned spaces that al-Qaeda thrives on. The shut-downs have also provided an easy target for Republican critics who accuse the administration of underplaying the threat from the terror network to boost Mr Obama's re-election chances.

The list of closed facilities has raised more than a few eyebrows

If Mr Obama had wanted to unwind parts of the war on terror apparatus, he might also have taken the lead in letting in some light on the surveillance programmes the US has created. Instead, he has been buffeted by the Edward Snowden disclosures and has been forced to lobby members of Congress to maintain some of the most controversial features.

It is possible that NSA intercepts played a key role in detecting the new al-Qaeda plot, which could win the administration some breathing space. But the political price is to rely on many of the same Republicans who lambast the president as weak on terrorism to make the case for the administration's electronic eavesdropping.

In his May speech, Mr Obama said he wanted to start a conversation about a pragmatic approach to terrorism. With the far right and left denouncing the US surveillance state and parts of the intelligence community and neoconservative Republicans warning of a revived al-Qaeda, that debate is taking place. It is just that the president is following, not leading, the discussion.

President's move caps Apple march on Washington

Lobbying tactics

The company has been recalibrating its position in the US capital, writes **Stephanie Kirchgaessner**

When President Barack Obama stepped in on behalf of Apple last weekend and overturned a US International Trade Commission patent infringement ruling it caught many in Washington by surprise. But the move by the White House revealed how Apple has been recalibrating its position in the US capital under the leadership of Tim Cook, its chief executive.

According to lobbying records, Apple has spent \$2.5m since early last year lobbying Congress, the Federal Trade Commission and the Department of Justice

on issues including reform of the ITC and patents, among other issues.

The company still spends far less on lobbying in Washington than Google, which has spent \$7.8m lobbying so far this year compared with \$1.4m for Apple. But its focus on the DOJ last year was critical.

Michael Froman, the US trade representative, cited a joint DOJ and US Patent and Trademark Office policy statement from January 2013 to justify his decision on the case, pointing to the agencies' concern about how companies holding the kinds of patents in question in the Samsung case might block competition.

"Up until now, Apple hasn't devoted a great deal of energy to Washington compared to Google or Microsoft. That makes what they accomplished in the patent decision all the more remarkable," says Paul Gallant, a telecom analyst

at Guggenheim Securities in Washington.

Under the helm of Steve Jobs, Apple's late founder, the company had a reputation for shunning Washington. But Mr Cook's decision to testify before the powerful Senate subcommittee on investigations in May in response to a probe into its tax avoidance practices was seen as a break with the past and won it some grudging respect. Apple declined to comment on its lobbying activity.

In June the ITC ordered a ban on the import of certain older iPhone and iPad models, ruling that Apple had infringed a key Samsung technology patent.

The ban was due to take effect this week and would have stopped US consumers from buying some versions of the iPhone 4 and iPad 2, discounted devices that are still popular with price-conscious consumers in the US.

Mr Obama's decision to overturn that ban marked the first time a US president has intervened since 1987, when Ronald Reagan acted in another case involving Samsung.

The move, which drew an angry rebuke from South Korea, followed a campaign

'Up until now Apple hasn't devoted a great deal of energy to Washington'

by the technology industry and agencies within the administration in favour of reform of the system of standards-essential patents at the heart of the case, patent experts say.

Public records show Apple has amassed a few former senior congressional staff members to lobby on

the ITC issue, led by two men who once shaped technology policy in the halls of Congress.

Timothy Powderly, a former senior counsel on the House energy committee, previously worked with Henry Waxman, the veteran Democratic congressman, and Joseph Fortson served as counsel to Joe Barton, a senior Republican congressman on the committee. The team includes Walt Kuhn, former chief counsel for Republican senator Lindsey Graham.

Sascha Meinrath, vice-president of the New America Foundation, the progressive think-tank, says that the nearly unprecedented decision by the White House to block the ITC was not the result of a loud push by Apple but a stealth push to win the White House's backing.

"They've obviously been extremely persuasive. The White House overturned it

and it's like, 'where did that come from?'" he said.

An administration official declined to comment on questions of whether senior Apple staff had communicated with senior White House staff. The official said: "This decision was taken after a rigorous process in which all parties who sought to express an interest and nearly two dozen government agencies were afforded the opportunity to present their views."

But Mr Obama has singled out Apple as a US gem.

Mr Cook, who donated \$2,600 to the president's campaign in 2008 but did not make any donations last year, was a guest of Michelle Obama at the president's State of the Union address this year as a symbol of innovation. Last year the widow of Mr Jobs, Laurene Powell Jobs, was a guest of the First Lady.

Inside business, Page 16

Blaze engulfs Nairobi's hub airport

By Katrina Manson
in Nairobi

Kenya has closed Nairobi's international airport, the most important hub in fast-growing east Africa, after a large fire that blazed for hours engulfed the main terminal.

The Kenya Airports Authority said yesterday that Jomo Kenyatta international airport was closed until further notice, with flights diverted to the port of Mombasa and other domestic airports.

Nairobi airport is the main aviation hub in the region, acting as a transit centre for travellers across countries from Tanzania to Ethiopia and serving more than 45 airlines.

Officials said some cargo flights from the airport, which exports much of Kenya's green beans and flowers that form part of its \$1bn-a-year horticulture industry, would resume in the afternoon. Some international flights will start arriving via the domestic terminal from today.

The officials gave no estimate of the cost of repairs or the duration of the passenger terminal's closure. An extended shutdown could hit economic growth in Kenya and the wider region. Tourism is one of the three main hard currency earners for Kenya, together with horticulture and tea. The fire has come at a bad time, during high season as tourists arrive for the wildebeest migration.

Local reports said the

blaze started early yesterday morning at the immigration departure hall and destroyed the international arrivals terminal hall, sending huge plumes of black smoke into the air.

Ellen Vermeulen, a 42-year-old aid worker who arrived at the airport to board a flight to Mombasa, said: "What really surprised me is it took at least 30 minutes to come with one fire engine – it was only one and there was no water; it's

just like there was no response."

No serious casualties were reported, but Kenya Airways said two people – one passenger and one worker – were taken to hospital with smoke inhalation.

Kenyan officials said the government had set up a committee to investigate the cause of the fire. President Uhuru Kenyatta visited the airport in the morning.

Nairobi was not one of the capitals affected by the closure of US embassies across the Middle East and Africa this week in response to the threat of a terrorist attack.

The airport was built for 2.5m passengers in the late 1970s but now serves more than twice that number. A fourth terminal and second runway are planned as part of a five-year, multimillion-dollar expansion that recently started. Kiosks are due to be relocated as part of the refurbishment and several duty-free shops were repossessed last week after their leases expired.

Egypt's military-backed authorities blamed their Islamist opponents for the failure of international mediation efforts to defuse the country's political crisis and warned that its decision to break up Islamist protest camps in Cairo was "final and irreversible".

Statements from the interim president and prime minister yesterday suggested the likelihood of a crackdown, which many fear would be bloody, on two camps. They comprise thousands of supporters of Mohamed Morsi, the Islamist president ousted by the military last month.

The US and the EU said yesterday they were "troubled" that Egypt's parties had made no progress in implementing confidence-building measures and breaking what they described as a "dangerous stalemate".

"This remains a fragile situation that holds not only the risk of more bloodshed and polarisation but also impedes the economic recovery so essential for Egypt's successful transition," said a joint statement by John Kerry, US secretary of state, and Lady Ashton, EU foreign policy chief.

Hazem ab-Biblawi, Egypt's interim prime minister, said the government was running out of patience and urged the protesters to go home. He said those in the camps had "exceeded limits of peacefulness by inciting violence, using arms, blocking roads, obstructing traffic, disrupting public facilities, and terrifying and holding citizens".

His comments came a few hours after a statement by Adli Mansour, the interim president, in which he announced the failure of international mediation efforts to get the two sides talking. He laid the blame on Mr Morsi's Muslim Brotherhood group.

Fears rise of Egypt camps crackdown

By Heba Saleh in Cairo

Egypt's military-backed authorities blamed their Islamist opponents for the failure of international mediation efforts to defuse the country's political crisis and warned that its decision to break up Islamist protest camps in Cairo was "final and irreversible".

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"This remains a fragile



Firefighters in the terminal's charred interior yesterday Reuters

The Official London Theatre Guide

Online ticket booking
breaking news and
exclusive features

www.officiallondonontheatre.co.uk
The UK's number one theatre website

WORLD NEWS

Hizbollah ban leaves troops in tricky spot

Lebanon

EU's decision to call military wing a terrorist group has put peace mission at risk, says **Abigail Fielding-Smith**

As Irish peacekeepers browse market stalls in the south Lebanon town of Bint Jbeil, marching music associated with the militant group Hizbollah blares out. Above the market is a billboard depicting its leader, Sayed Hassan Nasrallah.

"The decision was made [by the EU] to ban the military wing and [here] there's all these posters and banners," said a soldier, reflecting on the contradictions of being a European in Hizbollah's heartlands.

Last month, the EU designated Hizbollah's military wing a terrorist organisation, a mostly symbolic move unlikely to have much practical impact but one that further isolates the group internationally.

However, it has put Unifil, the multinational force that has helped keep an edgy peace on the Israeli-Lebanese border since 2006, in an awkward position, with some observers even fearing for the peacekeepers' safety.

Almost a third of Unifil's 10,000 troops are from European countries and most people living in the green hills they patrol are staunch supporters of the group.

"People are not going to

accept you living among them and calling them terrorists," a Hizbollah official told the FT shortly after the designation.

An editorial in a newspaper associated with the Lebanese political bloc that Hizbollah leads went further, saying the troops were no longer welcome. "From now on, Europe must realise that its soldiers serving under the UN flag in southern Lebanon are operating behind enemy lines," thundered Ibrahim al Amin, the editor of al-Akhbar.

In Hizbollah's eyes, the foreign force in the country's south that was bulked up after the 2006 war are under their protection. Though the peacekeepers are supposed to help the Lebanese army curb Hizbollah's military activities in the south, their mandate to enforce this is limited. The force, meanwhile, and particularly the Europeans in it, provides Hizbollah with a buffer against Israeli attacks.

The EU designation has tested Hizbollah's relationship with Unifil. "We as locals in the south treated Unifil like sacred guests, we protected them," says Ali Ahmed Zawi, the pro-Hizbollah mayor of one south Lebanon village. "What do they do in return? Put us on the terrorist list."

Since the EU decision, Unifil has been keen to stress that its troops are all here as representatives of the UN, not of individual countries, and officials say so far there have been no signs of a backlash. Locals

Voices from the edge



UN peacekeepers patrol the Lebanon-Israel border in May Getty

'People are not going to accept you living among them and calling them terrorists'

Hizbollah official

'Europe must realise that its soldiers... are operating behind enemy lines'

Newspaper editor

'They put us on the terrorist list, but we're going to treat [Unifil] well because that's our way'

Village mayor

'Unifil's presence serves Hizbollah in multiple ways, for their security and... economically'

Former Unifil spokesman

'Has it [the EU designation] impacted negatively on our operations, our posture? No'

Unifil commander

smile and wave at the Irish troops as they walk through the market.

According to Tony McKenna, the commander of the Irish battalion, the pro-Hizbollah community leaders with whom his contingent regularly liaises have not reproached them yet for the designation. "We would

have expected if there was going to be a backlash, mayors would not be meeting us, or if they were meeting us, giving us a dressing down – we haven't encountered this yet," says Lt Col McKenna.

Even the mayor downplays any suggestion of violence, insisting Hizbollah will respond "politically" to the EU designation. "They put us on the terrorist list, but we're going to treat [Unifil] well because that's our way," he said.

European countries with

troops in south Lebanon probably received indirect assurances that their security would not be affected before taking the decision which, unlike the US's blacklisting of Hizbollah, applies only to the group's military wing, said Timur Goksel of the American University of Beirut and a former Unifil spokesman.

"Unifil's presence serves Hizbollah in multiple ways, for their own security and for the benefit of their people economically," he said.

But even if Hizbollah as

an organisation has decided not to turn up the heat on European peacekeepers, villagers angered by the decision which, unlike the US's

blacklisting of Hizbollah, applies only to the group's military wing, said Timur Goksel of the American University of Beirut and a former Unifil spokesman.

"Unifil's presence serves Hizbollah in multiple ways, for their own security and for the benefit of their people economically," he said.

But even if Hizbollah as

wounded by three roadside bombs.

For now, official optimism on the ground is tempered with caution. "Whether other events overtake us I don't know," said Lt Col McKenna. "But has it [the EU designation] impacted negatively on our operations, our posture on the ground? No."

The security environment in the south is murky and two years ago unknown assailants targeted French and Italian peacekeepers. More than a dozen were

wounded by three roadside bombs.

Independent Russian media have also carried disturbing reports of violence against gays by vigilante groups apparently emboldened by the law, passed by Russia's parliament this year.

Mr Fry's intervention could help the boycott campaign spread to the UK and elsewhere.

"Beatings, murders and humiliations are ignored by the police. Any defence or sane discussion of homosexuality is against the law," Mr Fry wrote.

10,000
Number of UN peacekeepers based in Lebanon

Audi Sport
Vorsprung durch Technik



Less roof, more V8.

Plug in your headphones, download the Audi Vision app and take the 450PS V8 FSI on an audio test drive.

The new Audi RS 5 Cabriolet.



RS

Download the Audi Vision app free from the App Store or Google play, and scan this ad. Official fuel consumption figures for the Audi RS 5 Cabriolet 4.2 FSI quattro 450PS 7-speed S tronic in mpg (l/100km): Urban 19.3 (14.6), Extra Urban 33.2 (8.5), Combined 26.4 (10.7). CO₂ emissions 249g/km. Standard EU Test figures for comparative purposes and may not reflect real driving results. For more information please visit www.audi.co.uk/rs5cab

Anti-gay law

Fry calls to strip Russia of Winter Olympics

Stephen Fry, the British writer and broadcaster, has called for Russia to be stripped of next year's Winter Olympics because of a law banning the promotion of homosexuality, adding his voice to a growing campaign on the issue.

Mr Fry wrote an open letter to David Cameron, the prime minister, and the International Olympic Committee warning that Vladimir Putin, the Russian president, was "making scapegoats of gay people, just as Hitler did Jews".

The letter, also circulated to Mr Fry's 2m Twitter followers, came less than 24 hours after Barack Obama, US president, said on NBC he had "no patience for countries that try to treat gays and lesbians and transgender persons in ways that intimidate or are harmful to them".

Mr Obama yesterday cancelled summit talks due next month with Mr Putin. Calls for a boycott of next February's Winter Olympics in Sochi, southern Russia, have been growing in the US amid concerns that the anti-gay activism law could lead to mistreatment of gay or lesbian athletes or spectators.

Independent Russian media have also carried disturbing reports of violence against gays by vigilante groups apparently emboldened by the law, passed by Russia's parliament this year.

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WORLD NEWS

France hails signs of recovery

Trade deficit shrank by third
Imports fall as consumers cut back

By Hugh Carnegy in Paris

France's government has seized on a marked improvement in foreign trade performance to bolster its claims that the economy is poised to emerge from a long period of gloom.

After more than a year of zero or negative growth, which has seen unemployment rising towards 11 per cent, the government is desperate that tentative signs of recovery across the euro zone should take root in France.

A welcome new indicator

appeared yesterday with figures showing that the trade deficit shrank by a third in June to €4.4bn compared with the same period last year, reducing the deficit in the first half below €30bn for the first time since 2010.

Much of the improvement was due to a drop in imports as French consumers tightened their belts. But there was a small uptick in exports in June that signalled some hope for recovery from an alarming slide in competitiveness in recent years.

"Foreign trade will be a key engine of growth in 2014," said Nicole Bricq, the trade minister. "The euro zone is coming out of recession. Our competitiveness reforms are bearing fruit and will continue to do so."

This bullishness may be over-optimistic. The Bank of France yesterday forecast just 0.1 per cent growth in the third quarter after a small recovery in the second quarter. Latest projections from the International Monetary Fund this week foresaw the economy shrinking by 0.2 per cent overall this year before squeezing out 0.8 per cent growth in 2014.

But some of the gloom may have been overdone. Fabrice Montagné, an economist at Barclays in Paris, said he was never "a believer that the French economy was going down the drain". The glum mood, reflected in public opinion polls and in industry and service sector indices, was often worse than reality, he said. Latest French indus-

try PMI indicators from Markit were at their highest levels since 2009.

A survey for Les Echos, the financial newspaper, of 31 of the top 40 companies

in the CAC 40 stock market index to have reported first-half results so far, showed that although profits were down overall by 1.4 per cent on the same period last year, almost 70 per cent exceeded analysts' expectations and many had seen improved performance in the second quarter. The CAC 40 itself has surged recently above 4,000 from a low of 3,341 last November.

The government is convinced that a €20bn tax break it is phasing in for companies to help reduce high labour costs will help boost a turnaround. Figures from Eurostat, the EU's statistical body, show France's labour costs fell 2 per cent in the first quarter.

But, for all its rhetoric about the need to prioritise growth above austerity, the

government's commitment to meet EU-designated budget deficit targets is putting a drag on the recovery, especially as to date the vast majority of savings have come from tax increases.

The reduction in the structural deficit this year will be close to 2 per cent of gross domestic product, with a further 1 per cent due next year. "You cannot have a strong rebound when the consolidation of the fiscal account is as big as the government is doing," says Mr Montagné.

Short of an unexpectedly big resurgence in the eurozone, a return to annual growth of 1.5 per cent, the level needed to bring down unemployment, therefore looks some way off.

Rajan dusts off plan for reform of India's ailing financial system

Central bank

The new governor will have to get his proposals past a government facing elections, says Amy Kazmin

Raghuram Rajan, the incoming governor of the Reserve Bank of India, once called modernising the country's inefficient and under-developed financial sector a "moral and economic imperative".

Proposing detailed reforms of the sector in a 2008 report, Mr Rajan bemoaned that the primary source of loans for most Indian households was still usurious informal money-lenders, while the financial system was "not able to meet the scale or the sophistication" of India's large companies, smaller businesses or public infrastructure projects.

Indeed, just 35 per cent of India's 1.3bn people have bank accounts, compared with the 50 per cent global average, while 70 per cent of banking system assets are held at state banks, according to a 2011 World Bank report.

In the five years since, most of the proposals have sat on the shelf, though some – such as providing citizens with biometric identification cards linked to bank accounts – are gradually being rolled out.

But now, investors, bankers and policy makers are dusting off his report – entitled "A Hundred Small Steps" – in anticipation of what Mr Rajan might have in store for India's retail banking industry and capital market. He should, theoretically, be able to exert influence over the development of the industry, given the central bank's responsibility for writing many of its rules and procedures.



Indians talk outside a money changer shop in New Delhi. Just 35 per cent of India's 1.3bn people have bank accounts

Rupee falls to lowest closing level

India's rupee hit its lowest ever closing level yesterday, intensifying pressure on the government and the incoming central bank governor, Raghuram Rajan, to introduce further emergency measures to stabilise the currency's recent falls, writes James Crabtree in Mumbai.

Although slightly above the all-time low it earlier this week, the rupee ended at Rs61.30 to the dollar, cementing its position as a currency more severely affected by investor retreats from emerging markets.

The latest fall heightened calls for new steps to

attract foreign capital inflows and help close India's large current account deficit, following the failure of a series of reforms from the Reserve Bank of India last month.

"They need to address this quickly because rupee expectations are getting entrenched at this level and could get dangerously lower," said Shubhada Rao, chief economist at Yes Bank in Mumbai.

India's finance minister has already said he plans to relax rules limiting the ability of indebted companies to tap overseas debt markets.

"to ensure inclusion, growth and stability by allowing players more freedom, even while strengthening the financial and regulatory infrastructure".

Among his many proposals were allowing greater competition in the sector, strengthening the RBI's regulatory capacity and creating a more robust credit infrastructure by allowing banks to foreclose on assets and recover bad debts.

"He does have new ideas on how to regulate banks, and banks' licences, and I am sure he is going to try to champion them and push them through," said A. Prasanna, head of research at ICICI Securities PD. "He will also, hopefully, allow the bond market to develop

much more into a deeper, more liquid market."

With elections due in less than a year, Rajeev Malik, a senior economist at CLSA in Singapore, said Mr Rajan is unlikely to be able to push any significant financial reform agenda until after the polls.

Much will also depend on the ability of Mr Rajan – appointed initially for three years – to persuade New Delhi to back his ideas.

"The RBI is not an independent central bank," said Mr Malik. "It is not uncommon when people move there to get a different kind of reality check."

Arvind Subramanian, Page 9
Lex, Page 12
India lucky: www.ft.com/bb

Japan to step in over Fukushima clean-up as Tepco struggles

By Jonathan Soble in Tokyo

Japan's government is preparing to take a more direct role in the clean-up effort at Fukushima Daiichi nuclear power station, in an acknowledgment that Tokyo Electric Power (Tepco), the stricken plant's operator, is struggling to solve a crisis over leaking contaminated water.

Officials said yesterday that Tokyo would fund an unprecedented operation to freeze the ground around sensitive parts of the plant, in order to prevent groundwater from seeping in and mixing with dangerously radioactive coolant water.

A toxic mix of runoff and coolant is flowing back out of the battered facility and into the ocean at a rate of about 300 tonnes a day, according to the environmental ministry.

"Tepco's actions are reactive and slow," Kiyoshi Takasaka, a member of a

committee of nuclear experts advising Fukushima prefecture, told Japanese media yesterday.

Other members of the committee called Tepco's handling of the water problem "haphazard" and complained that the utility lacked a convincing containment strategy.

Tepco has been criticised for failing to stop the leaks and for its slowness in disclosing the problem, which experts had first identified months ago. The utility's miseries have revived memories of its widely condemned response to the tsunami-induced meltdowns of three reactors at Fukushima Daiichi in 2011.

A perception that it failed to provide clear explanations, and reflexively played down the extent of the damage, led to promises of greater transparency and a revamped "safety culture" – pledges that are under fresh scrutiny as a result of the leaks.

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committee of nuclear experts advising Fukushima prefecture, told Japanese media yesterday.

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Still, the fact that Tepco has not been able to identify the source of the leaks, and the prospect that they could persist for months or years, has worried specialists and the public. The

issue could influence a national debate on whether to allow the resumption of operations at dozens of other nuclear facilities that have been lying idle because of safety concerns.

The ground-freezing project involves drilling shafts into a 1.4km perimeter around the damaged reactors, then pouring in coolant. The plan was proposed by Kajima, a Japanese construction company, and is projected to cost at least ¥40bn, though few certainities exist on either the technology or the price tag.

"There's no blueprint, no nothing yet, so there's no way we can scrutinise it," said Shinji Kinjo, the head of a task force set up by Nuclear Regulatory Authority to deal with the water issue.

Tepco has tried to seal a smaller area where the toxic-water outflow appears to be strongest, by hardening the ground with injections of sodium silicate. But water quickly filled the zone and flowed over top of the silicate "wall".

The government in effect nationalised Tepco after the accident but its financial and logistical involvement in the clean-up has been mostly indirect so far. Decommissioning the facility is already expected to take decades and cost more than \$10bn.

The government is considering direct funding for an underground barrier that would divert groundwater around the plant. Runoff from nearby hills is believed to be mixing in basements and wells with water that crews poured into the reactors' overhead cooling cores after the accident.

The damage that the facility sustained in the earth quake that triggered the tsunami, as well as explosions during the first days of the crisis, has made it all but impossible to seal.

The damage that the facility sustained in the earth quake that triggered the tsunami, as well as explosions during the first days of the crisis, has made it all but impossible to seal.



Experts inspect a well at the Fukushima plant yesterday Getty

Portugal's new treasury chief quits over swap contract claims

By Peter Wise in Lisbon

Portugal's treasury secretary resigned yesterday following media reports that he helped try to sell derivative contracts to a previous government that would have excluded public debt from official accounts when he worked for Citigroup.

Last week, Mr Pais Jorge told journalists: "I admit that the presentation existed, but I had no responsibilities over the elaboration or the negotiation of it". The proposals were rejected by the previous government.

In a separate statement, the finance ministry issued a copy of a document that it said demonstrated that media reports concerning Mr Pais Jorge had been falsified to imply that he participated in the preparation

which alleged that he had participated eight years ago in a Citigroup presentation of hedging products to Portugal's previous government, had been "falsified to include my name". This amounted to "a level of political action that I consider intolerable", he added.

Mr Pais Jorge, who strongly denies the reports, which he describes as "falsified", quit only five weeks after he was brought into the government of Pedro Passos Coelho following the resignation of two senior ministers in a political crisis that rocked Portugal's centre-right coalition.

His resignation was the latest development in a long-running controversy over what the Lisbon government has called "toxic" hedging products sold to public sector companies.

Mr Pais Jorge said in a statement that press reports had "falsified" information and "distorted" his statements in suggesting that he played a role in proposing swap contracts to government officials in 2005 when he worked at Citigroup.

"I have taken this difficult decision because I cannot allow controversies created about my professional career, which I did not hide, to be used as a political weapon against the government," his statement said.

The public prosecutor's office said it would hold an inquiry to determine if any crimes had been committed involving the alleged falsification of documents.

Maria Luis Albuquerque, the new finance minister, has led the government's bid to stem what she said could have amounted to €3bn in potential losses from hedging contracts sold to state-owned companies.

Ms Albuquerque had been treasury secretary until she was promoted to replace Vitor Gaspar as finance minister following his surprise resignation on July 1.

Mr Pais Jorge, who had replaced her at the treasury, said the media reports,

that there were senior-level disagreements in Seoul and Pyongyang over the merits of the KIC. While many conservatives in Seoul argue that this outpost of South Korea's capitalist economy will never prompt change in North Korea, Mr Moon said that some hardline military figures in Pyongyang see it as a serious risk.

"It has been a typical North Korean bargaining strategy to wait until the last minute," he added. "But another factor that could have influenced the [delayed] decision could have been internal debate. I think there is a political game going on in North Korea." South Korea had sought to ratchet up the

\$252m

The amount Seoul will pay out on insurance claims

pressure on North Korea by calling for what it warned would be a "final" round of discussions. Its announcement yesterday that it would pay out insurance claims to companies with operations at Kaesong – a move widely seen as paving the way for a permanent shutdown.

But later the same day, Pyongyang's Committee for the Peaceful Reunification of Korea said it would allow company managers to go back to the park and would authorise the return of its workers when the factories were ready to resume operations. The statement, which condemned years of division "imposed by foreign powers", also proposed a new round of intergovernmental talks on August 14 – a suggestion accepted by Seoul, which welcomed the "forward-looking manner" of North Korea's proposal.

Launched in 2004, the KIC was the last surviving co-operation project between the two states. The complex has provided welcome foreign currency for Kim Jong-un's regime: up to \$90m in "trust-building policy" that would enable co-operation. Mr Kim, North Korea's supreme leader, in April announced a "new strategic line" that named economic development as a top priority.

ANALYSIS

Start-ups

Shareholder societies

Online businesses promoting a 'sharing economy' are proving to be a big hit but face a regulatory backlash from traditional corporations.

By April Dembosky and Tim Bradshaw

For Allison and Dave Shuttleworth, Airbnb has been a financial saviour. When Mr Shuttleworth lost his job at a hospital last year, the income from renting out the spare room in their house in San Francisco through the online rental site replaced his salary.

The year before, the side job covered three rounds of in vitro fertilisation, at \$15,000 each. They are now considering saving up for another round. For Ms Shuttleworth, who works as an emergency room nurse in her day job, the extra cash has not been easy money.

She or her husband gives every guest a 45-minute introduction to the house and the city, maps out bus routes, lays out plush dressing gowns and chocolates and cooks a hot breakfast every morning.

"Airbnb is pretty much a full-time job right now, in addition to my full-time job," she says. "Dave and I are housekeeping, security, concierge, cook, tour guide. We are a five-star establishment."

People have long rented out their spare rooms but a new generation of technology start-ups, driven by easy-to-use software, has made sharing more attractive than ever.

People are finding customers to rent not only rooms but office space and seats on car journeys. They are even turning idle assets such as drills and lawnmowers into revenue generators. They are selling their own time, too, hiring themselves out to walk dogs, pick up dry cleaning or assemble Ikea furniture.

In recent years, about 200 new companies have sprouted in this new "sharing economy", backed by an influx of \$2bn in venture capital funding, according to a report from the Altimeter Group. The investments came amid an economic downturn

'Instead of trying to sell one car to one person, BMW wants to sell the same car nine times'

that pushed consumers to seek novel ways to save money. There was also a cultural shift among young people interested in doing business with their friends and neighbours rather than buying from faceless corporations.

"I like calling them digital hippies," says Loic Le Meur, an entrepreneur and co-founder of the LeWeb conference in Paris and London. "It's not cool to own. It's cooler to borrow a car."

The rental sites make money through a service charge on either the hosts or their guests. But, more broadly, it is unclear to what extent this new business model will really upset traditional industries such as hotels, automotive and taxi services.

The sharing economy is under threat. Traditional industries have launched regulatory battles with their new competitors, arguing that peer-to-peer home rentals and ride-sharing contravene national and regional laws on housing and transportation. Tax collectors are also going after start-ups for a piece of their financial success. Clashes in court rooms and city halls from New York to Hamburg are testing where the boundaries lie between the new companies and traditional regulations designed to guarantee quality and safety.

The true market demand for these services is also in question. Ms Shuttleworth says the guests who stay at her home are international travellers looking for an authentic, less touristy experience. They want to know what it is like to live in San Francisco, take the bus and visit coffee shops – and they want to pay less than a traditional hotel room. On average apartments on Airbnb are 21 per cent cheaper than hotels in most major US cities, according to a Priceonomics study. The guests are also willing to sift through a sea of individual homes and work with homeowners to find the right fit, as proven by Airbnb's swift rise in popularity.

However, the copycat companies that have applied the same reasoning to garden equipment and bicycles have yet to prove how willing people are to invest the same kind of time and energy in co-ordinating with the neighbour down the street over one hour's use of the electric drill. Do they really need to compromise the reliability and customer service that they can count on by simply buying one at Home Depot?

To be successful, such companies must prove trustworthy and straightforward to use, says Philippe Botteri, a partner at venture firm Accel Partners, which has backed companies such as Housetrail, an Airbnb competitor, and BlaBlaCar, a long-distance ride-sharing operation.

"On a five-hour drive, losing 10 minutes to make some money is worth it," he says. "For someone who has a drill [to rent out], it's a lot of email exchanges and meeting at the right time and hoping they will bring it back for just three or four dollars. The friction is too much."

In the past year, cars with bright pink furry moustaches on their front bumper have become a familiar sight on the roads of San Francisco as ride-sharing start-ups Lyft and SideCar stand in for taxis and a poor public transit network. After passing a back-



ground check, anyone with a car can use these companies' smartphone apps to locate passengers, receiving "donations" for ferrying them to their destination, again guided by the app.

"There is a drought of human connection in life," says Logan Green, 29, Lyft's co-founder and chief executive. "Everyone is working harder and technology has allowed us to be more isolated from each other. There is a huge push for something that is authentic and personal. These short trips across town are providing an incredible connection for that."

Sunil Paul, SideCar's chief executive, says the shift does more than just replace taxis. "In 10 years we think that car ownership will be half of what it is today because of these innovations," he says. "It's a shift from having to own one to having access to one."

Car companies are keeping an eye on the trend, both from a consumer and an environmental perspective. They know that urban areas are approaching saturation point for cars, and by 2050 many cities will no longer be able to fit any more vehicles into city limits. BMW, Volkswagen and Peugeot are a few of the larger corporations looking to adapt, borrowing a page from the new upstarts by establishing their own car-sharing and resale programmes. "Instead of trying to sell one car to one person, BMW wants to sell the same car nine times," says Jeremiah Owyoung, an analyst with Altimeter Group. "They see this as an upside."

Other large companies are fighting back. Taxi companies have banded together against ride-sharing companies by alerting regulators to ways in which they might be breaking the

law. SideCar suspended its service in New York City after one of its drivers was fined for operating an unlicensed vehicle, while RelayRides, which allows people to rent their cars to others, shut down in New York State when regulators said the insurance the company provided was "illegal and inadequate". State regulators in California, on the other hand, are backtracking on their "cease and desist" order and just proposed legalising ride-sharing, provided drivers obtain a special licence and abide by safety rules similar to those that apply to mainstream taxi services.

Hotel industry advocates have also been lobbying officials in cities throughout Europe and the US to take a closer look at the likes of Airbnb, HomeAway and Vacation Rentals By Owner, accusing peer-to-peer home rental companies of breaking laws. "We have done research and gotten packages together showing evidence to the city council asking for enforcement," said Mavis Early, executive director of the Greater New Orleans Hotel and Lodging Association.

A New York judge found one Airbnb host in violation of a city law that forbids the rental of apartments for less than 30 days. The company is fighting this and similar laws, clocking recent victories in Hamburg and Amsterdam, where it convinced politicians to relax the rules for homeowners to rent their own homes to make ends meet.

"The new law [in Hamburg] replaces an old housing bill that was created in 1982 – long before anyone thought of the internet, the sharing economy, or Airbnb – so change was long overdue," said David Hantman, Airbnb's head of global public policy.

The company is producing a series of economic impact reports to show



SideCar CEO Sunil Paul

how these rentals are having a positive impact on businesses outside the usual tourist routes. San Francisco officials are so convinced that the Airbnb concept will be successful that it is rewriting city laws to allow it – while also pushing to charge hosts the same 14 per cent hotel tax the Hiltons and Mar里ots pay.

New marketplaces for short tasks or small jobs, of which TaskRabbit is the best known, face no such regulatory difficulties. Leah Busque, TaskRabbit's founder and chief executive, says that governments see her service as a way to reduce unemployment.

"More and more people are realising they can be their own bosses," she says at START, a conference for entrepreneurs in San Francisco. Some 10 per cent of the 12,000 people signed up to be "TaskRabbits" regard it as a full-time job, making thousands of dollars a month.

TaskRabbit's vision is compelling: an easy way for cash-rich, time-poor people to find neighbours with different skills, such as making furniture or simply having spare time to build flat-pack furniture kits. "Sometimes in the past, pursuing your dream of becoming a chef or a screenwriter in itself isn't able to sustain you and your lifestyle," says Ann Miura-Ko of Floodgate, an investor in TaskRabbit and Lyft, explaining the benefits of supplementary incomes. As well as providing "micro-entrepreneurship platforms", TaskRabbit is "returning to that notion of the high school kid who mows my lawn rather than using a professional gardener," she says.

But such services are facing disruption. TaskRabbit last month cut a reported 20 per cent of its 65 employees as part of a reorganisation to focus on providing services for small businesses that cannot afford permanent staff for certain low-level roles. The business became, in effect, more of a staffing agency than a pioneer of the sharing economy.

Investors and observers say TaskRabbit's costs in acquiring customers – whether through offering discounts, coupons or advertising – often outweigh the amount that a person then spends. Many do not come back for another task once their furniture has been assembled. This raises broader questions about whether the economics of the sharing economy stack up for the businesses managing those marketplaces, causing fewer entrepreneurs to enter the market. "There was a phase where every pitch was about collaborative consumption. You just don't see it any more," says Howard Hartenbaum, a venture investor with August Capital that backed RelayRides.

"It sounds good but in the end is it a good business or isn't it? You can have great services with people sharing stuff but if someone isn't making money, it isn't a business."

Speed read

● Sleeping economy People are finding customers to rent not only rooms but seats on car journeys. Even drills are being turned into revenue generators

● Cultural shift The sharing economy has been boosted by young people who prefer doing business with their friends rather than faceless corporations

● Fight back The hotel industry has lobbied officials to take a closer look at Airbnb, accusing peer-to-peer home rental companies of breaking laws

On the web

Tech blog For more news, comment and analysis on the technology sector, visit www.ft.com/techblog

Counter-culture

Digital hippies with a taste for luxury

The concept of the sharing economy has struck a nerve with a segment of the population that has found refuge in movements such as Occupy Wall Street and Burning Man, the no-commerce art festival held in the Nevada desert every August.

Today's counter-culturalists are turning to the web to organise themselves and to divert their spending power away from big corporations and the traditional economy. Instead, they rely on each other.

"It's really citizens solving the problem between themselves, and going against the government and public power," says Loic Le Meur, the LeWeb co-founder who chose the sharing economy as the theme of his latest conference in London. He invited

Larry Harvey, the founder of Burning Man, to speak there and described the participants in both movements as "digital hippies".

But don't call them anti-capitalists. Today's digital hippies are quite distinct from their 1960s counterparts.

"You can succeed and make money," Mr Le Meur says, "but greed is bad."

Early adopters of sharing economy services, many of whom hail from the Silicon Valley elite, still want to be driven around in a black limousine, sail a yacht or sleep in a Gulfstream private jet at \$10,000 a night – five-star pilots and flight attendant included.

They want access to luxury but they do not want the burden of owning and managing the limousine, the yacht, the aircraft or the holiday home.

And there is a list of start-ups that

cater to this kind of high-end sharing.

Truly revolutionising the economy in the open market is still a fantasy, says Jeremiah Owyoung, an analyst with the Altimeter Group.

While consumers may be saving money and regular folks may be pulling in a chunk of cash on their car or spare room, it is still select venture capitalists and early company employees who will profit from the success of this sector.

"Oligarchy is reinforced as owners return to the economically deprived," says Mr Owyoung.

"VCs and investors who already stem from the 1 per cent seal their place in power positions by being owners of the movement."

April Dembosky



"Without fear and without favour"

Thursday August 8 2013

BoE offers guidance into the unknown

Carney right to upgrade policy, but it may not be enough

When it fell to chancellor George Osborne to appoint the next governor of the Bank of England, he looked for the most activist monetary policy maker available. His choice of Mark Carney, a pioneer of "forward guidance" at the Bank of Canada, was widely expected to end the Old Lady's reluctance to publicly set out plans for future monetary policy. This week's inflation report presentation, Mr Carney's first as governor, gave Mr Osborne what he bargained for.

The introduction of formal forward guidance at the BoE amounts to a small revolution in Threadneedle Street. Small, because it in large part formalises an approach the BoE's Monetary Policy Committee was increasingly following already. But forward guidance still amounts to regime change: it enhances the MPC's transparency and could make the current monetary stance a more effective stimulus to aggregate demand.

On a hawkish view of the economy, the summer's better-than-expected upswing weakened rather than strengthened the case for forward guidance. Mr Carney smartly and rightly argues the opposite. The danger for monetary policy is that markets, businesses and households jump the gun on the recovery as they adjust to interest rate rises they expect the BoE to undertake. The exaggerated reactions to the US Federal Reserve's recent musings that it may soon slow its asset purchases show that this risk is real. It is imperative to nip expectations of tightening in the bud.

It is imperative to nip expectations of monetary policy tightening in the bud

growth in the recent past justifies pessimism.

Mr Carney and his colleagues are well aware of these worries. His desire to address rather than dismiss them is laudable. Among the concrete forms a forward guidance policy could take, choosing a state-contingent rule (rather than an open-ended commitment or an unconditional promise that rates would stay low a specified time) is wise. The unemployment rate has a good claim to being the least bad measure of slack in the economy.

Mr Carney made clear the BoE stands ready to loosen policy further should conditions worsen. That is sensible. He is also right that the prize of forward guidance, if it works as planned, could be to improve the trade-off between output and inflation, and so make the BoE's inflation-fighting efforts less costly and therefore more credible.

All this can only happen if markets believe in the guidance; banks pass on lower rates to clients; and businesses and households take the cue to invest and spend. Those are three big ifs in a still fragile recovery. The largest risk with forward guidance is simply that it will have scant effect. If so, the novelty of Mr Carney's approach will quickly wear off.

Junking America's mortgage subsidies

Bolder reform needed to cure addiction to risky debt

Although the first fires of the financial crisis were kindled with mortgage-backed paper, little has so far been done to fix the distortions that threaten the US housing market. Now, emboldened by a nascent housing recovery, politicians have begun talking about reform. Alas, they are perpetuating old vices under new names.

Before the crisis, banks that lent recklessly were often shielded from losses by Fannie Mae and Freddie Mac, credit insurers that technically resided in the private sector but relied on implicit government guarantees. Belief in this backstop fuelled the boom, and forced a bailout by taxpayers when loans turned sour. Now under government control, Fannie and Freddie are insuring most new mortgages taken out in the US, laying bare the extent of the government's participation in the business. As President Barack Obama insisted in a speech this week, that has to end.

Mr Obama has given qualified support to proposals by a bipartisan group of senators, which would "end Fannie and Freddie as we know them". Instead, a new agency would be created to insure lenders against "catastrophic" losses; it would pay nothing until investors had lost 10 per cent of their initial outlay, and would break even by charging an "actuarially fair" price.

This proposal is unnecessary and unwise. It is unnecessary because, if the insurance is actuarially fair, lenders could obtain it without government help. Other countries have encouraged home ownership

without extending government guarantees. It is unwise because it would insulate lenders from the risks they create. Banks would sustain housing booms, knowing that if prices fell, the government would save their skins. This is especially damaging because financial crises, unlike hurricanes and earthquakes, are acts of collective folly that guaranteed schemes do much to encourage. To pretend that a 10 per cent capital cushion would have averted the present crisis is to mistake its arithmetic for its underlying structural cause.

In another sign that Mr Obama is not ready to get out of the mortgage business, he used the same speech to promise the continued availability of 30-year fixed-rate mortgages, a type of loan that would disappear from the market without government support. This is because it offers borrowers a one-way bet, locking in low payments if interest rates rise, while being easy to refinance if rates fall. Such mortgages are a staple of the US housing market, but almost unheard of elsewhere. This huge subsidy helps insulate middle-class homeowners from the effects of monetary policy, forcing more of the burden of adjustment on to slender shoulders.

These Depression-era policies have outlived the crisis they were intended to solve, and should be scrapped. Government assistance for housebuyers, if it is offered at all, should be aimed at the most deserving. It should be offered transparently, not disguised as insurance against a risk it in fact serves to worsen.

LETTERS

My savings, not government, funded multitouch research

From Mr Andrew Fentem.

Sir, Martin Wolf ("A much-maligned engine of innovation", Book review, August 5) accepts the view of Mariana Mazzucato, in *The Entrepreneurial State*, that: "All the technologies which make the iPhone 'smart' are also state-funded... the internet, wireless networks, the global positioning system, microelectronics, touchscreen displays and the latest voice-activated Siri personal assistant."

I am an inventor of multitouch technology, who was called upon to provide expert testimony in recent high-profile Apple v Samsung patent litigation in The Hague. I agree that

none of these "smart" technologies was developed in total isolation from the public sector – given the size of the academic and military sectors this would be impossible – but to claim that they were "state-funded" is *highly misleading*.

Prof Mazzucato cites several iPhone technologies, including multitouch, as evidence for her thesis. I can confirm the pioneering "pre-iPhone" multitouch technologies that were presented in The Hague were developed using private money – my own savings. This was necessary because the UK government body that promised to support the development and

commercialisation of the research work (Nesta) failed to transfer the bulk of the funding I was awarded. Its main priorities seemed to be institutional self-preservation and public relations rather than supporting entrepreneurship.

Many of the examples in Prof Mazzucato's book concern technologies originating in military research conducted several decades ago. Having also worked in research for advanced weapons technologies, I have observed the growing difficulties that the defence industry has in keeping up with private sector innovation – from mobile communication devices to laser

imaging systems. The complexities of modern technologies place them far beyond the reach of the public sector.

Much of Prof Mazzucato's book references other economists. I researched innovation management at London Business School and the Judge Institute at the University of Cambridge for several years. My academic colleagues felt it was vitally important to involve engineers at all levels of debate around innovation – including management, economic and political discourses.

Andrew Fentem,
London N19, UK

Now let's embrace the entrepreneurial state in global rules

From Prof Robert H. Wade.

Sir, I was heartened to read Martin Wolf's review of Mariana Mazzucato's *The Entrepreneurial State* ("A much-maligned engine of innovation", Book review, August 5). Agreeing with the book's thesis, he concludes: "The failure to recognise the role of the government in driving innovation may well be the greatest threat to rising prosperity."

That suggests quite a lot of learning since Mr Wolf wrote *Why Globalization Works* (2004). In it, he mounted a sustained argument for

more globalisation, on the assumption that "the potential for greater economic integration is barely tapped". "Greater economic integration" meant "more market, less state" (with qualifications at the edges). He mentioned the word "innovation" barely once in the book, and gave no recognition of the role of government in driving it.

Hopefully, Prof Mazzucato and now Mr Wolf will take up the "third rail" question, of how to modify World Trade Organisation and related global rules so as to embrace this

critical role of governments (not only those on the world frontier of technology).

Hopefully, too, their writings will help to shift the consensus in economic policy thinking away from the assumption that the private sector is like a caged lion just waiting to spring free of state regulation, and towards an assumption of strong potential complementarities.

Robert H. Wade,
Dept of International Development,
London School of Economics, UK

Breakthroughs from rich monopolists

From Mr David Rowe.

Sir, I so much agree with Martin Wolf ("A much-maligned engine of innovation", Book review, August 5). When, currently, we talk of "entrepreneurial activity" what we usually mean is developing new commercial formats (such as PizzaExpress) within a defined area of knowledge and experience. These are far from being the mainsprings of innovation that stimulates economic growth. As Mr Wolf points out, few people in business, however "entrepreneurial", are prepared to take big risks. This,

therefore, seems to be the role of the state and, therefore, of taxpayers.

In consequence the big, increasingly expensive scientific discoveries have largely come from the public sector. Curiously, the great breakthrough discoveries that came from the private sector in the past – such as, notably, Bell Laboratories and transistors, the Haber-Bosch process and fertilisers, and polyethylene and thermoplastics – all came from monopolists, which had money to spare.

David Rowe,
Oxford, UK



Fritz Haber: chemist

Obliged to leave my own country

From Mr Roderick Tye.

Sir, In response to Sir Andrew Green's letter "Determined to preserve identity" (August 6), I write as a British citizen who has been obliged to leave the country because I can no longer get a visa for my Brazilian wife. Sir Andrew believes the government's measures are justified "to preserve our national identity". In my opinion, when I no longer have the right to live in my own country with my own wife, the most important part of our national identity has already been lost.

Roderick Tye,
Campinas, Brazil

Here's a bit of free forward guidance

From Mr William Hodgson.

Sir, After years of failure by the Monetary Policy Committee over its sole remit of inflation, it was interesting to hear the new governor drag up the old Phillips curve as an indicator of inflation, something many of us would have done for nothing. In that context, I would like to suggest that the MPC takes note, in the area of financial stability, that setting a base rate 2.4 percentage points beneath their version of inflation is a recipe for guaranteed impoverishment of savers, and a reward for speculators, before the next "bust".

William Hodgson,
Arundel, W Sussex, UK

● To contribute please email: letters.editor@ft.com or fax: +44 (0) 20 7873 5938 Include daytime telephone number and full address

Precision medicine needs shared data

From Mr Neil Kipling.

Sir, Andrew Jack's article "Drug companies agree to release details of clinical studies" (July 24) poses several questions for pharmaceutical companies to consider. There is no doubt that enabling researcher access to clinical trial data is a step in the right direction.

Pharma companies are judged on the quality of the therapies they produce; not the size and security of their clinical data sets.

It is important to realise that the real-world population is rarely reflected in the selected population of a single clinical trial data set. Combining and mining multiple data sets therefore has the ability to produce a more holistic view, which is the standard that both patients and regulators expect therapies to be measured against.

Today's pharma companies are increasingly working with one another in pre-competitive, pre-clinical research efforts. This is in recognition that no one company has a monopoly on scientific insight and that millions of shareholder dollars are spent in repeating research and development work already performed by others. Imagine a scenario, therefore, where all

clinical data are anonymised and made accessible to both researchers and competitors. Competitive advantage, as with pre-clinical, would then stem from the best, innovative use of the data.

This better use of data is imperative as we approach an era of personalised medicine, where identification of subsets of the real-world population is vital in identifying those who will respond positively, negatively or not at all to therapies. UK government initiatives such as the 100,000 Genomes Project and Clinical Practice Research Datalink promote the benefits of combining large data sets of real-world data to predict outcomes and provide a foundation for the development of precision medicines.

Pharma companies need to embrace the challenge of using combined data sets to uncover insights they did not previously have. This has the potential to benefit both the competing companies producing drugs and patients who will have improved outcomes.

Neil Kipling,
Chief Executive,
IDBS Software,
Guildford, Surrey, UK

● To contribute please email: letters.editor@ft.com or fax: +44 (0) 20 7873 5938 Include daytime telephone number and full address

I'm troubled by Summers' genius

From Mr David N Hall.

Sir, I have followed with interest your articles describing the virtues of various candidates to succeed Ben Bernanke as chairman of the Federal Reserve. I understand that Lawrence Summers is a genius; this troubles me no little and quite some. My experience with really bright people is that they think they know more than they do. Because they have the facility to process information rapidly and focus on the primary issues quickly, they come off as smart. Moreover, they are often articulate and forceful, and this carries the day. This does not mean that they know anything. The examples that I cite are Robert McNamara in Vietnam, Donald Rumsfeld in Iraq, and (possibly) Barack Obama.

If Professor Summers wants to be important, let him run for office. But do not appoint him to a position of critical importance in the conduct of our economic affairs. Janet Yellen gets my vote sight unseen over the alternative.

David N Hall,
Cincinnati, OH, US

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Notebook



Jonathan Ford

Sleepwalking into a fresh charity scandal

The Charity Commission has rightly been taken to task for failing to oversee charities that serve little or no benevolent purpose.

Recent cases such as the Cup Trust, a so-called charity that was in fact a massive tax avoidance scheme, have called into question not only its vigilance but its competence. This was an operation, run out of the British Virgin Islands, that scarcely disguised its hard-nosed intentions. Having raised £176m from "donors", it gave just £55,000 to the good causes it claimed to support.

Yet despite investigating this obvious charade for two years, the commissioners failed even to deregister it because it met the narrow legal definition of a charity.

But it is not only in failing to apprehend miscreants that our charity overlords damage their own sector. A good example is another scandalous situation to which they have brought their trademark legalistic lethargy. Only this time it involves a real charity and one that has raised more than £10m to buy

artworks for a public museum. The commission seems willing to acquiesce in a hostile takeover that will extinguish the charity's independence and see those acquisitions restored *gratis* to another charity that sold them.

The Foundling Museum was set up just over a decade ago to secure the future of a remarkable body of art that had been assembled by the trustees of a celebrated London hospital founded in the 18th century by a wealthy City merchant, Thomas Coram, to raise and educate homeless children. The hoard includes paintings given to the hospital by William Hogarth, Thomas Gainsborough and Sir Joshua Reynolds, as well as the original score of Handel's "Messiah".

In the days before public museums, Hogarth saw the donations – which he orchestrated – as a way to popularise artists' work. Exhibitions of paintings at the hospital organised by the Dilettante Society led to the creation of the Royal Academy in 1768.

Fast-forward to the late 1990s and the charity, now named Coram, had long closed the hospital and was running out of money. Rather than oblige it to flog off the dusty but intact collection to fund its childcare activities, an imaginative solution was brokered by the attorney-general. A new body, the Foundling Museum, would be created to sit alongside Coram but be independent of it. This would then raise money to purchase Coram's artworks, solving its funding problem while keeping

the collection together. A group of trustees was assembled which raised £8m and the museum opened in 2004. Since then it has bought much of the Coram collection, including paying £4m for Hogarth's "The March of the Guards to Finchley" – mostly with lottery money.

Quite why this sensible concordat is now being torn up is a mystery. But Coram has made a bid to reabsorb the collection. Taking advantage of the anomalous fact that it remains in company law the sole member of the museum to which it has sold £10m of art, it recently ejected all the independent trustees, including the prizewinning artist Jeremy Deller. Coram's ostensible

● C BANXcartoons



'My husband is the executive who greenlit The Lone Ranger'

reason seems to be that the museum has not been doing enough to showcase its activities.

Although this overturns the 2001 deal, which specified the museum should be run at arm's length, the Charity Commission seems content to see control pass. Petitions to Dominic Grieve, the attorney-general, to save the agreement his predecessor brokered have met with little more than embarrassed shrugs.

This is more than a battle of letterheads. If Coram succeeds, donors who have given the museum sums to buy artworks will find those paintings returned to their original owner. Whether or not Coram gets to double-dip, it is a jolly run do.

Such disregard for donors scarcely assists the collection's preservation. Both Coram and the museum are now facing a giver's strike. The Getty and Wolfson foundations have pulled back from planned donations.

One is tempted to say that none of this matters hugely in the broader scheme. While some donors

COMMENT

Success for Bezos will be measured by the scoop

Andrew Edgecliffe-Johnson

Deep in the rock beneath the Sierra Diablo mountains in Texas, Jeff Bezos is building a \$42m clock. Standing 200ft tall, it will ring a different sequence of chimes each day for 10,000 years. A century hand will tick over every 100 years and a cuckoo will greet each millennium.

It is, Amazon's founder says, "a symbol, an icon for long-term thinking". After months of thought, Mr Bezos this week announced a \$250m investment many found more eccentric: he is buying a newspaper.

His acquisition of The Washington Post sent journalists scurrying to decode the symbolism. The pioneer of e-commerce is arguably America's most successful internet entrepreneur, worth \$26bn. What could the Kindle's inventor see in a print-heavy business with shrinking revenues, staffing and influence?

It is a measure of the industry's self-doubt that new entrants are welcomed with both suspicion and hope. What is Mr Bezos's agenda, reporters asked as they checked his political donations and wondered

whether he would use the Post to lobby for lower internet sales taxes.

Others greeted him as a digital messiah. Bob Woodward and Carl Bernstein, grizzled stars of the Post's Watergate investigation, talked of a reporting renaissance. "Suppose someone is coming in saying, let's double, let's triple, let's hyperinvest," Mr Woodward mused excitedly.

Both the fears and hopes are probably exaggerated. Mr Bezos echoed Eugene Meyer, who bought the Post in 1933, saying the paper's duty was to readers and not to its owner. Mr Bezos was as adamant that he had no magic answers to the industry's digital questions.

Meyer is remembered as a great dynasty's benevolent founder. His daughter, Katharine Graham, defended the Post through Watergate; his grandson, Don Graham, chairs The Washington Post Company; and Mr Bezos says he will keep Katharine Weymouth, the fourth-generation publisher.

Yet Meyer, a Wall Street multimillionaire when he bought the bankrupt Post during the Great Depression, had his own agenda. His wife wrote that it would provide "a great opportunity for E. to be a dominant influence in this formative period of the new America".

Newspapers now tarnish more reputations than they buff: ask Sam Zell or Brian Tierney about the Chicago Tribune or The Philadelphia Inquirer and their path from buyout to bankruptcy. By asking others to take on the burden, the Grahams are following legendary newspaper families such as the Chandlers, the Pulitzers and the Knights.

Few family owners remain:

What should give him pause is that this week's Washington Post nostalgia is for decades-old editorial glories

William Randolph Hearst's heirs are sheltered by private ownership and sensible diversification into businesses such as ESPN; while the Sulzbergers, shielded by super-voting shares at The New York Times, sold more family silver this weekend. The \$70m they got for the Boston Globe was \$40m less than the pension liabilities they were stuck with.

Those who got out early – the Thomsons, who sold The Times to Rupert Murdoch; or the Bancrofts,

who got \$5.7bn from him for Dow Jones – now seem smarter stewards of their family's wealth. Yet Mr Murdoch is still pursuing newspapers, and a new generation of proprietors is joining him.

Some have local interests, like John Henry, the Red Sox owner who bought The Boston Globe. Some have political agendas – such as the Kochs, the conservative billionaire brothers eyeing the Los Angeles Times. Others may want the fun and fame papers still bring. (Mr Bezos, no fan of speaking to the press, is not known for his ego but few other \$250m deals get you the Post's front page and five pages inside.)

Warren Buffett, who invested in The Washington Post Company in 1973, when its market value was \$80m, has been the most eager recent buyer. Berkshire Hathaway's cash earnings from newspapers would almost certainly decline, he cheerfully told investors, but the deals would pay off. His bottom-feeding acquisitions have been priced so favourably that he almost cannot lose. (Note, though, that he did not beat Mr Bezos's offer for the Post, priced at a wild 17 times earnings.)

A few contrarians have dared to bring new ideas for making news pay. Aaron Kushner at The Orange

County Register is hiring 350 extra staff, fattening up print editions by 70 per cent and recasting subscription as membership, with perks such as tickets to Anaheim Angels baseball games.

Finding a new business model will not be easy even for Mr Bezos, but digital revenues from Kindles and other devices are already growing; and, with his patience, resources and willingness to experiment, it does not look impossible.

What should give Mr Bezos pause is the fact that this week's nostalgia is not for the Post's lost margins, but for decades-old editorial glories. After years of complacency and retrenchment, rediscovering the fearless reporting ambition that once made the Post a must-read and the infectious morale of a winning editorial team will be the newcomer's bigger challenge. "It all starts with hope," Mr Kushner says.

In 10 millennia, the Grahams and the Bezoses may both be forgotten. But if the Post's new owner wants in 80 years to inspire the sentiments Meyer and his heirs prompted this week, this is where he should focus his attention, and fast. Even on a 10,000-year clock, time runs out.

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India's new central bank governor will need serious political skill

Arvind Subramanian

As the next governor of the Reserve Bank of India, Araghuram Rajan, the professor turned policy purveyor, will be stepping into the breach of India's besieged economy. Economic growth has decelerated sharply, the fiscal deficit is about 10 per cent of gross domestic product, inflation has remained elevated at close to double-digits for over three years, and the current account deficit has widened sharply to unsustainable levels.

Short-term investors have fled. Perceiving an uncertain, unfriendly regulatory regime, long-term investors are wary of stepping in. As a result, the rupee keeps plummeting, imparting a distinctly pre-crisis reek to the Indian economy. As if this were not enough, the country is also gearing up for two bouts of elections within the next nine months. The likely strategy for the ruling Congress party is to blanket rural India with money to counteract a possible swing toward the opposition leader Narendra Modi in urban India. Fiscal prudence could be a casualty, further burdening the RBI and endangering the macroeconomic situation.

So what should Mr Rajan – an academic co-author of mine – aim to do? His immediate objective will be damage control. First, he will need to restore calm to the currency market, which will allow investors to return in sufficient strength to finance India's external borrowing needs of about \$25bn in the next six months. That will head off a crisis that the country can ill afford.

A second damage control exercise relates to awarding new banking licences – a task that the government has charged the RBI with performing. Substantively, the RBI has to reconcile two competing tugs. From one side, the banking system, dominated by public sector banks, needs private sector vitality. From the other, awarding licences to some big, prominent industrial

Rajan will have to fend off pressure to award bank licences to greasers of the election war chest rather than the deserving

houses will further entrench their economic and political power.

The trickier issue with these licences is in the short run. The RBI will have to fend off pressure to award licences not to the merit-worthy but to greasers of the election war chest. This government had become a rentiers' raj because of the corruption in the allocation of scarce resources such as mobile spectrum rights, land and coal. In the months ahead, the RBI will have to keep the allocation of banking licences honest.

How much can Mr Rajan do? On the macroeconomy, not very much. Like all central banks, the RBI has no control over the fiscal deficit and little control over its external counterpart. The RBI can reduce inflation through its control over interest rates and liquidity. But the puzzle is that in the past few years there has been no real clamour to reduce inflation. Indeed, all the pressures on the RBI are to avoid choking off growth by enacting tighter policies. The difficulty in resisting these pressures is also the reason the RBI cannot defend the rupee. Investors simply shrug off the tightening, not believing it is here to stay.

But Mr Rajan can instil calm by clarifying key objectives (price stability not the level of the rupee); avoiding flip-flops; focusing on broad policy instruments rather than targeting particular segments of the financial market or actors; and daring to sustain and defend uncomfortable choices such as tightening, should they prove necessary.

This same independence will be important in awarding bank licences. Central bankers gain credibility by taking tough decisions; Mr Rajan is bound to be a beneficiary if licences are awarded through a transparent process. The RBI, one of India's few respected public institutions, must be beyond reproach.

With a firm hand on the tiller, Mr Rajan can help stave off a financial crisis; but he cannot afford to be so successful and create so much calm that politicians revert to being fiscally reckless in the run-up to elections. Until the elections, he might want to stay his hand. Once they are over, he can go on to the more normal reform agenda: modernising the institution, improving communications, strengthening regulations, developing markets and promoting financial inclusion. He has more academic heft than necessary to run the RBI. The question is whether he has sound judgment and political courage. After all, effective central bank leadership is often an unpopular contest.

The writer is a senior fellow at the Peterson Institute for International Economics

Luck is running out for Australia's next leader



David Pilling

For two decades, Australia has deserved its reputation as a "lucky country". Alone in the developed world, since 1991 it has been recession-free. It admirably weathered the global financial crisis thanks to a sound financial system and a made-in-China mining boom that has turbocharged the economy. As well as massive coal and iron ore deposits, it has huge reserves of natural gas ready to liquefy and ship to energy-starved Japan and South Korea. It continues to enjoy low public debt, low inflation and, for now, relatively low unemployment.

The term "lucky country", however, has an addendum. Coined by writer and social critic Donald Horne in 1964, the full phrase is less breezily optimistic. "Australia is a lucky country, run by second-rate people who share its luck." Next month's general election, in which voters must choose which of two flawed politicians should steer them through the choppy economic waters ahead, will test Horne's aphorism to its limits.

Both Kevin Rudd, the now-you-see-him-now-you-don't prime minister, and Tony Abbott, head of the Liberal party-led coalition, are flawed in their own way. Whichever of them wins will have a tricky job in managing the transition from what Mr Rudd calls "the end of the China resources boom".

Mr Rudd is fiercely intelligent, a Mandarin speaker with a good grasp of the forces shaping a nation whose main security partner is the US but

whose principal trading partner is China. He can, however, be a lousy politician, loathed by many in his own party for his highhandedness. When he ousted Julia Gillard to reclaim the leadership at the third attempt in June, much of the cabinet refused to serve under him. Unlike of Mr Rudd's style has dogged the Australian Labor party ever since the "Ruddslide" of 2007 that ended 11 years of coalition dominance under John Howard. In 2010, having lost the support of the union-dominated parliamentary Labor party, Mr Rudd was ousted in a putsch and replaced by the more likeable, if less effective, Ms Gillard. Vicious infighting has rendered the ALP government a shambles when it should have been reaping the benefits of the most extraordinary mining bonanza in 100 years.

Step forward, Mr Abbott. Though his Liberal party, with its fiscally cautious platform, is now more trusted by Australians to govern the country, Mr Abbott himself is not. A former Rhodes scholar who trained briefly for the priesthood, he is a social conservative with a bully-boy reputation. Ms Gillard laid him for his views on women and abortion and his association with a "ditch the witch" campaign against her. He has sought to soften his hard-man image. Yet he struggles to jettison his reputation for being what journalist David Marr calls "one of the great head-kickers of Australian politics".

According to the latest survey from Newspoll, Mr Abbott's personal support rating is minus 22, putting him 13 points behind Mr Rudd, who is also in negative territory.

That, then, is the voters' choice: an unlikeable narcissist versus an unpopular misogynist. Given the ALP's mixed record in office, the odds must be that Mr Abbott's Liberal-National coalition will prevail even though, since Mr Rudd's return,

After two decades of economic growth, you'd have thought Canberra's politicians would have prepared for the end of it better

Labor has closed the gap. Whoever wins will not have it easy. Economic fundamentals have deteriorated more sharply than expected, thanks to sharply falling commodity prices. Last week the government was forced to scrap its three-month-old budget estimates, edging down its growth forecast for the fiscal year to 2.5 per cent and lowering its revenue projection over the next four years by a total of A\$33bn (US\$29.7bn). The Reserve Bank of Australia has responded by cutting its benchmark rate to a record low of 2.5 per cent.

Non-resource parts of the economy have fared badly in recent years, as the mining boom pushed the Australian dollar above parity with the greenback. That, together with higher wages, has priced some manufacturers out of business. Ford is pulling out. The services sector, which accounts for three-quarters of output, has also struggled. Tourists and foreign students alike have been discouraged by high prices.

Some of those effects will now reverse as the currency weakens, fulfilling what Glenn Stevens, RBA governor, calls its "normal role as a shock absorber". The currency has already fallen 15 per cent since the start of April. It is not clear, though, whether that will be enough. It is easier to close a factory than to open

one. True, commodity exports, especially of gas, will continue to rise as new production comes on stream. But resource investment – 8 per cent of output against a 50-year average of 2 per cent – will fall sharply. Overleveraged consumers will not easily take up the slack. Australia could be in for its trickiest economic spell in a generation.

Whoever wins next month may have only crude tools to counter what is a structural economic shift. One thing is striking. After a 20-year run, you would have thought politicians would have prepared for this day better. There has been sporadic talk of building up a rainy-day fund or establishing a sovereign wealth fund with windfall mining profits. In that sense, Mr Rudd's "supertax" was on the right lines, though it came too late and was poorly executed.

That leaves Australia more vulnerable to a downturn than it need be. As growth slows, it must hope that a falling dollar does the trick by breathing fresh life into other parts of the economy. Compared with fellow advanced economies, Australia still looks pretty blessed. The next prime minister, though, must hope the luck doesn't run out quite yet.

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The A list
Opening up the ECB will undermine its independence
Expression of dissenting views in public has only increased confusion over bank policy, writes Lorenzo Bini Smaghi

www.ft.com/thealist

the essential role of monetary policy in controlling inflation, and were sceptical that tight money could fix the problem. They blamed everything from food and oil price shocks to overly powerful labour unions, and called for "incomes policies" to control inflation. But it was only when central banks adopted the "Taylor Principle" that they were able to bring inflation down and keep it at low levels. Today inflation is the least of our problems.

The third failure was much less severe than the first two but still quite costly. The Fed allowed nominal spending to plunge in late 2008, and then refused to promise to try to return spending to the previous trend line. As expectations of nominal growth fell sharply,

nominal interest rates fell to zero and conventional monetary policy became powerless. Some of Prof Summers' supporters claim his personality would be effective in a crisis. But that's what worries me.

After Lehman Brothers failed, the Fed and the administration focused their attention on the banking crisis, and totally ignored the continuing collapse of demand, which was less obvious. Those who think they recall what happened in late 2008 may be shocked to be told that the Fed refused to cut rates in the meeting two days after the bank collapsed, leaving them at 2 per cent. In retrospect, they should have been cut to zero, as the economy was clearly plunging into recession and five-year inflation expectations had fallen to 1.23 per cent. A dose of QE plus "forward guidance" should immediately have been adopted.

Prof Summers is a brilliant economist and would probably display outstanding leadership skills in a banking crisis. But that is not what we need in a 21st century central banker. The most important monetary trend of the past 30 years

is the relentless decline in real yields on Treasury bonds, from 7 per cent to roughly zero. We can debate the causes of the decline, but there is no evidence that it will turn around soon. That means the US economy is likely to hit the zero bound in future recessions, again and again.

If the Fed is as passive as it was in 2008, the recessions may end up being needlessly severe, regardless of how decisively we address banking panics. If Prof Summers replaces Mr Bernanke, we are likely to see more policy passivity. Prof Summers claims the solution at the zero bound is fiscal stimulus, but that is far too weak to prevent an economy from falling into a severe recession.

Would you want a ship's captain who did not believe that turning the wheel would change the direction of a ship? Especially when the financial markets are telling us not only that monetary policy is important but also that there is nothing more important in terms of the economy's medium-term direction.

The writer is an economist at Bentley University

Why Obama should not pick Summers for the Fed

Scott Sumner

The debate over the relative merits of the candidates for the position of chair of the US Federal Reserve has revolved around two issues: who is the most dovish, and who would be the more aggressive regulator. But this misses the most important question: which of the frontrunners – Janet Yellen, Fed vice-chair, and Lawrence Summers, former Treasury secretary – can most effectively do monetary policy with interest rates at the zero

zero, and therefore that we need to rely on fiscal stimulus. Even worse, he has warned that policies such as quantitative easing

and low interest rates threaten to create malinvestment and new asset bubbles. Admittedly Prof Summers is not likely to reverse immediately current policy; but should we be reassured that his defenders claim that he will not immediately implement his bad ideas?

In a recent paper, Christina Romer (a professor at the University of California, Berkeley, who should be on President Barack Obama's shortlist) and David Romer pointed out that, through its history, the Fed's three main policy errors have shared an underlying cause: economists were too pessimistic about the ability of monetary policy to control nominal spending.

During the Great Depression, US nominal gross domestic product halved, and yet relatively few economists blamed the Fed or believed that monetary policy could solve the problem. Today we know the Fed could have, and should have, done much more.

The second big error occurred during 1966-81, when the Fed lost control of inflation. At the time, most economists failed to understand

Some of his supporters claim that his personality would be effective in a crisis. But that's exactly what worries me

The writer is a senior fellow at the Peterson Institute for International Economics

Those lazy, hazy, crazy signs of summer



Michael Skapinker
Business and society

When I lived in Athens in the early 1980s and the August heat hung heavily, a group of us would take a bus to a spring-fed lake on the city's outskirts.

The water was cleaner than the nearby sea and there was a pleasant restaurant where, according to the English menu, you could choose between "fresh prawns" and "frigid prawns". If those did not appeal, there were "canned sardines".

Greek island English was often more creative than the capital's. On Patmos there was a sign on the beach that said "No nuding aloud".

English signs and menus have provided pleasure for years. Charlie Croker's books *Lost in Translation* and *Still Lost in Translation* brought us the Paris hotel that told guests "Please leave your values at the front desk" and the Japanese car park that said "Please get a punch at Window No 2".

The march of English through Asia is recorded on websites such as Engrish.com, which features the Japanese luggage shop "Drastic The Baggage" and Seoul's "Porky Childrens Wear".

I don't refer to these out of any anglophone superiority; I have caused enough merriment mangling other people's languages. But if I were going to the trouble and expense of starting a business, I think I would ask a native speaker to check my signs.

Why don't people do that? In their paper "Please don't climb trees and pick flowers for the sake of life" – making sense of bilingual tourism signs in China", Oliver Radtke and

Xin Yuan of Heidelberg University say we sometimes misunderstand the purpose of an English sign. It is not to help visitors but to appear cosmopolitan to locals. "It displays a certain level of sophistication, an international identity, even if the displayed English is faulty or features non-standard English wording," they write.

Their view is true, too, of slogans on Japanese clothing. "Be sport. Make up a recreation" is one I remember from my first visit there.

Many signs are the result of overconfidence; shopkeepers, hotel owners and restaurateurs think their English is better than it is. Sometimes their command of the language is fine; it is sensitivity to English-speakers' squeamishness that is lacking, as in Shanghai's Senyo Anus and Intestine Hospital.

These days, sign writers don't need to rely on their own English, of course. There are internet translation tools to do their job for them. You see the results everywhere. "Forbid to embezzle fire apparatus" says the sign above a Shanghai restaurant's fire extinguishers, pictured on Engrish.com.

But web-based translation is improving rapidly, powered by one company in particular. "Google has created an automatic translation tool that is unlike all others," David Bellos says in his hugely informative book on translation *Is That a Fish in Your Ear?*

Google Translate's trick, Mr Bellos says, is that "it doesn't deal with meaning at all". What it does, when asked to turn a phrase into another language, is search for a translation

that has been used already.

"The corpus it can scan includes all the paper put out since 1957 by the EU in two dozen languages, everything the UN and its agencies have ever done in writing in six official languages, and huge amounts of other material," Mr Bellos writes.

Looking at the mass of translations that have already occurred, Google Translate uses statistical methods to decide which is most likely to be correct. "Much of the time, it works. It's quite stunning," Mr Bellos says.

But sometimes web translations produce signs that are not just wrong but incomprehensible. What, to cite two of the Heidelberg paper's examples, did the sign writer in Kaohsiung, Taiwan, mean by "No chaotic doodle" and what do we infer from the lakeside sign in Suzhou, China that says "No swimming, fishing or whiffing in the pond"?

Any user of Google Translate knows it works best when you have a good knowledge of the language it is translating into. It will, no doubt, get better still, but, because it is a machine rather than a person, a feel for the right phrase will, I suspect, always be missing.

At least I hope so. Puzzling signs are among the joys of travel. My recent Greek trips have been brief and only to Athens, where both the food and the English appear to have improved.

If you're having a summer holiday in Greece, perhaps you will tell me it isn't so. I would be disappointed if my old favourite, "grilled lamp", was now off the menu.

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If I were starting a business, I think I would ask a native speaker to check my signs

Creative thinking out loud

New technology platforms are helping executives use the web to test their ideas, writes Ian Sanders

Len Kendall is at his desk in Chicago thinking through the sales strategy for his start-up CentUp, a business that facilitates donations to online content creators – such as bloggers, photographers and illustrators – and charities. Instead of waiting until his strategy is complete, Mr Kendall has chosen to outline his thinking and approach to selling in a blog post entitled This Blog Post Isn't Free. He sees this approach as a way of testing his idea in public.

Traditionally, if an executive wanted to test an idea, they might consult their peers at an industry gathering or commission some research. Today, many are using the web to think out loud instead. While the internet has long been used by business people to broadcast their thinking to the world, what is new is their willingness to share thoughts-in-development rather than present polished opinions and press release-style communication.

Mr Kendall published his post on Medium, a publishing platform that delivers him a ready-made audience so that he does not need to build up an individual online following. Executives who are not well known often struggle to get enough readers on a traditional blog to make the feedback valuable. Medium aims to solve this by curating series of posts around such themes as "creativity" and "what I learned today" – with the emphasis on the quality of the writing rather than the profile of the writer. "Medium helps me test ideas in public," Mr Kendall says. "That's more useful than a traditional blog."

As well as providing real-time feedback, platforms such as Medium and the knowledge-sharing site Quora can also make it easier for executives to gauge how their posts are resonating by tracking how many people are actually reading them.

After Mr Kendall shared his blog post on Medium, he received emails from potential business partners and critics that helped him refine his sales strategy. "While the post was certainly a telescope into our business that competitors could see, sharing our thoughts in public helps us all find the best ideas and keep pushing our collective interests forward," he says.

Nilofer Merchant is a Silicon Valley-based management thinker who also tests her thoughts by using blog posts. "I write first to develop an idea and second to learn what others are saying about that idea. In comments I either get resonance or resistance," she says.

Having worked for big corporations such as Apple, she now sits on the boards of a number of private companies, and says using the web to test concepts can help executives make them better and provide the type of evidence that can win over colleagues. "Don't wait until it's all packaged, share ideas as they are shaping your thinking so people can see the breadcrumbs of ideas that ultimately make up your direction. Seeing the bits and pieces starting to formulate lets people see how you came to a conclusion and this added visibility creates shared understanding," she says.

Keith Rabois, an early investor in technology start-ups such as PayPal and YouTube, also finds thinking aloud helps him better organise his own ideas on management and entrepreneurship. Mr Rabois, a former chief operating officer at mobile pay-



Pilot: Len Kendall uses Medium as a platform to share his business ideas, glean feedback and measure the traction of a concept Peter Wynn Thompson

'I write first to develop an idea and second to learn what others are saying about that idea'

ments start-up Square and now an investor at Khosla Ventures, is active on Quora – in which he was an early investor – where he can engage directly with the broader entrepreneurial community through questions and answers. On Quora, users post questions on topics such as technology investing and recommended books for start-ups. Other users are free to answer these questions, pose new ones, or follow discussions.

Mr Rabois has published nearly 500 answers with his thoughts on management practice and the Silicon Valley business ecosystem. He says he finds Quora valuable for sharing specific insights with an audience, while helping him refine his own thoughts. "The highest [return on investment] derives from organising my own thoughts into a structured outline," he explains. "An arresting question impels me to think. And writing is an excellent, if not the best method, for clarifying thinking."

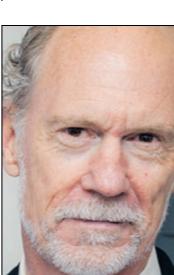
Quora was launched by former Facebook engineers Adam D'Angelo and Charlie Cheever in 2010 with a mission to create a question and answer website for sharing knowledge.

Medium, meanwhile, was launched in 2012 by Twitter co-founder Evan



'Share ideas as they are shaping your thinking'

Nilofer Merchant
Management thinker



'Pick one platform to start with, such as Twitter'

John Butman

Founder of Idea Platforms

Williams for people to contribute to as frequently or infrequently as they wish without the commitment of a traditional blog. The site is invitation only at present because it is still in development, although Mr Kendall is already joined by thousands of other business bloggers, including Josh Elman of venture capital firm Greylock Partners and Hunter Walk, the

you have a small audience. "It doesn't even matter if no one visits it for a while, it's about trying out some stuff," says John Butman, founder of Idea Platforms, a company that helps businesses spread ideas.

Engage with your audience: Don't just lead, participate and engage with your readers via comments or on Twitter.

Be topical: If you are looking for your blog post to "break

former head of product at YouTube. In November, Medium hired Kate Lee, a former literary agent with International Creative Management, as its director of content. Ms Lee admits that, as an editor, her bias is towards polished writing, but she says Medium has proved an effective environment in which to work out one's thoughts and gain feedback.

With so many outlets available from Quora to Medium, many executives may struggle to know where to start. John Butman is the founder of Idea Platforms, a company that helps businesses and executives spread their ideas, and author of *Breaking Out: How to Build Influence in a World of Competing Ideas*. He advises executives to choose the channel that suits them best. "If you're high up in an organisation, the impulse might be to create a beautiful and perfectly integrated platform of blogs, talks, tweets, press exposure, the whole thing. But you can't do it all at once, you have to start somewhere," he says. "Pick one platform to start with, such as Twitter."

With opportunities such as Medium and TED talks remaining off limits for most executives, Mr Butman advises that the traditional blog still has its place for testing an idea. "I think that's what blogs are made for – to test ideas, to try stuff out. You're not expressing it perfectly yet but you can get reaction and find what people care about," he says.

Back in Chicago, Mr Kendall is preparing a panel submission for next year's South By Southwest Interactive Festival. He is using Twitter to share and test his ideas for traction before deciding on the best idea to submit. He concedes that heading up a five-person start-up means it is easier for him to test his thinking publicly than an executive in a big corporation. "It's tougher for the senior guys when everything they say is under analysis," he says.

How to use your blog to generate and test ideas

Prototype: instead of waiting to go live with a new product feature or upgrade, Shawn Graham, author of *Blogging for Small Businesses*, advises that you use your blog as a vehicle for gathering feedback throughout the development process. "That way you can float an idea and make iterative improvements based on reader comments."

Start small: When you start blogging, it doesn't matter if

you have a small audience. "It doesn't even matter if no one visits it for a while, it's about trying out some stuff," says John Butman, founder of Idea Platforms, a company that helps businesses spread ideas.

Engage with your audience: Don't just lead, participate and engage with your readers via comments or on Twitter.

Be topical: If you are looking for your blog post to "break

Business Book of the Year

Reading list that mixes low deeds and high hopes

The legacy of the financial crisis still shapes the longlist, writes **Andrew Hill**

"Thou Shalt Remember That People Forget" is the first commandment from economist Alan Blinder's *After The Music Stopped*, an analysis of the financial crisis and one of a few titles on this year's business book of the year longlist that tries to cement the memory of what went wrong.

Making It Happen, Iain Martin's soon-to-be published account of the rise and fall of Royal Bank of Scotland, Anita Raghavan's *The Billionaire's Apprentice*, about the Galileo insider trading case and its impact on the Indian-American elite, and Neil Irwin's sweeping history of central banking, *The Alchemists*, also offer cautionary tales from the credit crunch.

Two of the longlisted books explicitly draw a line under the attitudes and approaches that dominated the pre-crisis business world. Moisés Naim declares *The End of Power*, analysing the consequence of leaders' decaying potency across the business, economic and political spectrum. Rita Gunther McGrath, meanwhile, challenges Michael Porter's theory that companies can secure enduring dominance in *The End of Competitive Advantage*.

Among the trends testing corporate strategy are: the proliferation of so-called Big Data, analysed in the book of the same name by Viktor Mayer-Schönberger and Kenneth Cukier.

Finally, Adam Grant's *Give and Take* suggests why and how a generous attitude can repay the giver, in business and life.

The longlist

AFTER THE MUSIC STOPPED: THE FINANCIAL CRISIS, THE RESPONSE, AND THE WORK AHEAD, BY ALAN BLINDER

THE ALCHEMISTS: THREE CENTRAL BANKERS AND THE SECRET WORLD OF CENTRAL BANKERS, BY NEIL IRWIN

BIG DATA: A REVOLUTION THAT WILL TRANSFORM HOW WE LIVE, WORK, AND THINK, BY VIKTOR MAYER-SCHÖNBERGER AND KENNETH CUKIER

THE BILLIONAIRE'S APPRENTICE: THE RISE OF THE INDIAN-AMERICAN ELITE AND THE FALL OF THE GALLEON HEDGE FUND, BY ANITA RAGHAVAN

THE END OF COMPETITIVE ADVANTAGE: HOW TO KEEP YOUR STRATEGY MOVING AS FAST AS YOUR BUSINESS, BY RITA GUNTER MCGRATH

THE END OF POWER: FROM BOARDROOMS TO BATTLEFIELDS AND CHURCHES TO STATES, WHO'S IN CHARGE?, BY MOISÉS NAIM

THE ORG: THE UNDERLYING LOGIC OF THE OFFICE, BY RAY FISMAN AND TIM SULLIVAN

SCARCITY: WHY HAVING TOO LITTLE MEANS SO MUCH, BY SENDHIL MULAINATHAN AND ELDER SHAFIR

GIVE AND TAKE: A REVOLUTIONARY APPROACH TO SUCCESS, BY ADAM GRANT

THE GREAT ESCAPE: HEALTH, WEALTH, AND THE ORIGINS OF INEQUALITY, BY ANGUS DEATON

HOW ASIA WORKS: SUCCESS AND FAILURE IN THE WORLD'S MOST DYNAMIC REGION, BY JOE STUDWELL

LEAN IN: WOMEN, WORK, AND THE WILL TO LEAD, BY SHERYL SANDBERG

MAKING IT HAPPEN: FRED GOODWIN, RBS AND THE MEN WHO BLEW UP THE BRITISH ECONOMY, BY IAIN MARTIN

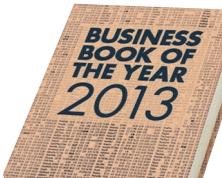
THE END OF THE AGE OF INFLUENCE: WHEN EXPERTISE, PASSION, AND AUTHORITY ARE OVERPOWERED BY COLLECTIVE INTELLIGENCE, BY JEFF BEZOS AND BRAD STONE

THE EVERYTHING STORE: JEFF BEZOS AND THE AGE OF AMAZON, BY BRAD STONE

THE ORG: THE UNDERLYING LOGIC OF THE OFFICE, BY RAY FISMAN AND TIM SULLIVAN

SCARCITY: WHY HAVING TOO LITTLE MEANS SO MUCH, BY SENDHIL MULAINATHAN AND ELDER SHAFIR

FT/GOLDMAN SACHS BOOK AWARD 2013
The judges of the award will select a shortlist of up to six finalists in September. The £30,000 prize will be awarded on November 18. For further information about the judging panel, rules and past winners, visit: www.ft.com/bookaward



ARTS & TELEVISION

No win, no fee, no scruples

Nick Payne dissects claim culture; park comes alive with the sound of music; Bolshoi on sparkling form

THEATRE

The Same Deep Water as Me

Donmar Warehouse, London

★★★★★

Griselda Murray Brown

Last year, Nick Payne won Best Play at the Evening Standard Theatre Awards for *Constellations*, a clever, poignant love story exploring the scientific concept of a "multiverse". He follows it up with a drama that is formally less complex but which confirms his sharp wit and superb ear for the varied languages of social class and profession.

The play opens in the drab offices of Scorpion Claims, a two-man personal injury firm in the London satellite town of Luton. It's a hot summer, the desktop fan is "on the blink" and business is slow. Slow, that is, until Kevin, a bullish former classmate of Andrew, the younger and more cynical of the lawyers, shows up with a dodgy-sounding claim and things begin to spiral out of control.

Scorpion Claims is brilliantly realised, from designer Scott Pask's stained ceiling tiles and cluttered wood-effect desks to Andrew and Barry's well-worn routines. We grow so used to their slangy banter that it comes as a shock, in Act Two, to find ourselves in a courtroom, with its starchily formal and specialised vocabulary. This is a play not only about lies but about language. In the office, the garrulous Kevin is as liberal with his appropriation of expressions as he is with the truth, describing an unintelligent friend as "as thick as thieves". But in the unfamiliar surrounds of the courtroom, he resorts to prefacing everything with the F word.

The court scenes, like those in the office, are wonderfully funny, with an understated turn from Peter Forbes as a kindly Scottish judge given to philosophical musings. But this nuanced satire of the no-win-no-fee culture veers into less certain territory in its final act. The shift in tone feels abrupt. Until this point, Daniel Mays has been excellent in the role of Andrew, a man for whom things are slowly unravelling – but he is less convincing once they've unravelled. The fight scene feels



gratuitous and the emotion a little overwrought.

Even so, *The Same Deep Water As Me* is hugely enjoyable. The cast is superb, and director John Crowley matches Payne's wit with some inspired visual gags. If anything, the play is a victim of its own ambition: full of sharp observations of social mores, yet not content to be a mere comedy of manners.

www.donmarwarehouse.com

DANCE
The Sleeping Beauty

Royal Opera House, London

★★★★★

Clement Crisp

The Sleeping Beauty, which the Bolshoi Ballet plays until Friday, is given in the staging made by Yury Grigorovich to mark the opening of the re-built Bolshoi Theatre in 2011. I reported on it with pleasure at the time: despite a couple of brisk cuts in

the prologue, it is an honourable version, in an opulently baroque permanent setting by Ezio Frigerio and no-less opulent costuming by Franca Squarcipano, all of which look spiffing on the Covent Garden stage.

So far, so admirable, and even more admirable in the appearances of Ekaterina Krysanova as Aurora and Artem Ovcharenko as her Prince. Krysanova's Gamsatti, in last week's *Bayadère*, only hinted at the artist whom we saw on Monday night. Here was Aurora as coloratura ballerina, difficulties set out with a delicious ease, the floritouri of steps pealing out in long chains of movement that sparkled, having brightest charm. It is a stylish reading, in that Krysanova's technique embellishes the usual with unusual brilliance, and the rigours of classicism (I recall the sublimities of Zhana Ayupova, the blazing elegance of Ludmila Semenyaka, as Aurora) find prettiest airs with Krysanova. She is mistress of the role on terms that would surely have made Petipa smile in

approval: a reading bright-cut, with delicious pirouettes, delicately shaded in the Vision scene.

Artem Ovcharenko's Désiré begins as he means to go on. He enters in the second act with soaring leaps, a handsome young man of tall and elegant physique, cleaving the air in long phrases of dance, movement light and academically vivid, the role worn with grace. Cast as a prince, his manner is princely, and no less so his technique: double turns in the air with sweetest symmetry, steps given clarity, worth. He is, I note, a pupil of the great Nikolay Fadeyechev, our first Muscovite prince in the west, whom I revere. Ovcharenko is his worthy heir.

The company performance is grand: I salute Alexey Loparevich's vinely splendid Carabosse and Vitaly Biktimoirov's fusspot Catalabutte, and also the orchestra's fine cello soloist for the Vision scene duet. A grand evening.

www.roh.org.uk

Judicious: Peter Forbes in 'The Same Deep Water as Me'; below, Charlotte Wakefield in 'The Sound of Music'

Johan Persson



THEATRE

The Sound of Music

Regent's Park Open Air Theatre, London

★★★★★

Jenny Lee

Rodgers and Hammerstein's final musical divides opinion quicker than you can trill "Do-Re-Mi". The bucolic tale of the singing nun who melts the icy heart of Captain von Trapp possesses an earnestness that is easily mocked. It is categorically unintellectual and unabashedly sentimental. Yet like raindrops on roses, of which there were plenty in Regent's Park Open Air Theatre, it happens to be one of my favourite things.

The measure of this musical is its Maria – in the wrong hands Hammerstein's wholesome, heartfelt ballads can come across as glib – and luckily for the Open Air Theatre, Charlotte Wakefield has spontaneity and charisma. There is no danger that the evening will dissolve into schmalz; she chivvies it along with crisp proficiency and note-perfect delivery. The von Trapp children, too, are terrific, stealing everyone but Maria's thunder with a barrage of charm as they career around Peter McKintosh's sparse, functional set.

Set in 1938 on the eve of the Anschluss but written in 1959, *The Sound of Music* is a fusion of prewar innocence and postwar optimism. Perhaps its omission of midwar misery is what made the 1965 film one of the most popular movies of all time. Courage and contentment, Julie Andrews seemed to suggest, were only a song away.

Unfortunately the movie casts a long shadow over this production and references to the film engulf every detail, down to the haircuts and haberdashery. Such devotion might please aficionados, but Rachel Kavanaugh's production is at its best when it breaks free from expectation, using the steep rake of the theatre as the mountains through which the von Trapp children canter, or allowing Michael Xavier's restrained Captain moments of unexpected humour.

This *Sound of Music* could have transported its audience through the sheer exuberance of the musical's joyous, romantic sentiment. But Kavanaugh's assumptions about what we expect to see override what we should feel: surprised and uplifted. I went, in the spirit of Hammerstein, with the open heart of a cock-eyed optimist, but my feet never left the ground.

openairtheatre.com

This Evening's Television

BBC 1



Gregg Wallace puts celebrity chefs to the test, 8pm

6.00 BBC News.
6.30 Regional News News Programmes.
7.00 The One Show.
7.30 EastEnders.
8.00 Celebrity MasterChef.
9.00 The Field of Blood.
Journalist Paddy Meehan finds herself in danger while investigating the murder of a human rights lawyer. Jayd Johnson stars.

10.00 BBC News.
10.25 Regional News and Weather.
10.35 Who Do You Think You Are? Actress Minnie Driver tries to learn more about her father, who had another family all the time her parents were together. R

11.35 FILM Final Analysis. A psychiatrist has an affair with the sister of one of his patients, but discovers her husband is a psychopathic gangster.

BBC 2

6.00 Eggheads. Quiz. R
6.30 Great British Railway Journeys. R

7.00 A Summer in Wales. The Cleaner Cardiff team prepares for the arrival of Olympic football fans at the Millennium Stadium.

8.00 Dara O Briain's Science Club. The ways in which affordable technology is ushering in a new era of DIY science.

9.00 The Men Who Made Us Thin. Jacques Peretti talks to some of the businessmen making a fortune from the diet industry.

10.00 Rhod Gilbert's Work Experience. The comedian returns to try his hand at four new professions, beginning as a wedding planner.

10.30 Newsnight. Presented by Kirsty Wark.

11.20 The Men Who Made Us Fat. R



Rhod Gilbert raises a glass to his new career, 10pm

ITV London



A report on the nation's housing shortage, 7.30pm

6.00 ITV News London.
6.30 ITV News and Weather.

7.00 Emmerdale.

7.30 The Great Housing Crisis: Tonight.

8.00 Emmerdale.

8.30 Married to the Job.

Detective Inspector Jo Walker must decide whether to keep a baby's parents in custody as a nearby hospital treats the child for injuries.

9.00 Fraud Squad.

Documentary following detectives as they target money launderers, including the mastermind of a gang that stole £7.8m from Britain's banks.

10.00 ITV News at Ten and Weather.

10.30 ITV News London.

10.35 You Saw Them Here First. R

11.35 Murder, She Wrote. R



Regional variations apply

Channel 4

6.00 The Simpsons. R
6.30 Hollyoaks. R

7.00 Channel 4 News.

7.55 Ramadan Diaries.

8.00 The Dealership.

Junior salesman Scott's future is at risk as he struggles to reach his target.

9.00 How to Get a Council House.

Following some of the people on the waiting list for social housing at a time when the so-called bedroom tax puts more pressure on the system.

10.00 Legally High.

An investigation into the world of legal drugs.

11.05 Random Acts.

A short film about the joy of life, with a soundtrack by Young Fathers.

11.10 Chopin Changed My Life.

An exploration of Chopin's challenging and influential Ballade No 1, with contributions by famous pianists.

9.00 Fraud Squad.

Documentary following detectives as they target money launderers, including the mastermind of a gang that stole £7.8m from Britain's banks.

10.00 ITV News at Ten and Weather.

10.30 ITV News London.

10.35 You Saw Them Here First. R

11.35 Murder, She Wrote. R



Homer falls for the 'Ribwich' in 'The Simpsons', 6pm



Other Channels

BBC3
7.00 Top Gear. 8.00 Motorway Cops. 9.00 Shoplife. 10.00 Live at the Electric. 10.30 EastEnders. 11.00, 11.25 Family Guy. 11.45 American Dad!

BBC4
7.00 World News Today. 7.30 Proms on Four: *Orchestras of the World*. 9.20 Caravans: A British Love Affair. 10.20 Tales from the Royal Bedchamber. 11.20 King Alfred and the Anglo-Saxons.

Channel 5
6.00 Animal A&E. 6.30 NewsTalk Live. 7.00 Police Interceptors. 8.00 Cowboy Traders. 9.00 The Hotel Inspector Returns. 10.00 Big Brother. 11.00 Big Brother's Bit on the Side.

ITV2
6.00 The Jeremy Kyle Show USA. 7.00 You've Been Framed! 8.00 Funniest Ever You've Been Framed. 9.00 Two Weeks Notice. 11.05 Harold & Kumar Get the Munchies.

6.00 The Big Bang Theory. 7.00 Hollyoaks. 7.30 How I Met My Mother. 8.00 The Big Bang Theory. 9.00 Two Weeks Notice. 11.05 Harold & Kumar Get the Munchies.

E4
6.00 The Big Bang Theory. 7.00 Hollyoaks. 7.30 How I Met My Mother. 8.00 The Big Bang Theory. 9.00 Two Weeks Notice. 11.05 Harold & Kumar Get the Munchies.

Don't Trust the B**** in Apartment 23. 9.30 Suburgatory. 10.00 PhoneShop. 10.30 The IT Crowd. 11.05 Skins: Rise – Part Two.

More4
6.50 Come Dine with Me. 7.55 The Great Train Robbery's Missing Mastermind? 9.00 Scandal. 10.00 The Big C. 10.35 Curb Your Enthusiasm. 11.15 My Daughter the Teenage Nudist.

Film4
6.40 Chocolat. 9.00 Enemy at the Gates. 11.35 Mysterious Skin.

TCM
6.30 The Lonely Trail. 7.40 Apache Trail. 9.00 Mindhunters. 11.00 Short Cuts.

Sky Atlantic
6.00 House. 8.00 Mankind: The Story of All of Us. 9.00 Smash.

10.00 Alan Partridge on Open Books with Martin Bryne. 11.00 The Royal Tenenbaums.

Discovery
6.00 Nazi UFO Conspiracy. 7.00 The Truth Behind. 8.00 Alien Mysteries. 9.00 Extreme Smuggling.

10.00 Ultimate Warfare. 11.00 Street Outlaws.

Sky Sports 1
6.00 Live USPGA Championship Golf.

Sky Sports 2
7.00 Live Friends Life T20 Cricket.

Pick of the day

The Field of Blood (BBC1 9pm), from the second Denise Mina novel about Glasgow crime reporter Paddy Meehan, makes a decent thriller despite such riotous caricatures as the new editor-in-chief, a hard-boiled (English) Armani-wearer who makes Cruella de Vil look like Mother Teresa. The 1984 setting features the miners' strike, GCHQ, shady unions, murder and David Morrissey, a relief from self-conscious Scottish stereotypes...

Fine performances and Arthur Miller's writing compensate for staginess in Nicholas Hytner's film of **The Crucible** (Sony Movie Channel 9pm).

Martin Hoyle

CREATIVE RETOUCHING & CGI

tape



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Crude missiles

Time Warner

With Superman, the Lannisters and LeBron James, it would have been tough for Time Warner not to outdo expectations in the second quarter, roughly doubling earnings per share. A round of blockbusters – *Man of Steel*, *The Hangover Part III* and *The Great Gatsby* – boosted film and television revenues by 13 per cent. A 7 per cent increase for the networks division came with higher advertising revenues around the NBA playoffs while *Game of Thrones'* third season had the second highest viewership ever for a HBO series. *The Sopranos* is first.

While things are looking up at Time Warner between the earnings and raised guidance, the quarter at rival Walt Disney was less of a smash. Its third-quarter earnings slightly beat expectations on the strength of ESPN and its theme parks, but it warned this week that its disastrous *Lone Ranger* remake would result in a loss of up to \$190m by itself (in the third quarter the studio business had \$200m in profit). Nevertheless, Disney management reaffirmed its blockbuster approach to filmmaking. It has no choice after pricey acquisitions of Marvel and Lucasfilms.

Time Warner plans to spin off its declining publishing business, but investors will have to wait a bit longer. The move will now come early next year instead of by the end of this one. For long-term investors, a quarter should not matter too much. Affiliate fees – payments from cable companies to networks – will be key to growth during a heavy renewal cycle in the next few years. The company is predicting double-digit compound annual growth in this area from 2013 to 2016. Shares are up nearly 40 per cent year to date to 17 times forward earnings, the highest multiple in the last few years. If growth does not pan out or the hits stop coming, Time Warner fans in the stock market could become underwhelmed.

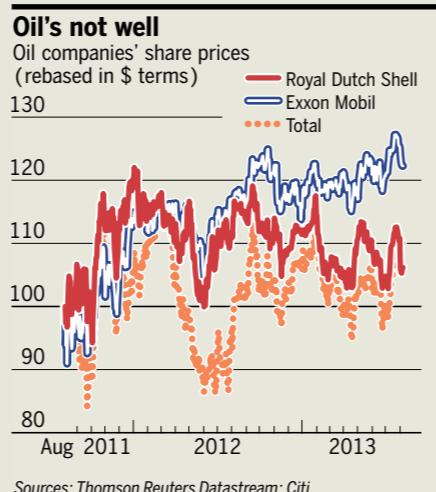
Indian equities

Imagine the job specification. Head of central bank overseeing slower economic growth, rapidly depreciating currency, stubborn inflation and high fiscal and current account deficits. Worse, Raghuram Rajan, newly appointed to the Reserve Bank of India, knows there is only so much he can do. Investors, therefore, must focus instead on the

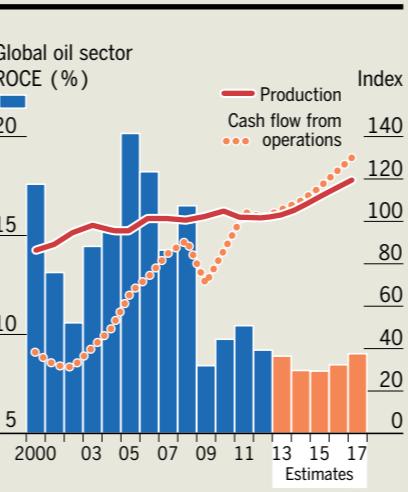
The air is very thin at the altitude where Big Oil operates. Second-quarter results were a breathless mix of missed expectations, rising costs, lower upstream production, and deteriorating downstream operations. Analysts say investor interest in the big energy companies has rarely been lower. In a recent Morgan Stanley ranking, energy stocks are the cheapest of a group of sectors on a forward earnings basis – 12.9 times compared with 13.6 times for financials and 16.4 times for healthcare.

Europe's oil majors – Royal Dutch Shell, BP, Eni, Total – reported second-quarter earnings nearly 10 per cent below consensus estimates. The US supermajors also floundered. ExxonMobil's second-quarter net income of \$7bn was less than half the level of a year ago; Chevron's earnings decline was the steepest in four years. Blame groupthink and complacent finance operations for the deviation from the consensus.

The sector's biggest problem is declining returns on continued high spending. In a recent study Citi Research found that the return on capital employed from a group of 30 oil and gas companies was just 9 per cent on average in 2012 and was set



Sources: Thomson Reuters Datastream; Citi



Estimates

machinations of government and its ability to pass financial reform.

In the run-up to an election year, progress looks unlikely. That makes it hard to get excited about equities. After recent falls, the benchmark Nifty index is still up almost 4 per cent from a year ago. It trades on almost 13.4 times forward earnings – slightly above its historical average. But earnings growth is expected to slow. Goldman Sachs notes that a third of the debt held by India's biggest listed companies is held overseas. A weak rupee will lead to higher interest payments.

As the central bank tightens liquidity to arrest the fall in the rupee, investment will struggle. This is bad news for the already highly leveraged corporate sector. At construction groups such as Jaiprakash Associates and IRB Infrastructure, net debt is well over five times earnings before interest, tax, depreciation and amortisation. High energy users, such as Ambuja Cements, will suffer from the higher price of imported coal.

The weak rupee is not bad for everyone, especially those who earn revenues overseas. Shares in Tata

Consultancy and HCL Technologies have rallied almost 50 per cent this year. Tata Motors, which released first-quarter earnings yesterday, reported a fall in domestic revenues offset by strong growth at its overseas Jaguar Land Rover division.

Almost \$11bn in foreign funds have flowed out of India in the two months since the Fed's tapering talk. Yet most has come from bonds. It is equities that look vulnerable.

Japanese earnings

The weakening yen is not enough to help every Japanese company back into profit, although to look at the market's swoon every time the currency rises, it would be simple to think that. Yesterday's seven-week high for the yen against the dollar and eight-week low for the Nikkei are a case in point. Companies such as Pioneer are thus having a very tough time: the electronics exporter sank with its peers as the yen rose but it fell even further since it has already been forced to slash its full-year profit forecast.

Japan's earnings season, now winding down, has generally beaten

second-quarter writedown of \$2bn on its \$24bn of capital tied up in US shale gas. Exxon has cut back on its share repurchase plans. Dividend rises in the quarter were minimal.

Yet the sector is not cheap. Big Oil has trailed the broader market, but the US supermajors are at five-year highs with European peers not far behind. The lack of operational momentum is now a real threat to further shareholder returns from a bloated and complacent sector.

expectations. Recurring profits rose 46 per cent year-on-year, according to McKinsey, passive funds and alternative funds have been growing faster than traditional active equity funds for the past five years and will continue to do so. Exchange traded funds are still pulling in money. But actively managed equities remain larger in absolute terms than the more trendy areas of investment. There is plenty of business for the traditional managers to win.

But that does not mean they will all win. Those that maintain a focus on active equity management are vulnerable as other asset classes grow. Managers that have diversified, such as Schroders, look better positioned. It is notable that on 18 times earnings, its shares are more highly rated than the specialists.

Theorising about where fund management is heading is tough – markets play a big role. Winners will be those that can pull in the funds whatever the prevailing trends.

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- 2 The global economy is now distinctly Victorian
- 3 Simple solution to UK productivity puzzle
- 4 Washington Post makes paper profit for Warren Buffett
- 5 TPG looks for more time to spend key fund

WEATHER



Seamless

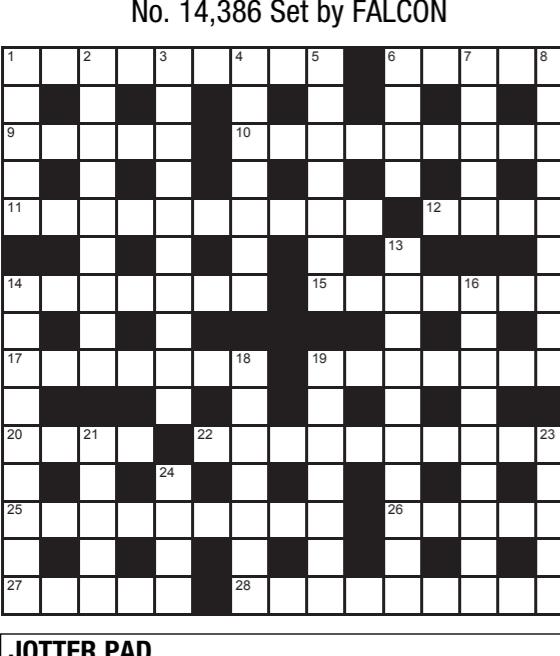
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CROSSWORD

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ACROSS

- 1 Mostly best for tea, processed meat dish (5,4)
- 6 Rope in young woman, opposed at first (5)
- 9 Daring support garment, extremely versatile (5)
- 10 Working together at home, by agreement (2,7)
- 11, 22 Rock band characterised by their box set and book (3,5,2,10)
- 12 Conservative down in the dumps (4)
- 14 Ray in submarine at sea – not right one! (7)
- 15 Fellow knocked back drink that is a promotional gift (7)
- 17 Beat man for touching (7)
- 19 Held up and threatened, knight needs to escape (7)
- 20 Question is reportedly taken from test (4)
- 22 See 11
- 25 One representing another sister, ringing round for leader, perhaps (5,4)
- 26 Bury's season without foremost of wingers (5)
- 27 Go in to register (5)
- 28 See hatpin scratched girl (9)
- DOWN
- 1 Mechanical man, British in origin (5)
- 2 Legendary king soon to entertain willing maidens (9)
- 3 See 13

SOLUTION 14,385

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APOLLOPEXYSHERPA
ROCOOLIEE
SORRELUNGULATE
WTOPIBNSGITE
ALTOPIBNSGITE
FSQONAP
PROSPERO ROOM
EPDTUARI
IDEAMONGOOSE
CIGEHT
CARNOBLTAAZ
SPRINKLERSLIVIA
EVERBLICR
STAYERESCHEWER

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JOTTER PAD

In Saturday's FT WEEKEND

Toy Town and the City

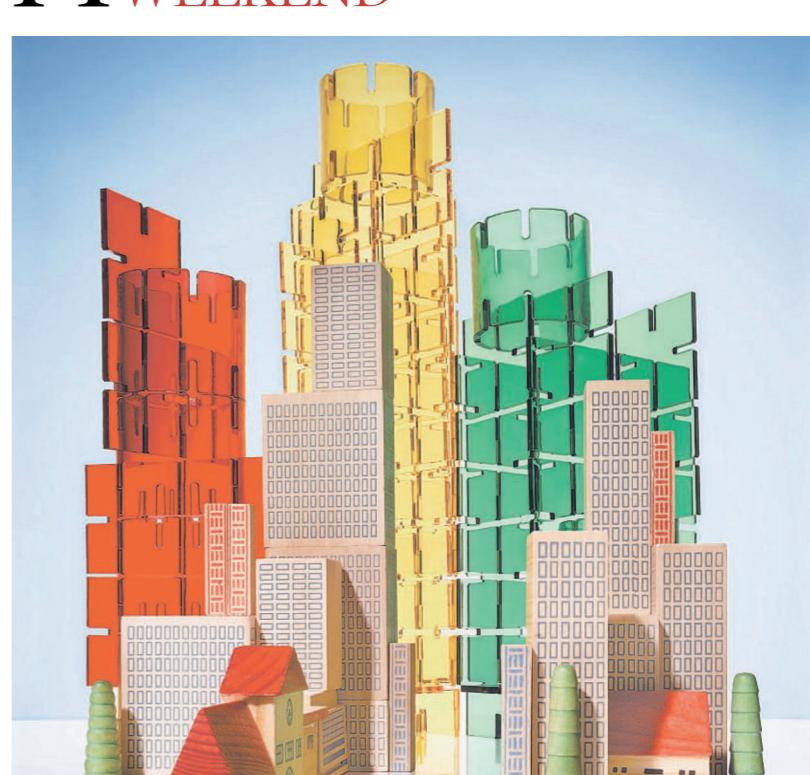
Edwin Heathcote on the building blocks of modern architecture

Life & Arts



On holiday with the godfather
The Sicilian activists turning confiscated mafia strongholds into tourist accommodation

Life & Arts



Plus

He's back: David Tang and his agonising column

Panama: where multinationals and the UN go...

House & Home

'Chineasy': The pioneering visual method for teaching Chinese

My London: Richard Sennett on the many faces of Clerkenwell Green

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COMPANIES & MARKETS

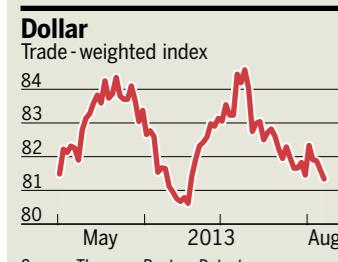


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US Treasury set to move into profit on Freddie

Mortgage giant's payout to top \$72.3bn in aid

Company earned \$5bn in second quarter

By Stephen Foley in New York

Freddie Mac, the mortgage finance giant bailed out by the US taxpayer in 2008, is on track to pay more money to the Treasury by the end of this year than the \$72.3bn it received in government aid.

The company said yesterday that it would have completed \$40.9bn in dividend payments to the government by the end of September.

It is also edging closer to recognising the value of deferred taxes worth \$28.6bn, a sum it would then immediately have to remit to the Treasury.

The company's latest quarterly dividend to the Treasury was set at \$4.4bn thanks to another increase in its quarterly profits, as US house prices rose and fewer borrowers fell behind on their mortgages.

Freddie's net worth rose \$4.4bn in the second quarter thanks to net income of \$5bn, which was its second-highest quarterly profit in history. Net income was \$4.6bn in the first quarter and \$3bn in the second quarter of 2012.

The earnings come a day after President Barack Obama threw his weight behind a political effort to wind down Freddie and its sister company Fannie Mae and to reduce the federal government's involvement in housing finance.

Fannie, which is yet to report its second-quarter figures, has already recorded the value of its deferred taxes and paid a total of \$95bn to the Treasury, against the \$117.1bn it took in bailout funds.

One or two more quarterly

Editorial Comment, **Page 8**

time watching programmes on devices such as laptops. Marketers are expected to spend \$4.1bn on digital video ads in the US this year, up 41 per cent from 2012, according to the research group eMarketer.

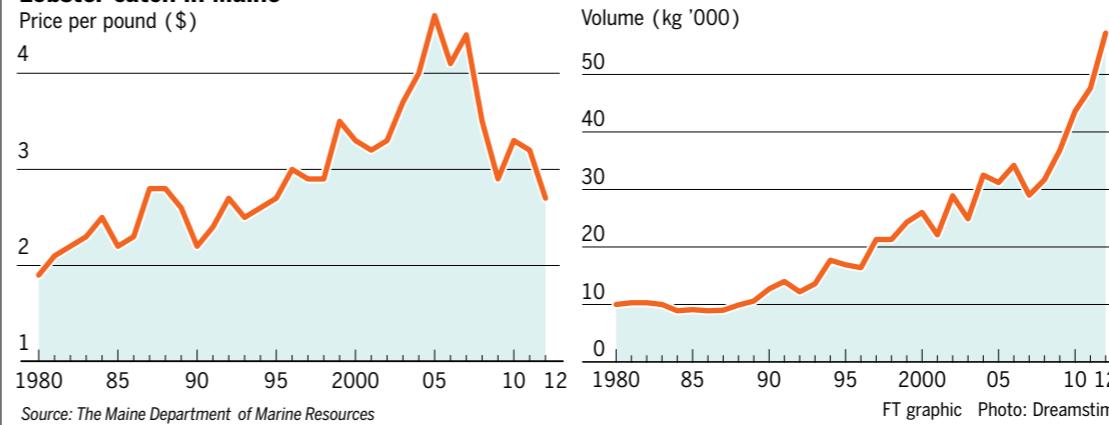
The ad business is also going through a technological revolution, in which marketers are transferring large sums of ad dollars through algorithm-driven systems for the buying and selling of digital ads. Those systems, which enable ads to be personalised, are replacing the industry's age-old, relationship-driven sales tactics.

"It is hard to deny that these mega trends already are causing disruptions in the [traditional] media space," Tim Armstrong,

Ad spending on digital video is soaring as people spend more



Lobster catch in Maine



Maine reels as shelling out on lobster becomes cheaper

By Neil Munshi in Chicago

The Maine lobster industry is being crippled by a glut of supply that many attribute to climate change, sending the price per pound plummeting and turning the crustacean into something it has rarely been before: affordable.

According to figures from the Maine Department of Marine Resources, the volume of Maine lobster harvests has skyrocketed from about 28m pounds in 1990 to 126m pounds last year as ocean waters have warmed, helping the shellfish and their larvae to grow faster.

But demand for what is considered a luxury dish has not kept pace, especially since the global recession hit in 2008.

"Overall profitability of the industry is suffering," said Patrice McCarron, executive director of the Maine Lobstermen's Association. Volumes are

up around 80 per cent since 2008, "so we're in a situation where we're trying to move an ever-increasing supply chain into a weak market".

Prices paid to fishermen at the wharf peaked at \$4.63 per pound in 2005, but fell to \$2.69 last year.

Rising Chinese demand for high-end seafood is driving global seafood prices to all-time highs, according to a recent UN Agricultural Organisation report, but the Chinese effect on lobster prices has not been sustained, said Mark Murrell, owner of getmainelobster.com, an internet retailer. "The price is around \$2.25 [a pound] right now, though it changes daily," he said. "There's plenty of Maine lobsters – we may have another record breaker."

Earlier this year, a massive Chinese order drove the price up by \$2.50 per pound overnight. But the price rise lasted for a month before dropping once the order was filled, he said.

The drop in prices has caused tension between Maine, which generally harvests cheaper soft-shelled lobsters that are generally either sold to restaurants in the region or to food processors, and Canada, which harvests hard-shelled lobster that are easier to transport.

This year, the Canadian harvest has also been strong, sending its lobstermen to farmers' markets and stalls when the processing plants – which make frozen lobster tails and other products – began instituting daily limits on how much each fisherman could deliver.

The state may also get a boost from what seems to be an improving US economy, said Robert Bayer, head of the University of Maine's Lobster Institute. "Lobster is a celebration food – when things are good, people go out to lobster meals."

The Short View

James Mackintosh



The Bank of England's new policy of forward guidance is supposed to be exciting. For the first time in three centuries it has set thresholds for tighter money, predicting three years of rock-bottom rates.

Markets were certainly thrilled. Sterling had its third biggest swing of the past three years, moving more than 3 cents from bottom to top against the dollar. Gilt yields fell sharply, then rose close to the highs reached amid US tapering talk in June, then fell all the way back to where they started. Equities just fell.

But what the governor Mark Carney said is rather less than the headlines might suggest. He made a not-quite-promise nothing much would happen for the next three years, unless the BoE decides it should.

The concrete not-promises was to avoid any tightening until unemployment drops from 7.8 per cent to 7 per cent – with the BoE putting only 50-50 odds on reaching that level even in 2016 as it expects companies to work existing staff harder as the economy recovers, rather than take on new people.

This would be "knocked out" if the BoE reckons there's a 50 per cent chance of inflation passing 2.5 per cent in the next 18-24 months. It already gives "knockout" odds of almost 40 per cent and inflation has been above 2.5 per cent for a third of the time in the past seven years. In February, the BoE put the odds at 49.5 per cent – right on the threshold for scrapping yesterday's policy.

No wonder investors struggled to understand. They originally thought Mr Carney was trying to ease monetary policy but, as well as refusing to tie his own hands, he said there was no change in the "reaction function" of the BoE. All he was trying to do was make clearer how it will react. Since the decision is made by committee, with members having their own views, even this is questionable. The BoE further confused by upgrading its forecasts for the economy – suggesting an earlier rate rise.

The one certainty is that investors will be more focused on jobs and inflation. Expect increased volatility ahead.

AOL bets on ad shift to online TV with takeover of Adap.tv

By Emily Steel in New York

AOL is paying \$405m for a digital video advertising platform in a bet that marketers will transfer tens of billions of dollars from traditional television commercials to digital video ads in the coming years.

Adap.tv, founded by a veteran of the Israeli Air Force, is part of a wave of start-ups seeking to create a technology-driven system for marketers to plan, buy and measure the return of commercials that appear on digital TV and online videos. AOL plans to use Adap.tv to bolster its attempts to build a one-stop shop for buying digital ads.

Ad spending on digital video is soaring as people spend more

time watching programmes on devices such as laptops. Marketers are expected to spend \$4.1bn on digital video ads in the US this year, up 41 per cent from 2012, according to the research group eMarketer.

The ad business is also going through a technological revolution, in which marketers are transferring large sums of ad dollars through algorithm-driven systems for the buying and selling of digital ads. Those systems, which enable ads to be personalised, are replacing the industry's age-old, relationship-driven sales tactics.

"It is hard to deny that these mega trends already are causing disruptions in the [traditional] media space," Tim Armstrong,

Ad spending on digital video is soaring as people spend more

FT **TheBanker**

FINANCIAL TIMES



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COMPANIES

GSK's Witty creditably aspires to become a bionic boss

**Jonathan
Guthrie**

LOMBARD

The catchphrase of *The Six Million Dollar Man*, a bygone TV drama, was: "We can rebuild him... we have the technology!" The patient was a bionic special agent, but a GP may one day utter those words about your rheumatic Grandpa George, thanks to GlaxoSmithKline. The drugs giant is pushing into the nascent field of bioelectronics, where implants will theoretically commandeer parts of the nervous system to fight disease.

Success would vindicate chief executive Sir Andrew Witty in diversifying beyond traditional pharmaceuticals, chemicals that modify body functions. The strategy is popular with investors, though ironically new pills and shots from GSK have done

better in recent trials than those of pure-play drugs group AstraZeneca.

GSK's initiatives – a venture fund of \$50m and an innovation prize of \$1m – show that its bioelectronic implants currently reside in what R&D boss Moncef Slaoui calls "the deep future", rather than your local branch of Boots.

Big devices that improve organ function are commonplace in the form of heart pacemakers. But GSK aims to achieve more varied effects with tiny machines that stimulate small groups of nerve cells, for example to combat diabetes or arthritis through the pancreas or spleen.

Physiology – created by random evolution rather than linear human logic – has habit of dashing researchers' hopes. A case in point would be gene therapy, whose advance was checked by the complexity of gene expression and difficulties replacing defective DNA.

Still, bioelectronics is potentially important science. It is certainly a better use of GSK's spending budget than bribing Chinese doctors, however unwittingly that may have been done.

In their elements

The Chinese are planting flags in the Square Mile in a rerun of Japanese investment during the 1980s. However, commodities dealing, not securities broking, is the focus this time, with Industrial and Commercial Bank of China poised to buy the metals and oil trading arm of Standard Bank for up to \$700m.

You will recall that last year Hong Kong Stock Exchange acquired the historic London Metals Exchange at a steep premium. GF Securities, a sophisticated Shenzhen brokerage acquired the London commodities operation of Natixis of France this week.

There is likely to be further east-west deal making. The ardour of western banks for commodities trading has been dimmed by depressed prices and litigation over possible price squeezes induced by the warehousing of metals.

Do the Chinese personify dumb money, as the Japanese did a quarter of a century ago, buying at just the wrong moment? Not if you believe that Chinese banks are

better at forecasting Chinese demand for raw materials than the economists of Wall Street and EC2.

Meanwhile, some denizens of the LME, of which Bank of China is now a member, worry that the western-owned businesses could be crowded out by the incomers. The upside would be an influx of smart Chinese restaurants to the City, as there was of Japanese eateries post-Big Bang.

A kind of homecoming

The dalliance of South Africa-rooted financial services group Old Mutual with the UK and US has always raised eyebrows. Sceptics should therefore be heartened by evidence of a tilt back towards the hot continent. The London-listed group is outsourcing the IT and back office of Skandia, its UK life and savings business, with job cuts likely. At the same time, chief executive Julian Roberts is leading a modest expansion into fast-growing Sub-Saharan Africa. Old Mutual has set aside \$500m for this and has so far spent \$70m buying stakes or full

ownership of financial businesses in Nigeria, Ghana and Kenya.

Heavy exposure to the weak rand was a nuisance at the half-year stage, leaving underlying earnings flat when they would otherwise have grown 14 per cent. In constant currencies, though, the bulk of growth came from South African assets, including a 53 per cent stake in banking behemoth Nedbank. Other African territories produce just 11 per cent of emerging markets earnings with 15 per cent the target for the end of 2015.

The fastidious Mr Roberts aims to deprive European and US rivals of opportunities there, exploiting better local knowledge. But the pace is slow. If, for example, the ambitious Tidjane Thiam, chief executive of Prudential, decided to expand into markets such as Tanzania, he would go for it hell-for-leather. Francophone territories might also tempt the Ivorian, who has just promoted Frenchman Pierre-Olivier Bouée to chief risk officer. Watch out, Mr Roberts.

jonathan.guthrie@ft.com

Barclays resolute on money transfers

BANKS

Farah protests over move to sever links

Bank's action poses 'serious threat'

By Elaine Moore

Barclays has defended its decision to sever links with hundreds of international money transfer companies in spite of a high-profile protest led by Olympic gold medalist Mo Farah.

The Somali-born British athlete headed a petition signed by more than 25,000 people and presented to Downing Street yesterday, which urged the British government to consider the impact the bank's action will have on some of the world's poorest people.

In May, Barclays announced that it would terminate banking services for 250 money transfer companies amid fears over money laundering and terrorist funding. Although about 25 money transfer agencies will still be able to bank with Barclays, none facilitates payments to Somalia, a country particularly dependent on overseas remittances.

Two decades of civil war have left Somalia without a formal banking sector and largely reliant on the hawala system of money transfer, where money is trusted to agents overseas. The UK Money Transmitters Association insisted that transfer companies working in the region were well-regulated but could fail if turned away by Barclays.

Mr Farah has used Dahabshiil, one of Africa's largest remittance compa-

nies, to send money to Somalia for a number of years and said his charity, along with many aid organisations, relied on the service. "It is so important that the government and the banks realise the incredibly serious threat this poses, and work with the remittance industry to find a solution," he said.

A number of the world's largest banks have pulled back on operations in profitable emerging markets as international anti-money laundering rules tighten.

Barclays' decision follows a similar action by HSBC in the wake of its record \$1.9bn fine from US authorities over money laundering allegations.

Africa is one of Barclays' most important markets, and contributed 11 per cent of the bank's profit before tax in the first six months of 2013. It said its decision to close accounts was based on concerns about checks used by companies to prevent criminal activity, not the countries involved.

The British Bankers' Association said its members had raised concerns about the regulation of remittance companies 18 months ago and pressed the government "to urgently review the regulatory and licensing regime around Money Service Businesses".



Mo Farah: headed petition handed into Downing Street

COMPANIES ROUND-UP



Box office hits such as 'Man of Steel' have helped to fuel growth in the media group's film business

Time Warner pauses spin-off plans

Time Warner has pushed the pause button on its plans to spin off its Time Inc publishing unit, home to Time, People and Sports Illustrated magazines, writes Emily Steel.

The media group previously was expecting to complete the separation of the unit from its television and film business by the end of 2013 but said yesterday that it had decided to put those plans on hold until early next year. The delay is designed to give Joseph Ripp, who was named chief executive of Time Inc last month, more time to refine his strategic direction for the unit.

"Our top priority in the

spin-off is to make sure we put Time Inc at the best possible position," Jeff Bewkes, chief executive of Time Warner, said during a call with analysts.

Time Warner said it had yet to establish the capital structure for a newly independent Time Inc, which some analysts have expected to be saddled with debt. While Rupert Murdoch's News Corp spun off its publishing arm with nearly \$2.6bn in net cash in June, analysts have estimated that Time Inc will be spun off with about \$1.5bn to \$2bn of net debt.

Publishing revenues fell 3 per cent in the quarter to \$833m, driven by a 5 per

cent decline in ad sales and a 7 per cent drop in subscription sales.

The comments came as Time Warner reported net income of \$771m, or \$0.81 cents per diluted common share, for the second quarter, up 87 per cent from \$413m, or \$0.42 per diluted common share, during the same year-earlier period. Total revenues rose 10 per cent to \$7.4bn.

Box office hits *The Great Gatsby* and *Man of Steel* fuelled growth in the group's film business, where sales increased to \$2.9bn in the quarter, up 13 per cent from the same year-earlier period.

Strong advertising sales tied to the NBA Playoffs

bolstered Time Warner's television networks business, where revenues rose 7 per cent in the quarter to \$3.8bn. Content revenues also jumped because of higher sales of HBO's original programming, which received 108 Emmy nominations in July for programmes such as *Game of Thrones* and *Girls*.

Time Warner said CNN had taken share from rival news networks, reporting a 70 per cent ratings rise in its key demographic in the quarter.

Time Warner shares rose about 1.9 per cent in afternoon trading to \$65.30.

See Lex

Diamond in talks on backing trading platform

GENERAL FINANCIAL

Bob Diamond is considering backing a new European trading platform in a second possible investment by the former Barclays chief executive who was forced out last year following the Libor manipulation scandal.

The 62-year-old banker is in talks with Aquis Exchange over an investment in the equities trading venture, which is set to be launched later this year, two people familiar with the plans said.

The venture, established by a group of former executives that built Chi-X Europe into the region's largest equity trading platform, is hoping to shake up its competitors by offering a mobile phone-style "pay for what you consume" data fee for traders.

An agreement with Mr Diamond and other possible backers has yet to be final-

ised, one person close to the situation said.

The US-born banker, who moved back to New York after his departure from Barclays, has this year been scouting for personal investment opportunities across the globe.

Among other things, he is eyeing an investment in Incapture, a technology and hedge fund group launched last year by former colleagues at what used to be Barclays Global Investors, the asset management group sold to BlackRock four years ago.

Mr Diamond, whose agreement with Barclays not to work at a competitor expired last month, is also planning to launch his own venture – a merchant bank focused on investments in Africa.

He is believed to have secured Asian funding for his group.

Daniel Schäfer

Cinven warms to sale of PizzaExpress owner

TRAVEL & LEISURE

Cinven, the UK-based buyout group, has been weighing a sale of Gondola Group, which owns some of the country's best-known restaurant chains, such as PizzaExpress. It bought the group in 2006 for £1.3bn.

The private equity group held preliminary discussions with bankers about a sale in recent weeks, two people familiar with the situation said.

A third person familiar with the situation said that while Cinven was interested in selling Gondola, which also owns restaurants Byron, Ask and Zizzi, no decision had been made and no banks appointed.

However, the group is considering hiring bankers after the summer to explore the strategic options, which could include a sale, a fourth person said – although a sale before the

end of 2013 was unlikely.

The move comes as the UK has begun to show signs of an economic recovery. Typically private equity funds only look to own portfolio companies for three to five years before selling. But as the downturn hit the UK in the wake of the financial crisis, the fund has held on to the group.

€1.3bn
Amount Cinven paid for Gondola group in 2006

The talks come as Cinven decided not to pursue a sale of Byron. After receiving unsolicited approaches for the upmarket burger chain, Cinven ran a sales process, but then pulled the sale after bidders failed to meet its valuation.

Cinven and Gondola declined to comment.

Anousha Sakouli

More news at ft.com/companies

● Can Rajan stabilise India's economy?

As Raghuram Rajan is appointed head of India's central bank, Lex's Stuart Kirk and Julia Grindell discuss the impact of a weak rupee and slowing growth on Indian equities. Video: www.ft.com/lexvideo

● Charting the sweep of China's regulatory probes

Foreign-owned companies have been in the Chinese regulators' spotlight this year with high-profile probes into infant formula and drug pricing. An ongoing interactive timeline tracks the key moments in the investigations. Interactive: www.ft.com/chinainvestigations

● M&S slows decline in clothing sales

The decline in clothing sales at Marks and Spencer slowed in July, according to the latest industry data. M&S's clothing sales fell 0.9 per cent year on year



M&S to close four stores in the Republic of Ireland

Cargill expands presence in energy as banks retreat

ENERGY

Cargill is expanding its formidable trading operation to move more oil, coal, natural gas and power even as the third-highest in the past 10 years, were nevertheless weighed down by declining energy performance.

The US-based company better known as the world's largest trader of agricultural commodities has long participated in energy markets. But this was predominantly based on derivative contracts, not physical cargoes.

"Strategically, we are looking to build out more of a physical presence in that business. It's been more a financial trading business, meaning paper trading with some physical support," David MacLennan, Cargill chief operating officer, said.

Cargill discussed the shift after reporting that annual profit had almost doubled to \$2.31bn in the fiscal year ended on May 31 on

stronger results from a range of businesses, from soybean trading to sales of road salt. Annual earnings, the third-highest in the past 10 years, were nevertheless weighed down by declining energy performance.

With revenues of \$136.7bn last year Cargill is one of the world's biggest privately owned companies. Its plan to handle more physical cargoes of energy comes as JPMorgan Chase announced it would seek a buyer for its physical commodities platform.

Morgan Stanley last year held talks to sell its commodities arm.

Hess, the mid-sized US oil company, and US trading house Gavilon have also put their energy trading groups on the auction block.

Mr MacLennan declined to say whether Cargill was interested in any of the businesses for sale.

Gregory Meyer

COMPANIES

Kazakh fund chief seeks order for his unruly empire

GENERAL FINANCIAL

News analysis

Reforming the behemoth Samruk-Kazyna sovereign wealth fund is not a job for the faint-hearted, writes Guy Chazan

Umirkaz Shukayev is trying to clean up some of the most opaque corporations in one of the world's most inscrutable countries. It is not a job for the faint-hearted.

Mr Shukayev is head of Samruk-Kazyna, the sovereign wealth fund of Kazakhstan – a sprawling empire of state-owned companies that symbolises the oil-fuelled power of the Kazakh state.

Over lamb kebab in the Kazakh capital, Astana, the former regional governor admits that he is a fairly recent convert to western capitalist values. "At the start I didn't really understand corporate governance," he admits. "I do now."

Mr Shukayev's attempts to impose order on Samruk come at a tricky time for Kazakhstan Inc. The country's image has been hit by the scandals surrounding ENRC, one of its biggest and best-known companies.

The London-listed miner has been plagued by governance scandals, boardroom bust-ups and whistleblower allegations of fraud: and now the Kazakh government is teaming up with the company's three oligarch founders to take it private.

Some fear other Kazakh groups could now be tarred by the ENRC brush. "There's a lot of guilt by association," says one western consultant in Almaty, the Kazakh commercial capital.

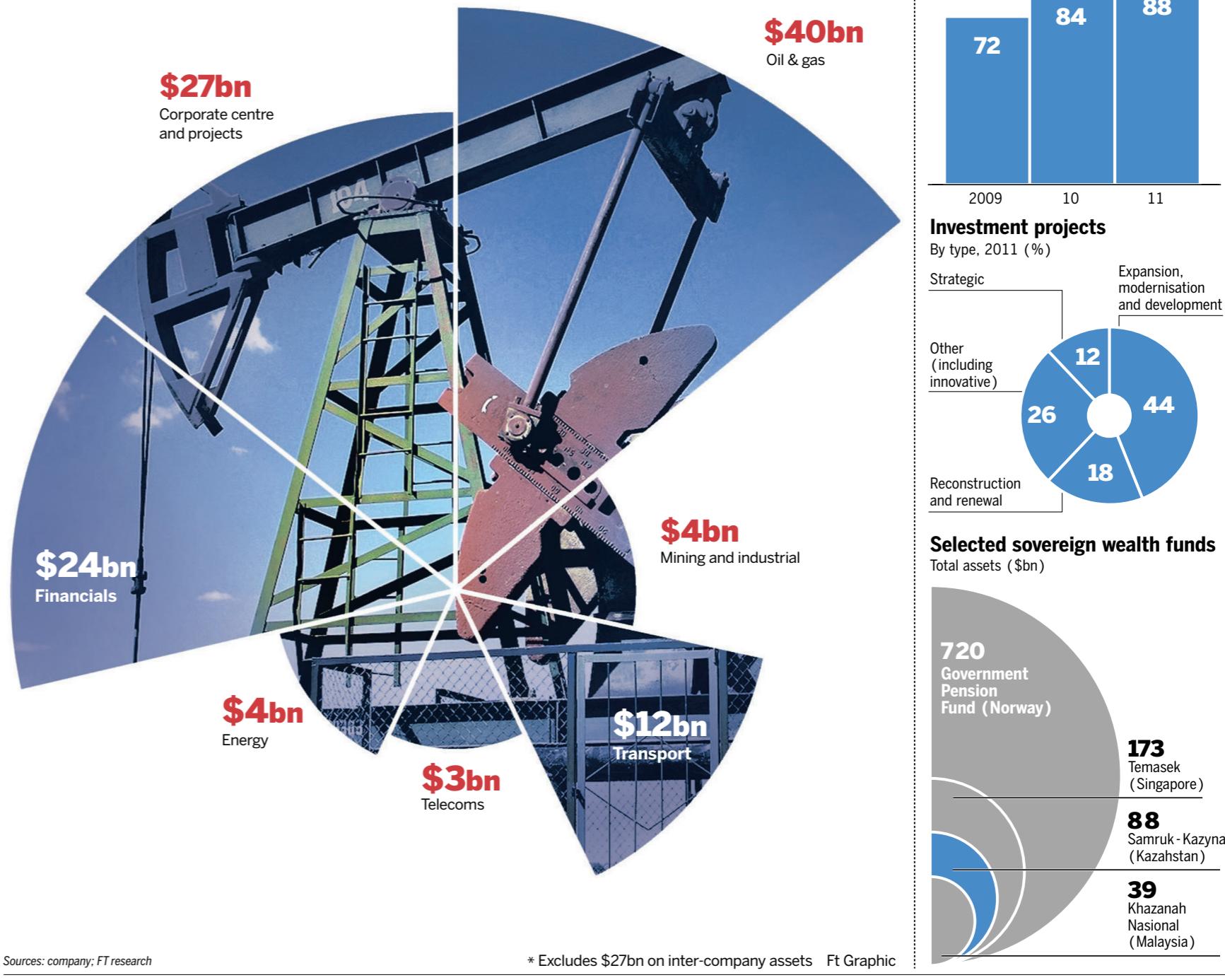
From oil and gas to railways, telecoms, banking, power generation and airlines, Samruk – named after a mythical Kazakh bird – dominates virtually every sector of the Kazakh economy. It has about \$100bn in assets, representing just over half of Kazakhstan's gross domestic product.

Critics say that it is an unruly and disorganised behemoth, and that those assets would be much better off in private hands. "The government is never a good manager," says Dosym Satpayev of Risk Assessment Group, a think tank in Almaty.

Funding future wealth

Samruk - Kazyna sovereign wealth fund

Total assets, 2011



Sources: company; FT research

'The idea is to use the resources of Samruk's companies to kick-start entirely new sectors'

Umirkaz Shukayev

tan Nazarbayev, the autocratic president who has ruled Kazakhstan for more than 20 years. He was appointed to run Samruk in December 2011, replacing the president's powerful son-in-law Timur Kulibayev who was swept aside following bloody clashes between police and angry workers in the western oil town of Zhanaozen.

Mr Shukayev has sought to make Samruk more efficient, spinning off non-core assets such as hotels, decreeing that all investment projects across the group should have a commercial return and shedding 2,000 office staff – a bold move, considering the trouble in Zhanaozen that was triggered when striking oil workers were sacked. His moves are part of a plan proposed by PwC to make \$500m in cost savings over three years.

The fund has also sought to improve management through foreign hires. It recently recruited Nick Malone, a former executive at software group SAP, as its chief information officer, with a mission to centralise IT and software, and help reduce corruption by creating an electronic procurement platform. It is about time: one foreign oil executive in Astana says he was shocked Samruk lacked any enterprise-based software for the whole organisation.

But the drive to hire outside talent has been complicated by a rule that no manager in a state company can earn more than the Kazakh prime minister. During the financial crisis, there was also a three-year moratorium on bonuses. These restrictions are being relaxed, however, and Mr Shukayev says he wants to have one western vice-president in every Samruk subsidiary.

He also is looking to expand the fund, branching into petrochemicals and real estate development. One unit, Tau Ken-Samruk, is slated to become a major participant in the Kazakh mining sector: and there are also plans to increase Samruk Energy's generating capacity.

Meanwhile, Mr Shukayev is spin-

ning off Samruk's banking assets, which were taken over during the 2008 financial crisis and restructured, into a new entity called Baitelek ("polar tree" in Kazakh).

Critics say Samruk's subsidiaries still feel more like Soviet-style ministries than real companies. Others are sceptical about the prospect of injecting a competitive, capitalist mindset into state-owned entities. "Who are they supposed to compete with? They're all monopolists," says Risk Assessment Group's Mr Satpayev. "It's questionable whether state structures can really contribute to the economy."

Mr Shukayev rejects that argument, citing *Bad Samaritans* by the influential Cambridge university economist Ha-Joon Chang, who has criticised western neo-liberalism for pushing privatisation and democracy in emerging nations. "He shows that for countries like Kazakhstan, state companies have a really important role in developing the economy," he says.

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AngloGold axes 800 managers

MINING

By James Wilson in London

AngloGold Ashanti unveiled job losses and suspended a dividend payment as the biggest gold miners sought to adjust to the falling price of the metal.

The South African miner posted a \$2.2bn quarterly loss after a \$2.4bn post-tax impairment of the value of its assets in response to lower gold prices.

Randgold Resources, a partner of AngloGold, in developing one of Africa's largest mines that is shortly to go into production, avoided writedowns but saw net income for the quarter fall more than 60 per cent.

Gold miners have been forced to acknowledge lower asset values after the gold price fell sharply in the second quarter of the year. For some, the reduced price

is close to or even below their "all-in" cost of producing gold, forcing many to cut costs and pare back spending on building mines or exploring for new assets.

AngloGold is to cut 800 management jobs, equivalent to 40 per cent of its non-production staff, and will pull back from exploring in more than a dozen countries.

The company also shaved \$150m from this year's capital spending budget, reducing it to just under \$2bn. Srinivasan Venkatakrishnan, chief executive of AngloGold, said: "We've taken the decision to prepare our business for a volatile gold price environment where we believe there may be downside risk in the medium term."

An assumed gold price of \$1,100 per Troy ounce would be a benchmark for planning, Mr Venkatakrishnan said. The gold price was

slightly lower at \$1,274 yesterday. At the end of last year, it was \$1,600.

AngloGold's net loss compared with net income of \$304m a year ago. The company said it would not pay a quarterly dividend and would return to paying twice a year.

Randgold, which is focused on gold mining in west and central Africa, reported quarterly net income of \$54m compared with \$142m a year ago.

AngloGold and Randgold are partners at the Kibali mine under development in the Democratic Republic of Congo.

It should produce its first gold in October. Hunter Hillcoat, analyst

\$2.2bn

Size of AngloGold's quarterly loss

at Investec, said the fall in the gold price was untimely for Randgold as it was increasing its capital spending to develop Kibali.

However "the company's operations are still cash generative, as opposed to many of its peer group", said Mr Hillcoat.

Randgold "has no debt and has the ability to gear up" – or increase leverage.

Randgold got a \$200m revolving credit facility this year.

"While we believe we're well positioned to cope with the downturn, we felt it would be prudent to buy some insurance in the shape of the [credit facility]," said Graham Shuttleworth, Randgold's chief financial officer.

Randgold shares closed down 3.7 per cent at R11,750 in Johannesburg while Randgold shares closed down 1.4 per cent at £43.66 in London.

AngloGold shares closed down 3.7 per cent at R11,750 in Johannesburg while Randgold shares closed down 1.4 per cent at £43.66 in London.

DA Howell, AV Lomas, SA Pearson, GE Bruce and JG Parr Joint Administrators

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COMPANIES

China fines producers over baby milk prices

FOOD PRODUCERS

Regulators levy \$100m in penalties

Six manufacturers hit by monopoly law

By Tom Mitchell in Beijing and Neil Hume in Sydney

Chinese regulators have fined six baby formula manufacturers more than \$100m for price-fixing, in a major escalation of their actions under the country's anti-monopoly law.

The National Development and Reform Commission imposed the biggest fine on Mead Johnson of the US, which will pay Rmb204m (\$33m).

The anti-monopoly law, which came into force in 2008, has mainly been used

'There have been some small [price-fixing] cases... but nothing of this scale'

by Chinese authorities to assert their right to review and approve large international mergers and acquisitions. The fines announced yesterday mark a broader application of powers to police pricing practices in China's domestic market.

"There have been some small [price-fixing] cases previously, but nothing of this scale," said one lawyer who defended a company involved in the investigation. "There is real political momentum behind this. Inflation and product safety are at the top of the government's agenda."

As China's economic growth rate threatens to slow below the government's official target of 7.5 per cent, Beijing is concerned about growing public anger over the price and quality of essential goods and services such as baby milk formula. Other companies caught up in the Chi-

nese dragnet recently include Apple, GlaxoSmithKline and Volkswagen.

Chinese demand for foreign-branded milk powder has surged in the wake of safety scares in the domestic market. The worst of these occurred in 2008 when local powder was found to be tainted with melamine, a toxic industrial chemical.

Abbott, Danone unit Dumex, Fonterra, Dutch group Royal FrieslandCampina and Biostime International Holdings, a Chinese company listed on the Hong Kong stock exchange received penalties totalling Rmb670m.

The NDRC said the companies used various methods including fines and reduced discounts to penalise distributors who offered prices below set limits. In other instances, they limited or cut off the supply of goods to distributors.

Most of the companies fined yesterday declined to comment on the violations identified by investigators.

But in a stock market filing Biostime said it had agreed to pay the third-largest fine, or Rmb163m, "for providing fixed prices for its products in its distribution agreements with its distributors".

Article 14 of China's anti-monopoly law forbids "retail price maintenance", a practice in which manufacturers set price guidelines for their distributors and retailers.

"The investigation leaves us with a much clearer understanding of expectations around implementing pricing policies which is useful as we progress our future business plans," Kelvin Wickham, head of Fonterra's China and India units, said in a statement.

Fonterra, which is also at the centre of a separate milk-powder contamination scare, received the smallest fine, of Rmb4m. Another Chinese company, Zhejiang Beigmate Group, admitted violations but was not fined. Nestlé's Wyeth Nutrition unit and Meiji Dairies of Japan were also spared.



JLR says new Range Rover models will help it hit a sales target of 100,000 vehicles in China this year

Bloomberg

JLR steers Tata Motors to profit

CARS

By James Crabtree
in Mumbai and Henry Foy
in London

British luxury carmaker Jaguar Land Rover again drove to the rescue of Indian parent Tata Motors in the first quarter with a £150m dividend and a rise in profit, despite slowing sales growth in largest market China.

JLR's dividend helped its Indian parent avoid a loss on its standalone balance sheet, but even a return to profit growth after two quarters of decline failed to fully offset Tata's crashing sales in its home market that dragged down the overall group's after-tax profit

by nearly a quarter. The British company, whose success has led a reinvigoration of the UK car industry, said new Range Rover models would help it hit a sales target of 100,000 vehicles in China this year, up from about 77,000 last year, despite selling only 20,000 cars in the first three months.

"Overall I feel quite positive about the growth, even if the percentage isn't as big as we might have seen in prior years," said Kenneth Gregor, chief financial officer. "There's a natural ebb... that will undoubtedly flow in the coming quarters."

Ralf Speth, chief executive, said the company was "on track" in China despite

a macroeconomic slowdown in the country, where JLR is building its first factory outside the UK and sells more cars than in the whole of continental Europe.

Sales in China rose 11 per cent in the quarter, down from a growth of 48 per cent over the preceding 12 months. Continued growth at JLR is vital for the Indian automaker, which is struggling at home with a dated model portfolio and falling market share amid India's economic slowdown.

JLR's operating margin ticked up 200 basis points to 16.5 per cent in the three months to the end of June thanks to stronger sales of higher-margin cars and favourable currency movements, as profit after tax

rose 29 per cent to £304m.

Tata Motors' domestic operations recorded an operating loss of Rs3.94bn (\$64m) in the first quarter, dragging down consolidated after-tax profits for the combined businesses to Rs17.2bn, 23 per cent less than in the same quarter last year.

JLR's cash flow is crucial for both companies. Last month rating agency Standard & Poor's downgraded Tata Motors as a whole, citing concerns about the group's increased \$2.75bn investment programme this year, part of which is being spent on a fleet of entry-level vehicles for its Jaguar brand to compete with rivals such as BMW and Audi.

Omnicon-Publicis tie-up eyes emerging markets empire

SUPPORT SERVICES

News analysis

The advertising groups see potential of growing middle classes, writes Emily Steel

Part of the rationale behind the \$35bn Omnicom-Publicis tie-up is an empire-building land-grab into emerging markets.

Growth in ad spending in eastern Europe, central Asia and Latin America far outpaces that in developed countries. Marketers are opening their wallets in the hope of luring customers from among the world's emerging middle class.

McKinsey has called consumption in emerging markets the "biggest growth opportunity in the history of capitalism", and says advertising is essential to make sure a company's

brand is at the top of consumers' lists.

Developing markets are expected to contribute 61 per cent of ad spend growth between 2012 and 2015, with spending in those zones increasing at an average rate of 8 per cent in 2013. That compares with a sluggish 2 per cent growth in developed markets, which continue to feel the drag of stagnation in the eurozone, according to ZenithOptimedia, part of Publicis.

In making their pitch for the deal, Publicis and Omnicom executives highlighted the potential to build deeper coverage across fast-growing geographies. In Latin America, Publicis generated \$600m of revenues in 2012, with Omnicom reporting an additional \$400m. In the Asia-Pacific region, Publicis generated \$1.1bn in revenues in 2012 and Omnicom \$1.6bn.

"Keep in mind that both companies individually have a strong presence in

key emerging markets," said John Wren, chief executive of Omnicom who will be co-chair of the combined company. "Together, we'll have much deeper coverage of the fast-growing developing markets in Latin America, the Middle East and Africa, as well as the Asia-Pacific region."

Advertising groups have steadily expanded their business in emerging markets in recent years and are eager to solidify their positions. The goal is to win business from marketers increasingly interested in broad global campaigns as well as more targeted, region-by-region initiatives.

Publicis has built its presence primarily through acquisitions and investments, including three deals in India this year. Omnicom has made small buys, struck partnerships and expanded its agency networks. The group's BBDO agency works with global clients including Pep-

siCo, AT&T and Visa, with 281 offices in 81 countries. Ad holding companies, including WPP and Omnicom, have invested in developing technology-driven ad-buying services in regions such as China, but efforts are still at an early stage.

The \$35bn deal could allow the companies to combine assets to make acquisitions

Some marketers who work with Publicis and Omnicom said they were interested to know how the consolidation would affect offerings in developing regions. The deal could allow the companies to combine assets to make investments and acquisitions.

"Africa, Indonesia, Thailand, Colombia – our next

wave of growth is coming from there and we need our agencies to be there," one client said.

There are hurdles, including cultural and technological differences, government relations and diverse business practices.

The payouts can be big. AB InBev, which aims to make Budweiser the "first and only truly global [beer] brand", is in the midst of a review for the agency it employs to buy ads across several global markets. The review, estimated to account for \$600m in spending, includes 10 countries in Latin America, Asia and Europe.

Telecommunications companies, meanwhile, have been successful by taking marketing campaigns that have worked in one region to other geographies, according to McKinsey.

Digital marketing capabilities, especially in mobile and social media, are essential. In China consumers

are more likely to trust online recommendations than television commercials, according to McKinsey.

In Brazil, about a quarter of the population had opened Twitter accounts by 2010. In India, mobile devices dominate over traditional media and personal computers.

David Kenny, a former Publicis executive who is chief executive of the Weather Company, said his company's huge growth outside the US had come from mobile apps and the mobile web. A combined Publicis-Omnicom group would have the opportunity to develop industry-first capabilities, he added.

"To me, the question on this combined scale is: can they establish a new way of working in emerging markets with technology?" he said. "Nobody has solved it yet, but they have a huge chance to be ahead of the evolution of the media and ad market."

More news at FT.com

Yahoo is ringing the changes with its logo

Some things are worth waiting for. Is a new Yahoo Logo one of them? Marissa Mayer's team has announced that Yahoo will permanently change its logo in a month. To build up excitement, it will also showcase a new logo every day. A constantly changing logo is an interesting idea... one that Google has been practising for more than a decade

Blog: www.ft.com/techblog



Richard Waters
INSIDE BUSINESS

Obama's ruling leaves patent enforcement unclear

President Obama's intervention in the legal wrangling between Apple and Samsung may just have tipped the balance of advantage in the wider smartphone patent wars. It is also likely to affect the emergence of new technology markets in the future – though whether it will help or hinder them is not yet clear.

Those have been the tech industry's first reactions to last weekend's rare presidential action in favour of Apple. An exclusion order issued by the US International Trade Commission looked set to bar imports from Asia of some older models of the iPhone and iPad, until Mr Obama stepped in and overruled it.

The case involved Samsung intellectual property that all smartphones rely on to communicate over wireless networks – making it, in the jargon of the industry, a standard-essential patent.

Patent wars are likely to drag on longer – though there is less danger they will turn out to be disruptive

bargaining chip.

Three things are likely to flow from this. The first is that the value of patent portfolios with a heavy element of standard-essential IP in them will fall. The losers are companies like Qualcomm and, ironically, Google: Motorola, which it acquired to get into the patent game, also owns technology foundational to the wireless industry.

Licensees may seek to scrap old agreements if they think they could now negotiate lower licensing fees.

The Obama administration's defanging of the ITC was the latest in a series of actions that have robbed patent holders of ways to force other companies to pay up. Antitrust regulators on both sides of the Atlantic have been leaning heavily on them to be freer in their licensing.

One reason the ITC has become such an important venue for patent cases is that US district courts have been less willing to issue injunctions blocking sales of infringing products. So it is ironic that Apple is about to find itself arguing publicly for more stringent sales bans: on Friday, a US appeals court will hear its argument for an injunction in a separate case against Samsung, in which the South Korean company has already been found to have infringed Apple's IP.

The second result of the Obama veto is that the smartphone patent wars are likely to drag on longer than they otherwise would have – though there is also less danger that they will turn out to be disruptive for consumers.

A ban on some Apple sales in the US had been seen as a strong incentive to get the rival smartphone makers back into their on-again, off-again settlement negotiations. With the legal risk diminished, so too has the pressure for a deal – though Samsung may feel the heat should another ITC case due to conclude on Friday be decided in Apple's favour.

In future, any company negotiating a licence on standard-essential technology has every incentive to drag out the process through the courts, said one person familiar with the Samsung case. Even if they were to lose, the

worst result would be much the same licensing deal they would have struck at the outset, plus legal fees.

For consumers, meanwhile, there is less risk of sales bans that result in

gadgets being taken off the shelves, or of big new licensing fees that add to the cost of handsets. The Obama administration gave only the most broad-brush explanation for exactly why it overturned the ITC ruling, but if these are the short-term benefits it had in mind, it seems likely to be successful.

The third outcome is harder to predict. It relates to the longer-term changes in behaviour in the tech industry that will result from resetting the rules around patent enforcement – in particular, what impact it will have on the emergence of new technology markets.

If the balance has tipped away from companies that hold standard-essential patents, some lawyers argue that they will be less inclined to submit their IP for inclusion in standards. Keeping their "crown jewel" technologies to themselves would give companies more bargaining power with rivals

The counter-argument, backed strongly by companies like Apple and Microsoft, is that breaking the power of the standard-essential patent holders lowers the barriers to entry to important new technology markets and allows disruptive outsiders to break in. Which of these outcomes will result from adjusting the balance of power in patent enforcement is likely to take years to become clear.

Richard Waters is the Financial Times's West Coast managing editor

Contracts & Tenders

VALEC

Ministério dos Transportes

GOVERNO FEDERAL
BRASIL
PAÍS RICO E PAÍS SEM POBREZA

NOTICE OF POSTPONEMENT

Presental International Trading Section # 008/2013
Case # 51402.042545/2013-24. Object: hiring company to supply, ship, unloading, removal from pier to terminal, unloading in warehouse, storage and nationalization of 95.434 (ninety-five thousand, four hundred and thirty-four) tons of rails UIC-60E2 to be used in the permanent railroad and railroad switching devices (AMV) for EF 151 – North South Railway (FNS), South Extension, for excerpts from Ouro Verde / GO and Estrela D'Oeste / SF, according to specifications and conditions contained in the Public Notice and Terms of Reference. Total items for bid: 03. The aforementioned Public Notice will be available from the day 08/01/2013 from 8:00 am to 12:00 pm and from 2:00 pm to 5:30 pm, Brasília time. Bid Openings: 09/16/2013 at 10:00 am in the VALEC's Headquarter Auditorium, located in the SEP/SUL 713/13, Bloco E, Ed. CNC TRADE, Brasília / DF. General Information: Public Notice, attachments and possible notebooks published on the websites: www.valec.gov.br and www.comprasnet.gov. Questions and answers are available on the websites: www.valec.gov.br and www.comprasnet.gov.

PEDRO PAULO SILVA RIBEIRO
Superintendent of bids and contracts

Contracts & Tenders

The Cappagh National Orthopaedic Hospital Limited
(Cappagh Hospital) in Dublin, Ireland, is Ireland's largest dedicated elective orthopaedic hospital, providing a range of orthopaedic services including operating Ireland's primary centre for elective orthopaedic surgery. Cappagh Hospital requires the provision of decontamination services for surgical and related products, in accordance with applicable regulatory requirements, to support operations, including but not limited to, surgical procedures. Cappagh Hospital is considering putting in place a service concession arrangement whereby those services would be provided to Cappagh Hospital and to other health care services or providers of surgical facilities.

Persons of relevant competence and experience who might be interested in providing such services on the above basis should contact gordon.dunne@cappagh.ie for the relevant documents. Submissions to be received no later than NOON (Irish time) on the 9th September 2013

More news at FT.com

FT.com

● Yahoo is ringing the changes with its logo
Some things are worth waiting for. Is a new Yahoo Logo one of them? Marissa Mayer's team has announced that Yahoo will permanently change its logo in a month. To build up excitement, it will also showcase a new logo every day. A constantly changing logo is an interesting idea... one that Google has been practising for more than a decade

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richard.waters@ft.com
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COMPANIES

Vodafone looks to content in 4G battle

MOBILE & TELECOMS

Focus on music and sport packages

O₂ to launch rival service this month

By Daniel Thomas, Telecoms Correspondent

Vodafone will bet on the attractions of content such as music and sports to win customers in the growing battle for the UK's nascent 4G market.

The British company is the third mobile operator to reveal plans to launch 4G services in the UK, which will be introduced first in London at the end of August and in another 11 cities by the end of the year.

Vodafone said yesterday that it was bundling either Premier League football or

The strategy shows how hard it is for operators to differentiate service by speed alone

free music into its 4G offers, as well as unlimited calls and texts. These offers are made possible by content deals it struck earlier with Sky Sports and Spotify.

The strategy, according to IHS analyst Ian Fogg, showed how hard it was for operators to differentiate service by speed alone, which is the basic difference between existing 3G services.

Guy Laurence, chief executive of Vodafone UK, said the company's 4G proposition was "all about entertainment" and would be "very different from our competitors".

"With 4G, speed is just the start: it's what you do with it that really matters," he said.

EE has established a significant lead in the 4G market

ket with almost 700,000 customers, having launched with an effective monopoly on superfast mobile services last autumn. The group also offers music and movies over its network, although it has emphasised content deals less, with a focus instead on the faster speeds available and extent of its nationwide coverage.

O₂, which shares a network with Vodafone, will also launch rival 4G services on August 29. The group has also promised 12 months of free music content for its 4G users, although O₂ has not given any other details about how this music will be sourced.

Tariffs on Vodafone will begin from £26 a month, which appear in line with those being offered by O₂ but also include the music or sports packages. This is more expensive than the basic SIM-only tariff offered by EE.

Vodafone will be able to show more than 15 hours of Premier League football or more than 20m songs following content deals with Spotify and Sky.

The tariffs come with unlimited UK data for the first three months, which will let customers experience the full 4G service that offers high data speeds but also potential high data costs, as well as unlimited talk and text.

Vodafone said that speeds on its 4G network would typically be six times faster than standard 3G service, meaning that mobile users could watch video or play games online at speeds in excess of the average home broadband connection.

Vodafone will bring indoor 4G coverage to 98 per cent of the UK population by 2015.

Vodafone acquired the widest portfolio of mobile spectrum in the recent 4G auction for £802m, including allocations of the low-frequency spectrum that is best able to carry 4G signals.



The Scottish specialist brewery BrewDog runs a blog written by the brewery team for their small investors, who they call 'Equity Punks'

Getty

Crowdfunding draws angel investors

GENERAL FINANCIAL News analysis

The method attracts people who want to offer more than just money, says Jonathan Moules

Until recently, Gilberto Tarantino's only investments had been made in his own business: a small independent beer distributor in his native Brazil.

Then he discovered crowdfunding – the method of fundraising that invites thousands of individuals to back a project or business with small personal contributions, co-ordinated over the internet.

It was through crowdfunding that he became one of 6,000 investors in BrewDog, a specialist Scottish brewery. And he is taking his role seriously.

Each day, he spends time reading the BrewDog blog, written by the brewery team for their small investors, who they call "Equity Punks".

Mr Tarantino also chats regularly on the phone, or via online video calls, with BrewDog co-founder James Watt. In fact, he has become so

taken with the business that he is planning to open BrewDog's first South American bar in São Paulo.

"I'm not just an investor," Mr Tarantino says. "I think my role is to propagate the craft beer movement and try to make BrewDog better than it is already as a brand."

He is not alone. Crowdfunding has grown in popularity as a way to connect with amateur 'angel' investors such as Mr Tarantino, who want to do more than just put money into a venture.

Companies and individuals worldwide are estimated to have raised £1.7bn from the public in 2012, an 81 per cent increase on the previous year, according to Massolution, a research group. This year, the total is predicted to hit £3.3bn, with total investments expected to reach £15bn within three years.

Last week, Kevin McCloud, of Channel 4's *Grand Designs*, and Nicola Horlick, the fund manager, became the latest to use crowdfunding, seeking backers for a housebuilding company and a film investment fund respectively.

Its approach was preferred by Brian Taylor, the founder of PixelPin, which has developed a system to use pictures instead of passwords for security.

To date, Mr Taylor has

or levels of involvement. For some business owners, the input of thousands of stakeholders is not something they want – or can cope with. While BrewDog is content to give its backers similar rights to conventional shareholders – it welcomes hundreds of them to its annual meetings – others prefer to keep them at a distance.

UK crowdfunding platform Seedrs, for example, attempts to make managing a fundraising simpler for a

Kevin McCloud and Nicola Horlick have become the latest people to use crowdfunding

business by bundling all the investors into a single "nominee structure". As a result, those raising funds only have to go through Seedrs rather than try to communicate with an army of individual investors.

Its approach was preferred by Brian Taylor, the founder of PixelPin, which has developed a system to use pictures instead of passwords for security.

To date, Mr Taylor has

raised £205,000 through two crowdfunding rounds, the second of which was run by Seedrs.

He says he appreciates the implicit validation of his business model provided by the thousands who have already invested, but likes the fact that the share structure created by Seedrs means he does not have to maintain direct links with its backers.

"To be honest, if we were inundated in the way that others are, it would be a distraction," Mr Taylor admits.

Investors in PixelPin stand to make a financial return in the future, as shareholders would, if the company grows – but their voting rights are transferred to Seedrs under the nominee structure.

Jeff Lynn, chief executive of Seedrs, argues that many of those attracted to crowdfunding don't want too much involvement, as they lack the time to micromanage a small investment or spend hours interacting with the founders.

"The peak is professional people in their 30s or 40s, who work in the City, IT or the creative industries and – to put it bluntly – would love to start up something themselves but have got a

job that pays well and don't have the drive and spare time."

For business owners who want more active angels, though, crowdfunding can supply them.

BrewDog's founders – who raised £2.2m from its Equity for Punks programme in 2011 and last month launched a plan to raise £4m by selling 42,000 more shares – make a virtue of the input they get from backers.

Mr Tarantino may be an extreme example, Mr Watt admits, but he says many others have offered practical advice. A couple of investors recently helped him and co-founder Martin Dickie choose between locations for a BrewDog pub in Liverpool.

Nicola Horton, a partner at accountancy firm Crowe Clark Whitehill, advised Severn Valley Railway on crowdfunding that raised £1.5m through a share offer to upgrade some of the buildings.

"It canvasses these shareholders about which projects to prioritise," she says.

"Basically, it is a very low-cost source of marketing, so why would you not want to communicate with these people?"

Glencore sues Jamaican group

COMMODITIES

By Jack Farchy in London

Glencore is suing a Jamaican state-owned company after it awarded a lucrative contract to one of the trader's rivals.

Clarendon Alumina Production, which is owned by the Jamaican government, in June awarded a 12-year alumina supply deal to Hong Kong-based Noble Group, unseating Glencore from a trading relationship it had held for decades.

The London-listed trading house responded last month by commencing legal action in Jamaican and English courts seeking to restrict CAP's deliveries to Noble, according to a filing last week at the US Securities and Exchange Commission by the Jamaican government.

Glencore alleges the deal with Noble will prevent CAP from delivering alumina it still owes to Glencore, according to the filing.

Jamaica has the world's fifth-largest reserves of bauxite, the raw material that is processed into alumina and then aluminium, a metal used in everything from fizzy drinks cans to aircraft.

But CAP, whose main asset is a 45 per cent stake in a bauxite and alumina company, has struggled amid low prices and high energy costs, making it a burden on Jamaica, one of the world's most indebted countries.

As part of an IMF rescue package in April, the government agreed to end its financial support for CAP, by either selling or leasing it by the end of this year.

Noble will pay \$120m under the deal struck in June in exchange for the alumina supply contract, receiving as security an option to buy CAP at market value.

Glencore had been vying to do a similar deal, but at less favourable terms than Noble's offer, according to the Jamaican ministry of energy and mining.

According to the SEC filing, Glencore last month filed an application in a Jamaican court seeking to restrict CAP's alumina shipments to Noble, and a claim in an English court seeking damages. Last month CAP obtained a discharge of an interim injunction that had been issued in Jamaica. The first delivery under the contract with Noble took place last week, according to mining minister Phillip Paulwell, who said he was "pleased and confident that it represented Jamaica's best interest".

Glencore declined to comment. Glencore's involvement in the Jamaican bauxite and alumina industry dates back several decades, when the company's founder Marc Rich established its position in the country. But the trader's most recent contracts with CAP in 2000 and 2002 committed the Jamaican group to sell its alumina below global market prices and below CAP's costs, according to a government report.

For Noble, the deal marks a boost to its position in the global alumina market. After an initial ramp-up period, the offtake deal will cover about 600,000 tonnes a year of alumina, according to someone familiar with the terms.

Old Mutual hails head start over rivals in Africa's 'virgin territory'

GENERAL FINANCIAL

By Alistair Gray, Insurance Correspondent

The chief executive of Old Mutual has warned European insurers needed to be careful before exploring "virgin territory".

"There are a number of companies, I think, who are considering whether they want to invest in Africa – European companies," he said.

"That's why we're moving fairly quickly to make sure that we build our base before others."

He added: "It's a big issue going into a new territory. We're very comfortable in it

because we're already in 15 African countries. We're used to dealing in Africa. For anyone else... that's a big decision for a board to make."

The Anglo-South African group said it is gearing up for further expansion in Africa, having spent only \$70m out of a \$550m war chest that it has set aside for acquisitions.

"This is not a scattergun approach," Mr Roberts explained. "We're very focused on Ghana, Nigeria and Kenya."

However, in spite of these plans to expand northwards, Old Mutual still generates about 70 per cent of its profits in South Africa.

As a result, the weak rand weighed on its per-

15

Number of African countries that Old Mutual operates in

formance in the first six months of the year. Old Mutual reported only a 1 per cent rise in its "adjusted" operating profit due to its exposure to the currency. By contrast, on a constant currency basis, its adjusted operating profit rose 14 per cent.

Beyond Africa, a recovery in Old Mutual's US asset management business continued as clients poured in \$10.6bn worth of new money.

Meanwhile, in the UK, Old Mutual's US asset management business continued as clients poured in \$10.6bn worth of new money.

For several years, Old Mutual has been eyeing a partial initial public offering of the business but, yesterday, Mr Roberts said the operation would need to attract fresh inflows of funds in subsequent quarters before it could launch an IPO.

Meanwhile, in the UK, Old Mutual's US asset management business continued as clients poured in \$10.6bn worth of new money.

See Lombard

Executive Appointments

FRC Financial Reporting Council

BIS Department for Business Innovation & Skills

CHAIR FINANCIAL REPORTING COUNCIL

After nine years, including three years as Chair, Baroness Hogg has decided to step down from the Financial Reporting Council (FRC) – the UK's independent regulator responsible for promoting high quality corporate reporting and governance to foster investment. The Secretary of State for Business, Innovation and Skills (BIS) wishes to appoint her successor as soon as is practical for this unique part-time role.

- THE ROLE
- Chair the Board to enable it to set the strategic direction for the FRC
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- THE PERSON
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For further information on the organisation go to: www.frc.org.uk

Expressions of interest in Non-Executive Director roles on the FRC Board are also welcome.

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ACPI Global Fixed Income UCITS Fund EUR E € 137.97 - 0.07 0.00
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ACPI India Fixed Income UCITS Fund EUR E € 82.22 - 0.76 0.00
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Multi Asset Income A Net Acc	133.70	-	-0.30	2.49	Frk US Total Return	\$ 10.96	-	0.00	1.35	Choices Managed	577.55	607.95	-1.04	-	UK Aggressive (No Trail) Acc ♦ F	149.11	-	-0.78	1.56
Multi Asset Income A Net Inc	108.40	-	-0.20	4.67	Tem Asian Bond	\$ 13.70	-	-0.01	2.45	Choices Equity	656.94	691.52	-2.12	-	UK Aggressive (No Trail) Acc ♦ F	130.43	-	-0.68	1.59
South East Asia	709.90	-	-15.30	0.42	Tem Asian Growth	\$ 30.07	-	-0.13	0.34	Freedom With Pths Long-Tm	212.50	223.30	0.00	-	UK Enhanced Index (No Trail) Acc ♦ F	240.93	-	-1.97	3.20
Special Situations	2703.00	-	-22.00	1.11	Tem Emerging Markets	\$ 33.69	-	-0.23	0.33	Freedom With Pths Short-Tm	192.10	202.20	0.00	-	UK Growth (No Trail) Acc ♦ F	128.56	-	-1.35	2.39
Strategic Bond	30.07	-	-0.01	3.03	Tem Eng Mkts Balanced AdQd	\$ 8.21	-	-0.06	3.08	Freedom Managed	335.93	335.36	-0.74	-	UK Growth (No Trail) Acc ♦ F	217.59	-	-1.75	1.31
Strategic Bond Gross	30.08	-	-0.01	3.03	Tem Eng Mkts Bd	\$ 19.52	-	-0.00	6.39	Freedom Equity	381.50	381.58	-1.68	-	UK Smaller Companies (No Trail) Acc ♦ F	205.31	-	-1.66	1.33
Target 2015	48.19	-	-0.29	1.08	Tem Euro Govt. Bond	\$ 10.10	-	-0.01	1.90	Corp Pens Managed	203.89	203.88	-0.37	-	UK Strategic Income (No Trail) Acc ♦ F	598.01	-	-4.41	3.42
Target 2015 - Gross	E 0.48	-	-0.00	-	Tem Euro Liquid Reserve	\$ 4.40	-	-0.00	0.00	Corp Pens Equity	214.46	214.46	-0.69	-	UK Strategic Income (No Trail) Acc ♦ F	478.44	-	-3.54	3.52
Target 2020	52.99	-	-0.57	0.52	Tem Euro Corp Bond Fd	\$ 10.60	-	-0.01	2.07	Corp Pens Fixed Interest	265.48	266.26	-0.53	-	UK Strategic Income (No Trail) Acc ♦ F	190.16	-	-2.33	0.75
Target 2025	122.20	-	-1.60	0.33	Tem European Total Return	\$ 9.20	-	-0.01	2.76	Corp Pens Index Linked	301.73	301.73	-1.12	-	Authorised Inv Funds				
Target 2030	126.70	-	-1.80	2.21	Tem Global	\$ 31.39	-	-0.17	0.53	Corp Pens Deposit	189.06	189.06	0.00	-	JPM Retail OEIC (A class unless stated)				
UK Select	207.50	-	-1.70	1.04	Tem Global (Euro)	\$ 14.65	-	-0.15	0.68	Corp Pens Protector	287.11	287.11	-2.96	-	JPM India A (acc-USD) (I) \$ 11.71	-	-0.26	-	
UK Growth	322.90	-	-3.80	2.28	Tem Global Aggr Inv/Grd Bond Fd	\$ 10.27	-	-0.01	0.00	Corp Pens UK Index Trackr	E 1.84	1.84	-0.01	-	JPM India A (acc-SDG) (I) \$ 11.50	-	-0.17	-	
UK Smaller Companies	167.30	-	-1.10	1.12	Tem Global Aggregate Bond Fd	\$ 9.91	-	-0.01	1.82	Corp Pens Equity	16.20	-	-0.00	-	JPM Greater China A (dist-HKD) (I) HK\$ 12.05	-	-0.09	-	
WealthBuilder A Acc	E 0.90	-	-0.01	0.08	Tem Global Balanced	\$ 22.07	-	-0.08	1.11	Managed Acc	E 16.75	17.63	-0.04	-	JPM Hong Kong A (dist-HKD) (I) HK\$ 10.85	-	-0.10	-	
Fidelity Pathfinder					Fidelity Pathfinder Foundation 1	101.10	-	-0.30	-	Equity Acc	E 31.03	32.67	-0.14	-	JPM Hong Kong A (dist-HKD) (I) HK\$ 12.05	-	-0.09	-	
Fidelity Pathfinder					Fidelity Pathfinder Foundation 1 gross	100.80	-	-0.30	-	Fixed Interest Acc	E 15.53	15.95	-0.03	-	JPM Hong Kong A (dist-HKD) (I) HK\$ 12.05	-	-0.09	-	
Fidelity Pathfinder					Fidelity Pathfinder Foundation 2	102.00	-	-0.40	-	International Acc	E 12.00	12.63	-0.02	-	JPM Hong Kong A (dist-HKD) (I) HK\$ 12.05	-	-0.09	-	
Fidelity Pathfinder					Fidelity Pathfinder Foundation 3	103.20	-	-0.50	-	Nth American Acc	E 5.77	6.08	-0.01	-	JPM Hong Kong A (dist-HKD) (I) HK\$ 12.05	-	-0.09	-	
Fidelity Pathfinder					Fidelity Pathfinder Foundation 4	105.00	-	-1.00	-	Pacific Acc	E 3.17	3.33	0.03	-	JPM Hong Kong A (dist-HKD) (I) HK\$ 12.05	-	-0.09	-	
Fidelity Pathfinder					Fidelity Pathfinder Foundation 5	108.60	-	-1.30	-	Property Acc	E 5.81	6.12	-0.00	-	JPM Hong Kong A (dist-HKD) (I) HK\$ 12.05	-	-0.09	-	
Fidelity Pathfinder					Fidelity Pathfinder Focused 1	100.90	-	-0.40	-	Balanced Risk 8 Acc	E 51.34	-	-0.38	0.00	JPM Hong Kong A (dist-HKD) (I) HK\$ 12.05	-	-0.09	-	
Fidelity Pathfinder					Fidelity Pathfinder Focused 1 gross	100.90	-	-0.40	-	Balanced Risk 10 Acc	E 51.95	-	-0.49	0.00	JPM Hong Kong A (dist-HKD) (I) HK\$ 12.05	-	-0.09	-	
Fidelity Pathfinder					Fidelity Pathfinder Focused 2	102.70	-	-0.70	-	Corporate Bond Acc (Gross) ♦ F	187.64	-	-0.20	4.48	JPM Hong Kong A (dist-HKD) (I) HK\$ 12.05	-	-0.09	-	
Fidelity Pathfinder					Fidelity Pathfinder Focused 3	103.90	-	-1.00	-	Corporate Bond Acc (Gross) ♦ F	183.09	-	-0.20	4.48	JPM Hong Kong A (dist-HKD) (I) HK\$ 12.05	-	-0.09	-	
Fidelity Pathfinder					Fidelity Pathfinder Focused 4	106.30	-	-1.30	-	Corporate Bond Acc (Gross) ♦ F	184.07	-	-0.20	4.48	JPM Hong Kong A (dist-HKD) (I) HK\$ 12.05	-	-0.09	-	
Fidelity Pathfinder					Fidelity Pathfinder Focused 5	110.70	-	-1.30	-	Corporate Bond Acc (Gross) ♦ F	187.64	-	-0.20	4.48	JPM Hong Kong A (dist-HKD) (I) HK\$ 12.05	-	-0.09	-	
Fidelity Pathfinder					Fidelity Pathfinder Focused 1	100.90	-	-0.40	-	Corporate Bond Acc (Gross) ♦ F	187.64	-	-0.20	4.48	JPM Hong Kong A (dist-HKD) (I) HK\$ 12.05	-	-0.09	-	
Fidelity Pathfinder					Fidelity Pathfinder Focused 2	102.70	-	-0.70	-	Corporate Bond Acc (Gross) ♦ F	183.09	-	-0.20	4.48	JPM Hong Kong A (dist-HKD) (I) HK\$ 12.05	-	-0.09	-	
Fidelity Pathfinder					Fidelity Pathfinder Focused 3	103.90	-	-1.00	-	Corporate Bond Acc (Gross) ♦ F	184.07	-	-0.20	4.48	JPM Hong Kong A (dist-HKD) (I) HK\$ 12.05	-	-0.09	-	
Fidelity Pathfinder					Fidelity Pathfinder Focused 4	106.30	-	-1.30	-	Corporate Bond Acc (Gross) ♦ F	187.64	-	-0.20	4.48	JPM Hong Kong A (dist-HKD) (I) HK\$ 12.05	-	-0.09	-	
Fidelity Pathfinder					Fidelity Pathfinder Focused 5	110.70	-	-1.30	-	Corporate Bond Acc (Gross) ♦ F	187.64	-	-0.20	4.48	JPM Hong Kong A (dist-HKD) (I) HK\$ 12.05	-	-0.09	-	
Fidelity Pathfinder					Fidelity Pathfinder Focused 1	100.90	-	-0.40	-	Corporate Bond Acc (Gross) ♦ F	187.64	-	-0.20	4.48	JPM Hong Kong A (dist-HKD) (I) HK\$ 12.05	-	-0.09	-	
Fidelity Pathfinder					Fidelity Pathfinder Focused 2	102.70	-	-0.70	-	Corporate Bond Acc (Gross) ♦ F	183.09	-	-0.20	4.48	JPM Hong Kong A (dist-HKD) (I) HK\$ 12.05	-	-0.09	-	
Fidelity Pathfinder					Fidelity Pathfinder Focused 3	103.90	-	-1.00	-	Corporate Bond Acc (Gross) ♦ F	184.07	-	-0.20	4.48	JPM Hong Kong A (dist-HKD) (I) HK\$ 12.05	-	-0.09	-	
Fidelity Pathfinder					Fidelity Pathfinder Focused 4	106.30	-	-1.30	-	Corporate Bond Acc (Gross) ♦ F	187.64	-	-0.20	4.48	JPM Hong Kong A (dist-HKD) (I) HK\$ 12.05	-	-0.09	-	
Fidelity Pathfinder					Fidelity Pathfinder Focused 5	110.70	-	-1.30	-	Corporate Bond Acc (Gross) ♦ F	187.64	-	-0.20	4.48	JPM Hong Kong A (dist-HKD) (I) HK\$ 12.05	-	-0.09	-	
Fidelity Pathfinder					Fidelity Pathfinder Focused 1	100.90	-	-0.40	-	Corporate Bond Acc (Gross) ♦ F	187.64	-	-0.20	4.48	JPM Hong Kong A (dist-HKD) (I) HK\$ 12.05	-	-0.09	-	
Fidelity Pathfinder					Fidelity Pathfinder Focused 2	102.70	-	-0.70	-	Corporate Bond Acc (Gross) ♦ F	183.09	-	-0.20	4.48	JPM Hong Kong A (dist-HKD) (I) HK\$ 12.05	-	-0.09	-	
Fidelity Pathfinder					Fidelity Pathfinder Focused 3	103.90	-	-1.00	-	Corporate Bond									

MANAGED FUNDS SERVICE

Fund	Bid	Offer	+/-	Yield	Fund	Bid	Offer	+/-	Yield	Fund	Bid	Offer	+/-	Yield	Fund	Bid	Offer	+/-	Yield	Fund	Bid	Offer	+/-	Yield	Fund	Bid	Offer	+/-	Yield					
Investment Grade Bond A Acc	139.81	-	-0.20	3.47	Emerging Consumer (CHF) P A	Sfr 13.22	-	-0.05	0.00	Global Energy Fund A1	\$ 15.92	-	-0.09	0.00	Balanced Fund Personal Class Units	3784.80	-	-59.70	1.76	Emerging Markets Domestic Debt Ax F	A 15.06	-	-0.03	4.93	Russia Spec Situ Fund A Acc	104.00	-	-1.40	-	Oasis Global Mgmt Co (Ireland) Ltd (IRL) Regulated				
Investment Grade Bond A Inc	107.78	-	-0.15	3.46	Emerging Consumer (EUR) P A	€ 13.26	-	-0.05	0.00	Global Equity A1	\$ 40.92	-	-0.00	0.00	Income Fund Legacy Class Units	2953.0d	-	-36.80	2.97	Emerging Markets Equity A F	A 37.02	-	-0.29	0.00	Russia Spec Situ Fund B Acc	103.70	-	-1.40	-	Oasis Global Investment (Ireland) Plc				
Sterling Corporate Bond A Acc	63.00	-	-0.03	3.46	Emerging Consumer (USD) P A	€ 13.22	-	-0.05	0.00	Global Equity A1	\$ 19.55	-	-0.06	0.00	Income Fund Personal Class Units	2403.0d	-	-37.10	2.96	Euro Corporate Bond Ax F	A 24.69	-	-0.08	3.05	Russia Spec Situ Fund A Acc	96.21	-	-0.68	0.53	Oasis Cresc Global Investment Fund (Ireland) plc				
Sterling Corporate Bond A Inc	29.59	-	-0.06	3.69	Emerging Eq Risk Par (EUR)	€ 7.88	-	-0.11	0.00	Global Multi-Asset A1	\$ 15.48	-	-0.04	0.00	Emerging Markets Fund Legacy Class	1828.00	-	-0.40	2.05	Euro Liquidity A F	A 12.89	-	-0.00	0.00	Russia Spec Situ Fund B Acc	98.29	-	-0.69	0.92	Pictet Funds (Europe) SA				
Strategic Assets A Acc	99.12	-	-0.28	1.20	Emerging Eq Risk Par (USD)	\$ 7.33	-	-0.07	0.00	Global Rec A1	\$ 23.74	-	-0.11	0.00	Emerging Markets Fund Personal Class Units	1833.90	-	-0.70	2.05	Euro Strategic Bond A F	A 37.50	-	-0.00	0.00	Russia Spec Situ Fund A Acc	202.00	-	-2.00	1.35	Pictet Funds (Europe) SA				
Strategic Bond A Acc	170.80	-	-0.10	3.32	Emerging Loc CurBds OH (P) AsFr	A\$ 8.80	-	-0.02	0.00	Global Total Return A1	\$ 13.97	-	-0.05	0.00	Smaller Companies Fund Legacy Class	3149.0d	-	-67.50	1.87	Euro Strategic Bond F	A 21.50	-	-0.00	0.00	Russia Spec Situ Fund B Acc	211.50	-	-1.20	1.25	Pictet Global Investment (Ireland) Plc				
Strategic Bond A Inc	117.40	-	-0.07	3.31	Emerging Mkt Bd/Fdt PA	\$ 22.70	-	-0.00	0.00	High Yield A1	\$ 23.78	-	-0.02	0.00	Smaller Companies Fund Personal Class Units	3159.70d	-	-68.10	1.87	Euro Special Situations B Acc	A 19.41	-	-0.02	0.00	Russia Spec Situ Fund A Acc	129.60	-	-1.20	4.06	Pictet Global Mgmt Co (Ireland) Ltd (IRL) Regulated				
UK Equity Absolute Return A Acc	112.54	-	-0.10	0.00	Emerging Loc Cur Bd/Fdt PA	Sfr 9.90	-	-0.09	0.00	High Yield Fund A1	\$ 13.01	-	-0.06	0.00	Smaller Companies Fund Personal Class Units	3161.00	-	-68.10	1.87	Euro Special Situations A Acc	A 16.40	-	-0.07	0.00	Russia Spec Situ Fund B Acc	114.80	-	-1.10	4.20	Pictet Global Mgmt Co (Ireland) Ltd (IRL) Regulated				
UK Equity A Acc	208.85	-	-2.12	1.38	Emerging Loc Cur Bd/Fdt PA	Sfr 11.58	-	-0.08	0.00	Inflation-Adjusted Fund A	\$ 14.23	-	-0.04	0.00	European Property A F	A 23.95	-	-0.04	0.00	Euro Higher Inc/Fd B Acc	A 12.30	-	-1.20	4.09	Pictet Global Mgmt Co (Ireland) Ltd (IRL) Regulated									
UK Equity Income A Acc	179.37	-	-1.51	3.62	Emerging Loc Cur Bd/Fdt PA	Sfr 10.71	-	-0.02	0.00	Japan Equity A1	\$ 9.73	-	-0.03	0.00	European Equity Alpha F	A 9.31	-	-0.00	0.00	Euro Higher Inc/Fd B Inc	A 11.70	-	-1.00	4.21	Pictet Funds (Europe) SA									
UK Equity Income A Inc	152.16	-	-1.28	3.74	Euro BBB-B Fdt PA	Sfr 14.69	-	-0.01	0.00	Latin American Equity Fd 1	A 19.73	-	-0.16	0.00	Global Bond A F	A 38.78	-	-0.00	0.00	Euro Mid Cap A F	A 30.60	-	-2.80	1.14	Pictet Funds (Europe) SA									
UK Opportunities A Acc	149.70	-	-1.21	0.89	Euro BBB-B Fdt PA	€ 11.47	-	-0.00	0.00	Limited Maturity A1	\$ 13.98	-	-0.00	0.00	Global Bond A F	A 35.16	-	-0.00	0.00	Euro Mid Cap B F	A 34.90	-	-2.90	1.45	Pictet Global Investment (Ireland) Plc									
UK Smaller Companies A Acc	223.58	-	-0.62	0.28	Euro BBB-B Fdt PA	€ 10.07	-	-0.00	0.00	Prudent Wealth Fd A1	\$ 13.41	-	-0.05	0.00	Global Bond A F	A 34.93	-	-0.00	0.00	Euro Special Situations A Acc	A 165.10	-	-1.60	1.29	Pictet Global Mgmt Co (Ireland) Ltd (IRL) Regulated									
Kames Capital VCIC (IRL)	1 North Wall Quay, Dublin 1, Ireland +35 3162 24493				Euro Credit Bd P A	€ 11.97	-	-0.00	0.00	High Yield A1	\$ 22.70	-	-0.00	0.00	European Property A F	A 23.95	-	-0.04	0.00	Euro Higher Inc/Fd B Acc	A 12.30	-	-1.20	4.09	Pictet Global Mgmt Co (Ireland) Ltd (IRL) Regulated									
FSA Recognised					Global Energy Fund A1	\$ 15.92	-	-0.09	0.00	Income Fund Personal Class Units	3784.80	-	-59.70	1.76	Emerging Markets Domestic Debt Ax F	A 15.06	-	-0.03	4.93	Russia Spec Situ Fund A Acc	104.00	-	-1.40	-	Oasis Global Mgmt Co (Ireland) Ltd (IRL) Regulated									
Absolute Return Bd B GPB Acc	104.67	-	-0.46	-	Global Equity Income (EUR) P A	€ 13.26	-	-0.05	0.00	Income Fund Legacy Class Units	2953.0d	-	-36.80	2.97	Emerging Markets Equity A F	A 37.02	-	-0.29	0.00	Russia Spec Situ Fund B Acc	103.70	-	-1.40	-	Oasis Global Investment (Ireland) Plc									
Global Equity Income (EUR) P A	114.23	-	-0.09	-	Global Multi-Asset A1	\$ 13.22	-	-0.05	0.00	Income Fund Personal Class Units	2403.0d	-	-37.10	2.96	Euro Corporate Bond Ax F	A 24.69	-	-0.08	3.05	Russia Spec Situ Fund A Acc	96.21	-	-0.68	0.53	Pictet Funds (Europe) SA									
Strategic Assets A Acc	99.12	-	-0.28	1.20	Emerging Eq Risk Par (USD)	\$ 7.33	-	-0.07	0.00	Global Rec A1	\$ 23.74	-	-0.11	0.00	Emerging Markets Fund Legacy Class	1828.00	-	-0.40	2.05	Euro Liquidity A F	A 12.89	-	-0.00	0.00	Russia Spec Situ Fund B Acc	98.29	-	-0.69	0.92	Pictet Funds (Europe) SA				
Strategic Bond A Acc	170.80	-	-0.10	3.32	Emerging Loc CurBds OH (P) AsFr	A\$ 8.80	-	-0.02	0.00	Global Total Return A1	\$ 13.97	-	-0.05	0.00	Smaller Companies Fund Legacy Class	3149.0d	-	-67.50	1.87	Euro Strategic Bond A F	A 21.50	-	-0.02	0.00	Russia Spec Situ Fund A Acc	202.00	-	-2.00	1.35	Pictet Global Investment (Ireland) Plc				
Strategic Bond A Inc	117.40	-	-0.07	3.31	Emerging Mkt Bd/Fdt PA	\$ 22.70	-	-0.00	0.00	High Yield A1	\$ 23.78	-	-0.02	0.00	Smaller Companies Fund Personal Class Units	3159.70d	-	-68.10	1.87	Euro Special Situations B Acc	A 19.41	-	-0.02	0.00	Russia Spec Situ Fund B Acc	114.80	-	-1.10	4.20	Pictet Global Mgmt Co (Ireland) Ltd (IRL) Regulated				
UK Equity Absolute Return A Acc	112.54	-	-0.10	0.00	Emerging Loc Cur Bd/Fdt PA	Sfr 9.90	-	-0.09	0.00	High Yield Fund A1	\$ 13.01	-	-0.06	0.00	European Property A F	A 36.41	-	-0.07	0.00	Euro Higher Inc/Fd A Acc	A 12.30	-	-1.20	4.09	Pictet Global Mgmt Co (Ireland) Ltd (IRL) Regulated									
UK Equity A Acc	208.85	-	-2.12	1.38	Emerging Loc Cur Bd/Fdt PA	Sfr 11.58	-	-0.08	0.00	Inflation-Adjusted Fund A	\$ 14.23	-	-0.04	0.00	European Property A F	A 23.95	-	-0.04	0.00	Euro Higher Inc/Fd B Acc	A 12.30	-	-1.20	4.09	Pictet Global Mgmt Co (Ireland) Ltd (IRL) Regulated									
UK Equity Income A Acc	179.37	-	-1.51	3.62	Emerging Loc Cur Bd/Fdt PA	Sfr 10.71	-	-0.02	0.00	Japan Equity A1	\$ 9.73	-	-0.03	0.00	European Equity Alpha F	A 9.31	-	-0.00	0.00	Euro Higher Inc/Fd B Inc	A 11.70	-	-1.00	4.21	Pictet Funds (Europe) SA									
UK Equity Income A Inc	152.16	-	-1.28	3.74	Euro BBB-B Fdt PA	Sfr 14.69	-	-0.01	0.00	Latin American Equity Fd 1	A 19.73	-	-0.16	0.00	Global Bond A F	A 38.78	-	-0.00	0.00	Euro Mid Cap A F	A 30.60	-	-2.80	1.14	Pictet Funds (Europe) SA									
UK Opportunities A Acc	149.70	-	-1.21	0.89	Euro BBB-B Fdt PA	€ 11.47	-	-0.06	0.00	Limited Maturity A1	\$ 13.98	-	-0.00	0.00	Global Bond A F	A 35.16	-	-0.00	0.00	Euro Mid Cap B F	A													

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MANAGED FUNDS SERVICE

Fund	Bid	Offer	+/-	Yield	Fund	Bid	Offer	+/-	Yield	Fund	Bid	Offer	+/-	Yield	Fund	Bid	Offer	+/-	Yield	Fund	Bid	Offer	+/-	Yield	Fund	Bid	Offer	+/-	Yield										
Pictet-High Dividend Sel Pdy EUR F	€112.43	-	-0.69	3.57	Pioneer Alternative Inv Mgt (BMU)					Stockmkt 100 Track Gwth Acc Ret	163.50	-	-1.20	-	New Zealand Dltr Pfolio	NIS 0.01	-	-0.01	-	Global Ex (Japan) Class H4J	¥ 1.18	-	-0.01	0.00	UK Smaller Cos A Inc F	333.27	-	-0.86	0.46	Yuki Chugoku Japan Low Price	¥ 8378.00	-	-35.00	0.00					
Pictet-High Dividend Sel R EUR F	€121.19	-	-0.75	0.00	Other International Funds					UK Growth Acc Inst	266.60	-	-2.00	-	Daiwa Bond Series					Global Ex (Japan) Class J5P	¥ 1.08	-	-0.01	0.00	UK Smaller Cos B Inc F	326.10	-	-0.84	0.65	Yuki 77 Umbrella Fund	¥ 8239.00	-	-25.00	0.00					
Pictet-High Dividend Sel Rd EUR F	€105.54	-	-0.65	3.90	Pioneer Horizon Fund	€123.52	-	-1.61	0.00	Pioneer AssetMaster	€866.66	-	-20.32	0.00	Pioneer Growth Acc Ret	131.30	-	-1.00	0.00	Monthly Dividend AUD Bd	A\$ 10.29	-	-0.01	0.00	UK Income A Inc F	218.82	-	-0.35	3.04	Yuki 77 General	¥ 8239.00	-	-25.00	0.00					
Pictet-Indian Equities I USD F	\$283.02	-	-0.32	0.00	Renaissance Eastern European Allocation Fund	€407.52	-	-0.26	0.00	Pioneer Div Fund I USD	€107.59	-	-1.30	0.00	Renaissance Eastern European Fund A	€471.93	-	-0.50	0.00	Monthly Dividend EUR Bd	€ 10.13	-	-0.01	0.00	UK Income B Inc F	228.42	-	-0.37	3.02	Yuki Asia Umbrella Fund	¥ 15133.00	-	-49.00	0.00					
Pictet-Indian Equities P-USD F	\$263.01	-	-0.31	0.00	Pioneer Div Fund I USD	€107.59	-	-1.30	0.00	Pioneer Div Fund I USD	€108.35	-	-1.30	0.00	Investments Inc Ret	98.31	-	-0.20	0.00	Monthly Dividend CAD Bd	C\$ 10.01	-	-0.02	0.00	Outstanding British Cos A Acc F	£ 212.58	-	-0.15	0.43	Yuki Chugoku Umbrella Fund	¥ 9371.00	-	-38.00	0.00					
Pictet-Indian Equities P-USD F	\$263.01	-	-0.31	0.00	Pioneer Div Fund I USD	€107.59	-	-1.30	0.00	Pioneer Div Fund I USD	€108.35	-	-1.30	0.00	Recovery Inc	143.91	-	-2.05	0.00	Global Corp. Bond	C\$ 10.39	-	-0.01	0.00	Outstanding British Cos B Acc F	£ 218.42	-	-0.16	0.85	Yuki Chugoku Japan General	¥ 9371.00	-	-38.00	0.00					
Pictet-Indian Equities P-GBF F	€171.90	-	-0.52	0.00	The Meteor Opps I	€144.01	-	-2.02	0.00	The Meteor Opps I	€144.01	-	-2.02	0.00	Stockmkt 100 Track Gwth Acc Inst	90.41	-	-0.66	-	Global Eq (Japan) Index Fund	¥ 1.13	-	-0.01	0.00	Outstanding British Cos C Acc F	£ 218.42	-	-0.16	0.85	Yuki Chugoku Japan General	¥ 9371.00	-	-38.00	0.00					
Pictet-Japan Indx-15 JPY F	¥1030.28	-	-4.02	0.00	Pictet-Japan Indx-15 JPY F	¥1038.48	-	-4.14	0.00	Pictet-Japan Indx-15 JPY F	¥1038.48	-	-4.14	0.00	Pictet-Japan Indx-15 JPY F	¥1038.48	-	-4.14	0.00	Stockmkt 100 Track Gwth Acc Ret	163.50	-	-1.20	-	Global Ex (Japan) Class H4J	¥ 1.18	-	-0.01	0.00	UK Smaller Cos A Inc F	333.27	-	-0.86	0.46	Yuki Chugoku Japan Low Price	¥ 8378.00	-	-35.00	0.00
Pictet-Japan Indx-15 JPY F	¥1038.48	-	-4.14	0.00	Pictet-Japan Indx-15 JPY F	¥1038.48	-	-4.14	0.00	Pictet-Japan Indx-15 JPY F	¥1038.48	-	-4.14	0.00	Pictet-Japan Indx-15 JPY F	¥1038.48	-	-4.14	0.00	Stockmkt 100 Track Gwth Acc Inst	163.60	-	-1.20	-	Global Ex (Japan) Class J5P	¥ 1.08	-	-0.01	0.00	UK Smaller Cos B Inc F	326.10	-	-0.84	0.65	Yuki 77 Umbrella Fund	¥ 8239.00	-	-25.00	0.00
Pictet-Japan Indx-15 JPY F	¥1038.48	-	-4.14	0.00	Pictet-Japan Indx-15 JPY F	¥1038.48	-	-4.14	0.00	Pictet-Japan Indx-15 JPY F	¥1038.48	-	-4.14	0.00	Pictet-Japan Indx-15 JPY F	¥1038.48	-	-4.14	0.00	Stockmkt 100 Track Gwth Acc Ret	163.60	-	-1.20	-	Global Ex (Japan) Index Fund	¥ 1.08	-	-0.01	0.00	UK Income A Inc F	218.82	-	-0.35	3.04	Yuki Income A Inc	¥ 8239.00	-	-25.00	0.00
Pictet-Japan Indx-15 JPY F	¥1038.48	-	-4.14	0.00	Pictet-Japan Indx-15 JPY F	¥1038.48	-	-4.14	0.00	Pictet-Japan Indx-15 JPY F	¥1038.48	-	-4.14	0.00	Pictet-Japan Indx-15 JPY F	¥1038.48	-	-4.14	0.00	Stockmkt 100 Track Gwth Acc Inst	163.60	-	-1.20	-	Global Ex (Japan) Index Fund	¥ 1.08	-	-0.01	0.00	UK Income B Inc F	228.42	-	-0.37	3.02	Yuki Income B Inc	¥ 8239.00	-	-25.00	0.00
Pictet-Japan Indx-15 JPY F	¥1038.48	-	-4.14	0.00	Pictet-Japan Indx-15 JPY F	¥1038.48	-	-4.14	0.00	Pictet-Japan Indx-15 JPY F	¥1038.48	-	-4.14	0.00	Pictet-Japan Indx-15 JPY F	¥1038.48	-	-4.14	0.00	Stockmkt 100 Track Gwth Acc Ret	163.60	-	-1.20	-	Global Ex (Japan) Index Fund	¥ 1.08	-	-0.01	0.00	Outstanding British Cos A Acc F	£ 218.42	-	-0.16	0.85	Yuki Chugoku Japan General	¥ 9371.00	-	-38.00	0.00
Pictet-Japan Indx-15 JPY F	¥1038.48	-	-4.14	0.00	Pictet-Japan Indx-15 JPY F	¥1038.48	-	-4.14	0.00	Pictet-Japan Indx-15 JPY F	¥1038.48	-	-4.14	0.00	Pictet-Japan Indx-15 JPY F	¥1038.48	-	-4.14	0.00	Stockmkt 100 Track Gwth Acc Inst	163.60	-	-1.20	-	Global Ex (Japan) Index Fund	¥ 1.08	-	-0.01	0.00	Outstanding British Cos B Acc F	£ 218.42	-	-0.16	0.85	Yuki Chugoku Japan General	¥ 9371.00	-	-38.00	0.00
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	£ Stlg	Day's Aug 7 chge%	Euro Index	£ Aug
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UK SERIES

com/equities

Xd	Total	Kentz.....	433	-2.60	447.70	345.60	2.2	12.8	1
adj	Return	Lammell.....	128.50	1.50	192.00	60			5

Xd	Total	Kentz.....	433	-2.60	447.70	345.60	2.2	12.8	118	Aggreko	↑ £16.31	-0.05	£24.15	£15.48	1.5
adj	Return	Lamondall	129.50	1.50	182.00	60			518	APR Engy...	£10.01	-0.13	£10.68	589	0.7

Xd	Total	Kentz	433	-260	447.70	345.60	2.2	12.8	118	Aggrekt	↑ 13.31	-0.05	24.15	15.48	1.3	16.3	584	AcenciADbt	96.50	-0.38	99	79.77	1.6	107	9.8
adi	Return	Lemmer	120.90	-1.50	120.90	119.00	-0.01	0.00	10	APG Engy	0.01	0.01	-0.16	0.68	589	0.7	adBvDpM	428	-11	53.16	399.25	-	473.3	9.6
											MitonIOT	488.50	+3.50	494	305	2	25	498.5							
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INVESTMENT COMPANIES:				MORNINGSTAR/AIC INDICES				
Sector	Total/Capital Return	1 day % chg	1 mth % chg	1 yr % chg	3 yrs % chg	5 yrs % chg	No of stks	
Equity Inv Cos (Ex Alt)	TR 359.69	0.03	1.84	1.90	82.64	18.19	224	
Equity Inv Cos (Ex Alt)	TR(NAV) 0.00	0.03	1.38	1.43	75.77	20.35	224	
Private Equity (ex 3i)	TR 464.70	0.05	0.60	29.04	71.98	-1.86	19	
Direct Property	TR 276.60	0.39	-0.40	-6.67	97.91	-49.22	19	
Hedge Funds	TR 204.03	-0.12	0.00	12.61	20.37	18.64	34	
VCTs	TR 62.65	-0.02	0.52	-0.52	3.54	-30.42	150	
Zero Dividend	CR 264.49	0.17	0.50	9.67	27.69	55.65	21	

inv 609.50 -8623.50 486 3.8 583 -4.5 UtilicoEmg† 180xd -0.20 203

	Aug 7	Aug 6	Aug 5	Aug 2
(A) Bargains	914,800	670,500	756,400	573,000
Under Book Turnover (m)†	4048.4	3258.8	3834.9	
Under Book Bargains †	611,367	527,676	612,219	
Total Book Shares Traded (m)†	1359.0	1358.0	1421.0	
Total Mkt Bargains ‡	704,591	618,848	699,867	
Total Equity Turnover (£m)‡	9021.2	9734.1	8544.4	
Total Shares Traded (m)‡	1117.0	1114.0	1119.0	1099.0

		Rises	Falls	Same
Aug 1	Yr ago			
45,100	572,100	42	14	1
4312.5	4314.5	14	33	5
34,704	652,374	Consumer Goods	9	32
1382.0	1333.0	Consumer Services	23	47
21,651	721,632	Financials	22	80
0041.5	9561.6	Health Care	3	8
1115.0	1139.0	Industrials	36	77
intra-market		Oil & Gas	6	30
		Technology	5	17
		Telecommunications	2	5
		Utilities	2	3
		Others	102	239
		Totals	266	585
				373

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Industrial General

Industrial Transportation

Insurance

Investment Companies

Mining

Oil & Gas

Pharmaceuticals & Biotech

Real Estate

Retail & Leisure

Telecommunications

Travel & Leisure

Utilities



**Charles
Goodhart**

INSIGHT

Decline in UK productivity not a sign of things to come

If one plots the time path of productivity per worker in the UK from, say, 1975 to 2007, it traces an almost continuous, steady trend with an average growth rate of 2.3 per cent a year. Then in 2008 this trend breaks, productivity falls back sharply during the "Great Recession" and has since moved broadly sideways to remain almost 5 per cent lower than at the cyclical peak. This sudden, but sustained, break of trend has caused much gnashing of teeth. Is this the new normal in the post-financial crisis world, and is the UK likely to be a stagnant low-productivity economy for the foreseeable future?

Prospects are far from being so dire. There has been, and remains, especially in the service sector, a close cyclical positive relationship between changes in output and those in productivity. Most, but not all, of the recent decline in productivity in the UK can be explained well enough by the depth and duration of the recent slowdown.

Moreover, the previous steady growth in productivity over recent decades may be somewhat misleading as special factors

provided huge boosts to productivity in the previous two recessions, most notably in the mining and quarrying (predominantly North Sea oil) and manufacturing sectors.

In the 1980-81 and 1990-91 recessions, employment in mining and quarrying fell about one-quarter and more than one-half respectively, despite continued output gains.

That resulted in large boosts to whole economy productivity in both cases. In contrast, oil production has fallen about two-fifths since the beginning of 2008. With employment rising, this has meant the sector has been a large drag on productivity since the recent recession.

The turnaround between this last recession and the previous two has been just as marked in the case of manufacturing. In 1980-81, and to a similar but lesser extent in 1990-91, UK manufacturing activity fell under enormous pressure from a combination of high and uncompetitive exchange rates, and high nominal interest rates.

Note that the Bank of England was sympathetic towards the notoriously austere 1981 Budget precisely because it allowed the pressures on interest and exchange rates to be relaxed, hence alleviating the squeeze on manufacturing.

Because of such extreme pressures, manufacturing output fell peak-to-trough by about 20 per cent between June 1979 and May 1981 and 8 per cent from May 1990 to August 1991. Naturally, the less-efficient companies went down. So manufacturing productivity rose sharply in these two recessions.

The medicine of 1980-81 may (or may not) have been necessary as a "cold turkey" means of eradicating ingrained inflation, but like most cold turkey it was fairly

horrible. The experience of 2008-12 has been entirely different, fortunately. The manufacturing sector has been cushioned by a steep depreciation in sterling in 2007-08, low nominal (and real) interest rates and a real terms decline in wages and salaries.

Considering the depth and duration of the recession, bankruptcies and liquidations have remained remarkably low, no doubt aided by some forbearance on the part of the banks.

So manufacturing capacity has been far better protected than in the previous two recessions. However, the flipside of this is that the fall in demand, primarily domestically and from the eurozone, has been reflected in a fall in productivity.

In the 1980-81 recession, the equivalent figures were an average output gain of 0.3 per cent a year and an employment decline of 2.5 per cent a year, respectively. So productivity rose almost one-fifth in both cases, and with the manufacturing sector then constituting about one-quarter of GDP, the boost to aggregate productivity was about 5 per cent.

In contrast, in the recent recession output has declined 2 per cent a year on average since 1Q 2008, while employment has fallen slightly less, resulting in manufacturing productivity having fallen more than 1 per cent since the cyclical peak in 1Q 2008.

There may be those who believe that industry has recently been too cushioned against the gales of Schumpeterian "creative destruction".

But we are not in that camp, being more concerned about the irreversibility of liquidation, once the tide turns. Meeting a recession with better maintained employment, but temporarily lower productivity, is more comfortable and socially more desirable, and the UK is as well, or better, placed to participate in a widespread recovery.

Charles Goodhart is a senior economic consultant to Morgan Stanley. He co-authored this article with Jonathan Ashworth, UK economist at Morgan Stanley

MARKETS & INVESTING

US snaps up European junk debt

Sales are up 70% to record \$29bn

Investors attracted by high yield

By Vivianne Rodrigues in New York and Christopher Thompson in London

European companies with fragile balance sheets have been turning to the US debt capital markets in record numbers, taking advantage of a combination of cheaper borrowing costs, ample liquidity and a diversified investor base to raise funds.

Sales of European junk debt in the US jumped

nearly 70 per cent so far this year to a record \$29bn, according to Dealogic. Overall, sales of European corporate debt in the US rose 11 per cent in 2013 to \$106bn, also a record.

But analysts said the sharp increase in debt offerings from companies with a higher probability of default is noteworthy: it is a sign that fears of an imminent break-up in the euro have subsided and the region's sluggish economic growth is being overlooked by yield-hungry investors.

The combination of forces, such as incremental yield, new names for a portfolio and the sense the

worst of the crisis has eased, all helped improve US investors' appetite for European corporate debt exposure," said Edward Marrinan, macro credit strategist at RBS Securities.

With the broader bond market in the US stabilising since a sharp sell-off in June and equities setting a series of record highs, demand for the relatively high yields provided by junk bonds is likely to remain strong in the coming months.

Average yields on junk debt sold in the US yesterday stood at 6.18 per cent, compared with yields of 3.26 per cent for investment

grade bonds, according to Barclays.

Investors should be mindful, however, of differences between US and European high-yield companies, Mr Marrinan said.

"Growth in the US is picking up, and that is a good environment for high-yield companies. But in Europe, the economic situation is far from robust and it has been unevenly spread out across the region," he said. "Bonds deals there tend to come from smaller companies, and investors should be mindful of the countries in which these deals are being originated."

Some of the biggest Euro-

pean junk bond sales in the US this year came from companies based in the UK, Germany, Russia, France and Ireland, from sectors as diverse as telecommunications, finance, metal and electric equipment.

For European corporate borrowers, the US debt market has become more attractive as local banks are still retrenching. And risk appetites across the Atlantic remain high amid the US economic recovery.

"The US has greater risk appetite than Europe," said Roel Barnhoorn, head of bond themes at ABN Amro private banking. "US high-yield will not get that

'risk return' because the local economy is getting stronger – so investors can demand a higher yield from European companies where the outlook is uncertain."

Much of the issuance of European junk bonds has been from companies that would traditionally raise funds in the local loan market. But Suki Mann, head of credit strategy at Société Générale, said the European market seems less receptive to high-yield companies wanting to borrow lots of money in a single go.

"You don't get too many issues over €500m in Europe [by high grade corporates]."

'Event arb' hedge funds outperform rival styles

News analysis

Capitalising on this year's revival in corporate deals is proving to be mostly profitable, writes Sam Jones

As developed world stock markets have surged this year, the corporate world has likewise seen a revival of dealmaking, capital raisings and restructurings.

And hedge funds – in particular, so-called event arbitrageurs – are looking for rich pickings.

Event arbitrage is a catch-all term for the strategies by which hedge funds look to capitalise on corporate announcements. In a merger, for example, a simplistic event arbitrageur bet would entail wagering on the price of the acquisition target rising, while shorting the acquirer in expectation its price would fall.

Such strategies have outperformed all other hedge fund trading styles this year. Proof positive, say event arb traders, that their strategy is finally bearing fruit.

According to HFR, the average event arbitrageur is up 5.7 per cent, compared with an industry-wide average of just 3.6 per cent. Many individual managers have fared better.

Davidson Kempner, one of the largest merger arbitrage and event-driven hedge funds in the US, with \$19bn under management, has seen its flagship fund rise 6 per cent this year.

Och Ziff, the largest listed US hedge fund, meanwhile

saw its flagship \$22.7bn master fund rise 6.5 per cent in the first half, thanks primarily to returns from equity special situations and mergers.

While such numbers are certainly not stellar – particularly when set against the broader 18 per cent rally in the S&P 500 this year – they are better than they have been in recent years, and the conditions driving them point to better things to come.

Hedge fund investors seem to think so too. In the first half of this year, about \$10bn came into event-driven hedge funds compared with just \$12bn in the entire preceding three years, HFR data show.

Event driven equity strategies comprise over 26 per cent of investments at Skybridge Capital, the \$8bn hedge fund investor. "Event driven is now hugely compelling," says Troy Gayeski, senior portfolio manager at the firm. "It has a very attractive risk/reward profile in the current environment."

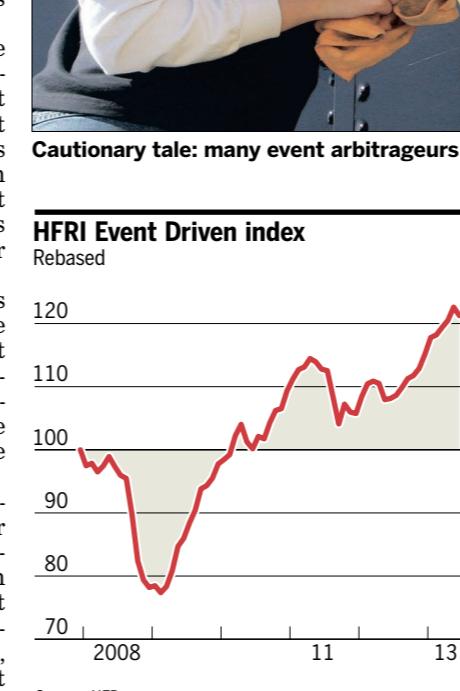
"Even if equities trade flat for the next year... managers should still be able to outperform," Mr Gayeski adds, based on expectations of corporate activity.

If there is any event arbitrage renaissance – and it remains a big if – it has been a long time coming. Managers and investors have prophesied the strategy's success at the beginning of almost every year since 2009, though it has failed to materialise.

For pure plays on mergers, the crucial part of the puzzle that has so far been missing has been macroeconomic stability, and with it, the confidence of chief executives.

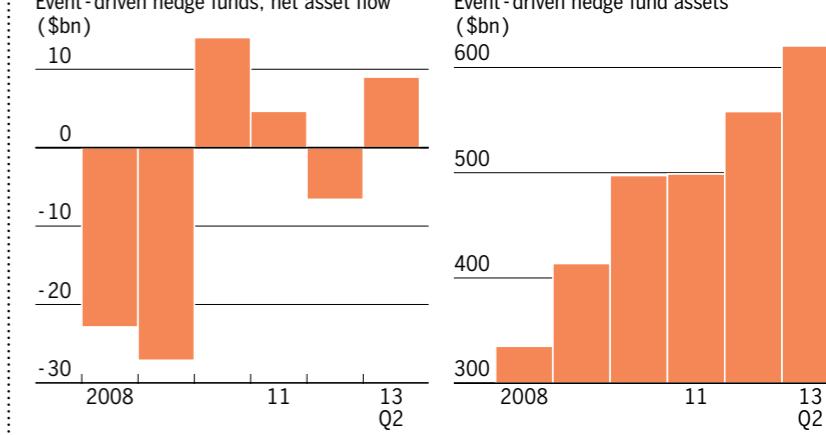
Few corporate leaders have hitherto been willing to risk their jobs with big deals, even if corporate

HFR Event Driven index



Source: HFR

Event-driven fund flows and assets



through experiments with distressed debt or restructurings rather than through traditional bread-and-butter merger plays.

For example, Dan Loeb's big gains at Third Point – up 20 per cent this year – have come from shorting the yen and agitating for change at Sony rather than from takeovers.

For pure plays on mergers, the crucial part of the puzzle that has so far been missing has been macroeconomic stability, and with it, the confidence of chief executives.

"The year started terribly with TNT," points out Mark Kelly at Olivetree Securities, referring to the unexpected collapse of the Dutch logistics company's takeover by UPS after an EU competition ruling.

Many event arbitrageurs

lost millions, including \$1.45tn in the US alone, according to Moody's – and prospects for growth through acquisitions look attractive.

And while that is certainly changing, as the recent flurry of multibillion-dollar deals seems to indicate, not every merger makes for a profitable opportunity from an arb's point of view.

"In the US they are going great guns," says Mr Kelly, adding: "You can always tell when the good years start coming back because people start taking directional risks."

One such example was Liberty Global's \$23.3bn takeover of Virgin Media. Many managers eschewed aggressively hedging their

positions, and thereby collected bigger profits when the deal went through.

Just how much risk managers are willing to take in the coming months – whether they scale it up cannily or remain cautious – will be decisive.

As yet, they are still taking incremental steps. With such mediocre performance since 2008, they have little to fall back on. And plenty to lose.

"What matters is not the situations where you make money – there are loads of those," says one merger arbitrage trader.

"What is the killer is the one trade that loses you everything."

Iron ore prices galvanised by improved China sentiment

COMMODITIES

By Jack Farchy

Iron ore prices have rallied to a three-month high amid increasingly bullish sentiment in China.

Benchmark Australian iron ore, with 62 per cent iron content, yesterday rose to \$133.10 a tonne, the highest since April, according to The Steel Index, a price reporting agency. The steel-making raw material has rallied 20 per cent since the start of June, defying pessimism in the broader investment community about the outlook for China's economy.

It is also critical for the profitability of two of the world's largest heavy industries: mining and steelmaking.

China is the largest consumer of iron ore, accounting for some 60 per cent of the global seaborne market. The country's construction boom triggered record prices for the commodity, which surged to a peak of close to \$200 a tonne.

But as the Chinese economy cools and miners' investments begin to raise supply, many traders and investors expect prices to fall significantly.

However, the market has remained supported at his-

torically high levels this year, despite growing concerns about the outlook for China.

Yesterday's three-month high, while down from 2011's record, is still more than three times 2007 prices.

The cost of iron ore is crucial for the global economy as it feeds through into the price of steel and therefore everyday goods such as cars and washing machines.

It is also critical for the profitability of two of the world's largest heavy industries: mining and steelmaking.

Purchasing plans "have moved back up into positive territory, which should be supportive for prices," Macquarie said.

The rally in iron ore prices comes amid broader strength in Chinese financial markets.

The Shanghai Composite equity index has risen 3.6 per cent in the past week, while Shanghai Futures Exchange steel prices have also strengthened.

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By Eleanor Whitehead

The International Finance Corporation launched its first Nigerian naira-denominated bond this year, raising \$76.3m after orders came in for more than twice the \$50m offered. Now it is back for more.

The private sector arm of the World Bank will launch bonds totalling \$1bn in a bid to create more liquid capital markets in Africa's second-biggest economy, officials say.

Nigeria has one of Africa's largest local currency debt markets, but most of the \$35bn of listed naira-denominated bonds are issued by the government.

The country's corporate bond market accounts for only about 1 per cent of gross domestic product.

The triple A-rated World Bank unit reckons by working with local authorities as it launches bonds it can develop regulatory frameworks, reduce transaction costs and streamline the issuance process, encouraging local businesses to tap fixed-income investors.

The IFC's five-year

"Naija" bond, issued in February with a coupon of 10.2 per cent, was the first by a non-resident in Nigeria's domestic market and has already had a multiplier effect, the IFC says.

"We see great momentum in the Nigerian markets, including interest from other issuers looking at

'Momentum in the Nigerian markets is contributing to increased interest'

MARKETS & INVESTING

Fed taper set to test demand for US Treasuries

News analysis

Higher bond coupons are seen as appealing to many long-term investors, writes Michael Mackenzie

When it comes to losing money this year, investors could barely have done worse than buying long-term Treasury debt, which has seen a double-digit percentage loss.

Now, their stomachs are set for a further test, as the US Treasury seeks buyers of long-term paper, albeit at the highest yields since August of 2011 and a full percentage point above their auction levels in May.

The scale of demand for the latest slug of Treasury issuance will go a long way to determining whether the bond market has priced in the prospect of reduced easing from the Federal Reserve, which has been buying \$45bn of government bonds per month so far this year.

Any reluctance to own Treasuries at their current levels, on the part of investors, would suggest yields, which move inversely to prices, have further room to rise.

That would probably trouble policy makers, who have sought to curb the rise in bond yields in recent weeks as it has driven up the cost of borrowing for new and prospective homeowners and is seen potentially weighing on the broad economy's recovery.

One bullish indicator is that when the 10-year note

yield hit a peak of 2.75 per cent last month, strong buying emerged.

"We did see hand over fist buying at that level in July," says William O'Donnell, strategist at RBS Securities.

The important consideration for bond investors is how much speed the US economy gains in the coming months and how that ultimately influences Fed policy.

The danger is that the speed of the Fed's taper could accelerate as economic data picks up and the unemployment rate drops, putting further pressure on bond prices.

Michael Kastner, principal

The important consideration for investors is how much speed the US economy gains

pal at Halyard Asset Management, says there is a risk that bond yields rise further as economic growth for the second quarter and the July jobs number are revised upwards.

"It looks like the economy has underlying strength and as an investor you have to respect the bond selling we saw in May and June when the taper was introduced by the Fed."

The climb in rates since the prior auction cycle in May means the new 30-year bond will arrive with a fixed coupon of 3.75 per cent, versus its current coupon of 2.875 per cent. The downside of such a yield move is that the Barclays Treasury index with a maturity of more than 20

years has already registered a total return of minus 11 per cent since January.

But higher bond coupons are seen appealing to long-term investors such as insurance companies and pension funds, which need to match long-term liabilities with income streams that run for decades.

Another factor favouring Treasuries is that Washington has yet to tackle its budget and funding issues.

Investors still recall how in August of 2011 political gridlock nearly triggered a technical debt default by the US and sparked a big rally in government bond prices.

Thierry Wizman, global interest rate strategist at Macquarie says: "While we believe in the US recovery there is the risk of a fiscal battle in Congress and we could see a game of chicken start playing out that helps Treasuries as people sell risky assets."

Mr Kastner says caution over Treasuries is warranted, in spite of much higher yields since May.

"Buying the 30-year around 3.75 per cent may appeal to some investors, but there is a risk that its yield rises to 4 per cent and that's a meaningful hit to a portfolio."

In general, bond traders expect buyers will support the market around current levels, with the pronounced rise in yields in recent months seen as a buying opportunity. Indeed there was solid investor demand when the US Treasury sold \$24bn 10-year notes on Wednesday. Now attention will focus on demand for a \$16bn offering of 30-year bonds today.

"Interest rates are now more closely tied to the performance of the economy and what that ultimately means for Fed policy," says Zach Pandl, interest rate strategist at Columbia Asset Management. "We think quantitative easing works mainly through expectations and yields have risen as the market anticipates the Fed will start tapering bond purchases."

Anshul Pradhan, strategist at Barclays says Fed tapering is largely reflected by higher 30-year bond yields and that holders of Treasuries with a maturity of five to 10 years are more vulnerable to future losses.

That is based on Barclays expecting the unemployment rate to fall faster than consensus expectations, which in turn pulls the timing of rate rises forward. For now the market is pricing in a very low funds rate into 2016 and Mr Pradhan says the risk is that monetary tightening occurs faster as the labour market surprises to the upside of expectations.

That would largely hurt shorter dated Treasuries, and help long-term Treasuries prosper, a key trading strategy. While bond yields would rise further, long-dated Treasuries would lag behind.

"The easy trade of being overweight interest rate risk is largely done, now we will see how the yield curve evolves with changing expectations for Fed policy," says Mr Pandl.

"The five-year point is much more sensitive to the timing of the Fed withdrawing its support than the 30-year bond."

US home loan pre-payments dipped as interest rates rose

By Stephen Foley in New York

The number of US homeowners pre-paying their mortgages dipped in July to its lowest rate in a year and a half, as rising interest rates limited refinancing activity.

The latest figures from EMBS, a research group, indicate that lenders are scrabbling to find borrowers who have yet to take advantage of historically low rates, perhaps because they have been stuck in homes with negative equity.

Pre-payment rates are central to the valuation of mortgage-backed securities, which are built from pools of government-guaranteed mortgages and have fallen

sharply in value as mortgage rates have risen.

Lower pre-payment rates increase the length of time before an MBS is fully repaid, making it more risky. Loans are usually prepaid when a borrower refinances or moves house.

RBS strategists said less than 20 per cent of all the mortgages in government-backed MBS pools could be refinanced, since the remainder had higher rates than those now available.

The pre-payment rate inside pools of mortgages guaranteed by Fannie Mae, the government-controlled housing finance agency, dropped 9 per cent in July and is down 29 per cent from its peak last December.

Mortgage rates rose from

3.43 per cent at the end of April to a high of 4.64 per cent last month, as the Federal Reserve began to publicly discuss reducing its programme of quantitative easing, under which it buys \$40bn of MBS a month to hold down interest rates.

The latest average rate on a 30-year fixed rate mortgage is 4.36 per cent, according to Bankrate.com.

Pre-payment rates in July were modestly higher than many fund managers and analysts had predicted, as earlier refinancing activity continued to work through the system. But Bill Irving, portfolio manager at Fidelity, predicted that pre-payments would continue to fall until they had halved from their peak.

The only segment of the

MBS market where pre-payments are still strong is among older pools of mortgages, whose borrowers may be eligible to refinance under a government-backed programme called Harp, even if their home is worth less than their mortgage.

"It is not clear that originators have depleted all the available candidates," Mr Irving said, "and now originators have more capacity to focus their gun barrels on those who have yet to refinance."

The Mortgage Bankers Association released its latest weekly index of new loan applications yesterday, showing refinancing stabilised after falling 57 per cent from the end of April.

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What's supporting China's stressed borrowers?

FT Alphaville

The bull/bear arguments about China are evolving – or so we'd like to think – into a more nuanced debate about how the country's leaders are going to respond to the pressing need for change and how these responses may play out, writes Kate Mackenzie.

One of the key questions is how the large amounts of risky debt in China will be addressed.

Fitch's Charlene Chu estimates the country's total debt at about 200 per cent of GDP; Goldman's estimate is 219 per cent. Both think the rate of growth has been very fast in the past five years, which is another risk indicator in itself.

Bloomberg has published a round-up of what bank analysts are thinking about China's debt problem. Half of the strategists thought bad debts incurred by local government and corporations would have a "significant impact" on China's economic growth.

The question right now, however, is: how are the riskier borrowers being kept afloat and how are banks managing their non-performing loans?

It's an important question, especially if we consider that the People's Bank of China is continuing to tighten, or at

least is not adding liquidity through the normal, transparent channels.

Iron ore spot rates are holding up remarkably well around the \$130 mark, and this is despite slowing GDP growth, falling fixed-asset investment growth and signs Chinese steel mills have been opting for local suppliers.

While banks rolled over their existing debt, the growth has to come from somewhere – and local government debt could be growing faster than is reported. Who's financing all this and how?

Here are some of the strategists' theories, from the Bloomberg survey. "While 11



The People's Bank of China is continuing to tighten

analysts unanimously said China would expand municipal bond sales, five respondents said China may also sell non-performing loans to bad-debt managers or create new managers. Three said China would allow some local-government financing vehicles to default on debt."

China has previous experience with moving non-performing loans into bad banks, and today there exist four big asset management companies, or AMCs, that were created to take on bad debts when the NPL rates of China's big state-owned banks reached as high as 30 per cent in the late 1990s.

Anne Stevenson-Yang of J Capital Research says the AMC solution may be already happening in some form. Her staff also heard of ways that new credit is getting to property developers and local government financing vehicles who might have otherwise defaulted.

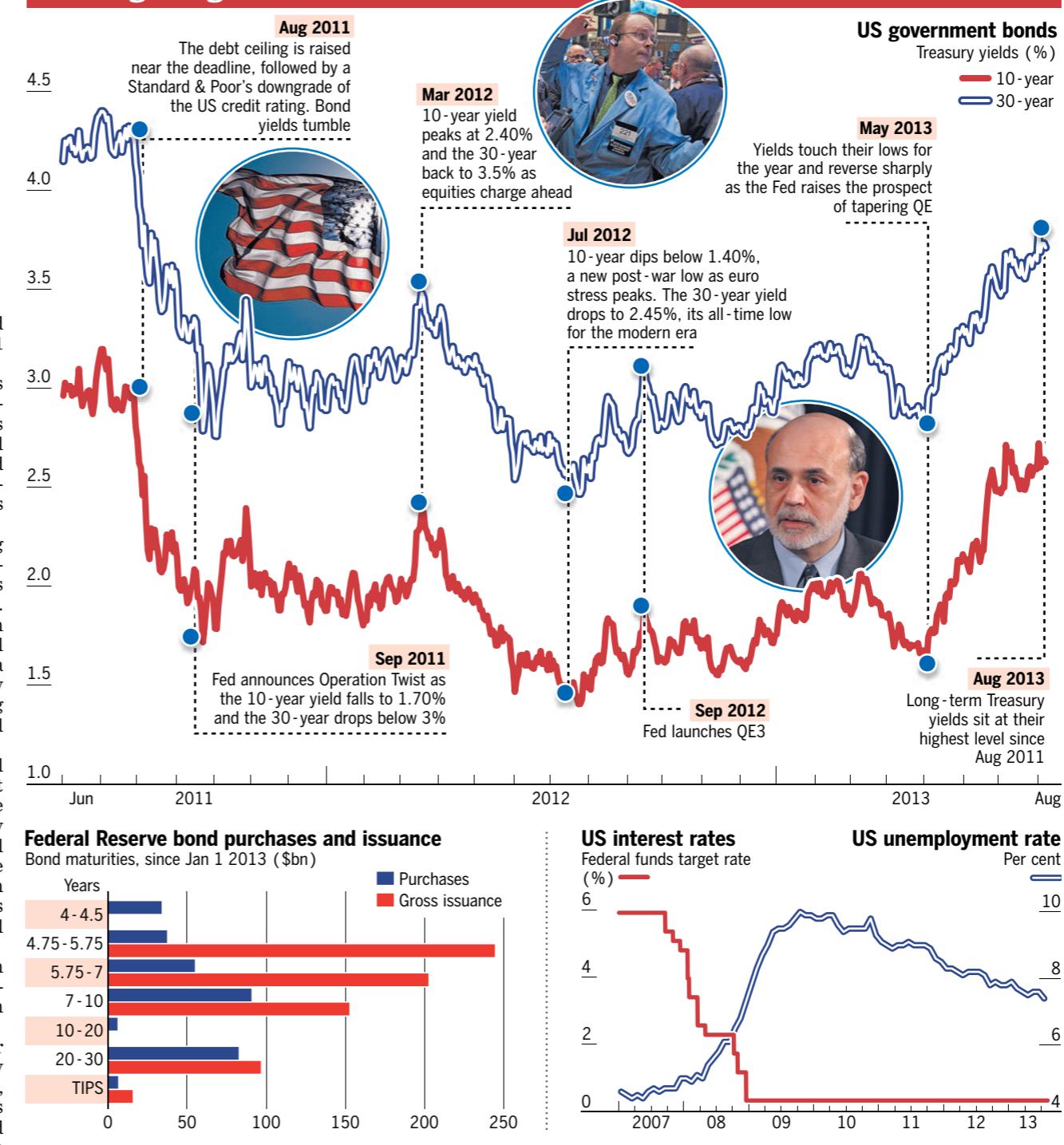
The challenge of propping up heavily indebted borrowers is being met, for the time being, by China's incredibly innovative shadow banking sector – which confusingly, isn't entirely unregulated and has strong links to the formal banking sector.

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Losses go longer



Trading post

Jamie Chisholm



Precious metal bugs will be disappointed to note gold has once again dropped below the \$1,300 level.

As some see less Federal Reserve largesse on the horizon – supposedly removing an important support for bullion – so holdings in gold exchange-traded products have fallen 26 per cent in 2013, according to Bloomberg.

Silver has tracked gold lower and sits below \$20 an ounce, hovering precariously over apparent support at about \$18.

Gold's price relative to silver, known as the Mint ratio, is near a three-year high of 66.

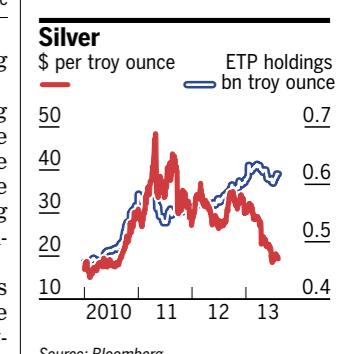
Yet, as the chart below shows, holdings in silver ETPs have held up well.

Now some analysts are saying that suggests the grey metal may be poised to, if not fully dislocate from gold, then at least to outperform.

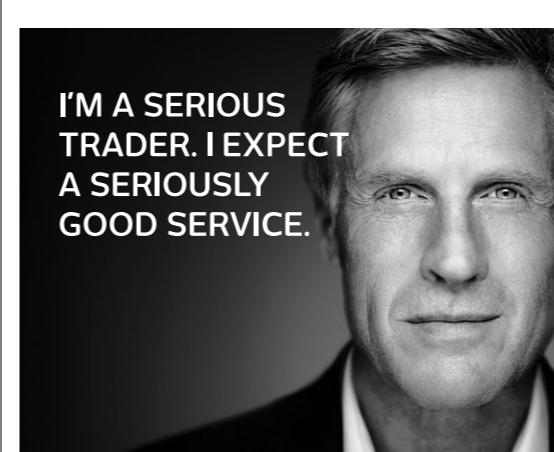
The Mint ratio could fall as investors start rewarding silver for the perceived improvements in the global economy. HSBC forecasts industrial demand for silver will rise an average of about 3.5 per cent this year and next.

Meanwhile, the lower price has caused miners to cut production. A bullish mix.

jamie.chisholm@ft.com
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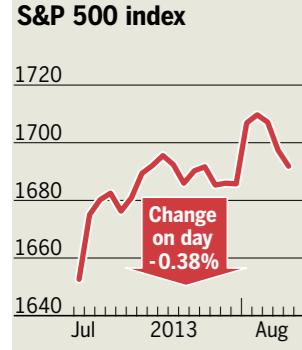
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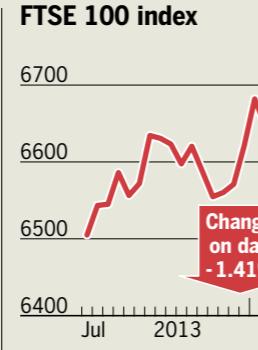
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Thursday August 8 2013

Markets update

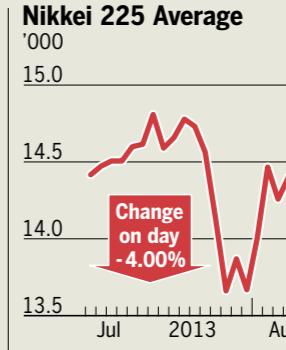
● **US equities**
The S&P 500 continued to retreat from the record high it reached at the end of last week, with financial stocks among the biggest fallers. The benchmark index has now fallen more than 1 per cent in the last three days



● **UK equities**
The FTSE 100 ended at its lowest for a month as investors digested the Bank of England's forward guidance on interest rates. Real estate stocks were among the day's biggest fallers



● **European equities**
The Eurofirst 300 continued to ease back from a two-month high struck earlier this week, but ended well off the day's low. K+S, the potash group, topped the list of gainers after sliding some 40 per cent in the last six days



● **Asian equities**
The Nikkei suffered its biggest one-day fall for eight weeks as the yen rose sharply against the dollar, denting exporters' shares. Toyota Motor fell 2.4 per cent while Sony shed 4.3 per cent

Markets updated at www.ft.com/markets

Equities lose further ground as bulls suffer

GLOBAL OVERVIEW**S&P 500 suffers third successive fall****Nikkei tumbles as yen rises sharply**

By Dave Shattock

Global equities lost further ground and the dollar staged a broad retreat as the bullish mood that has driven financial markets in recent weeks continued to show signs of fading.

The S&P 500 equity index suffered its third successive decline as it closed 0.4 per cent lower. The index finished last week at a record high, but has since fallen more than 1 per cent.

Across the Atlantic, the FTSE Eurofirst 300 slipped 0.3 per cent while, in Tokyo,

the Nikkei 225 tumbled 4 per cent – its biggest one-day drop for eight weeks – as the yen rose sharply.

Lingered concerns that the Federal Reserve might soon begin scaling back its monthly asset purchases were cited by some as a factor behind the weaker tone to equities – although analysts noted that moves in the US government bond market and the dollar were inconsistent with such “tapering” worries.

The yield on the 10-year Treasury was down 5 basis points at 2.60 per cent while the dollar index – a measure of the currency's value against a weighted basket of counterparts – was down 0.4 per cent.

The dollar was particularly hard hit against the yen, falling more than 1 per cent to a six-week low,

ahead of the conclusion today of a two-day Bank of Japan policy meeting.

Few in the markets expected any significant shift in BoJ strategy and

suggested that the yen's strength was more down to investors who were seeking an FX “haven” now that the global equity rally had stalled.

Gold rallied \$4 to \$1,285 an ounce – which was, once again, not the usual response to concerns about a reining in of Fed largesse – although the metal did

fall sharply earlier this week.

Some in the markets suggested that moderately hawkish comments from US central bank officials on Tuesday had triggered “tapering uncertainty”.

He said there would be no rate increase until the unemployment rate fell to a threshold level of 7 per cent, although there were some caveats, or “knockouts”, to this.

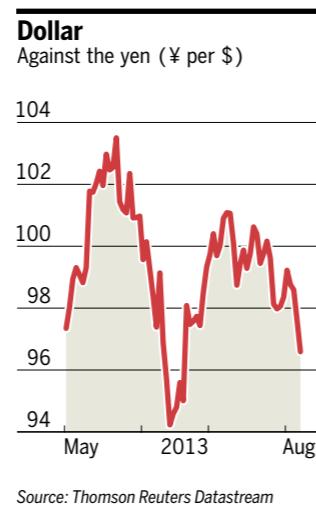
However, we believe the caveats are weak and undermine the new strategy.

“They may have been included to appease certain Monetary Policy Committee members.”

Sterling saw choppy trading in the aftermath of the Bank's announcement, initially sliding against the dollar before rallying to stand 1 per cent higher at just above \$1.55. The pound also rose against the euro.

The 10-year gilt yield, meanwhile, touched 2.56 per cent before easing back to finish 1bp higher at 2.49 per cent.

Industrial commodities were mixed, with copper inching fractionally higher in London trading to \$7,006 a tonne, while Brent oil settled 74 cents lower at \$107.44 a barrel.



► **The dollar fell sharply against the yen – touching its lowest level in six weeks – as the Japanese currency benefited from a broad rise in risk aversion across the markets**



► **Gold steadied after sliding to a three-week low, helped by the weaker tone of the dollar, although the metal remains down nearly 25 per cent so far this year**

land, unveiled the much-anticipated “forward guidance” on the path of interest rates.

He said there would be no rate increase until the unemployment rate fell to a threshold level of 7 per cent, although there were some caveats, or “knockouts”, to this.

“Unemployment falling from [the current level of] 7.8 per cent to 7 per cent is equivalent to adding around 750,000 new jobs, which the BoE doesn't expect to be reached until at least the third quarter of 2016,” said Alan Higgins, chief investment officer UK at Coutts.

“The BoE's three knockouts – two of which are related to maintaining price stability and the third concerning financial stability – still leave open the possibility of a rate rise before 2016. The pound would keep the pound supported. Sterling jumped 1.1 per cent to \$1.55.

The yen rallied, hitting a six-week high against the dollar, as investors sought safety amid falling stocks and uncertainty over central banks. The yen rallied 1.1 per cent against the dollar to ¥96.62, while the euro fell 1 per cent to ¥128.77 and sterling lost 0.1 per cent to ¥149.86.

“Yen strength has come alongside a broader dip in risk appetite with Asian bourses showing losses,” said Michael Turner at RBC Capital Markets.

The Bank of Japan yesterday started a two-day meeting that is expected to hold current policy settings without adding to stimulus measures that have helped the yen fall 12.5 per cent since the turn of the year.

“The current negative impact [on the yen] of Abenomics is now fully discounted and yen undervaluation is becoming more restrictive,” said Lee Hardman at Bank of Tokyo Mitsubishi UFJ.

India's rupee continued its volatile path, coming close to the record low of Rs61.87 hit on Tuesday. Helping keep the currency off this low, however, was speculation that further measures will soon be announced by Indian state and monetary authorities to generate capital inflows.

The Economic Times of India said it expected a relaxation in borrowing for debt-struck companies.

The dollar was 0.7 per cent higher at Rs61.21, having struck an intraday high of Rs61.46.

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Sharp retreat for FTSE 100 with real estate groups in the vanguard

LONDON

By Bryce Elder

Intu Properties was a faller as real estate stocks led the FTSE 100 to its sharpest drop in nearly two months.

The owner of Manchester's Trafford Centre, 20 per cent owned by property tycoon John Whittaker, slipped 2.2 per cent to 317.8p after Goldman Sachs downgraded to “sell”.

Big shareholders appeared unwilling to fund upgrades of Intu's properties, meaning the group might have to sell stakes in some centres to pay for necessary improvements to others, Goldman said.

Tenant failures had dragged more on Intu's rental rates than at competitors' because its relatively larger and older shopping centres attracted a “longer tail of retailers,” said Goldman.

While refurbishment would help address the problem, management's £250m investment plan was unlikely to help as it was

focused on adding lower-yielding restaurants and leisure facilities, it said.

The broker assumed that Intu holds its dividend flat for the next three years but forecast that the payout would not be covered by earnings made in 2013 or 2014.

That made Intu reliant on investors taking stock rather than cash to generate positive free cash flow, it said.

Fellow property developers led the wider market lower after the Bank of England's inflation report pushed the 10-year gilt yield

to a two-year high against German Bunds.

Land Securities dropped 2.9 per cent to 920.5p, Hammerson lost 2 per cent to 518p and British Land was off 1.3 per cent to 586.5p. The FTSE 100 fell 1.4 per cent, or 93 points, to 6,511.21.

Tui Travel retreated from a record high, down 5.2 per cent to 380.8p, as a continued weak performance for its specialist and activity businesses took the shine off quarterly results.

“With specialist and activity earnings having almost halved since 2009

and [accommodation] profits flat over the period, we struggle to understand the bull argument for applying a higher multiple to these supposedly high-growth businesses at this stage,” said Credit Suisse.

Thomas Cook was off 4.7 per cent to 162.6p in sympathy, while easyJet lost 2.9 per cent to £13.86 following news that Europe director Mike Campbell had sold £865,000 of shares.

Leading the risers, Old Mutual bounced 2.9 per cent to 198.1p on solid interim results, in spite of a poor performance for

its Nedbank subsidiary. Ferrexpo was up 13.2 per cent to 185p on interim results showing production and cost control at the iron ore pellet maker on track to meet full-year forecasts.

United Drug, the outsourcer and distributor for the healthcare industry, dropped 4 per cent to 343.7p after quarterly results failed to provide the expected upgrades, due in part to currency exchange effects.

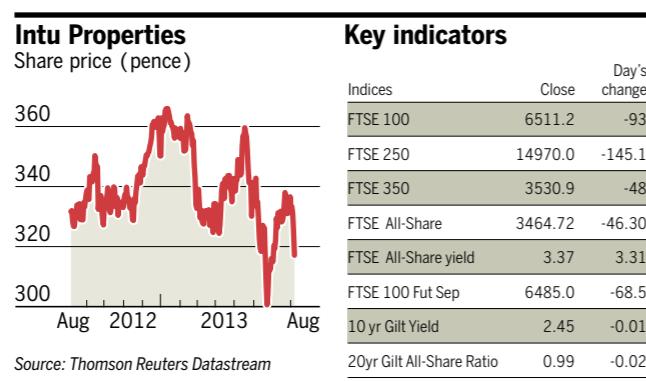
Lancashire was off 5 per cent to 765p after the insurance underwriter made a surprise move to broaden its business by buying Lloyd's peer Cathedral Capital for £266m, part-funded with a share issue.

“We suspect that the market may need convincing of Lancashire's ability of integrating this sort of business without losing the ‘goodwill’ paid,” said Shore Capital. “Strategically, it makes sense, but these are people businesses; let's hope the ‘goodwill’ doesn't walk out the door.”

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Biggest movers, Page 23



Key indicators		
Indices	Close	Day's change
FTSE 100	6511.2	-93
FTSE 250	14970.0	-145.1
FTSE 350	3530.9	-48
FTSE All-Share	3464.72	-46.30
FTSE All-Share yield	3.37	3.31
FTSE 100 Fut Sep	6485.0	-68.5
10yr Gilt Yield	2.45	-0.01
20yr Gilt All-Share Ratio	0.99	-0.02

Investors discard Ralph Lauren stock after down-at-heel results

WALL STREETBy Jason Abbruzzese
in New York

Financial and consumer discretionary stocks fell on the second straight day of a broad sell-off in US stocks, with fashion retailer Polo Ralph Lauren down after a disappointing earnings report.

The company known for popular brands such as Polo said earnings fell due to thinner margins. That sent shares lower by 8.6 per cent to \$173.13. Ralph Lauren has benefited from a 2013 rally in consumer discretionary stocks, which tend to perform well in strong economic environments, despite weak earnings in previous quarters. Shares in the company are still up 15.5 per cent in 2013.

Ralph Lauren was not alone yesterday, as seven of the 10 major sectors of the S&P 500 were in negative territory, with the index off 0.4 per cent to 1,690.91.

The Dow Jones Industrial Average and the Nasdaq followed suit, both down 0.3 per cent to 15,470.67 and 3,654.01 respectively.

The financial sector was off 0.8 per cent. Big US banks extended Tuesday's

fall, with Bank of America losing 0.8 per cent to \$14.53 and US Bancorp down 1.1 per cent to \$37.21.

Strong earnings helped some companies avoid the day's selling. Time Warner rose in early trading but finished the day down 0.4 per cent to \$63.84 after the company reported earnings that bested estimates. The media conglomerate also raised its profit outlook.

Time Warner's former stablemate AOL rose after announcing a deal to buy video company Adap.tv. Shares in AOL added 1.4 per cent to \$36.69.

Twenty-First Century Fox A shares rose 1.9 per cent to \$31.81 after reporting quarterly earnings that beat expectations. The report marked the first results

from the company since its split from News Corp. But quarterly results were not positive for all. Walt Disney fell 1.7 per cent to \$65.91 despite reporting earnings per share that beat estimates. Analysts noted that profits missed expectations when deferred cable revenue was subtracted. However, S&P Capital IQ analyst Tuna Amobi maintained a “strong buy” rating on Disney.

Real estate website Zillow fell sharply after a note from RBC Dominion Securities said that despite strong earnings, the company's upside is limited after a 200 per cent rise in 2013. Shares in Zillow fell 7.7 per cent to \$83.73.

Trulia, a rival of Zillow, was also lower, down 4.9 per cent. Its shares have had a similar meteoric rise in 2013, up 157 per cent on the year to date.

The broader fall in US stocks caused the S&P 500 to lose its first three-day losing streak since early June. The benchmark index is off 0.9 per cent in that time.

Recent headlines of record highs and the breach of the 1,700 level for the first time mask the fact that the S&P 500 is almost exactly flat in the past two weeks, off just 0.1 per cent.

Ralph Lauren was not alone yesterday, as seven of the 10 major sectors of the S&P 500 were in negative territory, with the index off 0.4 per cent to