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WORLD BUSINESS NEWSPAPER

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Women directors
Governments must keep up the
pressure — SARAH GORDON, PAGE 11

Start-up nation
Large tracts of the US have lost their
entrepreneurial verve — BIG READ, PAGE 9

What next?
Tech's Big Five race to win new
markets — RICHARD WATERS, PAGE 14

Carney issues stark warning with package to ease Brexit downturn

► First BoE rate cut for 7 years and £70bn injection ► 250,000 jobs in peril, says governor

EMILY CADMAN

The Bank of England launched its biggest stimulus package since the financial crisis yesterday and said it stood ready to make further interest rate cuts this year in an attempt to cushion a looming Brexit-induced downturn.

Mark Carney, BoE governor, said there was a "clear case for stimulus, and stimulus now" after a string of business surveys suggested the UK was heading for recession because of the uncertainty following Britain's vote to leave the EU.

Mr Carney warned that despite the central bank's "exceptional package of measures" — which included its first rate cut in more than seven years and a new £70bn bond-buying programme — 250,000 people were set to lose their jobs because of the economic shock.

Although the cut in interest rates to a record low of 0.25 per cent from 0.5 had been widely predicted, the restarting of bond purchases and a new £100bn funding scheme for banks was more than many in the market expected.

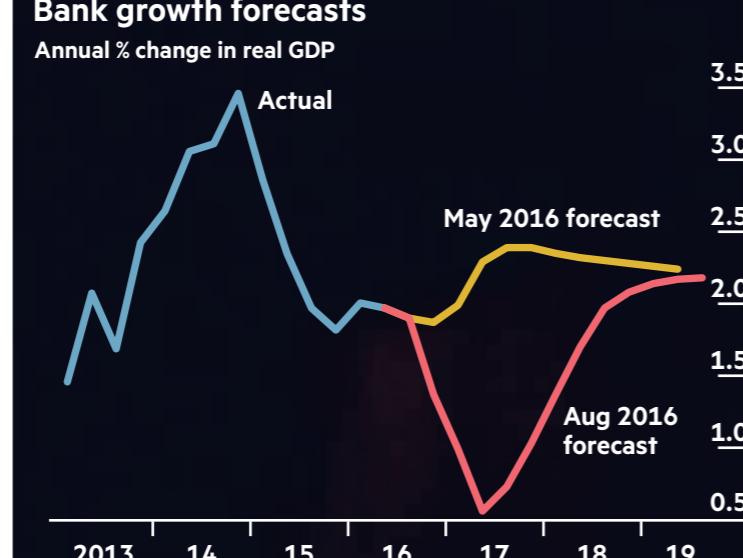
Sterling fell 1.5 per cent against the dollar to \$1.31, while both the blue-chip FTSE 100 and more UK-focused FTSE 250 indices rose 1.5 per cent — driven by outperformance in banking stocks.

British government bond yields plumbed new lows, with 10-year gilt rates dropping 16 basis points to just 0.63 per cent, while sterling corporate debt prices jumped in anticipation of the new bond-buying scheme.

"The market reaction can be partly explained by the bank's over-delivery but also by an open-door message that means more could be done in the future," said Owen Murfin, portfolio manager at BlackRock, the world's largest asset manager.

The market response belied the gloomy outlook presented by Mr Carney. Even with the new stimulus taken into account, the BoE forecasts include the biggest downgrade to growth for more than 20 years.

Bank growth forecasts



Mark Carney forecasts that unemployment will rise, house prices will fall and inflation will go up

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Currently, the BoE expects the country narrowly to avoid outright recession, forecasting growth of 0.1 per cent in the third quarter of 2016 and stagnation for the six months after that.

The new "term funding scheme" for banks will allow them to borrow at close to the BoE's base rate from official reserves, provided they lend on to consumers and businesses.

Mr Carney said the programme was designed to ensure banks had "no excuse" not to pass the rate cut on in full. Two leading high street lenders, Santander UK and Barclays, immediately announced cuts to their standard variable-rate mortgages, putting pressure on others to follow suit.

The Monetary Policy Committee meeting stressed that if the economy weakened as much as the BoE expected, "a majority of members expect to support a further cut in the bank rate" during the course of this year.

In a rebuttal to critics who have accused Mr Carney of "talking down" the economy, the governor said he believed Britain was resilient enough to

bounce back from the Brexit shock.

But he was clear that households face a poorer future. Forecasting that unemployment will rise, house prices will fall and inflation will go up, the BoE said it would "provide support as the economy adjusts".

But the governor warned that much of the downgrade to the outlook — a cumulative 2.5 percentage point hit by 2019 compared with its May forecasts — was due to a knock to the economy's growth potential "that monetary policy cannot offset". He added: "Monetary policy is more nimble and it's appropriate that it's the first responder to a shock."

Additional reporting by Gemma Tetlow, Elaine Moore and Emma Dunkley

Blow for Zuma as ANC suffers worst election result since coming to power

KRISTA MAHR — JOHANNESBURG
DAVID PILLING — LONDON

South Africa's ruling African National Congress party has suffered its worst election result since it came to power in 1994, threatening its rule in several of the country's biggest cities.

Its share of the vote in local elections sank to 55 per cent or below in a humiliation for President Jacob Zuma, who has survived a number of scandals and been blamed by many for overseeing a corrupt administration that has betrayed the party's core principles.

In what was set to be the ANC's lowest ebb since it took power after the end of apartheid, indications were that the party would lose control of Port Elizabeth, where the opposition Democratic Alliance (DA) was leading the vote. The ANC's control over the economic hub of

Johannesburg and the capital Pretoria also hung in the balance.

"We see decline pretty much across the board, in all of the metros," said Susan Booysen, a political scientist. "The declines were expected, but their severity was not."

Adam Habib, vice-chancellor of Wits university, said the result was a "huge blow" to the party. "This is definitely an anti-Zuma vote," he said.

The result is expected to throw South African politics wide open. The Economic Freedom Fighters, a radical breakaway from the ANC led by Julius Malema, is likely to be able to decide whether to form coalition governments in some cities with the ANC or the centre-right DA.

Meanwhile, what Mr Habib called the "modernist" wing of the ANC will have to decide whether to mount a further attempt to oust Mr Zuma. "Either way

you're going to see a massive conflict within the ANC," he said.

The DA, which grew out of the white liberal movement, has been gaining support among black voters under the leadership of Mmusi Maimane, its first black leader. It appeared to make significant gains in this week's contest, winning just over 27 per cent of vote, up from 24 per cent in 2011, with other parties also making inroads at the ANC's expense. "Many South Africans came out in these elections and, we believe, voted for change," Mr Maimane said. "We've shown some incredible growth, and we're quite excited about that."

The ANC has lost support from South Africans who feel excluded from the economy and are losing faith in the party that led the struggle against apartheid, observers say.

Editorial Comment page 10

Luxury retirement home to have tunnel to Harrods

Planners have given the green light to a £200m luxury retirement home that will come complete with a tunnel linking it to Harrods. The project on Pavilion Road in London's posh Knightsbridge is to be built on a site once used by the upmarket shop — 100m away — for storage and staff accommodation. Prices have not been set but square-foot costs in the district suggest the smallest apartment in the development would cost £5m.

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World Markets

STOCK MARKETS

	Aug 4	prev	%chg
S&P 500	2166.78	2163.79	0.14
Nasdaq Composite	5169.87	5159.74	0.20
Dow Jones Ind	18358.66	18355.00	0.02
FTSEurofirst 300	1331.68	1322.21	0.72
Euro Stoxx 50	2928.34	2911.06	0.59
FTSE 100	6740.16	6634.40	1.59
FTSE All-Share	3659.12	3603.96	1.53
CAC 40	4345.63	4321.08	0.57
Xetra Dax	10227.86	10170.21	0.57
Nikkei	16254.89	16083.11	1.07
Hang Seng	21832.23	21739.12	0.43
FTSE All World \$	273.09	271.97	0.41

CURRENCIES

	Aug 4	prev	
\$ per €	1.114	1.117	€ per \$ 0.898 0.895
£ per €	1.313	1.333	£ per \$ 0.762 0.751
€ per £	0.849	0.839	€ per £ 1.178 1.193
¥ per \$	101.095	101.295	¥ per € 112.604 113.178
¥ per £	132.692	134.975	¥ index 79.819 79.487
£ index	88.578	88.845	£ index 99.268 98.992
SFr per €	1.084	1.086	SFr per £ 1.278 1.295

INTEREST RATES

	price	yield	chg
US Gov 10 yr	101.17	1.50	-0.04
UK Gov 10 yr	107.21	0.75	-0.17
Ger Gov 10 yr	106.29	-0.15	0.00
Jpn Gov 10 yr	101.89	-0.07	0.00
US Gov 30 yr	105.42	2.25	-0.05
Ger Gov 2 yr	103.14	-0.65	0.00
Fed Funds Eff	0.38	0.37	0.01
US 3m Bills	0.28	0.29	-0.01
Euro Libor 3m	-0.31	-0.30	-0.01
UK 3m	0.49	0.49	0.00

Prices are latest for edition

Data provided by Morningstar

A Nikkei Company



What next?

Tech's Big Five race to win new markets — RICHARD WATERS, PAGE 14

Briefing

► **Goldman fires restructuring warning**
The US bank has said the UK vote to leave the EU might force it to "restructure" some of its British operations, the latest big bank to indicate specific action it is weighing after the referendum.— PAGE 13

► **May courts small business leaders**
The prime minister has told small businesses that they will be "at the heart" of the government's renegotiation strategy as it seeks to take "advantage" of the opportunities presented by Brexit.— PAGE 2

► **Activists attack World Bank rules shift**
The World Bank is pushing through sweeping changes to the social and environmental rules that govern its lending, drawing fire from activists who accuse it of betraying the globe's poor.— PAGE 4

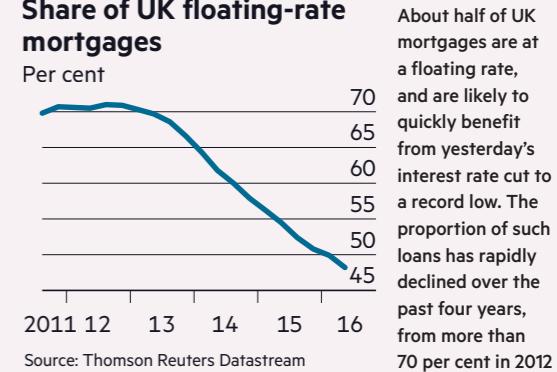
► **London mayor questions 2012 legacy**
Sadiq Khan has said there is a "big question mark" over the legacy of the 2012 Olympics because of its failure to regenerate east London with affordable homes.— PAGE 13

► **North Sea oil workers on strike**
Seven Shell platforms have been hit by a 48-hour strike that has exposed anger in the North Sea workforce over successive rounds of job and pay cuts since oil prices crashed two years ago.— PAGE 2

► **Theranos founder splits US science body**
The prestigious American Association for Clinical Chemistry has descended into infighting after Elizabeth Holmes used her appearance at its annual conference this week to unveil a product.— PAGE 15

Datawatch

Share of UK floating-rate mortgages



EU renegotiations

May seeks to reassure small businesses

Lobby groups welcome PM's pledge to place sector at heart of Brexit strategy

SARAH GORDON — BUSINESS EDITOR

Theresa May has attempted to reassure small business in the UK that cuts to EU funding after Brexit would be replaced and that the sector would be "at the heart" of the government's renegotiation strategy.

In a shift of emphasis from David Cameron's administration, the new prime minister's first formal meeting with UK bosses was at a gathering in Downing Street of small business representatives, including the Federation of

Small Businesses, the EEF manufacturing association and the British Chambers of Commerce.

"There's a bigger recognition that 5.4m small businesses are playing a really big part in the economy," said Martin McTague, policy director at the FSB, who attended the meeting yesterday. "This has hit home more with Theresa May than it has with the David Cameron administration."

"It was very important to have the prime minister's first business summit to be with SMEs," said Fiona Graham, who represented the Institute for Family Business.

Mrs May's commitment to an industrial strategy, including the creation of a Cabinet committee, has been welcomed

by UK business, which complained of its lack under the previous administration.

Francis Martin, BCC president, said the government needed to focus on areas such as the skills gap in the workforce.

"The government must in particular address the longstanding under-investment in the UK's infrastructure," he added. "This means action on transport, broadband and energy generation, which is absolutely vital in driving long-term growth."

Greg Clark, the new business and energy secretary, emphasised that the approach would not be based on picking winners and would not be a "one size fits all" policy; instead, differentiating between regions. In particular, there was recognition by Mrs May of the impact

the probable loss of EU funding would have on the UK's devolved regions.

Attendees called for confidence-boosting measures, including implementing long-delayed infrastructure projects. They also asked the government to stick to the former administration's commitments, particularly on the planned reduction in business rates announced in this year's Budget.

"There wasn't even hint that [Mrs May] was going to decommit on any of these things," Mr McTague said.

Participants suggested that the cumulative effect of policies such as pension auto-enrolment and the introduction of a new higher minimum wage—the National Living Wage—were all depressing confidence, and thus

investment, in the small business sector.

Ahead of the meeting, Mrs May said: "The priorities I have set—a more productive, skilled workforce, an economy balanced across the UK and open to new opportunities—can only be achieved if we listen to [small] businesses. I want those firms, across all the sectors of our economy, to be able to take advantage of the opportunities presented by Brexit, such as exporting to new destinations."

Mike Cherry, FSB chairman, said: "Our members want access to European markets, the ability to hire the right people, reassurance on key EU-funded schemes and a new approach to both regulation and deregulation."

Going underground

Retirement home offers private tunnel to Harrods

JUDITH EVANS

They have the spa, the doctor's surgery and the library; what more could a wealthy pensioner want from a retirement home? Well, how about a tunnel to Harrods?

On Pavilion Road in Knightsbridge, planners have approved a £200m luxury retirement home on a site that has an underground tunnel linking it to the upmarket department store less than 100m away.

The seven-storey development of 34 apartments will be among the UK's most expensive retirement homes and is part of a growing industry catering for rich baby-boomers.

As well as the shopping tunnel, it will also have an in-house spa, a library and private nursing care.

As the UK's population ages, property developers are building for retirees, who now have a bigger share of the country's wealth than the under-45s, according to research last year by the Resolution Foundation.

While the developer, Singapore-listed City Developments, has not yet set prices, homes in Kensington and Chelsea, London's wealthiest borough, sell for at least £4,000 a square foot, which would equate to £5m for the development's smallest homes. The tunnel exists as the site was once used by Harrods for storage and staff accommodation.

The scheme, which will take about three years to build and will have a minimum age of 55, is one of a handful of "super-prime" retirement developments in the capital.

The Auriens development close to the King's Road will open in 2019 and offer apartments from £3m.

As with the planned Pavilion Road scheme, Auriens falls in the "extra care" category, meaning that medical services are available when needed but residents can live independently.

Meanwhile Battersea Place, a 109-apartment complex for wealthy retirees south of the river Thames in London, opened last year with apartments costing from £600,000 to about £3m. Battersea Place has a concierge service, cinema and spa pool, but as with most luxury retirement developments, residents must pay service charges of more than £1,100 a month and an extra membership fee when the apartment is sold.

"There is an enormous amount of interest in the high-end, extra-care retirement housing sector," said Emma Cleugh, a partner at the property advisers Knight Frank.

"What has changed really significantly is the quality of the developments. There is more and more coming forward for older people with the aspirations for a great lifestyle and the wealth to buy."

The Kensington and Chelsea borough expects the proportion of those aged 65 and over to rise from 14 per cent four years ago to 23 per cent in 2037.



The £200m Knightsbridge development will be linked to Harrods by a tunnel dating back to when the site was used for storage

Regeneration. Housing

Olympics legacy remains uncertain, says Khan

London mayor attacks lack of action on new and affordable homes on site of 2012 games

CONOR SULLIVAN AND GEORGE PARKER

The mayor of London has said there is a "big question mark" over the legacy of the London 2012 Olympics because of a failure to regenerate the east of the city with homes that are affordable.

Four years after a games whose £9bn cost was justified on the basis that it would revive a huge area of polluted post-industrial land, the mayor has been scathing about plans for the site.

"I thought the Olympics were great. I think there is a big question mark about legacy or lack of," Sadiq Khan told the FT. "I am not sure we have got the benefits out of the Olympics we should have done in relation to affordable homes or in relation to the number of homes."

"It is massive real estate, prime real estate. You have got fantastic public transport links. We should have had far more homes being built more rapidly than are affordable."

"We would have had the cultural centre there sooner rather than later, because there has got to be a reason to go there. We would have made sure that we made the most of the sports legacy."

His comments come as the Olympic stadium completes its contentious transformation to become the home of West Ham United football club; architects design a cultural and educational quarter that will host universities, museums and a theatre; and construction proceeds on 4m square feet of office space.

By 2031, the London Legacy Development Corporation, which is controlled by the mayor and is both planning authority and the main landowner in the area, plans to oversee the construction of 24,500 homes.

Construction is scheduled to start next year on two areas, to be called East Wick and Sweetwater, where 1,500 homes will be built of which just under a third will be classed as affordable.

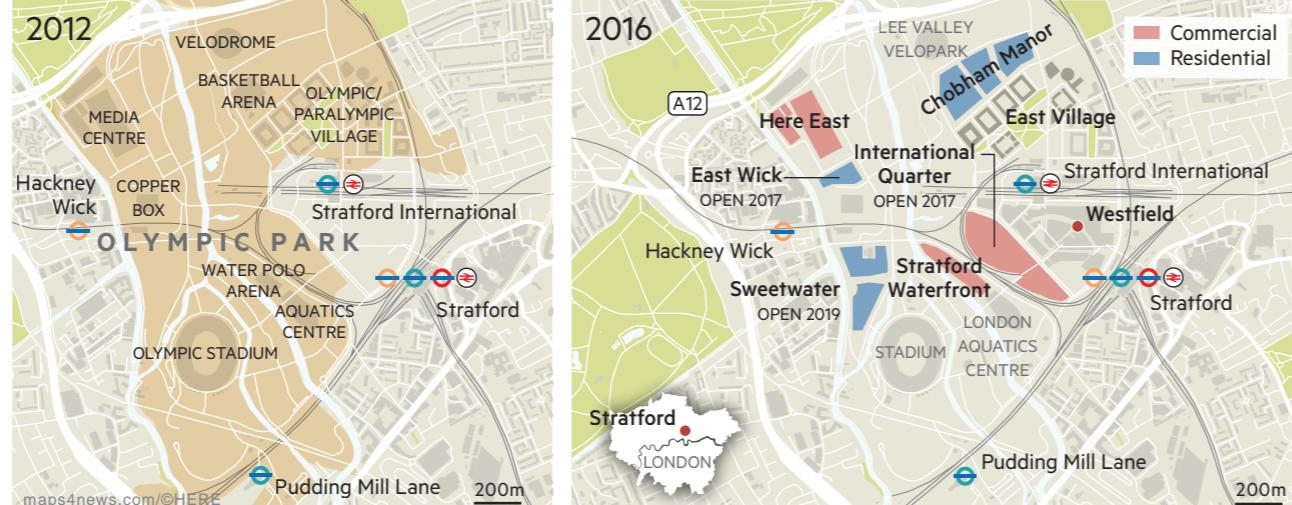
The mayor has not sought to intervene in these deals. But he has called for more to be done on the next two sites, at Pudding Mill Lane and Rick Roberts Way, and staff at LLDC are figuring out how to squeeze in more affordable housing.

Some of the profit from housing developments in the park will be passed



Swings and roundabouts: children play in the Olympic Park in one of London's poorest boroughs — Dan Kitwood/Getty Images

Olympic Park redevelopment



back to the government to repay the costs of staging the games and redeveloping the area.

The LLDC is considering whether to build a higher density of homes or to restructure offers for developers, for example by making the homes available for rent rather than sale.

The mayor said he wants the government to rethink arrangements. "I think the opportunity the Olympics presented

is in danger of being squandered unless the government works with me to make sure we have got the best deal for what is left of the opportunity."

David Goldstone, chief executive of the LLDC, said rising property prices were "almost a symptom of the success" of the area's improvement.

Apart from the unease over housing, local politicians are enthusiastic over the redevelopment of the area. West-

field Stratford City is one of the biggest shopping centres in Europe and attracts hundreds of thousands of people a week. The Olympic swimming pool, velodrome and an indoor arena that hosted the handball are open to the public and set in landscaped gardens alongside the football stadium.

The Orbit, a steel tower designed by Anish Kapoor with a viewing deck on top, was less popular, until it was

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The Orbit, a steel tower designed by Anish Kapoor with a viewing deck on top, was less popular, until it was

swallowed by the surrounding residential towers.

He sympathised with the LLDC, saying: "If a public authority can only make it stack up with this level of affordable housing, it really is the bare economics . . . it is not as if it is a private company hiding behind viability assessments."

"No private developer, even with a massive subsidy, would have cleaned this up," he said. "Eventually, there would have been a lot of off-the-shelf housing in the middle of nowhere with very few facilities and a big layer of plastic a metre below their gardens to keep all the heavy metals and whatever at bay from their vegetables and flowers. That would not have been a good result."

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NATIONAL

Business split over Carney stimulus

CBI broadly positive on complete package but Institute of Directors doubts effects of rate cut

GEMMA TETLOW
ECONOMICS CORRESPONDENT

The Bank of England said the UK will avoid a recession in the wake of the vote to leave the EU after it launched an aggressive "sledgehammer" stimulus package.

A four-part package saw a cut in the BoE's base rate from 0.5 per cent to 0.25 per cent, a new "term funding scheme" that encourages banks to pass the rate cut on to borrowers by giving them access to cheap credit, an expansion of government bond purchases and a drive to buy corporate debt.

The BoE's plan to buy an additional £60bn of government bonds over the next six months means that it will then hold almost half of the outstanding stock of eligible gilts.

The BoE said the measures would have a significant impact on the British

'The term funding scheme will make it easier for banks to ensure the rate cut will benefit businesses'

economy, but some commentators were sceptical. Victoria Clarke of Investec said it was difficult to know "whether the governor's package will achieve much bang for buck", while Oliver Jones of Fathom Consulting concluded "the impact on the macroeconomy will be vanishingly small".

"The innovation of the term funding scheme will make it easier for banks to ensure that the interest rate cut will fully benefit businesses and households," said Rain Newton-Smith of the Confederation of British Industry, in a broadly positive response to the BoE's announcements.

But there remains a question over whether a 0.25 percentage point reduction in borrowing rates will significantly affect behaviour.

The Institute of Directors warned yesterday that, according to a survey of their members conducted before the BoE announcements, 60 per cent thought it would make no significant difference to the economy's prospects.

The BoE expects business investment in the UK to fall, unemployment to rise by a quarter of a million and household incomes and house prices to drop over the coming months.

After years of sluggish economic growth since the financial crisis, it was

only towards the end of last year that average income per person in the UK returned to pre-crisis levels.

According to the Resolution Foundation, a think-tank, the BoE's new figures suggest average earnings will be £615 a year lower by 2018, after adjusting for inflation, than their projection in May before the Brexit vote.

The BoE downgraded its forecast and voted to take strong action after evidence in the past few weeks, including the purchasing managers' surveys earlier this week, of a sharp slowdown in business spending and increasing pessimism about the future.

But the members of the BoE's interest rate-setting committee also assumed that the gloom was, to some extent, a short-term overreaction.

"We would need [the purchasing managers' index] to recover over the coming months to meet the forecast we have, which is for a little bit of growth during the second half of the year," said BoE deputy governor Ben Broadbent.

Having recently been one of the fastest growing developed economies, the UK looks likely to fall well behind others in the developed world – with growth of just 0.8 per cent expected in 2017.

It is a long-running convention that the BoE bases its forecasts on the assumption that current government policy is followed. But significant areas of future policy are undefined.

Mr Carney was careful to say yesterday that the committee had not made any specific assumption about the UK's future trading relationships.

But he acknowledged the BoE's figures assume there will be "some reduction in openness" of the UK economy in the longer run, as warmer relations with other countries outside Europe fail to offset the UK's withdrawal from the bloc.

"The future potential of this economy and its implications for jobs, real wages and wealth are not the gifts of monetary policymakers," said Mr Carney. "We cannot immediately or fully offset the economic impacts" of the vote to leave the EU, he added.

It will be up to Prime Minister Theresa May's government to pursue policies that boost the UK's long-run growth potential. The government has so far remained non-committal about what action, if any, it will take.

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Term funding scheme

'No excuse' for lenders who refuse to make loans cheaper

EMMA DUNKLEY

The Bank of England governor has told banks they have "no excuse" not to pass on the cut in interest rates to customers.

Mark Carney also launched a £100bn "term funding scheme" with the aim of helping banks to lend at low rates to households and businesses in an attempt to buoy the economy following the Brexit vote.

Santander UK and Barclays immediately announced cuts to their standard variable rate mortgages, following the BoE's decision to slash the bank rate to 0.25 per cent yesterday.

"For two major lenders to announce cuts quickly, that will put pressure on other major to follow suit," said Ray Boulger, of broker John Charcol.

"The fact they made the announcement so soon after the bank rate cut . . . suggests they've had board meetings to decide their policy before the announcement."

However, the rate cut means banks face pressure on their profits, and the move could stoke tension with the lenders. Royal Bank of Scotland warned last week that it could start charging businesses for deposits if the bank rate drops too far.

Bill Michael, global head of banking at KPMG, said the rate cut "will have an adverse impact on banks' ability to make money and impact their appetite to lend".

Low interest rates weigh on banks' returns by reducing the amount of interest they receive from lending. Analysts at Citi estimate that a 0.25 per cent

rate cut will hit large UK bank earnings by an initial 2-3 per cent, and HSBC, which is more global, by 1 per cent.

HSBC said in its results on Wednesday that it would take a \$200m annual hit if rates were cut to 0.25 per cent.

But analysts are not certain the cut will be passed on to all customers.

About half of mortgages and four-fifths of business loans in the UK are floating rate, which includes tracker and standard variable rate mortgages.

Tracker mortgages rise and fall with bank rate, meaning borrowers' repayments will drop straight away, although some have a floor below which rates will not fall.

But banks do not necessarily have to pass on any changes to the standard variable rate mortgages.

Lloyds Banking Group, the biggest lender in the UK, said its standard variable mortgage would be reduced in line with the rate cut from September.

Ian Gordon, an analyst at Investec, said: "Will mortgage rates come down by 0.25 per cent? Lower funding makes that more deliverable, but the correlation is less certain. Banks might not feel compelled to pass on the rate reduction in full . . . there's no lack of willingness to lend, but it's about the price and demand."

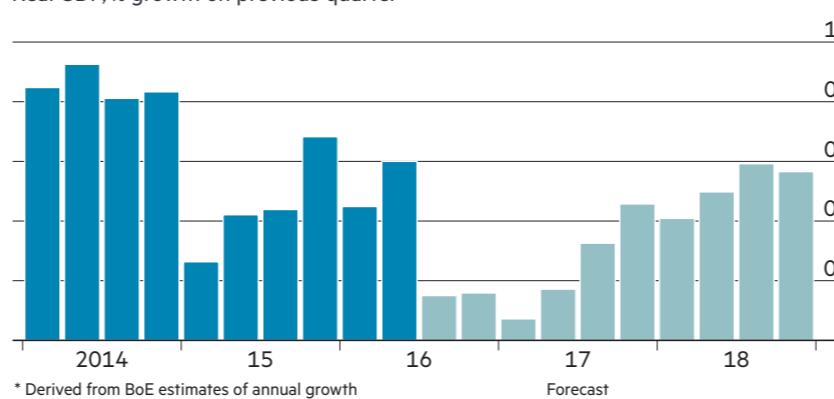
He added that banks will "almost certainly" use the cheap financing from the BoE to "crush savers' rates even more".

To alleviate the pain of lower interest on mortgages, banks could reduce the rates they pay depositors. However, many banks are already paying savers close to zero and have little room to cut rates further.

Forward focus

The BoE sees the economy coming close to recession over the next year ...

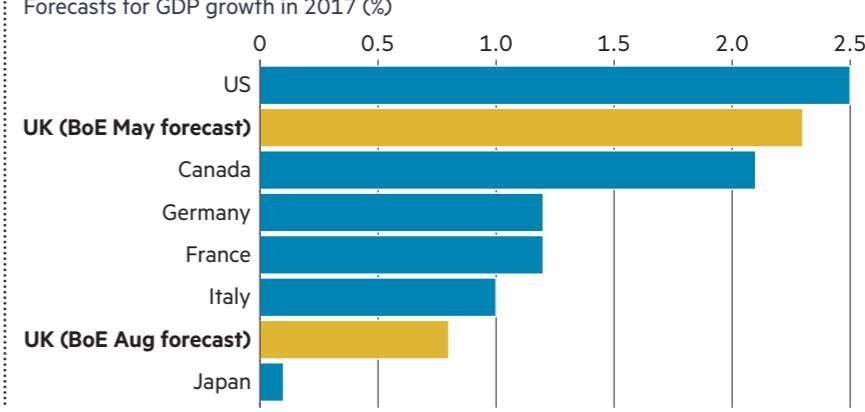
Real GDP, % growth on previous quarter*



* Derived from BoE estimates of annual growth

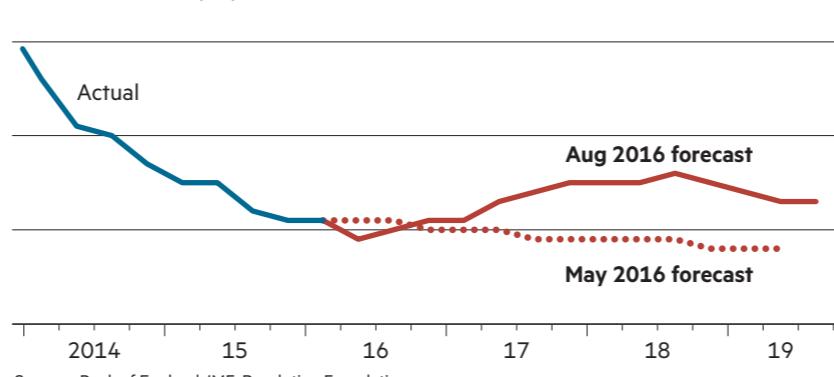
... taking the UK from being one of the best performers in the G7 to one of the worst

Forecasts for GDP growth in 2017 (%)



Slower growth is likely to mean higher unemployment ...

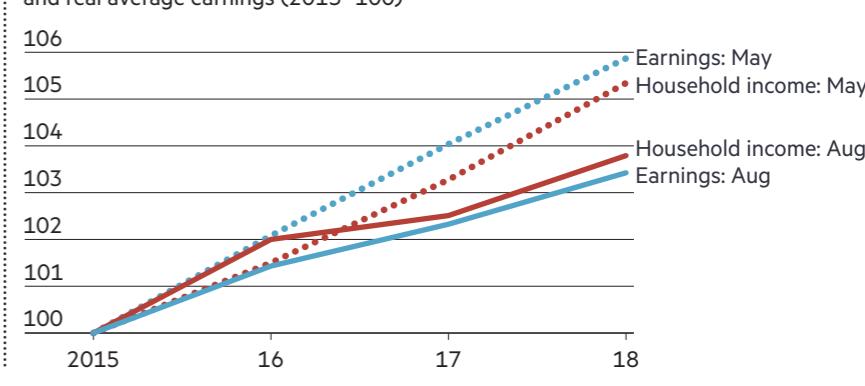
Forecasts for unemployment (%)



Sources: Bank of England; IMF; Resolution Foundation

... and a hit to living standards

Forecasts for real net household income and real average earnings (2015=100)



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INTERNATIONAL

Lending safeguards

World Bank draws ire with rule changes

Institution accused by activists of betraying the world's poorest countries

SHAWN DONNAN — WASHINGTON

The World Bank is pushing through the biggest changes in decades to the social and environmental rules that cover its lending, drawing fire from activists who are accusing it of betraying vulnerable populations across the world's poorest countries.

After four years of consultations and contentious negotiations among its shareholder countries, the bank's governing board yesterday unanimously approved an update of the so-called "safeguards" in place since the 1980s.

It is part of a bigger effort by president Jim Yong Kim — who is in the final year of what has been a controversial first term — to make the institution more

nimble and address concerns from borrowers about the often burdensome process of securing loans.

The World Bank's place in the global economy is in question as it faces growing competition from new institutions such as the China-backed Asian Infrastructure Investment Bank.

The bank said the old rules were ad hoc and cumbersome. The new standards for the first time include requirements on labour and working conditions on World Bank projects.

Also incorporated are bans on discrimination against people on any basis, requirements for borrowers to estimate the impact of projects on climate change and a nod to human rights in an introductory "vision statement".

The biggest change, however, is that the rules are becoming more flexible, giving more power to borrower countries.

They allow for the increased use of

local environmental and other regulations as benchmarks for projects.

They also, critics claim, would allow governments to put off drafting things such as plans for relocating people affected by dams and other big infrastructure projects until after loans have been approved.

Nadia Daar, head of Oxfam International's Washington office, said the overhaul would shift much of the bank's due diligence on projects until after they are approved.

"Frankly it is disappointing. A lot of us are looking to the World Bank to set the highest standards when it comes to all sorts of policies in development and particularly environmental and social standards."

The changes come as the bank continues to face problems with its projects.

Last year, for example, the bank cancelled a \$265m road programme in Uganda after activists documented

'The bank hasn't shown that it is very good at these sorts of things'

repeated cases of contractors sexually abusing children in the area surrounding the project.

"The reason that we have this rules-based system is ... the carnage and wreckage across the world [that has been left] as a result of World Bank projects," said Jeff Hall, executive director of the Bank Information Center, a Washington-based lobby group.

"The bank hasn't demonstrated that it is very good at these sorts of things."

Other analysts say the bank has vastly improved its performance over the years and that, while often high profile, its failures have been relatively rare.

Scott Morris, a former US Treasury official at the Center for Global Development, said that the new rules were part of a shift to encourage broader changes in countries where the bank works by putting more emphasis on improving local laws rather than focusing on individual World Bank projects.

GLOBAL INSIGHT

SYRIA

David Gardner



Aleppo war of attrition writes another chapter in story of stalemate

The ferocious fight for Aleppo, started with Russian air strikes and a ground offensive by Bashar al-Assad's forces four weeks ago and met this week by a huge rebel counter-offensive, is shaping up as the biggest battle of a piteous civil war well into its sixth year. Begun with high regime hopes it could recapture Syria's largest city and turn the tables on its opponents, the struggle is settling into a pattern of attrition as Aleppo, historically the country's commercial hub, is pounded to dust.

Wave upon wave of Russian jets bomb the rebel-held east of the city, supplemented by barrel bombs rolled out of Syrian army helicopters. Rebel sappers meanwhile have detonated a vast tunnel bomb under Assad loyalist headquarters in the west of the city. An estimated 500,000 civilians, running out of food, medicine and fuel, are trapped in the fighting, mistrustful of so-called "humanitarian corridors" the regime opened for them supposedly to escape.

The regime is reliant on Hezbollah, the Lebanese Shia paramilitaries, and Iran's revolutionary guards, to spearhead its ground forces. On the rebel side, the main strike force is the jihadi group that last week severed its links with al-Qaeda and rebranded itself from Jabhat al-Nusra to Jabhat Fatah al-Sham. Though Nusra had almost no presence inside Aleppo, for this operation it has closed ranks with mainstream rebel forces — some of them backed by the US and its allies — to push through from south of the city and lift the regime's siege.

Yet it is not clear either side really expects Aleppo, great prize and morale barometer though it is, to be decisive. The battle looks to be more about each side cutting the other's supply lines. The regime is trying to separate the rebels in Aleppo from their adjoining stronghold in Idlib and, above all, from the border with Turkey and its resupply pipeline. The rebels, as well as trying to break the siege, want to cut regime lines westwards. Aleppo may be another chapter in the baleful story of bloody stalemate in a nevertheless shape-changing civil war.

The Assad regime's forces "can continue taking ground but they can't hold it", says one western official involved with Syria. Conversely, "the opposition will lose ground but the army will not be able to move freely".

Put another way, while President Vladimir Putin's decision to intervene in Syria 10 months ago undoubtedly salvaged President Assad when he was at risk of succumbing to the rebels, the regime has so far been unable to take full advantage of the ferocity of Russia's air force with commensurate advances on the ground. Seizing and holding ground, after all, needs troops, and Mr Assad's army is severely depleted — often reliant on Iran and Hezbollah, and the militia networks they have created.

The lack of numbers and cohesion applies to the fragmented opposition, too, but on the government side, Mr Assad's patrons look dismayed by the fighting ability of the Syrian army after five years of war. Russian officers, who inherit a long army-to-army relationship over almost half a century of Assad family rule, are said by Arab and western aides to be shocked at the condition of Syria's regular forces. There also seems to be doubt about their reliability in Iranian and Hezbollah circles.

While all this may amount to little more than murmuring now, it does not suggest Syria's patrons will provide the ground forces to reconquer, as Mr Assad regularly pledges, every inch of the country. The calculation of regime and rebels, therefore, may come down to judging at what point attrition favours them in negotiation.

Diplomacy, led by a US fixated on fighting Isis and a Russia determined to restore its superpower status, has failed Syria. A political solution may start to look more urgent once the two external actors realise that while neither side can win on the ground, everyone can keep losing. Aleppo, tragically, could be a step along that road.

david.gardner@ft.com

Russian officers are said to be shocked at the condition of Syria's regular forces

Republicans. Race to Elysée

Sarkozy taps into French terror fears

Former president feeds off public anxiety and reduces poll lead held by Juppé

ADAM THOMSON — PARIS

In 2012, as he vowed to abandon politics following his failed bid for re-election as France's president, Nicolas Sarkozy told voters: "A page has turned for me ... I hope I can now be left to enjoy a bit of quiet."

Today, "Sarko", as the 61-year-old centre-right leader is known, is back on the frontline and fighting: recent opinion polls see him closing ground on his chief rival, Alain Juppé, in the race to win the Republicans' presidential nomination in November — a contest likely to produce the next French head of state.

Even just a few months ago, Mr Sarkozy's chances of returning to the Elysée Palace seemed slim. Four years after leaving office, dogged by various party fundraising scandals, opinion polls suggested he was still widely disliked by French voters. They rated Mr Juppé, a former prime minister, higher on the economy and jobs, traditionally the electorate's top concerns.

But a mood of anxiety following this summer's terrorist attacks has changed the equation, says Jérôme Fourquet, a pollster at Ifop. People are clamouring for tougher measures to stop Islamist-inspired assaults that have claimed more than 230 lives in 18 months. Two-thirds have lost confidence in the government's ability to fight terrorism, according to one recent poll.

"The climate has changed," says Mr Fourquet. "Terrorism has become the overriding theme for at least the next few months, and Sarkozy has adapted more quickly to the new reality."

Hours after two knife-wielding Islamist terrorists burst into a church last week and slit the throat of the local and much-loved priest, Jacques Hamel, Mr Sarkozy slammed a counter-terrorism policy governed by "legal niceties". He quickly posed a question already on many people's lips: how was it possible that one of the assailants was not only known to authorities but was also under



Political tribute: former French presidents Nicolas Sarkozy and Valéry Giscard d'Estaing, centre, join President François Hollande, far right, at a mass for murdered priest Jacques Hamel at Notre-Dame cathedral, Paris, last week
Benoit Tessier/EPA

judicial control and wearing an electronic tag? Mr Sarkozy told *Le Monde* newspaper: "This new ordeal shows just how much we have to change the dimension of our response to Islamist terrorism. I cannot accept dealing with today's realities by applying intellectual schemes from the past."

Among other things, the former president advocates detaining the roughly 10,000 people authorities have identified as potentially radicalised.

In a reminder of how politics is so often marked by unfortunate timing, Mr Juppé found himself more than 15,000km away on a tour of Polynesia when the church killing took place.

The two men share many policy proposals, such as tighter regulation of mosques, boosting police numbers and overhauling the intelligence services. But Mr Juppé has insisted on full respect for the rule of law, "which is not a legal nicety". Mr Sarkozy's insistence on

extreme measures for extreme times has horrified voters on the left and centre, who say his proposals of preventive detention amount to creating a Guantánamo "à la Française".

Moreover, Mr Sarkozy still has plenty to do if he is to pull off a victory in November's primary — he has yet formally to declare his candidacy in the race, but is expected to do so this month.

According to Dominique Moïsi, special adviser to the French Institute of International Relations, Mr Sarkozy has to tread carefully when criticising President François Hollande on the security issue. "Hollande still retains an element of dignity and that is a problem for Sarkozy," says Mr Moïsi. "How can you attack a symbol of your country when it is suffering so much?"

Mr Sarkozy also remains a divisive figure. "The stronger he is in his proposals, the more he rallies those behind him and the more he isolates those against

him," Mr Moïsi says. "He is a polarising figure at a time when the French are calling for national unity."

Critical to November's primary contest is how many of France's registered voters ultimately cast their ballot: anyone on the electoral register can vote but they must pay €2 and sign a pledge that states they agree with "the values of the right and of the centre".

With Mr Hollande's popularity still languishing and polls suggesting the far right's Marine Le Pen may qualify for the second round of next year's presidential election, Mr Fourquet says leftists and centrists could end up voting to prevent a Le Pen-Sarkozy run-off.

Mr Juppé retains a 10-point poll lead over Mr Sarkozy, assuming a turnout that extends well beyond the centre-right party faithful. But with three months to go before the vote, and fears of another terrorist attack, it is Mr Sarkozy who has the momentum.

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FT Weekend

Upper house

Australia Senate election boosts opponents of trade accords

JAMIE SMYTH — SYDNEY

Malcolm Turnbull's chances of implementing his agenda have been set back by the election of a large number of independent and minor party politicians to Australia's Senate.

Full results from the July 2 election released by the Australian Electoral Commission yesterday show that the powerful upper house will include 20 senators outside Mr Turnbull's Liberal-National coalition or the opposition Labor party.

They include a significant number of populist and protectionist politicians who oppose trade deals and have expressed concerns about Chinese investment.

Ian McAllister, politics professor at Australian National University, said: "This doesn't look good for Turnbull or the government's trade agenda. Many of these crossbench senators want to go back to the future by introducing tariffs to support old industries and opposing foreign investment."

Mr Turnbull, who took over as Australia's prime minister in September, justified his decision to call a snap elec-

tion to win a mandate to clear legislation that had been blocked by crossbench senators in the 76-seat upper house. The coalition's number of Senate seats fell from 33 to 30. Labor won one additional seat to bring its tally to 26, and the Greens lost one and now has nine.

Independent candidates picked up four seats, but the big winners were the far-right One Nation party led by Pauline Hanson, which won four seats, and the Nick Xenophon Team, which won three. To pass legislation, Mr Turnbull must negotiate the support of crossbench senators who blocked industrial

relations reforms and billions of dollars in budget-saving measures in the previous parliament. If Labor and the Greens oppose the measures, the government will need the support of nine of the 11 remaining crossbench senators.

Analysts warned Mr Turnbull would struggle to push his flagship policy of corporate tax cuts through the Senate. Two industrial relations reforms that were the basis for the snap election could also be blocked, they said.

"Australia is experiencing a bit of the anti-elitist sentiment we are seeing in the US with [Donald] Trump and in the UK



Pauline Hanson's Senate return has raised the political heat — David Gray/Reuters

with Brexit," said Mr McAllister. "Australian voters don't trust the two main parties enough to give either of them control of both houses of parliament."

The return of Ms Hanson, a fish and chip shop owner turned firebrand politician, to the Senate along with three of her One Nation colleagues is likely to raise the political temperature over foreign investment and immigration.

Mr Xenophon, who rose to political prominence as an anti-gambling campaigner, is pressing Canberra to tighten rules on the sale of farmland to foreigners. This follows the blocking of the proposed sale of S Kidman & Co, which owns a block of land the size of Ireland, to Shanghai Pengxin Group of China.

Also yesterday Mr Turnbull said Australia's bank executives would be asked to appear before parliament every year to explain their actions.

The move follows calls for a public inquiry into alleged rule breaking by Australia's big four banks. The government opposes a full public inquiry.

Mr Turnbull said the big banks would have to give parliament's economics committee a full account of how they run affairs.

INTERNATIONAL

Indian business hails milestone in tax reform

Replacing interstate levies will help to boost the economy, claim supporters

AMY KAZMIN — NEW DELHI

India's Godrej makes everything from locks to office furniture. But rather than sending its wares from the factories to its distributors in the country's 29 states, it dispatches each item to a company-owned warehouse in a state where the product is to be sold.

For if Godrej products remain in the company's possession in transit from one state to another, the group avoids a 2 per cent central sales tax on interstate shipments between two parties.

Adi Godrej, chairman of the 120-year-old group, said passing products through its own warehouses saved the equivalent of 1 to 2 per cent of turnover over a year — less than the cost of the warehouse network and extra transport. "It's a perfectly legal way to save on taxes, but it has a cost to it, too," he says.

But Mr Godrej and many other Indian manufacturers hope such inefficiencies will soon be in the past. Parliament on Wednesday approved a long-awaited overhaul of the burdensome tax system, which many industrialists blame for undermining their competitiveness.

In coming months, India's welter of

Many industrialists believe the tax regime explains why manufacturing accounts for only 16 per cent of GDP.

"If someone had chosen to be truly perverse, they would have designed the system we have now," says Naushad Forbes, vice-president of the Confederation of Indian Industry and co-chairman of Forbes Marshall, a boiler and industrial equipment-maker. "This is a problem for Indian industry, and it's great to be within sight of seeing it addressed."

Not every industry will come under the ambit of the GST. Initially, alcohol and petroleum products — both widely used industrially but also big revenue sources for state governments — will be excluded, and subject to state taxes. Taxes on services will also rise.

Yet overall, government finances are expected to receive a long-term boost from improved tax compliance. Value added tax systems give companies an incentive to demand their suppliers fulfil their own tax obligations so they can claim tax credits for taxes already paid. "GST is called a self-policing mechanism," says Rajeev Dimri, a partner at BMR, an accountancy firm.

"Rather than the tax officer, it will be your customer who is shouting at you to pay your tax. A lot of people who now stay out of the organised trade may move into the mainstream because otherwise they will be uncompetitive."

Indian companies long ago found ways to reduce their tax burden — at a cost to efficiency. Instead of large, modern factories, many big manufacturers have small ones scattered across states so they can serve markets with locally made products. Others, like Godrej, maintain otherwise unnecessary warehouses in nearly every state. Yet small companies unable to afford such strategies have faced a higher tax burden.

Little wonder that manufacturers see the GST as a huge potential boon, despite uncertainty about when it will come into force — and the challenge of getting ready for the regime.

"The impact will be huge," says Dinesh Kaushal, chief financial officer of VI John, a male grooming products company that uses factories in two states and pays the central sales tax on most of its goods. "GST will make us more competitive in the market, and we will be able to expand distribution."

Mr Godrej, meanwhile, says he awaits the day when his group can dismantle its warehouse network and ship products directly to market. Godrej believes its profits could rise between 20 and 30 per cent from higher sales, lower freight costs and lower taxes that it feels GST will bring.

"Life will be easier — the ease of doing business will improve dramatically and our competitiveness internationally will improve," he says.

Business leader
Adi Godrej hopes
the new tax will
lift the Indian
economy and root
out inefficiency



national, state and local taxes will be replaced by the new goods and services tax; a unified value added tax, turning the nation into a single market for the first time. Economists expect a boost to growth, although the magnitude and timing remain a matter of debate. HSBC has forecast a 0.8 percentage point increase to gross domestic product growth in the medium term, while some Indian businesses believe the change will add up to 2 percentage points for five years from the time of implementation.

"Once this GST is implemented it will bring basic changes as far as the Indian tax structure is concerned," said Arun Jaitley, finance minister. "It will convert India into one unified market, with one unified tax. It will improve the tax base and make evasion very difficult."

At present, taxes account for about 25 per cent of the final consumer price of Indian-made goods, because of the compound effect of tax on tax. While the rate for the new GST is yet to be decided, it is likely to be lower than the current effective rate, which should lead to lower consumer prices — and heightened domestic demand. The change will also reduce logistics costs by eliminating queues of trucks at state borders, which can wait from a few hours to a few days for officials to inspect documents and wares.

Anti-dumping regulation

Chinese and Russian steel imports hit by EU penalties

ARTHUR BEESLEY — LONDON

The European Commission has imposed more anti-dumping duties on Chinese and Russian steel imports and has applied the penalties retroactively for the first time, in a fresh move to protect the bloc's producers.

The duties on cold-rolled steel, which is used to make cars and washing machines, range up to 22.1 per cent for Chinese imports and up to 36.1 per cent for Russian imports. The rates are a little higher than provisional penalties in place since February.

The European steel industry has long called for tougher EU anti-dumping duties, which aim to protect the bloc's companies from ultra-cheap imports. Using a different calculation method, the US imposed tariffs in excess of 500 per cent on similar cold-rolled steel materials from China earlier this year.

The commission is planning further measures that would allow it to impose US-style tariffs against steel dumped at particularly low prices or subsidised.

"This shows the EU is starting to tackle the state-supported dumping of steel into the UK, but it's still being out-muscled by Uncle Sam," said Dominic King, head of policy at UK Steel, an industry group. Britain will need its own tariff regime once it leaves the EU to ensure that China and Russia do not

"destroy" the UK steel industry, he added.

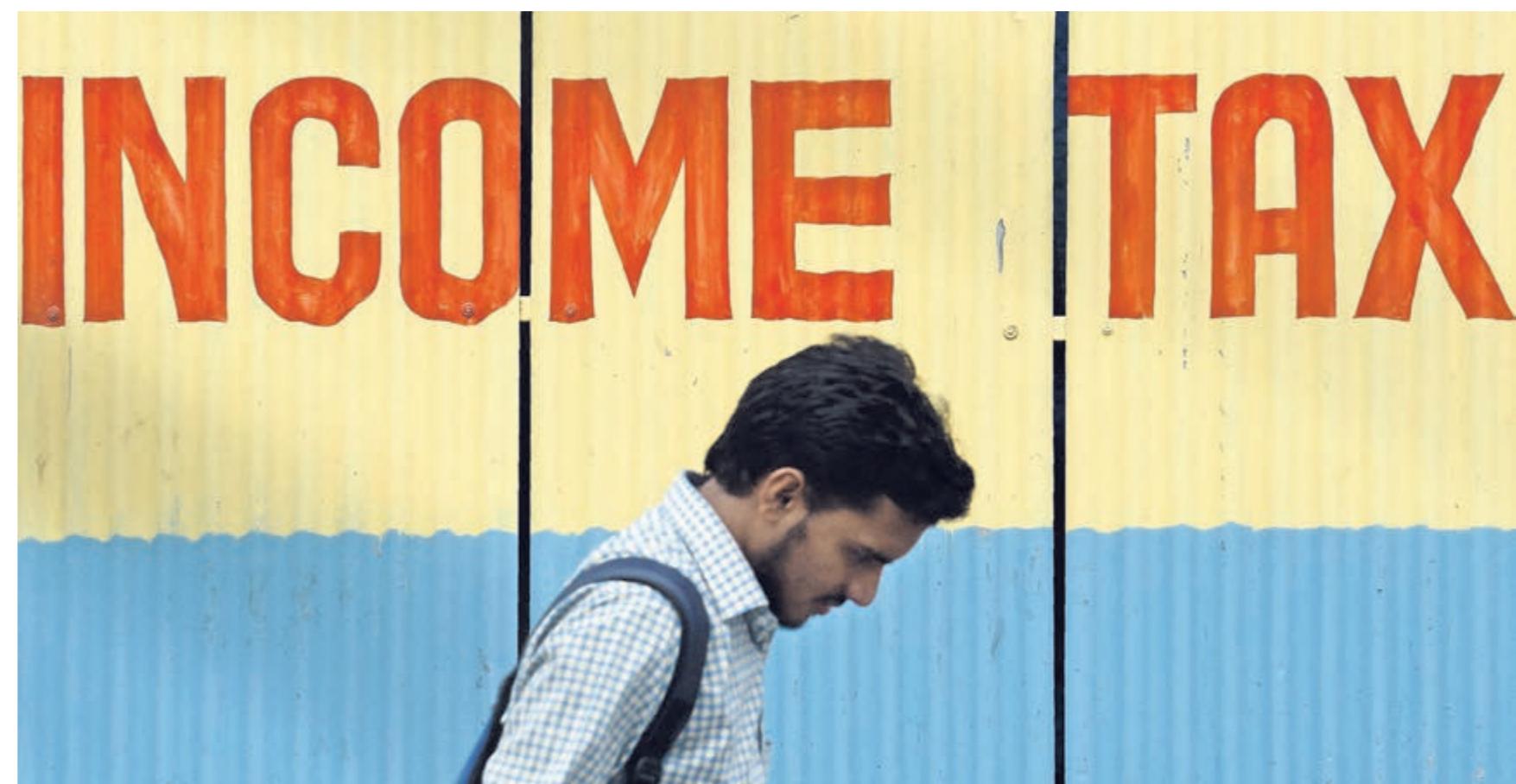
The duties follow a formal complaint in April 2015 from European steel groups, which argue surging imports from China are to blame for last year's price collapse. Steel prices have been rising throughout most of this year.

Cut-price steel imports have become a particularly politically sensitive topic in Europe and the US as western leaders face a popular backlash against globalisation. In Britain, 11,000 jobs are in jeopardy as efforts continue to rescue lossmaking factories owned by Tata Steel, which has partly blamed China for its problems.

Cold-rolled steel is used in the production of packaging and white goods, as well as in the construction and auto industries.

China's commerce ministry said it regretted the commission's decision, adding that the EU should "avoid abusing trade remedies and sending a wrong signal" to the world. "This move amplifies legal uncertainty and gravely affects normal international trade," the ministry said.

The tariff will be levied retroactively on imports registered in the two months before the provisional duties were applied. This is seen as a warning to steel importers to avoid stockpiling in the future.



Signs of change

0.8

Medium-term percentage-point rise in GDP growth arising from the simplified tax system, forecast by HSBC

25%

Current tax share of final consumer price of Indian-made goods

16%

Manufacturing's contribution to Indian GDP — a figure many industrialists believe is held down by the tax regime

The goods and services tax will replace India's welter of levies — Indranil Mukherjee/AFP/Getty



www.deutsche-boerse.com

Recommended all-share merger between Deutsche Börse AG and London Stock Exchange Group plc

Deutsche Börse shareholders: additional acceptance period expires on 12 August 2016, 24.00 hours (CEST)

Deutsche Börse AG (Deutsche Börse) and London Stock Exchange Group plc (LSEG) on 16 March 2016 announced the terms of a recommended all-share merger.

The joint holding company (preliminarily called HLDCO123 PLC, HoldCo) made a voluntary public takeover offer (Exchange Offer) to all shareholders of Deutsche Börse on 1 June 2016, offering one HoldCo share in exchange for one Deutsche Börse share.

At the end of the acceptance period on 26 July 2016, 63.65 per cent of the Deutsche Börse shares (less treasury shares) have been tendered into the Exchange Offer. Hence, the minimum acceptance threshold of 60 per cent has been exceeded fulfilling a completion condition for the merger.

Pursuant to Section 16(2) of the Wertpapiererwerbs- und Übernahmegericht (WpÜG, German Securities Acquisition and Takeover Act), shareholders of Deutsche Börse who have not yet accepted the Exchange Offer, may now tender their shares within an additional acceptance period of two weeks.

Deutsche Börse shareholders are reminded that this additional period to accept the Exchange Offer will expire on 12 August 2016, 24.00 hours (CEST).

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Acceptance of the Exchange Offer will be processed via the relevant custodian banks.

Questions can be directed to the Information Agent for the Offer:

D.F. King Ltd.
Phone +44-(0) 20-79 20 97 00
E-mail db1@dfkingltd.com

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INTERNATIONAL

Olympic flame's path to Rio mirrors Brazil's rocky road

Torch journey illustrates strain on first emerging market democracy to host games



Demonstrators clash with police this week over the cost of the Olympic Games and, below, a woman lights a broom with the Olympic flame — Leo Correa/AP

SAMANTHA PEARSON — SÃO PAULO

Today the Olympic flame will finally arrive in Rio de Janeiro's Maracanã stadium for the games' opening ceremony, marking the end of its epic and particularly tumultuous 12,000-mile odyssey across Brazil.

As the torch made its way into the host city on Wednesday police used stun grenades and tear gas to clear the way, removing protesters angry over the cost of hosting the Olympics.

It is a journey that has revealed the unique challenges facing the first emerging market democracy to host the games — a tale of heady idealism and crushing disappointment, economic boom and bust, innovation and chaos.

In June, in a bizarre but strangely poetic moment, as the torch was paraded through Brazil's northeastern city of Mossoró, an elderly woman careered through the crowds with a broom in hand and lit its bristles from the Olympic flame.

"The torch! The torch!" she screeched as she ran through cheering spectators, wielding the burning broom in the air.

She had unwittingly re-enacted the Greek myth of the origin of the Olympic torch tradition; the moment when Prometheus steals fire from the god Zeus to share with mankind.

However, for Dona Irene, as the former hospital janitor is known in her home town, it was just another of the outlandish stunts that has turned her into a local celebrity, explains her son and manager, Kerginaldo. "The authorities didn't make a fuss," he says. "They could see she's just an old lady."

Even the production of the Rio 2016 torch, or rather the 12,800 torches made for the event, seemed symbolic. Like Rio's bid in 2009 to host the games, the torch's design was wildly ambitious, perhaps overly so. Conceived by São Paulo-based studio Chelles & Hayashi, it expands 5.5cm vertically when passed between torchbearers — a reference to Brazilians' welcoming nature.

"We wanted to represent Brazil in a non-stereotypical way; the Olympic Committee itself said that we should not just show carnival, football, samba," says studio founder Gustavo Chelles.

Riding high on the global commodity boom and on track for its best growth in decades, the Brazil of 2009 wanted to do just that — show the world a different Brazil, worthy of respect.

However, to the dismay of the committee, Chelles' design was so innovative that Brazil did not have the machinery or technical know-how to make it. The contract was handed to Spanish engineering group Recam Laser, which built the torches in Barcelona.

"It is probably the first and last time that a torch is not made in the host country," says Pere Barrios, Recam's founder.

Security risk

Fears cybercriminals will prey on off-guard tourists

As thousands of international visitors flock to Rio for the Olympic Games, cybercriminals are ramping up for rich pickings.

Cyber intelligence companies and western government officials warn that the two-week sporting festival in Brazil could lead to some of the highest levels of cyber criminal activity in years. The fear is that organised groups within Brazil and abroad will look to take advantage of a glut of information-hungry tourists — a cohort unlikely to be thinking of security when they visit websites to find news or open email attachments to find guides and maps.

"This is a high-risk category event when it comes to cyber crime," said Jens Monrad at FireEye, a digital security vendor.

Over the past month, US officials have warned of the threat of hacking for visitors to Brazil. Bill Evanina, US

After a whirlwind trip to Greece for the obligatory lighting ceremony in Olympia, followed by a UN ceremony in Geneva, the Olympic flame arrived by chartered plane in Brasília on May 3. What should have been a moment of



fanfare was overshadowed by Brazil's political crisis — only days later President Dilma Rousseff was suspended from office, ostensibly for breaking budget laws but mainly for the dire state of the economy.

In the seven years Brazil was given to prepare for the games, the country went from emerging market darling to an economic basket-case, mired in its worst recession on record. Economists say Ms Rousseff's Workers' party failed to make the necessary reforms during the boom years to increase productivity, which would have allowed industry to flourish and perhaps even have allowed Brazil to make its own torch.

Under the watch of security guards, the Olympic flame then began its journey across another 500 town and cities in Brazil. In the Amazonian city of Manaus, the ceremony featured a pet jaguar, which was later killed after trying to escape, sparking a global outcry.

In São Paulo, retailer Luiza Helena Trajano fell running with the torch. Two days' later, a police motorcyclist ran over a colleague during the procession.

In Angra dos Reis in Rio, local media reported that a group even managed to briefly steal the torch and extinguish it in the midst of protests.

If Brazil hosted the Olympics so that the world would take it seriously, it has failed spectacularly, critics say, pointing to Rio's other myriad problems such as pollution, crime and poor infrastructure. Others disagree.

"Brazil was a serious country in 2009 and it still is," says Paulo Sotero, director of the Brazil Institute at the Wilson Center, adding that the country has made remarkable progress over the past seven years, particularly on fighting corruption. "For that, it deserves a gold medal."

After the antics of the torch relay and Brazil's roller-coaster ride since 2009, today's opening ceremony may be an anticlimax. For Recam's Mr Barrios, though, it will be his proudest moment. **Robotic limbs** page 11

Despite the widespread incidence of cyber crime in Brazil, businesses and organisations within the country consistently rate it as a low threat.

On the dark web — part of the internet that requires specific software to access — forums used by criminal hackers are awash with discussions over how to exploit Rio 2016.

In June alone, there was an 83 per cent rise in malicious URLs in Brazil, according to Fortinet, a leading network security group. **Sam Jones**

Human rights

Head of China law firm given seven-year jail term for subversion

TOM MITCHELL — BEIJING

The head of a Chinese law firm at the centre of an unprecedented crackdown on rights lawyers has been handed a seven-year prison sentence for subversion, a court announced yesterday.

Zhou Shifeng, 51, was director of the Fengrui law firm when police detained about 250 lawyers and activists in July 2015, in a campaign that human rights organisations say has had a chilling effect on civil society.

While most of those rounded up were released, Mr Zhou and three other lawyers were tried this week in the city of Tianjin on charges of subversion, which carries a maximum penalty of life in jail.

Two of the lawyers were released on bail or given a suspended sentence, while Mr Zhou and Hu Shigen, a veteran activist, both received seven-year terms after reportedly pleading guilty.

Mr Zhou took on high-profile cases from which other lawyers shied away. In 2008, he represented families affected by sales of tainted milk powder that killed half a dozen infants and sickened hundreds of thousands of babies.

According to Amnesty International, another 14 rights lawyers and activists caught up in last year's sweep are still awaiting trial, 10 of them facing charges related to state security.

Many of their confessions have been carried by Hong Kong media outlets, which have been given unprecedented access to the trials in Tianjin No 2 Intermediate People's Court. As a Chinese special administrative region, Hong Kong has civil and media freedoms not protected elsewhere in China.

Maya Wang, a researcher with Human Rights Watch in Hong Kong, said: "There has been a trend towards leniency for those who confess or who

have accused others of crimes, in accordance with the government's wishes. But none of these people should have been detained in the first place."

Ms Wang said the authorities' use of Hong Kong media "seems to illustrate both the Chinese government's increasing control over Hong Kong media as well as its greater sophistication in manipulating public opinion both at home and abroad".

Albert Ho, a veteran member of Hong Kong's pro-democracy camp, noted that the confessions came after the defendants had spent almost a year in detention with sporadic access to lawyers and none to family members.

On Monday, Wang Yu, one of Mr Zhou's colleagues, reportedly denounced "foreign forces" who had tried to use her case to "attack and smear" the Chinese government. Ms Wang, who was released on bail,

recently received an American Bar Association human rights award.

According to the Tianjin court, Mr Zhou had "spread rumours and sensationalised sensitive cases" in an alleged attempt to subvert the ruling Chinese Communist party.

The South China Morning Post, one of the Hong Kong media outlets at his trial, reported that prosecutors had played a recording of a lunch at which Mr Zhou said "the ship is sinking" and urged his colleagues to "add more sand".

Zhai Yanmin, who received a suspended sentence earlier this week, testified against Mr Zhou.

Roseann Rife, at Amnesty International, said: "This wave of trials against lawyers and activists are a political charge. Their fate was sealed before they stepped into the courtroom."

Additional reporting by Gloria Cheung in Hong Kong

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White House race

Clinton gains traction in Colorado as Trump falters

COURTNEY WEAVER — DENVER

As her opponent continued to reel from one of the worst weeks of his campaign, Hillary Clinton touched down in Denver, Colorado, with an ample amount of schadenfreude.

In swing states, her campaign had just begun airing new ads pillorying Donald Trump for manufacturing Trump ties in China and other products overseas. In Denver, Mrs Clinton happened to pull up to a place called Knotty Tie Co, a local small business that was founded by a US military veteran, employs refugees, and, yes, makes its ties.

"I really would like [Trump] to explain why he paid Chinese workers to make Trump ties . . . instead of deciding to make those ties right here in Colorado," Mrs Clinton told Knotty Tie's two-dozen employees, as they nodded along in the background. "If he wants to make America great again, he should start by making things in America. And there's a lot he could learn by coming here."

After a rocky primary season and shaky start to the general election, Mrs Clinton is having a moment, largely thanks to her opponent.

Two polls this week, from Fox and CNN, have shown Mrs Clinton ahead of Mr Trump nationally by 10 and 9 points respectively. In the crucial swing state of Pennsylvania, a survey from Franklin & Marshall now showed Mrs Clinton ahead by 11 points.

And in Michigan, a Detroit News poll had Mrs Clinton leading Mr Trump 41 per cent to 32 per cent, with 60 per cent of the state's voters saying they did not think the businessman was qualified to be president.

Mrs Clinton's ascent in the polls comes partially thanks to Mr Trump's own mis-steps which have dominated the news coverage, distracting from a rash of firings at the Democratic National Committee, which has been plagued by accusations of bias in the wake of an email leak, and from Mrs Clinton's own weaknesses as a candidate.

In the Fox News poll, for example, 70 per cent of respondents said they found Mr Trump's recent comments about the parents of a Muslim-American soldier killed in combat to be "out of bounds".

Yet the Clinton campaign also appears to have been able to break new ground with white men and women, as well as millennials, with polling showing her starting to improve among those demographics, and winning over more supporters of Bernie Sanders.

In Boulder, Colorado, a Sanders-friendly hippie outpost, Paul Martinez, 46, said most of his Sanders-loving friends had already come around to embracing Mrs Clinton as the nominee, while Mr Trump's seemingly never-ending stream of gaffes had made him more confident that he would lose.

"I hope he says something that ends him up in jail," he said gleefully.

Cathy Goodman, a 69-year-old child

therapist in Boulder and a relatively recent Clinton convert, said the Democratic convention had helped humanise Mrs Clinton for her in a way she hadn't expected. "I think she does have a heart and cares about people," she said.

Mr Trump, she said, reminded her of some of her preadolescent patients who struggle from severe emotional problems. "I could diagnose him," she deadpanned. "Narcissistic personality disorder."

For most of the past year, Mrs Clinton has been largely on the receiving end of the Sanders and Trump narratives, tweaking her own messages in response to them, rather than shaping the narrative herself.

In the wake of the convention, her campaign has found more footing, with Mrs Clinton occasionally calling the shots, not just dodging them.

This week, she toured working-class areas of Pennsylvania and Ohio, touting her jobs programme to white working-class voters, who remain one of her toughest demographics to crack, and seizing on some of the populist, anti-

If Trump wants to make America great again, he should start by making things in America'

trade messages that made Mr Sanders and Mr Trump so appealing.

At a high-school rally in Commerce City, a Denver suburb, Mrs Clinton told a crowd the story of her late father, a second world war veteran who spent his life making fabrics for drapes.

She compared him with the small businessmen who say they have been cheated by Mr Trump, and were not paid their bill in full.

"I cannot imagine what it would have been like for my dad who stood at that log table and took the silk screen and put paint into it and took a squeegee and put it across and then lifted it up and went down over and over . . . to have done his part to have fulfilled his contract and then be told we're not going to pay you," she said, prompting boos from the onlookers.

It was just one of the shots she fired at Mr Trump, bringing her audience to its feet. "We are having a good time in this campaign," she told them.



Hillary Clinton at a high-school rally in Commerce City, a Denver suburb

Investment scams

Beijing regulator warns groups not to misuse the word 'bank'

DON WEINLAND — HONG KONG

China's banking regulator has warned companies not to use the word "bank" in their names following a series of scandals and multibillion-dollar investment scams.

Several outfits posing as accredited financial institutions have been exposed by the regulator in the past year, among them a China Construction Bank operating out of a convenience store in a village in Shandong province.

An international trade union spotted a company whose name included the words "Goldman Sachs" operating in Shenzhen, bordering Hong Kong, last year.

The China Banking Regulatory Commission's Beijing office cautioned against use of the word "bank" — either in Chinese or in English — in titles and advertising and also warned against illegal capital raising.

Industrial and Commercial Bank of China, the country's largest bank by market capitalisation, has issued a similar warning concerning a company called Silver Valley Bank, which had advertised financial services in the country's capital.

Banks and other deposit-taking institutions in China need approval from the State Council to use the label "bank" or perform most banking services.

Misappropriation of the title touches a nerve with China's financial regulators, which worry about social unrest stemming from plundered investments.

Roger Ying, founder of Pandai, a peer-

to-peer lending platform in Beijing, said: "Bank is a very sensitive word as it implies government ownership. Banks are there to instil confidence in the people. Thus authorities do not want other financial services companies to be using the word 'bank' to raise funds illegitimately if they don't have a banking licence."

Investors have fallen victim to scandals in which online financial platforms have disappeared with billions of dollars, provoking angry protests on the streets. In February more than 20 people were arrested for their involvement in Ezubao, a "complete Ponzi scheme", that allegedly took more than Rmb50bn (\$7.6bn) from investors, China's biggest-ever case of financial fraud.

A month later, a court in southern China jailed 24 people for defrauding about 230,000 investors of nearly Rmb10bn in a similar scam.



OppenheimerFunds®

Emerging Voices

2016

FT / OppenheimerFunds Emerging Voices Awards

We are delighted to announce the shortlist for the FT / OppenheimerFunds Emerging Voices Awards, which recognise extraordinary artistic talent across more than 100 emerging market nations.



ART

- Noor Abuarafeh, Jordan
- Syowia Kyambi, Kenya
- Gareth Nyandoro, Zimbabwe



FICTION

- The Seventh Day by Yu Hua, Pantheon Books, China
- Man Tiger by Eka Kurniawan, Verso Books, Indonesia
- The Four Books by Yan Lianke, Chatto & Windus, China



FILM

- Collision by Clarissa Campolina, Brazil
- Olia by Tania Cattebeke, Paraguay
- Impressions of War by Camilo Restrepo, Colombia

Winners will be announced at a gala awards ceremony in New York on 26 September.

For more information please visit:
live.ft.com/emerging-voices

ARTS

Tale of a dog and its hounded owners

FILM

Nigel Andrews

**Wiener-Dog (15)**

Todd Solondz

★★★★★

Suicide Squad (15)

David Ayer

★★★★★

Up for Love (12A)

Laurent Tirard

★★★★★

The Carer (15)

János Edelényi

★★★★★

Bobby Sands: 66 Days (15)

Brendan J. Byrne

★★★★★

Sid and Nancy (18)

Alex Cox

★★★★★

Todd Solondz's latest movie is about a dog, but it's not exactly *Lassie Come Home*. Come to that, *Wiener-Dog* (opening in the UK next week) is not really about a dog either. How do you start to unscramble a new film from the caustic, cryptogrammatic creator of *Welcome to the Dollhouse*, *Happiness* and *Dark Horse*? With an unsentimentality you could slice with a knife – or whose cutting-edge bleakness might slice you – Solondz follows an ill-fated and ill-fating Dachshund bitch as she moves between four consecutive owners and stories.

The dog looks cutely at each of her masters or mistresses in turn, with that doggy quizzicality that can melt the heart. But a few "aahs" or "oohs" are all we're allowed, because her paw-print on the script diminishes tale by tale. The role of glistening-eyed mirror to the characters becomes, by osmosis or transference, ours – even though *Wiener-Dog* has at least one telling or traumatic misadventure per episode. (Hold your jaw from dropping to the floor when Debussy's "Clair de Lune" accompanies a long-drawn-out scene of digestive accident.)

A dog sops up tragedy and comedy without understanding either, and that's what Solondz is saying of humanity too. Life's pathos is that we don't get it; yet we battle on regardless. So the cancer-survivor kid with the bullying dad, the neo-hippy veterinarian trying to do good works (Greta Gerwig as Dawn Wiener, presumably the now-grown-up heroine of *Welcome to the Dollhouse*), the Hollywood screenwriter despairing of truth and artistic fulfilment (Danny DeVito as a *buffo* alter ego for Solondz)

and the bitter, poignant old lady (Ellen Burstyn, superb) visited by a sponging granddaughter: they may all be going to purgatory in a pushcart.

But the film's own bitter beauty is that the four characters, or character sets, are really one, and are really us. We're watching the ages of Every(wo)man. Life's miscarriages and miscalculations are sad, ghastly or sometimes hysterical; we know we can never go back to repair them. All we can offer is a Candide-like optimism, celebrated in a best-sense-hysterical "midlife" halfway through the film. In a high-volume, high-colour hymn to *Wiener-Dog*, our Citizen Canine struts across the composited landscapes of a folkloric America amid ad banners announcing a mid-movie intermission that never, of course, comes. It's very funny. It's a gift from Solondz in Christmas mood to an audience knowing that what has gone before and will come after in this film is a screen Halloween hounded by grimmest humour.

Another day; another comic-



book pandemonium. There must be an audience for *Suicide Squad*. They're probably converging on theatres right now. Comix-frazzled eyes; an OCD obsession with DC (will the film get everything in the ur-texts correct?); a joyful anticipation of two hours' Armageddon with wackily wardrobed stars – Will Smith, Margot Robbie, Jared Leto – speaking naff or po-mo dialogue.

A badass Dirty Dozen is sprung from a cartoon-world jail to fight evil forces led by, don't laugh, supermodel Cara Delevingne. Robbie and Leto are the only actors worth watching. He does Heath Ledger's Joker with extra Method: scarily intense, supererogatorily crackers. She finds what carnival wit she can in Harley Quinn (get it?), licking the acidity from the archness in the dialogue of her circus-dressed overgrown moppet. Responding to an evil demon's *basso profundo* threat to the group, "Vex me and you die," our killer Lolita puts up a reasoned

hand to say: "I am known to be quite vexing. I thought I should forewarn you." It gave me a laugh. And it's her character that gets the film's last laugh.

What happened to French star Jean Dujardin? Yesterday's hero with the Oscar-winning *The Artist*, he is back in near-literally diminished form – four foot five, courtesy of special effects – in *Up for Love*. A Gallic romcom about a beautiful girl (Virginie Efira) falling for a short chap, it battles heroically, if not hilariously, to confer PC special status on lovers experiencing height mismatch. You like its goodness of heart; you grin warmly once or twice; you never feel wholly comfortable with Dujardin's CGI midgery.

People who throw parties they can't afford deserve a hug. At least they tried. You feel this touched affection for *The Carer*, a British comedy drama. After rubbing two pennies together for a cast including a Cox (Brian), a Fox (Emilia) and a Chancellor (Anna), it blows its reserve on a late guest appearance by

Bitter beauty:
Greta Gerwig
in 'Wiener-Dog'.
Below left:
Margot Robbie
in 'Suicide
Squad'

Sir . . . no, mustn't spoil the party. Basically everyone converges on a London theatre for the grand luvvie finale; and before that it's a May-December romance between Cox the elderly actor knight and his young Hungarian carer. She is played with deft diffidence by newcomer Coco König.

It is 35 years since he starved himself to death in a Northern Ireland jail. **Bobby Sands: 66 Days** – that's the time it took him – is a chastening film about the man, the time, the Troubles. Documentarist Brendan J. Byrne argues that the failure of Sands and his fellow hunger-strikers to move Margaret Thatcher during their lives became their success, after their deaths, in moving that imponderable glacier called the peace process. Their martyred teamwork may well have begun the thaw. The film quotes, powerfully, an earlier Irish hunger striker who claimed that those who suffer the most, not those who inflict the most suffering, gain the final victory. Maybe. Or at least we could say if only.

Alex Cox's **Sid and Nancy** (1986) is worth the 30th birthday revival. Restoration by its cinematographer Roger Deakins has buffed it to a gleam. Cox makes no apologies for Sid Vicious or his music, ranging between the tremendous and the terrible, nor his hell-raising antics which ended in the death of his American girlfriend Nancy Spungen.

For *Sid and Nancy* it's easy to read Sikes and Nancy. With Gary Oldman's Vicious a serio-pantomime marvel, the movie is in the best sense Dickensian. Cox's punk Britain (and in some scenes New York) is as drenched in bleak farce and arrested development as *Oliver Twist*. Every character is booked through to hell or purgatory. But we gasp at the inventiveness, ferocity and cuckoo anarchy – Sid's "My Way", in Oldman's rendition, re-manifesting itself as a cod-pop masterpiece – with which these rockers prepared their route to destruction or damnation.

WEEKEND ARTS

Ingrid Bergman
As a new documentary, 'Ingrid Bergman: In Her Own Words' tells her story, film historian David Thomson reflects on a star who was both revered and reviled during her lifetime. In Life & Arts tomorrow.
ft.com/arts



Chekhov's genius celebrated in triplicate

THEATRE

Young Chekhov

National Theatre (Olivier), London

★★★★★

Sarah Hemming

"I don't want to be happy – I want to be with you!" It's a line from *Platonov*, Chekhov's earliest large-scale drama and one that demonstrates the writer's genius for nailing the absurdity of human beings – in love, in debt, in despair. One of the great pleasures of *Young Chekhov* (transferred from Chichester Festival Theatre) is in watching this talent unfold, expand and shift over three plays: *Platonov*, *Ivanov* and *The Seagull*.

Translated with wit and freshness by David Hare, and superbly staged by Jonathan Kent on Tom Pye's simple, evocative set, the three emerge here like a piece of music: similar themes in different movements. *Platonov* is rough, warm and painfully funny; *Ivanov* darker; *The Seagull* bittersweet and haunting.

And while there is delight in ticking off the recurring features – the vodka, the heat, the ingénue, the sardonic doctor, the embittered schoolteacher, the gunshot – there's little sign of crumpled cream linen and melancholic ennui here. These characters are vibrantly alive – sometimes grubby or over-



Anna Chancellor in 'The Seagull'

dressed – and often comically or bitterly self-aware. They sometimes step out of the action and talk to us. And their creator, though funny and sympathetic, is also angry: at the waste, self-absorption and corruption.

At the heart of each play is an act of causal destruction. In *Platonov* it comes at the hands of the titular character, the local lothario who loathes himself for seducing women – but not enough to stop. He's outstandingly played by James McArdle, who oozes roguish charm and cheek, but also a tragic

degree of self-knowledge, and is beautifully complemented by Nina Sosanya as one of his conquests. Unstaged in Chekhov's lifetime, it's a bit rough and sprawling, but has great energy and a real edge of comic despair.

In *Ivanov* the key is minor. Geoffrey Streatfeild plays landowner who is sinking into depression, disgusted by his loss of love for his wife (Sosanya) and his attraction to a neighbour (Olivia Vinall, who plays all three young love interests with subtle differences). Everything feels sharper and darker here – the comedy more acid, the doctor viciously "honest" (McArdle, coolly cruel), the money troubles to the fore.

And yet in a sense the destruction is worst in *The Seagull*, unthinkingly perpetrated by self-absorbed artists – actress Arkadina (Anna Chancellor) and writer Trigorin (Streatfeild) – who trample over their younger counterparts' dreams. Kent's staging is witty and delicately modulated, the characters balanced between ridiculousness and aching sadness. Joshua James brings out the youthful contempt of the would-be avant-garde playwright, but also his struggle to create something of meaning.

Emma Ryott's costumes subtly evolve, ending in the early 20th century, and, a few longueurs aside, this fine ensemble demonstrate one of the world's greatest dramatists finding his voice.

To October 8, nationaltheatre.org.uk

Discover Hidden Rio

This Saturday, look out for the FT Weekend Hidden Cities guide of Rio de Janeiro. Created in partnership with Google, it lets you explore the best-kept secrets of the city through the eyes of FT journalists and local tastemakers.

Using Google Maps, the guide pinpoints all the recommended places to drink, dine, shop and explore to help you make the most of your time there. The hub also includes a 360° exploration of life in the favelas, brought to life through Google Cardboard.

Discover hidden Rio inside FT Weekend and online this Saturday 6 August.

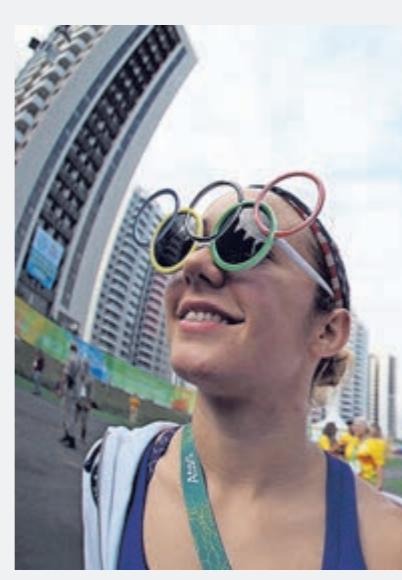
FT Weekend
Experience a different world

TODAY'S TELEVISION & RADIO

TELEVISION

Olympics 2016: Countdown to Rio(BBC1 8.30pm) and the **Opening Ceremony** (BBC1 11.40pm)provide the main event. On such a night, is it appropriate to show **Munich '72 and Beyond** (PBS America 9pm)? The atrocity in this vividly recounted documentary must be remembered . . .

Memory, mundane and everyday, along past experience "of which we're not aware", comes into an unusually articulate **Artsnight** (BBC2 11pm). The excellent author Meg Rosoff discusses the subconscious and creativity with a fastidiously picked selection of artists, including actors, a Royal Ballet dancer, a cellist, a novelist, a neuroscientist and psychotherapist Susie Orbach. Dancer Edward Watson speaks of a force "a little bit beyond your control even



Olympic spirit: BBC1 covers the countdown and opening ceremony

though you're controlling it" and writer Eimear McBride describes "the step between" conscious and unconscious, impossible to verbalise. It leaves you with plenty to think about.

RADIO

In A Most Ingenious Paradox: Loving G&S to Death? (Radio 3 9.30pm), conductor Martin Handley assesses

Gilbert and Sullivan's place in Victorian theatre (almost revolutionary) and music (equal to Offenbach, superior to Strauss, though often sneered at by their own compatriots). Pros and antis contribute; the pros include Mike Leigh and Jonathan Miller, who seems to think he's the first man since 1885 to realise that *The Mikado* is actually a satire on British institutions. Get away!

Martin Hoyle

FT BIG READ. US ECONOMY

Despite the headline-grabbing tales of Silicon Valley unicorns, new business formation in the US is waning. Can the country that spawned Henry Ford and Steve Jobs get its capitalist mojo back?

By Sam Fleming

Decline of the start-up nation

In the desert city of Tucson, Arizona, local entrepreneurs have gathered in the Pueblo Vida bar for a crash course in failure.

The standing-room-only evening in the sweltering downtown area is called F*ckUp Night. Business owners freely recount their own mishaps, including one whose attempt to make money turning restaurant grease into biodiesel fuel never got off the ground.

Readiness to fail is essential to entrepreneurship and more aspiring businesses need to recognise it, shouts Felipe Garcia, who imported the format from Mexico City, over the noise of the crowded bar. "They are afraid of failing," he says. "No one wants to say 'Hey, I messed up.'"

Glugging beer brewed on site, the entrepreneurs share ideas about products ranging from eco-friendly dinner plates and unmanned aerial vehicles to technology that cools car seats.

Yet the bustling entrepreneurialism evident in this corner of Tucson, a cactus-strewn metropolitan area 60 miles from the Mexican border, has become harder to find in many parts of the US.

While major cities including San Francisco, Boston and New York are flourishing, a host of indicators suggest large tracts of America have lost some of the entrepreneurial verve that made the country the biggest economic success story of the past century.

A quarter of all workers require a licence to do their jobs, which is a drag on state-to-state mobility



A TechCrunch summit in New York, which hosted a contest for best start-up. Data show that start-ups tend to be clustered in a few US cities — Bloomberg

Early learning Universities urged to foster entrepreneurs

Universities need to focus less on "cranking out managers" and devote more effort to fostering entrepreneurship says Michael Crow, president of Arizona State University. The institution has been prodding its students into starting their own companies by integrating entrepreneurship into its curriculum.

The need seems clear. Around a quarter of new entrepreneurs are aged 20-34, according to the Kauffman Foundation, down from 34 per cent in the mid-1990s. That slower start-up activity comes despite an explosion in the number of entrepreneurship classes and diplomas on offer at colleges and universities, with courses growing approximately 20-fold between 1985 and 2008.

In a bid to boost business start-ups, a growing number of universities are taking things into their own hands — providing funding to promising

students, on top of academic instruction. ASU, for instance, has an initiative to provide seed funding of up to \$20,000, plus office space and mentoring.

The competition for funds is intense says Patrick McFarland, an engineering student and head of Korwave, which is developing a wearable piece of kit that detects and reports medical seizures.

On a bigger scale, the University of California recently started a \$250m venture capital fund to invest in companies with ties to its institutions and laboratories. The University of North Carolina at Chapel Hill has started a fund to channel up to \$10m into companies commercialising technology developed at the university.

Chris Camacho, chief executive of the Greater Phoenix Economic Council, says his city's experience shows how much the presence of a strong university can mean for a region's entrepreneurial growth. "I see a growing divide between those markets and everyone else," he says.

In three-quarters of US sectors, the 50 biggest companies boosted their revenue share between 1997 and 2007, according to research by Jason Furman, chairman of President Barack Obama's Council of Economic Advisers, and Peter Orszag, an economist and banker. Industries from retail and finance to transportation became increasingly concentrated.

"Without question there is less fluidity in the US economy, whether it comes to workers moving between jobs or firms entering and exiting," says Mr Furman. Weaker business formation "is an important focus of attention and something we need to take seriously. Unfortunately academics and experts don't fully understand what is happening."

The suggestion that the US has a problem in the entrepreneurship department has come as a jolt for a country that prides itself in the red-blooded capitalist spirit that spawned the likes of Henry Ford, Ray Kroc and Steve Jobs.

That exceptionalism was at the heart of Hillary Clinton's attempt to paint an optimistic picture of a dynamic America in her acceptance speech at the Democratic party's convention last week.

Drawing a contrast with the bleak

image of American decline painted by her opponent Donald Trump a week earlier, the former secretary of state lauded the country's entrepreneurs as the world's most innovative. "We have the most dynamic and diverse people in the world," she told the convention.

Stifled competition?

By many measures Mrs Clinton is right. Indexes that show the ease of doing business and global entrepreneurship put the US at or near the top of the rankings. In world-beating, technology-rich areas such as San Francisco and Silicon Valley, business is booming and effervescent activity can be found in plenty of other niches.

Andrew Geffken, an energy consultant turned entrepreneur, points to his sector, craft brewing, as evidence of frenzied growth with new breweries and distilleries popping up across the country. He quit a steady job to help start a Baltimore-based fermenter of mead targeted at millennials called Charm City Meadworks that is on track to double its revenue this year to \$850,000. "It is a good time to be an entrepreneur, at least in my segment," he says.

While there has been a long-term decline nationwide in the share of businesses that are start-ups, analysis from the OECD finds similar trends in its other member countries, suggesting the US is by no means uniquely challenged.

Nevertheless, concern about subdued capitalist mojo and ageing businesses is circulating at the highest level of policy-making, triggering congressional hearings and worried commentary from the Federal Reserve and International Monetary Fund.

The stakes are particularly high because of America's miserable productivity performance in recent years, as well as the poor income growth and rising inequality that has hung over the presidential race. Newer companies tend to be more innovative than established ones, and the IMF warned in a recent report that the lack of start-ups is eating into US productivity.

At the same time, the power of established companies may be stifling some of the opportunities for new entrants, while workers at companies generating outsized earnings may be reluctant to jump ship to new companies. In an acknowledgment of the concentration problem, President Obama in April issued an executive order telling government agencies to take steps to promote competition in the country.

"Most of the net new jobs in the US are created by young businesses, and new firms are responsible for a lot of the innovation and wealth creation in the economy," said Arnobio Morelix, a senior analyst at the Kauffman Foundation. "It is worrying that we are seeing a long-term decline in new business formation."

The question is why this is happening — and it is here that consensus quickly breaks down. Some analysts have suggested there is a particular problem with millennials, who perhaps as a result of record-high levels of student debt or a paucity of home equity with which to leverage loans, are starting businesses at a lower rate.

But the problem with blaming it on a particular generation is that the trend of declining start-up activity has been under way since the 1970s. Indeed, the most recent two years of Kauffman data have shown a pickup in entrepreneurial activity among 20-34 year olds, even if the share of new entrepreneurs in that age group is below levels in the 1990s.

Other research focuses on burdensome regulation and problems with access to capital as key barriers to a bigger resurgence in business growth.

A quarter of workers require a licence to do their jobs, with the share of workers licensed at a state level up fivefold since the 1950s. This explosion of paperwork, which affects professions ranging from manicurists to interior designers, is dragging on job switching, state-to-state mobility and employment opportunities, prompting calls for reform by the White House and some lawmakers.

What's more, small companies do not have the resources that big incumbent companies enjoy when it comes to navigating America's thicket of local, state and federal regulations, which may be making it harder for start-ups. Steve Glickman of the EIG points out that new companies also lack the lobbying budgets and power to affect regulation.

A paucity of capital, driven in part by tougher post-crisis lending standards and financial regulation, is making matters worse, says Patrick McHenry, the Republican vice-chairman of the House

Financial Services Committee and a North Carolina congressman. In July he won bipartisan support for two bills aiming to smooth access to capital for smaller companies. The bills will now go to the Senate. "We have capital deserts in this country in places where there are plenty of new ideas," he says, pointing out that nearly four-fifths of venture capital goes to just three states: New York, Massachusetts and California. "What we have got to do is spread those economic opportunities more broadly across the 50 states."

Complaints about the difficulty of accessing venture capital are heard frequently in Tucson, which like large tracts of America are off the beaten track for the big players. Manny Teran, president of a Tucson technology-development company called Aztera whose products include a machine that turns hospital patients over in bed, says access to capital is a problem in his region. "They are flying right over," he says of VC bosses. "They are not stopping here."

Jump off the cliff?

Pima County, where Tucson is located, saw a 1.9 per cent decline in the number of new business establishments from 2010-14, according to data compiled by EIG. That differs from the rebounds following the 1990s and 2000 recessions, when it saw business establishment growth of more than 10 per cent.

By contrast, Maricopa County, home to the much larger Phoenix, only an hour and a half's drive north of Tucson, saw 3.5 per cent establishment growth during the current recovery.

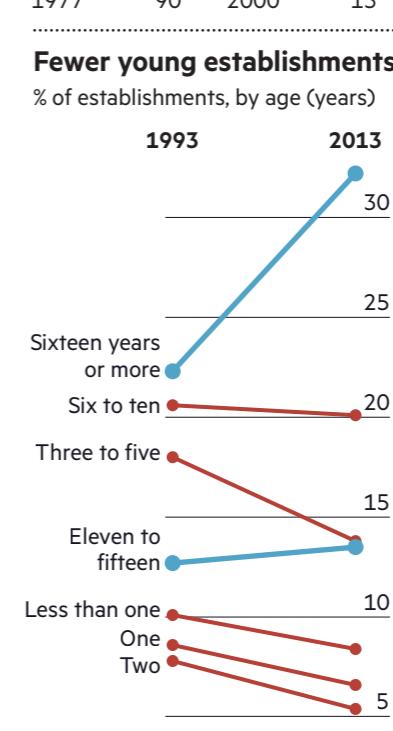
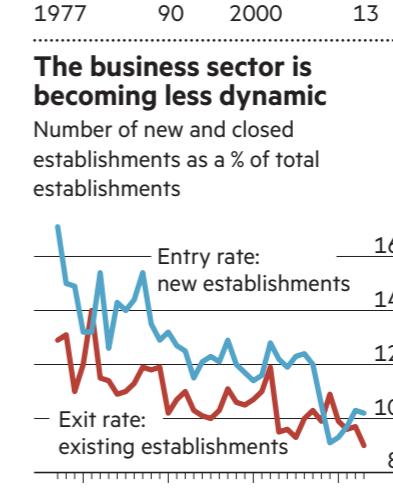
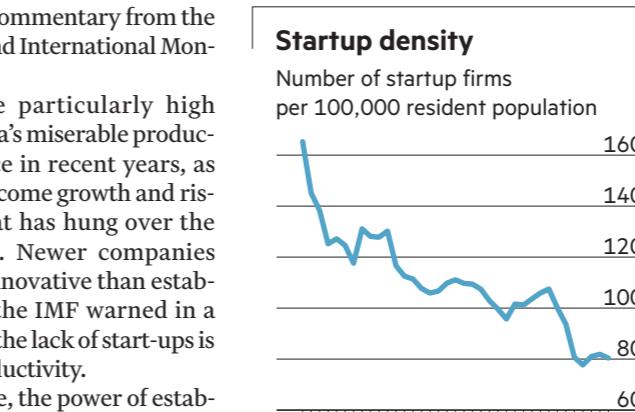
Some entrepreneurs argue that Tucson lacks the critical mass to provide the base for large numbers of entrepreneurs. Vivek Kopparthi, the Phoenix-based chief executive of NeoLight, a young company making equipment for treating jaundice in infants, says start-up founders like him want to be in big, highly connected cities such as the Arizona capital. "This [Phoenix] is where everything is happening. People come from Tucson to Phoenix, not from Phoenix to Tucson," he says.

Yet Tucson's advocates say it has the raw materials to become a bigger business hub. Programmes run by Startup Tucson, which seeks to bolster local enterprise, are heavily oversubscribed, with 40 companies applying for one incubator course with 18 places.

Among the attendees at a recent session was Brian Herrera, a 23-year-old former University of Arizona student, who stood up to practise making a pitch for his virtual reality company, Vidi VR.

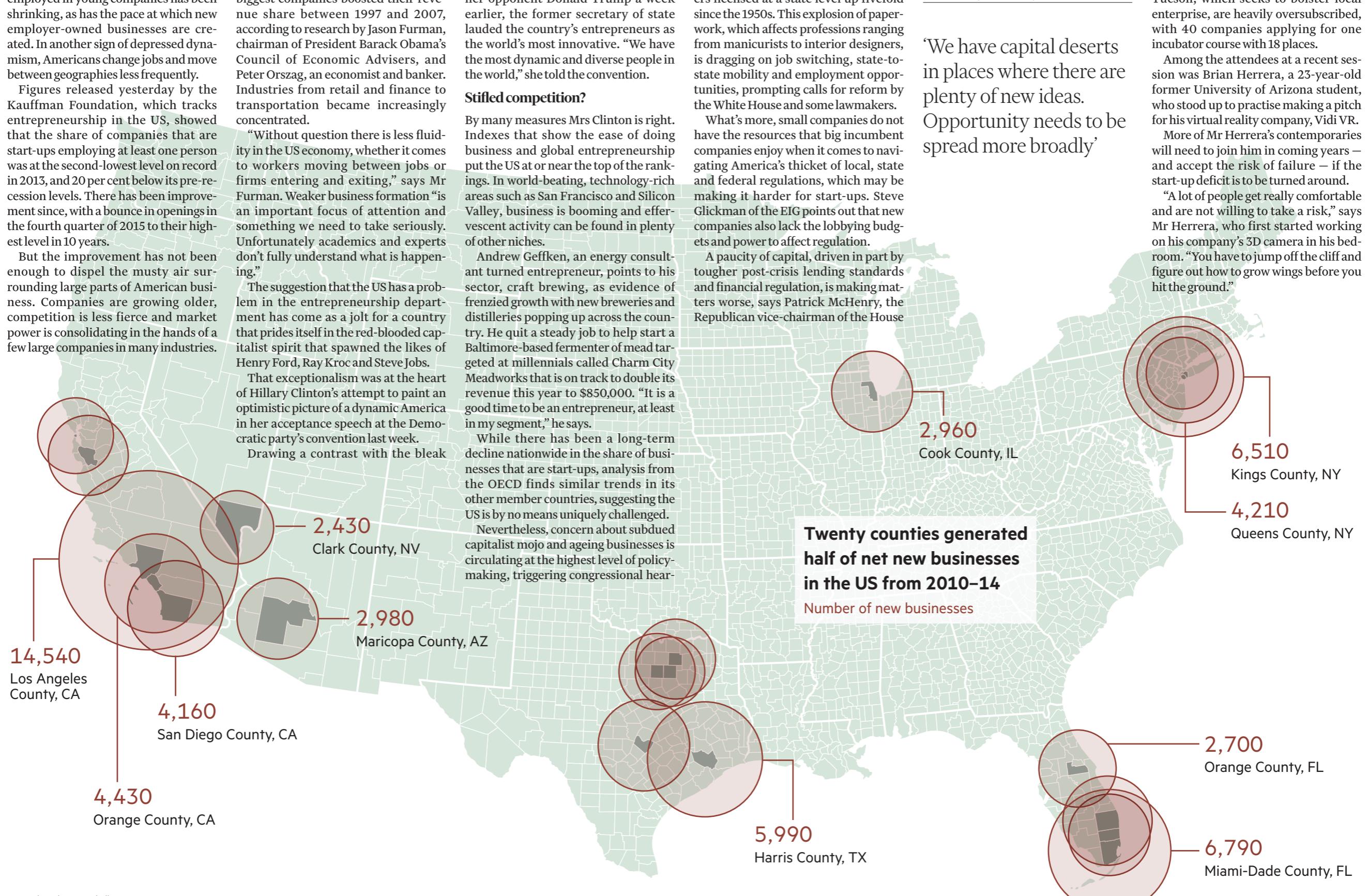
More of Mr Herrera's contemporaries will need to join him in coming years — and accept the risk of failure — if the start-up deficit is to be turned around.

"A lot of people get really comfortable and are not willing to take a risk," says Mr Herrera, who first started working on his company's 3D camera in his bedroom. "You have to jump off the cliff and figure out how to grow wings before you hit the ground."



Sources: Kauffman Foundation; OECD; Business Dynamics Survey; Census Bureau

We have capital deserts in places where there are plenty of new ideas.
Opportunity needs to be spread more broadly'





FINANCIAL TIMES

'Without fear and without favour'

FRIDAY 5 AUGUST 2016

The BoE has delivered: now for a fiscal response

Monetary stimulus can only cushion the adjustment to a new reality

Mark Carney had a lot of doubts to dispel as he announced a monetary stimulus to offset the shock of the UK's vote for Brexit. Many Remain voters fear the economy is now doomed to years of uncertainty. Leave supporters have accused the Bank of England governor – who warned of the economic consequences of leaving the EU – of talking the country into a downturn. Banks say that near-zero interest rates will ravage their business. Besides these partisan views, there is a widespread concern that, after years of extraordinary measures, policymakers have little remaining firepower.

Mr Carney has done his best to answer the sceptics. The BoE has cut rates to 0.25 per cent as expected. It has also gone much further. It has created a new funding facility to make sure that banks pass the cut on to borrowers; it will resume quantitative easing, buying a further £60bn of gilts; and it will include corporate bonds in its asset purchases for the first time.

Although some policymakers opposed this two-pronged expansion of QE – pointing to a lack of hard data to show the trend in activity since the referendum – the decision to ease using readily available tools is correct.

Even after factoring in the effects of this sweeping stimulus, the BoE's new forecasts, the biggest downgrade to its outlook in 20 years, are grim. In the short term it expects higher unemployment, falls in house prices and household incomes, and a spike in inflation. It believes growth will stall in the second half of this year and be a cumulative 2.5 percentage points lower by 2019 than its May forecasts suggested. Yet the central forecast is for the UK to avoid an outright recession. As Ben Broadbent, deputy governor, underlines, this is an optimistic interpretation of the best data yet available.

If the BoE's projections prove cor-

rect, it is highly likely that further stimulus will be needed. Mr Carney was resolutely upbeat in his assurances that the BoE could go further on all fronts. But it is becoming much more difficult to make monetary stimulus stick. Policymakers will probably cut interest rates again before the end of the year, to just above zero, but Mr Carney opposes negative rates. The BoE can expand QE, but gilt yields are already at record lows, and corporate bond buying is an innovation that will take time to put into effect. As for helicopter money, Mr Carney said he could not conceive of a situation that would merit such "flights of fancy" in the UK.

More to the point, while the BoE can offset a shock to confidence and smooth the UK's adjustment to a "new reality", as Mr Carney terms it, there is little it can do to alter that reality. Brexit represents a huge supply-side shock that will suppress investment for years. The UK's long-term prosperity will depend on the evolution of its trading relations and on its ability to improve on dismal productivity.

So while the BoE's burst of monetary stimulus may have bought politicians time, the onus is now on government to deliver a well-targeted fiscal boost, while it decides on the form that Brexit should take and begins negotiations.

Mr Carney put considerable emphasis on the months of contingency planning and analysis that underpinned the BoE's response to the referendum. Now the central bank has done all that can reasonably be expected of it to lessen the risks of recession.

So far, the government's response has been singularly wanting in any such preparations. It is to be hoped that by the time of the autumn statement, when the chancellor updates his spending plans, he will be in a position to set out a fiscal stimulus of similar ambition.

Police are dishonestly targeted as the bad guys

Sir, The tragedy of Carol Anderson's article "America is more racially divided than it has been in decades" (August 3) is that it is a perfect example of why race relations in America have gotten worse and it gives your readers a distorted view of reality.

While I did not vote for Barack Obama because of his lack of executive experience and his extreme liberal views (in my opinion), when he was elected I hoped that the election of the first black president would dramatically improve race relations. Sadly, a majority of Americans say race relations have gotten worse under President Obama. Instead of attacking the root cause of black violence, which

is the fact that 73 per cent of black children are raised without a father; President Obama, Democrats and the media have dishonestly targeted the police as the bad guys. A new study by black Harvard University professor Roland G Fryer proved with hard data regarding 1,000 police shootings that there is statistically "zero" racial bias in police shootings. Based on the negative view of the police portrayed by the media and Obama administration, Professor Fryer said this about his study: "It is the most surprising result of my career."

Since the beginning of this year up until July 15, a total of 2009 people had been shot in Chicago. Of those, more

than 85 per cent were black and 85 per cent of those blacks were shot by fellow blacks. Only nine people, or 0.4 per cent of the total, were shot by the police, and in most cases those people were carrying a weapon, resisting arrest or attacking the police. What dominated the news in the media? The 0.4 per cent of people shot by the police!

A majority of Americans believe that race relations have indeed gotten worse in America under President Obama. He and the media carry a heavy percentage of the blame for that decline.

Randy Rossi
Grayslake, IL, US

Crime-fighting policies were not put in place to crush black Americans

Sir, Professor Carol Anderson, in "America is more racially divided than it has been in decades" (August 3), constructs a laundry list of what she sees as unjust and discriminatory state and police policies that single out, kill, imprison and limit opportunities for African-American citizens in the US. She seems to believe that things such as "broken windows policing", voter ID laws and other crime-fighting measures are mainly subterfuges for limiting and crushing opportunities for black participation in American life. While injustices are unfortunately a part of life in any system and cannot be supported, more current statistical analysis appears to show that white citizens are killed by the police at a higher rate per capita than black citizens, and that broken windows policing, despite some abuses, has helped to lower crime rates overall.

As a life-long New Yorker who remembers the city before and after the interventions of Rudolph Giuliani, I can say that there is really no comparison with the sense of safety overall that had come about in part because of his efforts. We are seeing catastrophic increases in violent crime in cities like Chicago, some would say because of a decrease in aggressive policing, despite Prof Anderson's protestations that aggressive policing only inflames the communities in which it occurs.

Will the country really be a better place if we just allow "anything goes"?

Saul D Raw
Brooklyn, NY, US

Some jostling is going on across the channel, too

Sir, The question of who is in charge in negotiating Brexit is an intriguing one ("The three Brexiteers jostle for prime position ahead of battle with Brussels", August 3). As the FT has noted elsewhere, an equivalent question is being asked (and contested) across the channel: is the European Commission in pole negotiating position, as its president Jean-Claude Juncker wishes – or the member states, the Council and its president Donald Tusk?

It's not difficult to see the answer. In bilateral relations between the member states – the arena in which the possibilities of creativity are greatest, partly because the UK is not alone in having problems with the current EU

set-up – prime ministers are the focus and to a lesser extent foreign ministers, including Boris Johnson. Expect the yet-to-be nominated UK sherpa to work closely with Downing Street, whatever the formal reporting line.

In parallel, and somewhat less constructively, Michel Barnier can represent the commission's traditionally rigid position to his designated opposite number, Brexit secretary David Davis. However, these two will eventually have to fall in line with whatever order heads of state and the Council can construct. That's why Mr Davis does not need that many civil servants, at least not at this stage of the game; if things work out then he will get his troops.

Meanwhile, international trade secretary Liam Fox can range all over the world.

Nicholas Dorn
Institute of Advanced Legal Studies,
University of London, UK

Revolving doors work in both directions

Sir, The Financial Times has expressed concern that former regulators have gone over to the side of those they used to regulate ("The case for tough rules on 'revolving door' jobs", editorial, and "Lord King's Citi role highlights need to police revolving door", Inside Business, Patrick Jenkins, August 2). Others have gone even further in their criticism. French president François Hollande has called it "morally unacceptable" that former European Commission president José Manuel Barroso has taken a role as adviser to investment bank Goldman Sachs.

In your editorial you mention a number of cases where former central bankers have joined the private financial sector. The phenomenon has been around much longer in the US where, moreover, the revolving door works both ways. Robert Rubin went straight from being co-chairman of Goldman Sachs to Treasury secretary and then back to chairman and director at Citigroup. Hank Paulson was chief executive and chairman at Goldman Sachs before becoming Treasury secretary. Paulson's successor, Tim Geithner, became president of private equity firm Warburg Pincus after his term ended.

To this could be added that the boards of directors of the 12 regional Federal Reserve banks contain a number of senior bankers. The CEO of Lehman Brothers, Dick Fuld, was one example, Jamie Dimon of JPMorgan Chase another. Steve Friedman was



'Project Fear isn't a project any more'

simultaneously chairman of the board of the Federal Reserve Bank of New York and a member of the board of Goldman Sachs when the latter applied to the former to change status to bank holding company.

Of course we need rules to supervise the potential conflict of interest. Of course it is necessary with a cooling-off period of, say, one year in going from the public to the private sector. But we should rather encourage than criticise a phenomenon that adds necessary competence to both parties. I have great difficulty in seeing how someone can become a supervisor or regulator without having done a stint in banking first. Both the present head of the Bank of Sweden (who is also chairman of the Basel Group on Banking Supervision) and his predecessor previously worked in high-level positions in Svenska Handelsbanken. Nor should the private sector be deprived of the enormous competence that people like Lord King can contribute to Citi. We need more revolving doors, not fewer.

John Lybeck
Lézignan-Corbières, France

Those with right to vote are not disenfranchised

Sir, Reader Mark Eisener (Letters, August 4), like many of your own journalists, describes supporters of Brexit and Donald Trump as disenfranchised, referring to them as "disenfranchised voters". Enough! They may be disillusioned, dissatisfied, disappointed – even dispossessed – but if they have the vote, whether or not they use it, they are not disenfranchised.

David P Leader
Glasgow, UK

Hygiene standards slip at HMRC

Sir, Sarah O'Connor's article "The striking effects of Britain's pay rise" (August 3) intrigued me. Over a decade ago I was involved in preparing a large IT company's bid for the contract to support HM Revenue & Customs' IT function. HMRC's invitation to tender included several hundred documents, in some cases defining service standards in a very detailed way. As HMRC was spending our money, one would expect this attention to detail.

No doubt, HMRC applies the same standards to its property management contracts. Cleaning offices and toilets to a required standard is, however, a more easily defined task than prompt and effective software maintenance and enhancement. Specifically, there is a minimum number of hours that can be estimated for cleaning a given number of toilets to an acceptable standard of hygiene. As contractors compete keenly on price I suspect that no more than this minimum number of hours was included in the successful contractor's bid. Yet if, as Ms O'Connor's article states, the number of hours worked by cleaners has been cut, then the acceptable standard of hygiene cannot be reached. So perhaps the headline to her report should have been "Health warning to HMRC visitors and staff"?

Peter McLoughlin

London N2, UK

Mid-sized cities ready to take up their strategic role

Sir, Regarding your report "Industrial strategy casts doubt over 'northern powerhouse'" (August 3): I welcome Theresa May's intention to create a "nationwide agenda" for boosting productivity outside the south-east rather than focusing on select areas. It is not just my own northern England that has not seen sufficient investment, but cities along the south coast, in the Midlands and in East Anglia which have been bypassed by too much Whitehall policy.

Mid-sized cities that we represent have shown that we can be powerful engines of economic growth and innovation, alongside our colleagues in Manchester, Liverpool and other larger metropolitan areas. A full-throated, national industrial strategy is three decades overdue, and we urge ministers to move forward quickly and boldly to establish and implement a real programme to deliver prosperity and opportunity to all corners of the country. We will support them fully in this endeavour.

Paul Watson

Leader, Sunderland City Council
Chair, Key Cities Group, UK

All good fun and nothing to do with social values

Sir, I was disappointed by Ian Shuttleworth's unenthusiastic review of *Half a Sixpence* at the Chichester Festival Theatre (July 28). I took a party of 25 to see the show (age range 17 to just 70) and all felt that it was excellent. The show's appeal is not "a matter of personal social outlook" – it is simply good entertainment, the enjoyment of which does not mean an endorsement of Edwardian social values.

Harriet Sergeant

Partner,
Sheen Stickland Chartered Accountants,
Chichester, West Sussex, UK

"Companies can't have it both ways," one cycle courier union representative said. "There is extreme monitoring but no employment rights. It's hypocritical." It is easy for those on the company payroll to make fun of human resources teams, but a working life without them often means discrimination and stress.

It can be hard to convince people to talk about their work – they worry about losing their jobs – yet when you do it can be a delight. Conducting hundreds of interviews in researching these articles, I have been constantly surprised by the entrepreneurial spirit of ordinary people. It might be ethically dodgy, such as the man who writes Wikipedia entries for pay, doubling down on his efforts every time he is blocked from the site. It might be outrageous, like the New York play date consultants who coach three and four-year-olds to share toys.

It is, however, impressive to see people care careers from niches, like the sports car enthusiast who ditched his accountancy degree (much to his mum's disappointment) and became a valet for supercars. Or the graffiti artist who turned teen vandalism into a business, selling to corporates hoping to buy some street cool.

So despite the air of uncertainty since the UK's vote to leave the EU, I take comfort from the fact that, somewhere, someone will have spotted a gap in the Brexit market for a money-spinning opportunity.

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The changing world of work challenges us all

Notebook
by Emma Jacobs



Recently I went to a new bar in Wapping, east London. What was striking was not its cocktail list but its name: Trade Union.

It was a curious choice for a bar so close to the site of the ferocious dispute 30 years ago between newspaper workers and their employer, then called News International – and then, as now, owned by Rupert Murdoch. The strike was sparked by the media titan's decision to move The Times, The Sunday Times, The Sun and The News of the World to former docklands a few miles down the river from their old home in Fleet Street, to enfeeble the unions, and to impose flexible working and new technology.

When I visited, Trade Union was buzzing with office workers, encouraged no doubt by the three-hour happy hour, kale Caesar salad and Cornish crab: a vision of metropolitan affluence, a world away from industrial strife. The woman who had set up the bar's social media account told me she had received hostile tweets saying the name was disrespectful. She had never heard of the print dispute and had taken to Wikipedia to read about it. It took place five years before she was born.

It was a reminder of just how much the world of work has changed in a few decades. Almost five years ago I started writing Working Lives, a weekly feature for the Financial Times chronicling changes in work, the creation of new types of job and the death of others, as well as trends in

office life. In other words, putting faces to employment data.

The first story was about Nolan North, a Hollywood actor who has made his career out of video games. Last week's was the final piece in this format, although the series will continue with podcasts and long-form stories. By coincidence the final feature, too, was about video games: this time featuring a presenter of electronic sports (esports) – competitions between professional video gamers.

Typically I ask people doing such jobs what their parents make of their career. They report pride but also bewilderment. Parents cannot comprehend these new industries, let alone that their offspring have fashioned a career out of them.

While technology has produced opportunities, it has also intensified precariousness. On-demand services require on-demand labour. One woman, who refused to be identified as she felt embarrassed by her piecemeal work waiting at clients' homes for their online deliveries, said: "It is a strange job. A new type of working situation."

The financial challenges of precarious work for those on low incomes are well documented. Yet even for the well paid there are repercussions. Uncertainty and isolation trigger anxiety, as employers relinquish their duty of care and offload risk on to workers. At the same time, technology is deployed to track employees' every move.

South Africa's closely fought local elections are good for democracy

South Africans voted this week in a watershed election. The African National Congress is heading for its worst result since it came to power in 1994. With about three-quarters of the votes counted in the local elections, the ANC looks likely to lose Port Elizabeth, a historical stronghold, to the opposition Democratic Alliance. Even Pretoria, the capital, and Johannesburg, the country's urban powerhouse, hang in the balance. Nationally, it seems certain that the ruling party will drop below 60 per cent for the first time in its electoral history.

South Africa has reason to celebrate this vote. It is time for the ANC to loosen its monopoly on power. The fact that there is room in the political arena for competing ideas over dealing with the country's numerous problems can only be positive for the future.

South Africans remain politically engaged. However disappointed voters may be in their political leaders, they have not given up on the idea of politics as an agent of change. Most black South Africans still see their right to vote, denied for decades under apartheid, as precious and significant.

Similarly, the country's institutions are, more or less, holding steady. Though there has been some concern about the ANC beginning to erode the independence of organisations as diverse as the prosecution service and the state broadcaster, South Africa's institutional capacity to hold a free, fair and largely peaceful election is very much in tact.

The DA must also prove it is as good an administrator as it claims. If it ends up in charge of Port Elizabeth it should run an impeccably clean administration that can deliver the services it promises. That would give the electorate a meaningful choice in the 2019 general election, as well as forcing the ANC to raise its game.

Comment

Only the government can ensure women get on to boards

BUSINESS

Sarah Gordon



Kevin Roberts got it wrong. The chairman of advertising agency Saatchi & Saatchi was forced to resign this week after he suggested, among other provocative statements, that the debate on gender parity was "all over". If only that were true. The number of women on the boards of the UK's largest public companies just inched over the 25 per cent mark last year, driven by a voluntary target imposed by Lord Davies of Abersoch and the government-backed review he headed. Since then, however, things appear to be going backwards.

Sir Philip Hampton, chairman of the healthcare company GSK, who took over from Lord Davies as chair of the Women on Boards review in February,

released research last month showing that female representation on the boards of the FTSE 100 had remained stagnant at 26 per cent. Worse, fewer than a quarter of board appointments between September and March – the best measure of future composition – were women, the lowest since 2011, when the 25 per cent target for the FTSE 100 was set. This is despite the target being updated in 2015 to having women make up a third of boards of the UK's 350 largest listed companies by 2020.

The UK is not the only country where progress is stagnating or going into reverse. Research published in June by campaign group Catalyst found that fewer than a fifth of board seats at the US's largest public companies were held by women in 2015, a percentage unchanged from the year before. Even in Norway, which adopted mandatory 40-60 female-male boardroom quotas in 2006, progress at the top has stalled.

But the UK provides a salutary example of what happens when you take the pressure off.

Increasing the number of women at the top is difficult, and the reasons are

not just varied but well-rehearsed. The nature of professional aspirations, childcare challenges and unconscious bias all play a role. Working with people who look and sound like us is easier than working with a diverse team, and the fact that diversity is uncomfortable means that, however well-intentioned they are in this regard, company direc-

Working with people who look and sound like us is easier than working with a diverse team

tors often have to be either coaxed or threatened into improving it.

But diversity delivers results. Research from McKinsey shows that companies in the top quartile for gender or racial and ethnic diversity are more likely to see superior performance measured by average financial returns. Numerous studies have found that more diverse leadership teams improve problem solving and decision making.

If any example of the dangers of a narrow leadership group was needed, the recent Chilcot report into the decision-making process leading up to the invasion of Iraq in 2003 provides it. Tony Blair, the report suggests, liked to restrict discussion to members of his inner circle, and as prime minister was not challenged enough by them; the larger cabinet was given a "much more limited" chance to have a substantive debate. These factors contributed to the catastrophic errors that ensued.

"Sofa" governance by a group of people who feel comfortable together does not deliver the best decisions, and works no better at companies than it did at Number 10. But the tendency to revert to such a group is a strong one and requires powerful counteraction.

The stagnation in the UK's progress towards improving diversity at the top is down to one factor: the failure of the Conservative government to give Sir Philip and his review the support and backing that Vince Cable, the former business secretary under the coalition government, so firmly gave his predecessor.

The UK's big corporates met the original target of 25 per cent because they much preferred a voluntary goal to a legislative imposition – and the threat of the latter was constantly present.

That implicit threat has disappeared. Announcing the latest numbers this month, Sir Philip said that the "lull in activity" since his appointment in February had been due to the distraction of the UK's EU referendum.

Such an excuse seems risible. It is also, worryingly, still present, given that Brexit will take up a great deal of government head space for the foreseeable future, not to mention the fact that the UK will fall out of any EU initiatives to improve diversity. But the truth is that, unlike its predecessor, the Conservative government has simply not put its weight behind the push.

The lessons from the past are that voluntary targets work if they are backed by the implicit threat of legislation. Sir Philip needs the new people in power (many of them women) to give him vocal – and credible – backing.

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Olympian achievements beckon for robotic limbs

SCIENCE

Anjana Ahuja



Perfectly honed bodies, controlled by perfectly composed minds, will tomorrow officially begin living the motto of the Olympic Games: *citius, altius, fortius* (faster, higher, stronger). Such is the extreme physical aptitude on display that sofa-bound spectators might be left wondering whether Olympians are some kind of alien superspecies.

The sentiment is misplaced: an average, functioning human body is itself a masterpiece of engineering, a fact most apparent when things go wrong. That sofa-bound spectator – let us imagine her with her feet up enjoying tea and a biscuit – is unwittingly accomplishing feats of motor control and co-ordination that are almost impossible to replicate using robotics. Scientists who develop prostheses struggle to make artificial limbs that work as well as their natural counterparts. This is the challenge that underpins an alternative Olympic-style event taking place in Zurich in October.

The Cybathlon, billed as the first cyborg Olympics, is no faux Paralympics: the stars will be the cutting-edge assistive technologies on display, not the humans to which they are attached. Aspiring cyclists, for example, will pedal by having their muscles electrically stimulated. By contrast, Paralympians compete under their own muscular steam, using only commercially available devices.

At the Cybathlon more than 80 research groups drawn from 25

countries will battle it out at Zurich's ice hockey stadium. It is not the usual sporting fare. Competitors vying in the prosthetic arm event will prepare a meal and hang washing on a line. Those in the prosthetic leg event will navigate stairs, uneven floors and doorways.

Perhaps the most unusual event, reports the journal *Nature*, is a test of brain-computer interfaces: 15 competitors will try to move a screen character with their minds (or, rather, with brain activity). Three distinct manoeuvres – accelerate, jump and roll – are needed to complete the onscreen obstacle course, with each move requiring a specific pattern of brain activity.

Similar technology could eventually allow paralysed individuals to guide wheelchairs using thought alone. This year, researchers in the US showed that monkeys implanted with brain devices could control a wheelchair in this way.

The Cybathlon is the design of Professor Robert Riener, a biomedical engineer at the Swiss Federal Institute of Technology in Zurich, who wanted to make people aware that while life-changing technology exists in the laboratory it was not reaching those who needed it.

He considered organising stunts such as mountain climbing with prosthetic limbs but changed his mind after realising it was ordinary activities that wearers of prosthetic limbs found most challenging. For example, mimicking the incredible strength and flexibility of human fingers – which can both crush a can and hold an egg without breaking it – has for decades been the dream of biomedical engineers. Yet many artificial hands still largely comprise hooks and cables.

One company feeling its way to success is Open Bionics, a crowdfunded start-up that uses 3D printing to make relatively cheap, advanced artificial hands that can grip eggs.

The Cybathlon does exactly what technology competitions are supposed to do: it attracts big players while winking out smaller outfits flying under the radar. There is already a buzz around one competitor's cut-price 3D-printed exoskeleton with windscreens-wiper motors for joints. Contests also encourage engineers to push their not-quite perfect creations out of the lab and into the real world. There are nearly 2m amputees in the US alone, and millions more worldwide who have lost limbs to cancer, diabetes, trauma and war. They want progress, not perfection.

The writer is a science commentator

The myth of the European peace project

GLOBAL POLITICS

John Plender



economic interdependence within, first, the Schuman-inspired Franco-German coal and steel community in the 1950s, and then the wider EU, has purged Europe of its ancient enmities is not only fanciful but based on a misunderstanding of the relationship between economics and national security.

The idea of trade as conducive to peace goes back at least as far as the 18th century French political theorist Montesquieu who argued in *De L'Esprit Des Loix* that the desire for financial gain could restrain the destructive passions that are innate in human nature. The thought resonated across the channel and morphed into the liberal internationalism championed in the 19th century by the English free trader and anti-imperialist Richard Cobden. Its high tide came with the publication in 1910 of *The Great Illusion* by Norman Angell, a British politician who argued that the economic costs of victory in war always outweighed the gains. Many took his thesis to mean that war was futile and thus no longer likely. Disillusionment followed in 1914.

The notion that economic interdependence curbs military aggression has nonetheless proved resilient. As well as inspiring the founding fathers of the EU, it features in the official pronouncements of the World Trade Organisation. Many academics, including the Nobel-winning Yale economist Robert Shiller, are firm believers. And indeed there are elements of truth in the thesis. Eco-



nomic interdependence undoubtedly raises the economic cost of conflict.

Yet other factors provide a better explanation of the postwar peace. In the dangerous nuclear context of the immediate postwar period the existence of a common enemy during the Cold War was helpful in bringing France and Germany together. The taming of interstate rivalries was also facilitated by the US military umbrella. Above all, Germany, having suffered appalling defeats in successive world wars, understandably had no wish for a third self-inflicted catastrophe. Within the EU as a whole the appetite for conflict has been seriously diminished for the foreseeable future. For the populist parties, today's enemies

are globalisation, immigration, Brussels and any other perceived threat to national identity.

In the harsh world outside the EU, there is little to suggest that economic interdependence is a potent restraint on military aggression – witness Russian interventions in Crimea and eastern Ukraine. Once again nationalism trumps economic interest.

The more subtle interaction between politics and economics in the EU relates to the eurozone. Here economic interdependence is proving a recipe for increasing friction. In effect, Europe's old balance of power politics has been internalised within an unstable monetary union, but with the difference that Germany has emerged as the hegemon, insisting on austerity through the eurozone crisis and running record current account surpluses. In the absence of a proper infrastructure – common fiscal policy, full banking union, mutualisation of debt obligations – the single currency has become a mechanism

for generating endemic imbalances.

This chimes less well with the thinking of Cobden than of John Maynard Keynes, who argued in a Dublin lecture in 1933 that free trade combined with international capital mobility was a recipe for "strains and enmities".

Since its foundation the EU has undeniably achieved much. But the notion that it has been the main force for peace and stability in postwar Europe has been wildly oversold, and intensified economic interdependence through monetary union has now become a recipe for political and economic turbulence. As the political elite contemplates the rise of rightwing populism it should not forget how often in European history identity has triumphed over interest. War between European member states remains unthinkable for the non-mythic reasons mentioned earlier. A retreat into damaging protectionism is another matter.

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A tweak to helicopter money will help the economy take off

OPINION

Robert Skidelsky

Theresa May, the UK prime minister, has all but repudiated the economic policies of the previous chancellor of the exchequer, George Osborne. She has promised an "industrial strategy to get the whole economy moving". What form should a renovated economic strategy take?

The immediate problem to overcome is the uncertainty engendered by the Brexit vote. What weapons exist to fight it? Mr Osborne's target of eliminating the budget deficit by 2019-20 has already been abandoned, but adding to the national debt by issuing government bonds for an infrastructure programme is likely to unsettle the financial markets. The Bank of England's base rate is already close to zero, and judging by Thursday's announcement we should not expect a rise any time soon. Quantitative easing – the central bank buying bonds for cash – mainly works by

enriching those who already own assets. So the standard expansionist tools to cope with a likely recession are blunt or unusable.

It is not surprising, therefore, that interest should turn to hitherto untried devices like so-called helicopter money. "Let us suppose that one day a helicopter flies over this community and drops \$1,000 bills from the sky," mused Milton Friedman in 1968. Believers in sound money will regard the suggestion of gifts of newly minted money from the central bank as crazy. But the main problem with it is that there is no assurance that a lot of such helicopter money would not be hoarded, just as much of the cash already issued under QE lies idle.

That is why contemporary advocates of helicopter money like Willem Buiter and Adair Turner see it mainly in terms of monetary financing of additional government spending. The government should pay for, say, an investment programme not by issuing debt to the public but by borrowing from the central bank. This will increase the government's deficit, but not the national debt, since a loan by the central bank to the government is not intended to be repaid. Thus the government acquires

an asset but no corresponding liability. However, this is only one possible form of helicopter money. Another way of achieving the desired increase in spending was suggested by the Swiss businessman, Silvio Gesell, in 1906. His idea was to give cash directly to households. But to give people an incentive to spend the money and not hoard it, there had to be a cost to holding on to it. In his

Gesell's idea was to give cash directly to households with an incentive not to hoard it

scheme, unspent currency notes would have to be stamped each month by the post office, with a charge to the holder for stamping them.

How can this be done today? You could create smart cards with £1,000 for each person on the electoral register. The cards could be programmed to reduce the value of the balance automatically each week. There are 46m voters on the register in the UK. Thus £46bn of new money might be injected

into the economy. Since the pattern of spending will be determined by individual recipients, the effect on sales and prices would be widespread. The tax on hoarding Gesell money would boost its multiplier effect. John Maynard Keynes' advocacy of a public works programme was similarly based on the idea of getting money into the pockets of workers who would be guaranteed to spend most of what they received from the jobs created and thus generate further spending. The tax on Gesell money does the same.

However, I would not advise Philip Hammond, chancellor, to put all his eggs in the Gesell basket. There is a strong argument that the prolonged recession and mediocre recovery has destroyed a great deal of industrial capacity. If this has left us with no spare capacity, then to increase consumer demand without at the same time increasing the economy's capacity to meet that demand would simply invite inflation. The issuing of Gesell money to consumers should, therefore, be done in parallel with the monetary financing of a public investment programme. For example, a £50bn programme of transport, housing, hospital, and school-

building would not just restore capacity in the construction industry, it would simultaneously increase demand in the retail sector. If you build a new school or hospital you set up a demand for all the equipment needed for them to work. To limit the leakage of the extra spending power into imports, the government should give preference to British firms.

An infrastructure programme financed by borrowing from the Bank of England that gives preference to British manufacturers would give Mrs May the industrial policy she is looking for.

The investment programme and Gesell money initiative together spread over, say, two to three years, would inject a total of £100bn of extra spending power into the economy – £50bn on consumer goods, £50bn on producer goods. Here is a two-pronged strategy both for fighting the next recession and for rebalancing the British economy. And if it is a step too far for a Treasury still mired in Osbornian austerity thinking, it should be taken up by the Labour party. That way we may still turn Brexit to our advantage.

The writer is author of 'Keynes: The Return of the Master'

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Lex.

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Nike: can't stand the heat

Serious golfers know that good rounds are not mistake-free. A foolish recovery attempt can quickly turn a bogey into two or three more lost strokes. Better to focus on making the next birdie. Nike is following this playbook. On Wednesday the company said it would ditch its golf equipment business (though it will continue to sell golf attire), knowing it has opportunity to score elsewhere.

The exit is not before time. Two decades ago the company signed Tiger Woods to a clothing contract. Then, predicting a golf explosion, it made a leap into the technically challenging world of irons, drivers and balls (its well-known R&D facility in Texas is known as The Oven).

Today, participation rates in the sport are stalling. Out of \$32bn in revenue in the financial year that ended in June, Nike attributed only about \$700m to golf clothing and equipment – a tenth lower than two years ago. Despite its efforts, Nike clubs were not listed as a competitor of the Titleist brand in the prospectus of Acushnet, Titleist's parent, which is preparing to go public – the honours went to Callaway, Ping and Adidas.

Adidas is competing elsewhere, too: it will also hang up its clubs. In May the company said that it would look for buyers for its golf club brand TaylorMade (like Nike, Adidas wants to keep selling golf shoes and clothing). Enhancing its prospects, Adidas declared yesterday a 7 per cent revenue increase in the unit in its quarterly earnings, which handily beat forecasts.

Still, Nike should not be distracted. The company has said it will hit \$50bn in annual sales by 2020 (current revenue is \$32bn). Yet fourth-quarter revenue growth in its biggest division, North America, was flat; future orders were surprisingly weak. Shares of Nike are down more than a tenth this year (though over the past two years they are up more than 40 per cent).

While Nike's foundation is still in basketball, running and general fitness gear, it has not been afraid to make new, targeted bets. And it also has not been afraid to cut losses. Over the years, it has dumped brands that did not work out such as Cole Haan,

Umbro and Bauer. With competitors including Under Armour on its heels, it is savvy for Nike to avoid wasting resources in a fringe division. A round of golf should never be marred by a bad hole or two.

Walmart: propulsion needed

Walmart seems too attuned to the short-term return goals of its restless shareholders to blow \$3bn on a dicey, online start-up. After a profit warning in October, to which an incremental \$1.5bn investment in ecommerce contributed, Walmart's shares had their sharpest one-day fall for 25 years; it has been trying to provide reassurance on margins ever since.

Couple that with conservatism in acquisitions and it seems unlikely that Walmart will pay such a price for Jet.com, a one-year-old ecommerce start-up, despite reports that talks are under way. For years, though, Walmart was too cautious in investing online. It should be prepared to spend much more of its annual \$16bn in free cash flow to kick-start its ecommerce operation. Its ecommerce sales of \$14bn are dwarfed by Amazon's \$99bn. More damningly, the growth slowed to 7 per cent last quarter against almost 30 per cent at Amazon.

If Jet were on course to hit its lofty launch targets the acquisition would be a no-brainer. It told investors that it expected, on a "very conservative" basis, to hit \$20bn by 2020 in gross merchandise volume, more than Walmart makes. Since then, however, the start-up has chopped and changed its business model, abandoning a \$50 membership fee three months after launch in a worrying sign of its appeal.

There is at least a happy crossover in brands. Jet focuses on being low cost, offering the lowest prices for customers who buy in bulk, matching up with Walmart's "everyday low pricing".

And good alternatives are few. The company Walmart needed to buy was Amazon back in the 1990s – if it could have wrested it from Jeff Bezos. Then Amazon was valued at less than \$3bn and Walmart more than \$100bn. Now Amazon is the fifth-biggest public company in the world and Walmart is 16th, trailing by \$84bn in enterprise value. This long-shot acquisition might

Under pressure

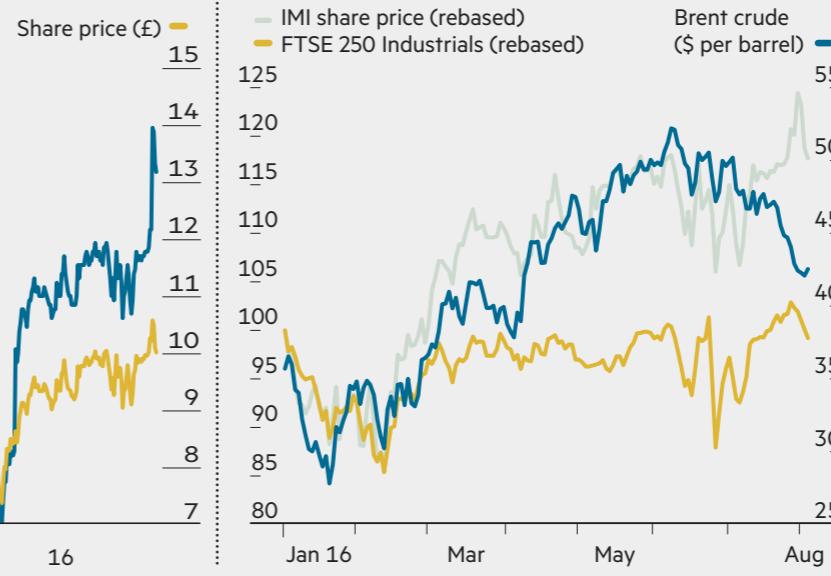
Shares in UK engineer IMI have rallied this year along with the oil price. But a dipping oil price and dulling outlook for growth in its core markets make the current valuation look unsustainable.

IMI



FT graphic Source: Thomson Reuters Datastream

Oil rally fades



Britain still makes stuff. Its flock of mid-cap engineers keep the global economy humming. Those exposed to oil and gas markets rode the rally in energy prices earlier this year. Hopes of a sustained oil rally have faded since then.

Can current valuations – boosted by the drop in sterling – be justified? Streamlining valve maker IMI into an industrial flow control specialist over the past few years has made the company a purer play on industrial and commodity markets. This is a good idea when growth is on the up and commodity prices strong, but the downside is clear when the cycle turns.

A deluge of profit warnings pulled the stock down from its mid-2014

high as the commodity slowdown saw earnings drip away. The shares hit a four-year low in February.

But IMI shares have outperformed the wider FTSE industrials index by 18 per cent since then, helped by the weak pound.

Mark Selway, CEO, joined the company in 2014, fresh from success at rival Weir, and announced plans to double operating profits by 2019. Results for the first half of this year suggest that forecast is overly optimistic. Operating profits fell by 23 per cent year on year, on a 5 per cent fall in revenues.

With shares at 18 times earnings the stock is pricing in a growth recovery that looks increasingly unlikely. Oil and gas industry sales account for some

20 per cent of revenue, according to analysts, industry orders to IMI's critical engineering division fell by a quarter in the first half. Recovery in its power division also looks doubtful as China scraps plans to build new coal plants.

IMI has positioned itself to prosper

should growth return. The introduction of lean manufacturing has improved cost efficiency and investment in new product types will broaden its revenue base. Cash flow has been resilient. Despite the fall in earnings it managed to generate the same amount of cash as a year ago, and upped its interim dividend a bit.

But with a cyclical upturn now looking more distant, the shares need to let off a little steam.

Siemens: looking sharp

Joe Kaeser, CEO of Siemens, calls his ambitious restructuring agenda "Vision 2020". Impatient investors hope he will deliver improvements earlier than that. This year offers some relief: yesterday, earnings targets for 2016 were raised for the second time this year. The shares rose 5 per cent.

The strength is in part derived from a 69 per cent profit increase in the power and gas unit. It acquired Dresser Rand, a Texan oil equipment manufacturer, last year. The deal was controversial amid falling oil prices. Today, the combined subsidiary is benefiting from an £8bn "megaproject," building power plants and wind turbines in Egypt. Profits from the projects will continue to lift revenues – if in lumpy fashion – as delivery progresses.

Despite global challenges, orders are flowing faster than revenue gets booked. If this continues through the current environment of global stress and uncertainty, Mr Kaeser's vision will have proven perfect indeed.

Aviva: sweet lowdown

Low interest rates are bad for insurers in general and life insurers in particular. They make it more expensive to meet payouts on savings products which offer guaranteed returns, weigh on investment profits and (given low-yielding government bonds) funnel money into riskier assets such as commercial property.

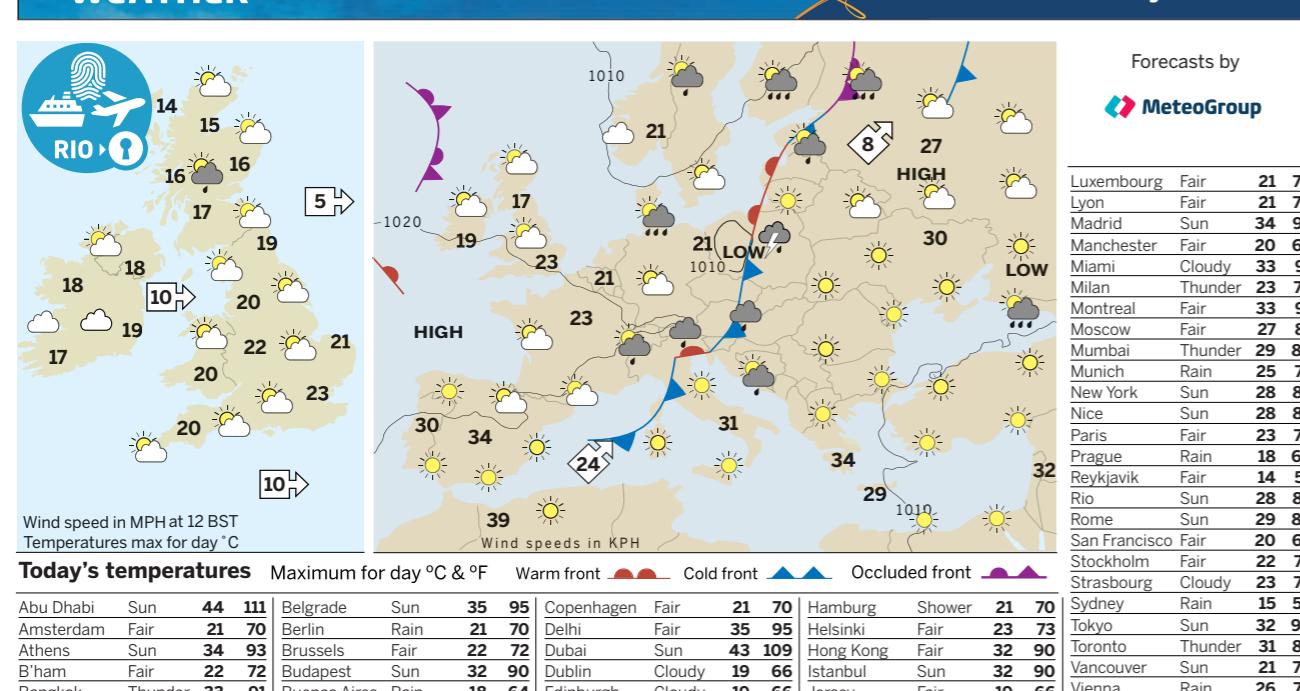
But Mark Wilson, chief executive of Aviva, brags the UK-focused composite insurer's business is "built" for low interest rates – even as it went out and spent £5.6bn on a life insurer last year. Shareholders fretted: the shares have fallen by nearly a quarter since then.

Yesterday, Aviva announced a 13 per cent rise in half-year earnings and the dividend was raised by a tenth. Shares rallied. Several hours later, the Bank of England cut interest rates. Aviva trades at 8 times forward earnings, a discount to the sector on an average of around 9 times. If Mr Wilson can keep backing up his boast that gap will keep closing.



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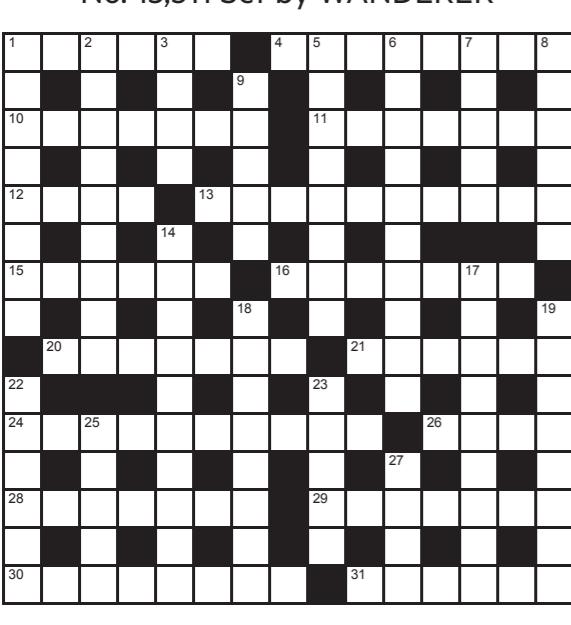
Ensuring Public Safety Shouldn't Be as Unpredictable as the Weather

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CROSSWORD

No. 15,311 Set by WANDERER



ACROSS

- 1 Nimble and flexible model turned 51 earlier (6)
- 4 Need time (8)
- 10 During quarrel bra worries backing singer (7)
- 11 Agreed about odd bob's belly (7)
- 12 Bird from another nest (4)
- 13 Wily setter, cooking with sage (10)
- 15, 16 Put some money in the bank as a way of paying later (6,7)
- 20, 21 See friend at one cinema (7)
- 24 Hack reporting about love for parent? (10)
- 26 Fairly appearing in first half of Shakespeare play (4)
- 28 Knife left in incorrect places (7)
- 29 Voyage in trouble east of Sweden (7)
- 30 For which chaps have got into cooking ham and pea soups? (8)
- 31 Hearing battle-axe will barter (6)
- DOWN
- 1 Novelist initially into Buddhism (8)
- 2 Tiger seen here mistakenly, it's plain (9)
- 3 More than one painting topless works (4)
- 5, 23 Residence of Prince Charles once EU gets involved (8,5)
- 6 Further operation required by gangster (10)

JOTTER PAD

Solution 15,310

H	O	U	S	E	O	W	I	N	D	S	O	R	S
A	N	A	I	A	H	E	T	E	B	R	E	T	E
N	I	C	E	R	R	A	I	N	P	R	O	O	P
D	L	N	E	N	H	R	L	U	R	M	B	A	U
O	P	E	S	P	A	E	N	S	R	U	M	B	A
U	A	L	I	T	A	R	O	T	O	A	T	A	P
T	A	R	O	H	A	D	A	P	T	A	B	T	A
C	H	R	I	S	T	H	A	S	C	A	R	D	S
O	S	E	N	T	E	N	T	E	N	E	E	E	N
M	A	G	M	A	L	I	N	E	J	U	D	G	E
M	A	C	O	T	O	A	T	O	O	O	O	O	O
O	U	T	S	R	O	C	E	K	I	N	K	I	N
N	O	I	D	E	E	C	O	S	H	R	I	N	S
S	H	R	I	N	S	S	U	R	G	E	E	O	N

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Companies & Markets

FINANCIAL TIMES

Cashing in US banks boost lending to bolster profits

ANALYSIS, PAGE 15



MetLife

9%
\$39.35

Ford Motor

0.5%
\$12.07

HSBC

2.6%
517.3p

Two-year UK gilt

8bp
0.12%

Brent oil

2.3%
\$44.07

Sterling/euro

1.4%
€1.1785

Nikkei 225

1.1%
16,254

Dollar/yen

0.1%
¥101.11

Goldman warns on UK operations

● Bank cautions on pressure to restructure after Brexit vote ● Sector awaits result of talks

LAURA NOONAN — LONDON
BEN MCLANNAHAN — NEW YORK

Goldman Sachs has said the UK's vote to leave the EU might force it to "restructure" some UK operations, in one of the clearest signs from a Wall Street institution that was preparing specific actions following the vote.

In a US regulatory filing yesterday, Goldman, which employs about 5,500 people in the UK, said the referendum result "may adversely affect the manner in which we operate certain of our businesses in the European Union and could require us to restructure certain of our operations".

A New York-based spokesman declined to comment on what form the restructuring might take or how advanced the planning had become at

the bank, which recently hired former EU chief José Manuel Barroso as chairman of its London-based subsidiary.

However, its 10-Q regulatory filing was more specific than that of Morgan Stanley, which said that while there were "several alternative models of relationship that the UK might seek to negotiate with the EU", it would "continue to evaluate various courses of action".

Before the EU referendum Morgan Stanley had warned that 1,000 of its London jobs could be relocated in the event of a vote to leave, although it later denied it had plans to move staff to Dublin or Frankfurt.

Most banks have been working on the basis that so-called Brexit means their London operations will lose the EU "passports" they use to do business in the 28-country bloc, but this will not be

settled until negotiations between Downing Street and Brussels are complete.

Loss of passporting could force them to set up subsidiaries in EU countries that would carry out trading and other regulated activities between the banks and their European clients.

In the run-up to the UK vote in June, banks including JPMorgan and HSBC suggested that Brexit might result in the loss or relocation of thousands of EU jobs. Since then, most have toned down their rhetoric as they await the outcome of the UK/EU negotiations.

In its filing, Goldman Sachs wrote that "the timing and the outcome" of negotiations were "both highly uncertain".

Bill Michael, head of financial services at KPMG in London, said all the banks he advises felt the talks were crucial. "I've never seen the sector as united as it

"The timing and the outcome' of negotiations were 'both highly uncertain'

was now, not even during the financial crisis," he said.

"If we move away from where we are now significantly, it has a significant impact on all of their businesses."

A London-based executive at a top Wall Street bank said it would be "irresponsible" for him not to consider the loss of his EU passport as his "base case" but his bank would not start making concrete plans until the situation was clearer.

Maintaining access to the single market was one of the key issues cited by the City earlier this week in a wide-ranging manifesto on its post-Brexit priorities.

Another Wall Street banker said his bank could still serve UK and European clients. He added: "We could execute solutions on the continent, we could execute in the UK." His unit had "not rejigged any headcount" yet.

Short View

Robin Wigglesworth



Just a day before the summer Olympic Games kicks off, the Bank of England decided to break a record of its own, pushing its benchmark interest rate to the lowest level in the central bank's 322-year history.

The scope of the accompanying package surprised investors, but in truth the Bank's chief economist Andy Haldane had already indicated that policymakers would err on the side of aggression. Last month he said that he would "rather run the risk of taking a sledgehammer to crack a nut than taking a miniature rock hammer to tunnel out of prison".

This was clearly the sledgehammer approach. The rate cut was expected, but the Bank's quantitative easing programme was restarted earlier than many economists had predicted. Corporate bond purchasing was another positive surprise, even if the size is – at least initially – modest. The so-called Term Funding Scheme is aimed at ensuring that banks quickly push through the benefits of the rate cut to borrowers.

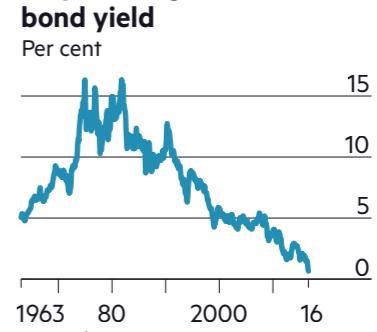
The 10-year gilt yield duly fell to another record low of 0.63 per cent, and has more than halved since the UK voted to leave the EU as investors price in an ultra-cautious monetary stance for years to come.

But even a sledgehammer will work no better than a rock hammer against an iron wall. Mark Carney, Bank of England governor, indicated that another rate cut is probably forthcoming, but reiterated that he is no fan of negative interest rates. Investors have soured towards sub-zero rates, so that stance might prove to be wise, but it limits the Bank's options.

The TFS is an intriguing new tool that has no theoretical lower bound, and could prove powerful. But its success is uncertain. The impact of simply buying more bonds is dubious (after the latest round, the Bank will hold about a third of the gilt market). Tumbling interest rates will also pile more pain on UK pension funds, which had already begged the Bank to refrain from more QE.

So much of the onus to ameliorate the economic downturn will fall on the UK government and fiscal policy. The upcoming Autumn Statement has rarely been more important.

10-year UK government bond yield



The 10-year gilt yield has fallen to a record low of 0.63 per cent, and more than halved since the UK voted to leave the EU

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In the shadows Lame Turtles add to Viacom woes

The legal battle at Viacom has created an "overhang" for the US media company, according to its executive chairman Philippe Dauman, as the owner of Paramount Pictures and MTV reported disappointing results marred by a box-office flop, writes Matthew Garrahan in New York.

Mr Dauman and the Viacom board are in dispute with Shari Redstone and her father, Sumner, who controls Viacom and its sister company CBS. The fight has thwarted Mr Dauman's plans to sell a stake in Paramount, with the Redstone camp opposing the sale. Mr Dauman said plans to sell a stake "had been slowed down" by the dispute.

Mr Dauman has struggled to improve Viacom's performance. The company had a tough third quarter: a poor box-office showing for the *Teenage Mutant Ninja Turtles* film, and lower advertising revenues at its cable channels held back profits, which fell close to 50 per cent.

Ratings improved at its VH1 and Nickelodeon channels but could not stop a slide in profits. Revenues rose 2 per cent to \$3.12bn. Adjusted operating income slipped 29 per cent to \$769m.



Paramount's 'Teenage Mutant Ninja Turtles: Out of the Shadows' disappointed at the box office



Cyber security companies vulnerable to M&A attack

M&A is booming in the cyber security industry, with the number of notable deals up 50 per cent in the first quarter. Private equity firms are chasing software deals and smaller private companies are consolidating as valuations fall.

Analysis ► PAGE 16

Johnston Press slashes value of local newspaper assets as revenues fall 11%

LAUREN FEDOR AND NICHOLAS MEGAW

Johnston Press cut the value of its local newspaper business by almost half, forcing it to miss profit expectations and knocking as much as 20 per cent off its share price yesterday.

The UK newspaper publisher, which owns more than 200 titles including The Scotsman and the Yorkshire Post, reported revenues of £114.2m in the 26 weeks to July 2, down 11.4 per cent from the same period last year.

Advertising revenues fell nearly 18 per cent year on year in the first quarter, and were down 15 per cent in the second.

The publisher revealed a £216.9m writedown on the value of most of its

newspaper assets, reducing their worth to £259m, excluding the "i", the national newspaper it acquired this year.

The charge pushed the group into a pre-tax loss of £183.7m in the first half, compared with a £2.2m pre-tax profit a year earlier.

Johnston bought the "i" tabloid title in February for £24m from Alexander and Evgeny Lebedev, owners of The Independent.

Shortly after announcing the sale, the Lebedevs ceased publication of the daily and Sunday newspapers, making the titles available only online.

Johnston said yesterday the acquisition of the "i" had been "transformational", pointing to a surge in sales of the newspaper since the deal was com-

pleted in April. Average daily circulation was 294,223 in June, compared with 270,182 the month before the acquisition.

Ashley Highfield, chief executive, said the acquisition was enabling Johnston to present its entire portfolio of newspapers to media buying agencies and clients "afresh".

He added: "Further, we have started to see significant content sharing between the 'i' and the rest of the portfolio."

Analysts were less optimistic. Peel Hunt said the acquisition's circulation trends looked "encouraging", but the results painted a "depressing picture".

Johnston Press shares closed down 16 per cent at 11.6p, for a market value of £12.2m – about half of what it paid for "i".

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Real-world corporate learning

Companies / Sectors / People	
Companies	
AVG Technologies	16
Adidas	12
Alphabet	14
Amazon	14
American International Group	25
Anheuser-Busch InBev	14
Apple	14
AstraZeneca	25
Avanti Communications	25
Avast Software	16
Aviva	17.25
BBVA	16
BNP Paribas	16
BPR	16
BTM	16
Baltic Exchange	14.17
Banco Montejo	16
Bank of America	15
Bank of Communications	25
Barclays	3.16
Bentley Motors	14
Berkeley Homes	24
Blue Coat Systems	16
Bluebox Security	16
Capital One	15
Chesapeake Energy	25
Citizens Financial	16
City Developments	2
Cobham	17
Credit Suisse	16
Crowdstrike	16
DFCU	16
Deutsche Bank	16
Intel Security	16
JPMorgan Chase	15.25
Johnston Press	13
Didi Chuxing	14
Dries Van Noten	14
FICO	16
Facebook	14
First Hawaiian	16
Goldman Sachs	13.25
Google	14
HDFC	26
HSBC	3.25
Huawei	2
IBM	14
ICAP	2
IMI	12
Intel Security	16
JPMorgan Chase	15.25
Kidogo	25
Knoll	14
LCH	15
Ladbrokes	17
Latvian	14
Lego	14
Lookout	16
Louis Vuitton	14
Morgan Stanley	16.25
NMB	16
NetApp	14
NTPC	16
Nike	12
Norfund	16
Ping Identity	16
PrivCo	16
Prudential Financial	25
RSA Insurance	17
Rabobank	16
Randgold Resources	17
Royal Bank of Canada	16
Royal Bank of Scotland	3.16
SABMiller	14
SGX	14
Samsung	14
Santander	16
SecureWorks	16
Sercos	17.25
Siemens	12
Singapore Exchange	17
Swiss Federal Inst. of Tech	11
Symantec	16
TD Bank	16
Telecom Italia	14
MetLife	14.25
Microsoft	14
Mitsubishi UFJ Financial Group	16
Morgan Stanley	16.25
Nomura	16
UBS	16
Vista Equity Partners	16
Vitol	2
Vivendi	14
Vodafone	26
Volkswagen	16
West Ham United	12
Westfield	2
Woodford Patient Capital Trust	17
Zanac	16
Zurich</	

Insurance

'Lower for longer' takes toll on MetLife

Fears over interest rate squeeze wipe \$5bn from US life group's shares

ALISTAIR GRAY — NEW YORK

MetLife shares tumbled 10 per cent yesterday even after it set out plans to protect profits with further cost cuts, as investor concerns mount about the impact of central banks' easy-money policies on the insurance industry.

The largest US insurer by assets warned in quarterly results it needed to bolster its reserves by \$2bn in large part because of a squeeze caused by low interest rates — wiping almost \$5bn off its stock market value.

Steven Kandarian, chief executive of the life insurance and pensions group, cautioned about the impact of the UK's

vote for Brexit, which meant "lower for longer" is not going away anytime soon".

While the group has limited direct exposure to Britain, he said, "more troubling is the referendum's residual impact — namely, a global flight to safety that has put further downward pressure on interest rates".

"Life insurance companies will need to adapt to the low rate environment."

He said MetLife would reduce its expenses by \$1bn, equivalent to 11 per cent of total costs, as the company "must do even more to avoid simply

MetLife 'must do even more to avoid simply running in place'

Steven Kandarian, chief executive

running in place". MetLife hopes to meet the target by the end of 2019. The New York-based company employs about 65,000 people globally but would not say how many positions would go.

Low rates make it harder for insurers to produce adequate returns on fixed-income dominated portfolios.

MetLife also warned that a lack of attractive investments on offer from financial markets meant fewer customers than expected were lapsing their "variable annuity" contracts, which have a minimum guaranteed return.

Low rates also meant fewer customers were annuitising, converting savings into steady income streams, causing further pressure.

The resulting non-cash reserve charge helped push net income down from \$1.04bn a year ago to \$64m in the second quarter — a fall of 94 per cent.

\$1bn
Planned cut in
MetLife's expenses,
or 11% of total costs

94%
Drop in the insurer's
second-quarter net
income to \$64m

On an operating basis, earnings fell almost half to \$924m. By midday in New York shares in MetLife were down 10 per cent at \$39.43.

About 75 per cent of the business affected by the reserve charge is expected to be spun off from the rest of the group. There were signs the timetable for the separation was slipping, as MetLife said it would not file documents relating to the deal until the autumn. The new business is to be named BrightHouse Financial.

It is the latest in a series of downbeat results in the sector. Shares in Canada's biggest life insurer, Manulife, fell 5 per cent on disappointing financial results.

Despite the pressures, analysts said there were few concerns about the industry's solvency as the big companies — in North America, at least — tend to be well capitalised.

Media

Mediaset hits at Vivendi bid to renegotiate pay-TV deal

RACHEL SANDERSON

Piersilvio Berlusconi, chairman of Mediaset, has hit back at Vivendi over its attempt to renegotiate a deal to buy the Italian group's pay-TV unit — and said he is considering legal action in the civil and criminal courts.

His comments mark an escalation in the war of words between the groups, which are controlled by two of Europe's most colourful billionaires: Silvio Berlusconi, founder and owner of Mediaset, and Vincent Bolloré, owner of Vivendi.

Vivendi's agreement to buy Mediaset's pay-TV business was part of a wider deal in which the two media groups would take a 3.5 per cent stake in each other. It was hailed at the time as an important complement to Vivendi's 24.9 per cent stake in Telecom Italia, enabling the Paris-based company to expand its base in the region and take on the likes of Sky.

But Vivendi has since claimed its plans have run aground, because of Mediaset's over-optimistic growth projections for its pay-TV unit. According to the French group, it only realised this when it gained full access to the financials after signing the deal.

However, yesterday Mr Berlusconi — who is Silvio Berlusconi's eldest son — disputed Vivendi's version of events. He said Vivendi was well versed in the financials of the pay-TV business. It had seen the accounts in 2014 when Telefónica took an 11 per cent stake in the unit and analysed them again in the first quarter of 2016 before signing its agreement with Mediaset on April 8.

Mr Berlusconi said: "Making the argument that they do not know the accounts does not hold. It is laughable. The contract is binding. Their new proposal, sent on July 25, completely changed the terms."

Earlier this week, Vivendi chief executive Arnaud de Puyfontaine expressed his concerns over Mediaset's pay-TV growth assumptions to the Financial Times. "If you tell me that you are selling me a Ferrari but it turns out to be a Fiat Punto, there is a problem," he said.

Yesterday, Mr Berlusconi said he had been particularly incensed by the "absurd automotive example" made in Vivendi's interview. Nevertheless, he said Mediaset still wanted to seek an agreement consistent with the deal signed on April 8. "They are going to have more difficulty finding another partner than we are," he added.

Mr Berlusconi said the letter from Vivendi about changing its offer had come "completely out of the blue".

Technology



Top designers back Apple in patent battle

TIM BRADSHAW

Star designers are being pitted against tech titans in the latest episode of Apple's legal battle with Samsung. More than 100 design leaders, including Lord Norman Foster, Sir Paul Smith, Sir Terence Conran, Calvin Klein and Dieter Rams, have joined Apple's side as the long-running patent case is considered by the US Supreme Court.

The move sets many of the most famous names in industrial design, fashion and architecture against some of the biggest tech companies in the world, including Google and Facebook, who have lined up behind Samsung in the case.

Samsung's appeal to the Supreme Court hinges on what portion of a copied product's profits can be awarded in damages to a patent holder. It is the first time in decades that the top US court has considered an issue relating to design patents.

In an *amicus* brief filed yesterday, 111 international design professionals and academics urged the court to uphold the 129-year-old ruling by the US Congress that "it is the design that sells the article" and therefore patent infringement should incur damages equal to the whole of the profits generated by a copycat product.

The submission marks the first inter-

vention by the design community in the high-profile case, after a jury in California handed what was originally more than \$1bn in damages against Samsung to Apple four years ago.

Samsung has argued that the 2012 ruling, if upheld, could "stifle competition" in the tech industry by awarding "excessive" damages to patent holders and arm so-called "patent trolls" who abuse the intellectual property system. It has already paid \$548m to Apple after its earlier appeals failed.

The designers' filing follows Apple's response last week, which argued that Congress's original ruling should stand and Samsung had failed to provide adequate evidence to support its case. The group of "friends to the court" was convened by Charles Mauro, founder of the New York design consultancy Mauro New Media, and law firm Orrick.

"It became very clear to leading designers in the US and design researchers globally that Samsung, should they prevail in their effort to remake the compensation methodology for infringement, would create an existential threat to design professionals who rely on intellectual property for value and protection," Mr Mauro said.

He added that Samsung was "dead wrong" to argue that consumers consider a variety of technical features, as well as the external design, when decid-

Samsung is locked in a legal row with Apple, which accuses the South

Korean group of copying its designs. Sir Paul Smith, top left, Lord Norman Foster, centre, and Sir Terence Conran are supporting the iPhone maker

Charlie Bibby/FT/ David M. Bennett/Getty

ing which product to buy. "Modern marketing and cognitive science shows very clearly that visual design in consumer decision-making overrides underlying functionality," he said.

Mr Mauro told the Financial Times that if Samsung prevailed in the Supreme Court, it could unleash a new wave of copycats and create a "massive problem" for US patent holders by making litigation much more complicated.

"We would see the return of exact copyists and a flooding of the US market of copycat products because nobody would be afraid any more," he said. "It would become a cost-benefit equation."

Other signatories include executives at fashion houses Louis Vuitton, Dries Van Noten and Lanvin, tech groups including Microsoft, Dyson and McLaren Technology Group, as well as carmaker Bentley Motors, furniture designer Knoll and jeweller Georg Jensen.

A Samsung spokesperson said: "We have received overwhelming support for overturning the ruling in favour of Apple, including from leading patent experts, numerous concerned companies, and the US government."

"If left uncorrected, the appeals court's ruling could lead to diminished innovation, pave the way for design troll patent litigation and negatively impact the economy and consumers."

For other companies battling against their stock market dominance, that may be cold comfort.

INSIDE BUSINESS

TECHNOLOGY

Richard Waters



West Coast winners seek growth in ever more corners of life

Monday was something of a red-letter day for the tech industry. When the stock market closed, the five most valuable companies on the planet were, for the first time, technology concerns. And they all hailed from the west coast of the US, whether the San Francisco bay area (Apple, Alphabet and Facebook) or in and around Seattle (Microsoft and Amazon).

In subsequent days ExxonMobil — which had held the title of world's most valuable company until it was overtaken by Apple — edged back above Facebook and Amazon.

But it may be only a temporary reprieve. A seemingly inexorable shift in business and stock market momentum is under way, as technology leaders assume a more central place in personal and business life.

Unlike 10 years ago, at the height of the personal computer era, when Microsoft was the only tech company in the top 20, the big five groups control a wide array of digital platforms around which life and work revolve — including smartphones, cloud data centres and mobile messaging apps.

They are also racing to build the next platforms, from virtual reality headsets to driverless cars and digital assistants powered by artificial intelligence.

Only China, a market that is hard for outsiders to penetrate, can lay claim to tech companies with the scale and ambition to compete. That has been underlined by this week's detente in the ride-hailing wars, in which Uber's global expansion has been halted and a Chinese digital champion crowned, in the shape of Didi Chuxing.

The question is: which markets are in the big five's sights as they cast around for growth?

It is true that there is still plenty of room for them to expand in their core markets. Although Google and Facebook are already the world's biggest advertising-based businesses, only about 30 per cent of global advertising spend is digital. Two percentage points of this spend shifts from analogue to digital every year.

However, in other markets, such as smartphones, growth is harder to come by. For a company as big as Apple, the only hope for material expansion comes from breaking into a huge new business, such as automobiles. Giant bets of this sort, or indeed Google's "moonshot" projects, are hard to assess.

Closer to home, there are two areas that seem likely to support growth in the short and medium term. One is building and running the infrastructure on which the digital economy runs. Companies that make hardware and software, or sell IT services, are facing disruption as their customers spend more on cloud services rather than extending their own IT systems.

Much of Amazon's stock market advance reflects the huge opportunity with which its cloud platform business, AWS, is presented. Microsoft's renewed relevance in the tech world, following the sidelining of the PC, reflects a similar shift to the cloud, where it has become Amazon's closest competitor.

The second promising growth area is in applications for the pervasive new platform that is emerging from developments in cloud and mobile computing. In the past Microsoft, with Office, cornered the market for the main applications that ran on its PC operating system. But the next big digital applications will reach into many more corners of life and touch many more businesses.

Uber's use of a mobile app to invade the taxi business is the blueprint — and it is angling to become a new transport and logistics platform itself.

The big five — with their large user bases and control of platforms — should have an advantage when it comes to developing such applications. But there is no guarantee that they will be the ones to grab the opportunities first.

Facebook's unveiling of a virtual clone of the rival Snapchat app is a sign of the justifiable paranoia that even the biggest digital companies can feel. While the social network has shown itself to be an effective fast-follower, it will struggle to outrun all the innovation unleashed by open digital platforms.

Indeed the history of other seemingly unstoppable tech companies, such as IBM and Microsoft, should give others hope. Competition regulations are among the factors that eventually weigh them down, as is the increasing difficulty of staying on the cutting edge as they become giant companies.

For other companies battling against their stock market dominance, that may be cold comfort.

richard.waters@ft.com

Food & beverage

AB InBev to dominate merged brewer's board

SCHERERAZADE DANESHKHU CONSUMER INDUSTRIES EDITOR

Anheuser-Busch InBev's domination of the global beer industry, once it takes over SABMiller, is to be mirrored on the management board, where it will take 19 out of 20 senior roles.

The multinational Belgian brewer, which after the deal will sell one in three beers in every continent except for Antarctica, will also have on its executive board a majority of Brazilian nationals, who have proved successful at integrating takeovers.

Twelve of the 20, including Carlos Brito, AB InBev chief executive, are Bra-

zilian, as are Jorge Paulo Lemann, Marcel Telles and Carlos Alberto Sicupira, who transformed a domestic brewer into a group that is set to soak up almost half the global industry's profits.

The sole SABMiller executive to be joining the management board — assuming the £79bn deal is accepted by shareholders — is Mauricio Leyva, head of the South African business.

Analysts had expected AB InBev to retain SAB senior managers in Africa because it is the one region where AB InBev has almost no exposure. But Mr Leyva has been appointed to run the new middle Americas division.

AB InBev's current head of Mexico,

Ricardo Tadeu, will run the Africa unit. "It's clear that AB InBev is prioritising the culture of their own company over experience in the SAB business," said Philip Gorham, a Morningstar analyst.

AB InBev's hard-driving, cost-cutting culture contrasts with decentralised SAB, which makes 70 per cent of its sales in emerging markets.

AB InBev employs 576 people in UK corporate roles, including 525 in Woking and 51 in London. Most of these jobs are likely to be lost. The company has promised to extract \$1.4bn in annual cost-savings after the fourth year. The deal is scheduled to complete on October 10.

PHILIP STAFFORD — LONDON JEEVAN VASAGAR — SINGAPORE

SGX's pursuit of the Baltic Exchange has moved a significant step closer after the Singapore exchange made an offer for the venerable UK bourse.

The Baltic, which traces its origins to the coffee houses of London in the mid-1700s, said yesterday that it would allow SGX to solicit shareholders to back a cash bid at £160.41 per share. Together with the £18.80 final dividend, the deal would value the UK bourse at £86.7m (£115m).

The offer marks a significant step forward for SGX in the complicated negoti-

ations with some of the privately-held company's shareholders. There have been two months of exclusive talks with the Baltic's 48 panelists, which provide daily pricing. Discussions have progressed sufficiently to make an offer, although it is not formal.

The Baltic is best known for compiling the Baltic Dry Index, which charts the cost of transporting commodities such as iron ore and grain in bulk. The bid fits with SGX's strategy of developing Asian benchmarks for pricing commodities. The Baltic's London address also gives the Singapore exchange a bridgehead to build contacts in Europe.

"We've looked at the business and

done extensive modelling on the needs and opportunities for the business," said Jeremy Penn, chief executive of the Baltic. "We were also concerned that the acquirer would have a plan that would be acceptable to shareholders that would retain what the Baltic is."

Until now, the Baltic's shareholders — who include shipbrokers, shipowners and trading houses — have resisted approaches from bidders, including the London Metal Exchange. Many have feared that new owners would raise prices, but SGX has made a commitment to keep the fees paid by users of Baltic data the same for five years.

See Lombard

Financial services

Singapore exchange makes offer for Baltic

PHILIP STAFFORD — LONDON JEEVAN VASAGAR — SINGAPORE

SGX's pursuit of the Baltic Exchange has moved a significant step closer after the Singapore exchange made an offer for the venerable UK bourse.

The Baltic, which traces its origins to the coffee houses of London in the mid-1700s, said yesterday that it

COMPANIES

US credit push stokes fears of a house of cards

The increase in loans to consumers and industry has raised questions about the risks that groups are taking on

ALISTAIR GRAY — NEW YORK

Fancy 5 per cent off all Amazon purchases? How about a free ride on Uber for every 10 you take? Perhaps you would prefer cash — \$100 after you spend \$500?

They could be yours if you sign up for a US credit card. Banks are bombarding Americans with increasingly lavish offers as they battle to provide the piece of plastic in their wallets.

"There's several folks with some very high headline rewards rates that are out there," Mark Graf, chief financial officer of Discover Financial Services, the \$23bn market cap lender, told Wall Street analysts recently. "It doesn't seem to make economic sense to us in a lot of cases."

In the past year, US banks have piled on about \$54bn worth of loans to consumers through credit cards and overdrafts, according to Federal Reserve data.

They are also lending more in other sectors, from industry to commercial property, as they try to combat a historic squeeze on profit margins caused by rock bottom interest rates.

It is far from a deluge overall — residential mortgage lending remains particularly weak — but the cash taps are flowing steadily. Banks have added \$643bn in loans and leases in the past year.

The industry stepped up lending to American business in 2011 and began a surge in commercial real estate about two years later.

Over the past year banks have accelerated lending to consumers. Loans through overdrafts and credit cards are expanding at the fastest pace since 2007, although it comes after significant post-crisis contraction.

While credit card lending is unsecured, banks are attracted by the prospect of hefty returns. Financially savvy consumers who pay their balances down each month avoid interest charges, but those who do not — known as "revolvers" — pay average rates of between 12 and 14 per cent, and significantly more if they are considered higher risk.

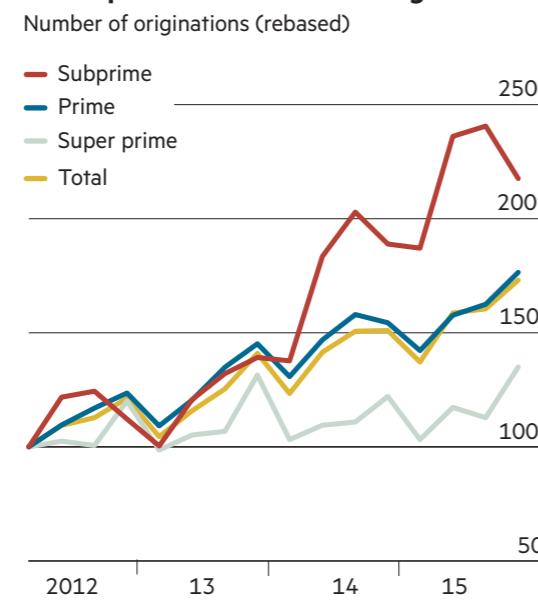
For now at least, borrower default rates are near historic lows. As Michael Taiano, financial institutions director at Fitch Ratings, puts it: "The risk-adjusted margins are off the charts relative to everything else."

Seven years since the recession ended, consumers hard hit during the

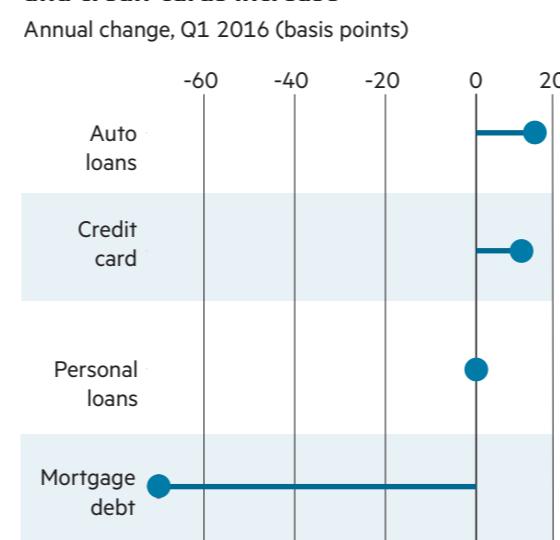
Debt mountain



US subprime credit card lending soars



US delinquency rates for auto loans and credit cards increase



Bank profits remain under pressure



\$54bn
Loans US banks have piled on to consumers through overdrafts and credit cards in the past year

\$30,000
Average loan taken out to buy vehicles, but consumers are taking longer to pay off their debt

financial crisis have found their credit scores are improving. Bankers point to rising house prices and low unemployment as evidence that things, across the board, are looking up.

"They're trying to meet the demand that exists out there," says James Chessen, chief economist at the American Bankers Association.

Paul Siegfried, credit card business leader at TransUnion the credit reporting specialist, says that some of the recent expansion is down to banks becoming more comfortable with post-crisis regulations that constrained card lending.

Banks are lending more as one of the most important drivers of their profits — net interest margins, the difference between returns on assets and the cost of funds — remains near the lowest level

in decades. Between April and June, the median margin among 352 US banks tracked by Raymond James, the financial services group, ticked down again, from 3.49 per cent in the first quarter to 3.45 per cent.

Yet the increase in loans — and the accompanying myriad of fees — nudged revenues 3.4 per cent higher.

The lending push has, however, raised questions about the risks banks are taking on — not least because of indications that the economy is becoming more fragile ahead of the US election.

Regulators, industry analysts and some executives have been raising concerns for months about the risks of a ramp up in car loans.

Encouraged by low interest rates, falling unemployment and cheap petrol prices, banks have added \$43bn worth

of auto loans since the start of last year, according to Federal Reserve data. As competition intensifies, underwriting standards have fallen.

Americans are borrowing more to buy bigger and better vehicles: the average loan has topped \$30,000, according to Experian. They are also taking longer to pay off the debt — the average term has reached almost six years.

Subprime loans have been the fastest-growing part of the market, and delinquency levels are rising. Jamie Dimon, chief executive of JPMorgan Chase, warned earlier in the summer that the market for lower-quality car loans was "clearly a little stretched".

Similar questions are starting to be asked about credit cards.

During the recent second-quarter results season top bankers were pep-

pered with questions from analysts about whether they were being tempted to do riskier lending.

Several executives demurred. Paul Donofrio, chief financial officer of Bank of America, said its retail arm remained focused on the most creditworthy consumers. "That strategy works for our shareholders and our customers — and we're sticking to it."

Still, second-quarter results showed several lenders set aside additional provisions for soured loans. Capital One added \$375m to its loan loss reserve for its domestic card business, according to Barclays, while JPMorgan added a \$250m loss allowance for its credit card portfolio.

Executives said this was largely because they were issuing more cards and did not reflect an across-the-board deterioration in credit quality, although some acknowledged they were going up the risk spectrum.

Previously about 40 per cent of JPMorgan's new credit card customers had FICO scores — a widely used metric of creditworthiness — of above 760. Now, says Marianne Lake, its chief financial officer, between about a fifth and a third had scores of lower than 700.

"At the end of the day, still pristine credit, relatively speaking," she says.

Across the credit card industry, charge-offs are rising. According to TransUnion, payments that are at least 90 days late reached 1.47 per cent in the first quarter — up 10 basis points from a year ago.

That reflects a rise in the numbers of less creditworthy consumers getting credit cards. In the fourth quarter of last year, credit card providers increased the number of "subprime" accounts 15 per cent from 2014 levels and 17 per cent for "near prime" accounts.

In contrast, openings were 11 per cent higher for the least risky, "super prime", consumers.

Still, the average credit limit per card for a subprime borrower was little changed at \$2,300. This compared with about \$11,500 for the safest customers.

Executives also say the most questionable lending practices are being undertaken not by them but by other types of institution. Banks have been subjected to a succession of post-crisis regulations designed to make their businesses less risky.

Non-bank lenders originated the bulk of subprime loans last year, according to TransUnion data cited by UBS.

"While they've entered the non-prime zone, banks are being quite diligent," says Mr Siegfried of TransUnion. "That's going to help them manage should there be more difficult times ahead."

Investors are nevertheless watching anxiously for signs of stress. And some executives have sounded caution. As David Nelms, chief executive of Discover, puts it: "Generally people that grow really fast in loans for a short period of time, it comes back and bites them."

Healthcare

Theranos founder's invitation to science meeting sparks row

DAVID CROW — NEW YORK

A prestigious scientific organisation has descended into infighting over a decision to invite Elizabeth Holmes, founder of blood-testing group Theranos, to deliver a presentation at its annual conference this week, with at least two members of the association threatening to resign.

The American Association for Clinical Chemistry invited Ms Holmes to deliver a 90-minute talk in front of 3,000 scientists on Monday night despite protests from some scientists responsible for organising the conference, who argued that a series of damaging scandals at Theranos should disqualify the company.

Ms Holmes had been expected to use the session to present scientific data in defence of her company's proprietary blood-testing technology, including a tiny finger-prick vial or "nanotainer" that she claims can generate accurate test results without traditional needles or venous draws.

However, Ms Holmes, whose company is under Federal criminal investigation, sidestepped past controversies and used her appearance to unveil a completely new machine, the MiniLab, which she said could enable small samples of blood to be analysed remotely using cloud computing.

Theranos earned plaudits for the nanotainer when it launched in 2013 but in recent months the company has been tarnished by damaging revelations over the limitations of its technology, culminating in Ms Holmes being banned from the industry for two years.

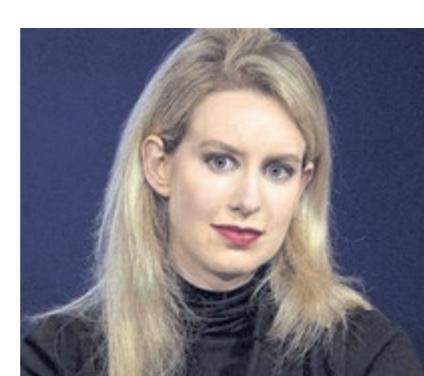
She was handed the ban after a gov-

ernment inspection of one of the company's labs concluded that erroneous results had put patient lives at risk.

Several scientists on the committee responsible for organising the meeting opposed the decision to invite Ms Holmes fearing it would lend credibility to her company, while others decided to boycott the presentation in protest. They believe the association invited Ms Holmes in order to generate publicity.

Dr Andy Hoofnagle, a member of the organising committee, said he and several of his colleagues had "fought really hard to prevent" Ms Holmes from appearing but were overruled by Patricia Jones, the AACC president. "This conference is about peer reviewed science — you don't bring in advertisers and give them the stage at a scientific meeting," said Dr Hoofnagle.

Ms Jones defended the AACC's decision to invite Theranos to speak and said that the leadership of the association had the right to determine who should appear.



Elizabeth Holmes: unveiled a new blood testing system this week

Financial services

LSE chief plays down risk of City losing euro clearing role

PHILIP STAFFORD

The head of the London Stock Exchange Group has said there is "no immediate threat" that euro-denominated clearing, one of the City's most prestigious businesses, could leave London after the UK voted to quit the EU.

Xavier Rolet, group chief executive, yesterday said the rules that could prise the business away from London "would require an [EU] treaty change. An EU treaty change is not an easy thing ... so that is not impossible but at this time, for the moment, there is no immediate threat from that standpoint".

The Brexit vote potentially strikes at the clearing of euro-denominated derivatives and the LSE's LCH clearing house, which clears the vast majority of the \$400tn over-the-counter market. Tools such as swaps help protect banks and corporations against interest rate and currency moves. French president François Hollande has called for it to be moved to the EU.

For London, clearing of swaps is a cornerstone of the City. Euro-denominated swaps trading represents a third of the global interest rate derivatives market.

In the past the European Central Bank has tried and failed to force euro-denominated business to take place in the eurozone.

The central bank also recently reactivated its location policy but only applied it to payments in euros, admitting that it did not have the jurisdiction to cover clearing houses.

Mr Rolet also called for a "transitional arrangement" in exit negotiations with the EU to provide stability to banks and

investors. "Negotiations will be incredibly complex. I don't expect a swift resolution, it will take time. European industry also depends on the 'money pump' that the City represents ... sides have an overriding interest in stability in the short to medium term, and a settlement that works for both sides."

He added that the LSE's €24.4bn merger with Deutsche Börse to create a European powerhouse for trading, data and risk management was "on track". Both sides' shareholders have backed the deal, which now faces antitrust scrutiny in the UK, Germany and Brussels.

Interim results released by the LSE yesterday also showed a rise in first-half earnings, thanks in part to increased risk management needs from under-pressure Italian banks.

The LSE benefited in the first half from the amount of collateral posted at the LSE's Italian clearing house on deposit from the banks as part of the clearer's treasury operations. Treasury income increased 47 per cent on a constant currency basis to £21m, it said.

For the six months to June 30, total revenues at LSEG on a constant currency basis rose 5 per cent to £721.9m, while total income rose 7 per cent to £785.8m.

The interim dividend increased 11.1 per cent to 12p per share.

Information services and data provision to investors, the LSE's largest unit, rose 12 per cent to £285.9m.

The group recorded an 11 per cent rise in share trading on its markets in London and Milan while total income for its post-trade services business, including its majority-owned LCH clearing house, rose 17 per cent to £206.5m.

Contracts & Tenders

Public Invitation to Tender Resorthotel nearby Potsdam/close to Berlin

In the course of a public tender process the Resort Schwellensee in Werder/Havel will be sold.

The 4-Star Resort Schwellensee comprises 127 hotel rooms, 21 cottages and pile buildings plus a spa area, a conference center, two restaurants, a bar, a marina including a port together with a boat hangar as well as a residential building with four apartments, and is located within the catchment area of Potsdam and Berlin.

Transaction assets are:

- Operating Assets incl. sites, buildings as well as assets of the Theodor Fontane Besitz- und Betriebsgesellschaft mbH by way of an asset deal
- 100% of the company shares of a newly founded operating company, namely Resort Schwellensee Betriebs GmbH

All parties who intend to participate at the public tender process are requested to submit, at the latest by 15 September 2016, 17:00 pm (CET), an expression of interest for a prospective acquisition of the assets ("expression of interest") to the mandated transaction consultant at the following address:

Ernst & Young Real Estate GmbH
Felix Holderberg
Friedrichstraße 140, 10117 Berlin, Deutschland
Office: +49 30 25471 22746
E-Mail: project.resorthotel@de.ey.com

Interested parties whose expression of interest is delayed are excluded of the process. All inquiries related to the structured bidding process or related to the required contents of the expression of interest have to be submitted exclusively to EY.

Legal Notices

In the matter of Maxfair Limited

In the matter of the Cyprus Companies Law Cap 113

Note is hereby given that the matter of the Cyprus Companies Law Cap 113 which is being voluntarily wound up and is registered on or before the 5th day of September 2016 to send in their full names, their addresses and descriptions, full particulars of their debts or claims and the names and addresses of their solicitors (if any) to the undersigned Constantinos Constantinou, of Prokritis 10, 1013 Nicosia, Cyprus, the joint liquidator of the said company, and if so required by notice from the said joint liquidator, to come in and prove their said debts or claims at such time and place as shall be specified in such notice, or in default thereof they will be excluded from the benefit of any distribution made before such debts are proved.

Dated this 5th day of August 2016

Constantinos Constantinou
PricewaterhouseCoopers Limited
Joint Liquidator of Maxfair Limited

In the matter of BMT Estate Limited

In the matter of the Cyprus Companies Law Cap 113

Note is hereby given that the matter of the Cyprus Companies Law Cap 113 which is being voluntarily wound up and is registered on or before the 5th day of September 2016 to send in their full names, their addresses and descriptions, full particulars of their debts or claims and the names and addresses of their solicitors (if any) to the undersigned Constantinos Constantinou, of Prokritis 10, 1013 Nicosia, Cyprus, the joint liquidator of the said company, and if so required by notice from the said joint liquidator, to come in and prove their said debts or claims at such time and place as shall

Technology

Nigerian email scam targets unpaid invoices

Cyber criminals steal \$5m a year from groups buying and selling big shipments

HANNAH KUCHLER — SAN FRANCISCO

A criminal syndicate in Nigeria is stealing millions of dollars from companies around the world by intercepting their emails and diverting bank transfers, according to a new report.

The cyber security company SecureWorks says it has uncovered a group of 50 to 40 cyber criminals stealing about \$5m a year, often from industries which

buy and sell large shipments, including chemical manufacturing, pharmaceuticals and heavy machinery.

Cyber criminals are increasingly pretending to be executives and using fake email accounts to steal money from companies, with the FBI warning of a dramatic rise in business email compromise scams. The US law enforcement agency reported in June that cyber criminals had tried to snatch more than \$3bn, an increase of 50 per cent over 10 months.

James Bettke, a researcher at SecureWorks, said the Nigerian criminal ring was more sophisticated than some

email spoofing scams, which try their luck by sending emails claiming to be from a senior executive ordering wire transfers, in that they intercept an existing transaction.

"They [the victims] sincerely believe there is a real transaction going on, so they become completely confused," he said, adding that "nothing seems out of place" until the money does not turn up.

SecureWorks has informed law enforcement agencies about the scam and attempted to contact companies involved.

The cyber security company, which went public earlier this year, claims to have identified the participants in the crime, including their names, social media profiles and conversations between them, with details on how the business is run.

The group's tactics are less sophisticated than those used to steal from the Swift global bank payments system, which has been under the spotlight this year after \$81m was stolen from the Bangladesh central bank and ended up in casinos in the Philippines.

Mr Bettke said the method was "digital cheque washing", the online equivalent of the crime where cheques are stolen from a mailbox and washed in acetone to obscure the true payee and redirect the money to another bank account. The hackers find unpaid invoices, change the payee and reply to the buyer, who then sends money to the criminal's account, not the seller.

In one case, SecureWorks says the group hijacked the email of an employee at an Indian chemical company. When a US chemical company sent a request to purchase \$400,000 of chemicals, the hackers changed the rules in the employee's email account so that all future email from that company was direct to the hackers' inbox. They changed the details on an invoice so the US company paid them.

Banks

BNP sharpens focus with sale of \$500m stake in First Hawaiian

BEN MCLANNAHAN AND NICOLE BULLOCK — NEW YORK

BNP Paribas has taken a big step in reshaping its US operations by selling a near-\$500m stake in First Hawaiian Bank, allowing it to sharpen its focus and top up capital.

France's biggest bank by assets has long had a significant presence in the US, through its San Francisco retail arm, Bank of the West, and corporate and investment banking operations based in New York.

But in the regulatory environment that has emerged since the financial crisis, the Honolulu-based unit — with branches across Hawaii, Guam and Saipan — has been a misfit.

BNP's US subsidiary — its biggest outside France with about \$6bn in annual revenues — raised \$485m yesterday by selling a 15 per cent stake in First Hawaiian. It was the biggest initial public offering of a bank in the US for almost two years, since Royal Bank of Scotland raised \$3.5bn by spinning off Citizens Financial.

Regulators in the US have drawn up tougher rules on capital and liquidity while subjecting banks to rigorous tests of their ability to withstand shocks.

In particular a requirement for foreign institutions to group their US businesses under an intermediate holding company — effective from July — has prompted a switch of focus to core activities, whether they are driven by investment banking (such as Deutsche Bank, Credit Suisse, UBS and Barclays) or retail (Santander, TD Bank and BBVA).

Even those that run both retail and wholesale activities, such as Mitsubishi UFJ Financial Group, Royal Bank of Canada and BNP, have pared lines of business.

All intermediate holding companies will be subject to a full public stress test in 2018 by the Federal Reserve. BNP's BancWest subsidiary, which includes Bank of the West and First Hawaiian, took the test for the first time this year and passed.

Deutsche and Santander both failed, for the second and third times respectively, limiting their ability to return profits to their parent groups.

Regulation has pushed up the cost of competing in the world's biggest economy, according to a senior New York-based executive at a non-US bank. "We have to be far more comprehensive in the management of our entities in the US," the person said.

Global financial services firms got used to running themselves on purely global lines. That was not as strong an axis of management as it needed to be."

In yesterday's IPO, BNP sold 21.1m shares at \$23 each, at the top of the indicative pricing range.

In December it had said a "complete" sale of the bank would add about 40 basis points to its core tier one equity capital, which stood at 11.1 per cent of risk-weighted assets at the end of June. Under Basel standards, the bank needs to achieve a ratio of at least 11.5 per cent by 2019.

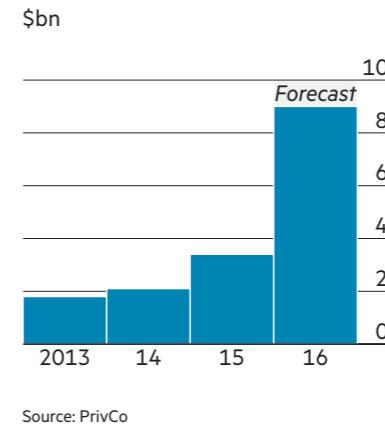
Financial stocks have performed poorly this year, falling 1 per cent since January, but bank IPOs have done better. All three smaller deals that have priced in 2016 — Paragon Commercial, Midland State and Argentina's Grupo Supervielle — are up.

Technology. Software

Cyber security groups vulnerable to M&A attacks



Cyber security M&A transactions



Source: PrivCo

Safety first: delegates arrive at the 2016 Black Hat cyber security conference in Las Vegas, Nevada
David Becker/Reuters

Boom in dealmaking as private equity groups circle and industry consolidates

HANNAH KUCHLER — LAS VEGAS

The cyber security industry is in the midst of a deals boom as private equity buyers hunt for cash-generating companies and smaller start-ups get snapped up for their technology or in-demand security engineers.

As security companies — in Las Vegas this week for the annual Black Hat and Def Con conferences — expose the latest examples of software vulnerability, investors are pushing for consolidation in the fragmented industry.

The total number of exits in the cyber security industry — the vast majority of which are deals — rose by a third from 2014 to 2015, according to PrivCo, the

private company research firm. In the first quarter of 2016, notable deals in the industry increased by 50 per cent from eight to 12, the firm said.

Jack Andrews, an analyst at DA Davidson, said there had been a two-pronged boom in dealmaking in the sector, with private equity chasing software deals and smaller private cyber security companies consolidating as valuations fall.

The end result would help to protect corporations against cyber threats, he said. "Given the increasing complexity of the threat, there has been an explosion of all these companies selling products. It is hard for customers to figure out which is real and which are 'me too' products. [The M&A] will be good for the management of security in general."

Private equity companies have been attracted to the software industry overall, realising that "old tech never really dies" and can be milked for revenue for a long time, Mr Andrews added.

Since the first quarter closed, security software maker Symantec has bought Blue Coat for \$4.65bn in its largest deal for more than a decade; antivirus provider Avast Software has bought its rival AVG Technologies for \$1.3bn; and Ping Identity has been bought by Vista Equity Partners for an undisclosed sum.

Even Intel Security, bought as McAfee in 2010 when it was one of the largest independent security companies, may be an attractive target for private equity buyers, as Intel is talking to bankers about the future of the unit, according to people close to the discussions. Intel has declined to comment.

'The M&A will be good for the management of cyber security in general'

Jack Andrews, DA Davidson

The market is separating into two halves, with private equity buyers eager for established businesses with strong cash flow from corporate customers who are unlikely to abandon paying for security.

Then there are existing security companies picking up some of the hundreds of smaller operations that have sprung up with a good idea, a piece of innovative technology or a great team that can be integrated into a larger organisation.

George Kurtz, chief executive and co-founder of CrowdStrike, which recently linked the hack at the Democratic National Committee to Russian intelligence agencies, said valuations had come down 30 to 40 per cent in some areas for early-stage companies that did not have meaningful traction for the market.

"If you got to series C [third-round funding], you probably have a decent product and customer traction, you've brought it to market and are starting to prove it with larger enterprise customers who are more conservative," he said.

Many security companies believe now is the time to buy, because valuations have been coming down at the series A and B level, as venture capitalists realise how crowded the market has become.

Jim Dolce, chief executive of Lookout, a mobile security company that counts Morgan Stanley and Deutsche Telekom among its investors, said start-ups moving from series A to series B are having a particularly tough time.

Lookout made a small acquisition of technology from Bluebox Security for an undisclosed sum, adding its technology to Lookout's core platform and hiring some of its personnel.

"The fundraising environment has changed dramatically for many companies," he said. "It is now a buyers' market."

European lenders join forces to target Africa

Legal Notices

Banks

IN THE GRAND COURT OF THE CAYMAN ISLANDS
FINANCIAL SERVICES DIVISION
CAUSE NO FSD 92 OF 2016 (IMJ)
IN THE MATTER OF TETHYS PETROLEUM LIMITED
AND
IN THE MATTER OF THE COMPANIES LAW (2013 REVISION)
AND
IN THE MATTER OF THE GRAND COURT RULES (2012)
NOTICE IS HEREBY GIVEN that a Petition was on 28 June 2016 presented to the Grand Court of the Cayman Islands for confirmation of the reduction of the share capital of Tethys Petroleum Limited (the "Petitioner") from US\$75,000,000, consisting of 700,000,000 ordinary shares of US\$0.10 each and 50,000,000 preferred shares of US\$0.10 each, to US\$15,000,000 consisting of US\$1,450,000 ordinary shares each with a par value of US\$0.01 and US\$1,450,000 preferred shares each with a par value of US\$0.01.
AND NOTICE IS HEREBY GIVEN that the Petition will be heard before a Judge in the Grand Court of the Cayman Islands on 19 August 2016 at 10am.
ANTICIPATOR OR SHAREHOLDER of the Company desiring to oppose the making of the Order for the confirmation of the reduction of capital shall provide notice to Tom Wright (twright@solomonharris.com) at the Attorney for the Petitioner that they intend to appear at the hearing in person or by counsel for that purpose within a minimum of 3 clear days prior to the hearing.
A copy of the Petition will be furnished to any such person requiring the same by the undersigned Attorney upon payment of the registered charge for the same.
Dated this 2nd day of August 2016
SOLOMON HARRIS, Attorneys for the Petitioner
Address for service: Solomon Harris, 3rd Floor, First Caribbean House, P.O. Box 1990, Grand Cayman, KY1-104, Cayman Islands

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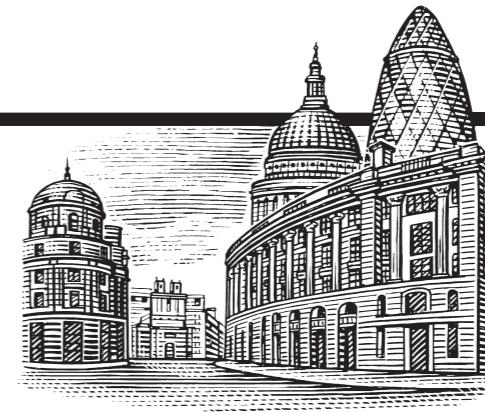
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UK COMPANIES

Lombard



The drugs don't work, leaving Woodford's patient trust feeling poorly

Kate Burgess



Investment ace Neil Woodford's twin attributes as an evangelist and share price prophet have sparked a cult-like following.

Both characteristics were on display yesterday at Woodford Patient Capital's investment trust results. Mr Woodford bowed his head over his backers' disappointment in the trust's 11 per cent slide in asset value — courtesy of the likes of Circassia, whose cat allergy treatment turned out to be as effective as a placebo, and Northwest Biotherapeutics, embroiled in a row over its governance.

But in the same breath he said prices had become so divorced from reality he had been impelled to sell the trust's shares in big, stable businesses such as Legal & General to invest more in small, illiquid biotech businesses.

This is Mr Woodford uncut. The

investment trust's portfolio is his investment vision, untrammelled by a committee — unlike the £25bn of funds he ran at Invesco Perpetual until leaving abruptly in 2013, or indeed Woodford's £9bn open-ended income fund launched two years ago.

About 40 per cent of WPC is in unquoted companies and two-thirds in healthcare. Almost a third is invested in six biotechnology hopefuls including Oxford Nanopore, which is developing DNA sequencing technology being sent to space, and Prothena, a US immunotherapy group tackling diseases that cause organ failure.

As Susan Searle, WPC's chairman says, the risks in biotechnology are binary. The products either work or they don't. Quite often they don't. Mr W urges his followers to be "forward thinking" and remain patient. The trust is about patient capital, after all, and has been investing for little more than a year. His message is subliminally reinforced by the phrase "long term", which occurs 25 times in WPC's six-month statement. "Early stage" appears a dozen times.

But backers of the investment trust

are making an accumulator bet that the bluff veteran hasn't lost his touch as an investor and that Woodfordmania isn't wearing thin. WPC's shares now stand at discount of about 4 per cent to assets. A year ago, they were at a 15 per cent premium.

The niggling suspicion is that when investment managers talk about holding on for the long term, it is because a series of short terms has gone wrong.

RSA: horticultural Hester

Radio 4's Gardeners' Question Time deals with an unusual query:

Derek Robson: A question now from a keen City gardener: Stephen Hester of the Fenchurch St Allotment Society.

Hester: I'm trying to revive a tired perennial — RSA Insurance. Any tips?

Robson: Got a photo?

Hester: Even better — here's a 43-page interim results statement.

Anne Swithinbank: Oh, I see. It's a *prosaicus semi-vivens* — a non-life species of insurer.

Hester: "Non-life" certainly described

it when I took it on in 2014. **Bunny Guinness:** It doesn't look too bad now. The weather's hardly been kind. But there's earnings growth coming through. Operating profits are up 20 per cent to £312m and the combined ratio is 2 percentage points better at 94.3 per cent.

Hester: I pruned back dead wood hard and hacked off a few offshoots that were spoiling the shape.

Pippa Greenwood: Any pests?

Hester: Investors moaned because they said my turnaround wasn't working.

Greenwood: You know how to deal with them, don't you? Just get the shares up above £5.27, where they were a year ago before Zurich pulled its bid approach. You're almost there.

Bob Flowerdew: Have you tried spreading yak dung round the roots?

Guinness: Ignore Bob. He's a spaced-out old hippy. More fruitfully, you can push down expenses, talk up your foreign exposure and lure a bidder hunting cheap sterling yield. Then you can relax in your potting shed as you plan a portfolio career.

Hester: Onwards and upwards!

Robson: Hey! That's my catchphrase!

Sailing into the sunset

Shipping market veterans should allow themselves a moment for nostalgia, as the Baltic Exchange comes closer to losing its independence. The forum for dealings in cargo space has been going for 272 years, so it is almost as old as some of its 650 members.

Singapore Exchange is offering £86.7m with the endorsement of the Baltic Exchange company, which stopped providing trading facilities before the millennium. These days its key assets are indices. SGX aims to use these as backbones for derivatives platforms it can promote in Asia.

The institution will continue, albeit with a single owner — many current shareholders are also members.

Lloyd's, the historic insurance marketplace, looks increasingly lonely as a member-owned organisation. This week's blueprint for the Square Mile from TheCityUK rather insensitively pointed out how expensive it is to write insurance through London.

Woodford: kate.burgess@ft.com

Other stories: jonathan.guthrie@ft.com

Briefs

Serco

Brighter profit outlook

Shares in Serco rose 13 per cent after the government contractor bumped up its profit forecast for the second time in 2016 and gave further indications that it was leaving recent troubles behind.

The lower sterling exchange rate and better than expected performance in the first six months of the year led the group to lift projected revenues to £3bn and underlying trading profit to at least £80m. They had stood at £2.9bn and at least £65m, respectively.



Rupert Soames, chief executive, pictured, said progress was partly down to one-offs. "Although much of the improvement came from items that will not recur, it reflects the result of a lot of hard work and successful resolution of a number of commercial issues," he said.

Underlying trading profit rose 8.7 per cent in the six months to £51m, while Serco swung into a pre-tax profit of £58.1m, from a loss of £16m a year earlier. But revenue declined 7.4 per cent to £1.5bn. Michael Pooler and Joel Lewin

Randgold Resources

Mine woes hit output

Randgold Resources shares fell sharply from record highs after the miner said it had endured one of its "toughest quarters in years".

The Africa-focused gold miner has been one of the beneficiaries of renewed investor interest in precious metal stocks this year, buoyed by gold's perceived status as a haven from economic turmoil.

But Randgold said operational issues at two mines led to a fall in production in the second quarter of the year. Net income fell 8 per cent quarter on quarter in spite of a higher average gold price.

Shares in the company fell more than 11 per cent in London before recovering some ground.

The miner said it expected to meet its targets for the year, which include producing at least 1.25m oz of gold, after output of 573,000 oz in the first half. James Wilson

Patient Capital

Woodford falls short

High-profile fund manager Neil Woodford has admitted investors "will be disappointed" after his investment trust failed to deliver returns in the first half of this year.

The Woodford Patient Capital Trust suffered a net asset value decline of 10.8 per cent over the six months to June. The FTSE All Share was up 4.3 per cent over the period.

Investors lost 10.4p per share, a further decline from the 2.63p loss per share for the year ending last December. The trust was trading at 899p per share yesterday.

Patient Capital concentrates on early-stage and early-growth companies. It targets 10 per cent annual returns and is aimed at investors with long-term horizons.

The fund, which is 47 per cent invested in unlisted companies, has declined 12.2 per cent in its net asset value since launch in April 2015. Aime Williams

City Insider returns in September

Profits leap
Ladbrokes ahead at half time

Ladbrokes posted a double-digit rise in revenues and profits yesterday as the bookmaker benefited from favourable sporting results and a higher number of bets placed.

Total revenue in the six months to June 30 rose 13.1 per cent on year to £661.8m, while pre-tax profits jumped 61 per cent to £39.8m.

Ladbrokes has recorded a 15 per cent uptick in the number of bets placed on football ahead of the new season, which it said was partly due to the unlikely success of Leicester City last year. It also benefited from "favourable" results over the summer, with most Euro 2016 matches going the bookmaker's way. Sales growth was

fastest in its online division, where revenues rose 41 per cent to £158m.

Ladbrokes posted robust growth in high street stores too, with UK retail sales up 6.4 per cent to £436.6m.

It took a £14.5m hit on exceptional costs, largely related to its merger with Gala Coral. The Competition and Markets Authority cleared the way for the £2.2bn tie-up last month, when it confirmed the bookmakers would have to sell about 400 stores.

"Ladbrokes has issued very strong H1 results with operating profit sharply ahead of our expectations," said Greg Johnson at Shore Capital. Paul McClean

Andrew Boyers/Reuters

Insurance

Restructuring moves boost dividend payout at RSA and Aviva

OLIVER RALPH
INSURANCE CORRESPONDENT

Two of the UK's biggest insurers have announced sharp increases to their dividends as they emerge from long periods of restructuring.

RSA yesterday increased its first half payout by 43 per cent, while Aviva raised its dividend by a tenth.

"They're throwing off a lot of cash," said Barry Cornes, an analyst at Panmore Gordon. "Having been through a lot of pain, it is a process of giving capital back to shareholders." Based on Mr Cornes' forecasts for this year, Aviva's shares offer a dividend yield of 5.7 per cent while RSA's yield 2.8 per cent.

Investors say dividends are one of the main attractions of the insurance sector.

Shares in Aviva rose 6 per cent yesterday, while RSA was up 2 per cent despite the Bank of England's cut in interest rates. Low rates are traditionally seen as bad for the insurance industry.

RSA chief executive Stephen Hester said that the payout was in line with company policy. "We plan to pay out 40 to 50 per cent of our profits as dividends. There will be scope for special dividends in the future, but not in the near term."

Mr Hester has been selling off unwanted businesses and cutting costs since he joined RSA in 2014. The company reported a 20 per cent jump in first-half profits to £312m as a record underwriting performance offset a fall in investment income.

He said this is the first half-year in RSA's history where underwriting prof-

its are higher than investment income. The company's combined ratio (claims and costs as a proportion of premiums) improved from 96 per cent to 94 per cent. That was despite large losses from events such as floods in Europe and wildfires in Canada coming in at £277m, which was £49m worse than last year.

Aviva was also hit by floods and fires. Profits from its general insurance business dropped by 17 per cent because of both natural catastrophes and costs

associated with Flood Re, the new flood insurance scheme.

However, earnings from life insurance rose 20 per cent at the group thanks partly to the inclusion of Friends Life, which Aviva bought last year.

There were also strong sales of protection products and individual annuities.

Aviva chief executive Mark Wilson, who last month promised to generate more cash and pay higher dividends, was keen to stress the company's resilience to low rates.

"A lot of people think that because we are a big financial services business, we're sensitive to interest rates. We're not," Mr Wilson said. "Aviva is performing pretty well with the rain clouds looming."

See Lex and Lombard

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MARKET DATA

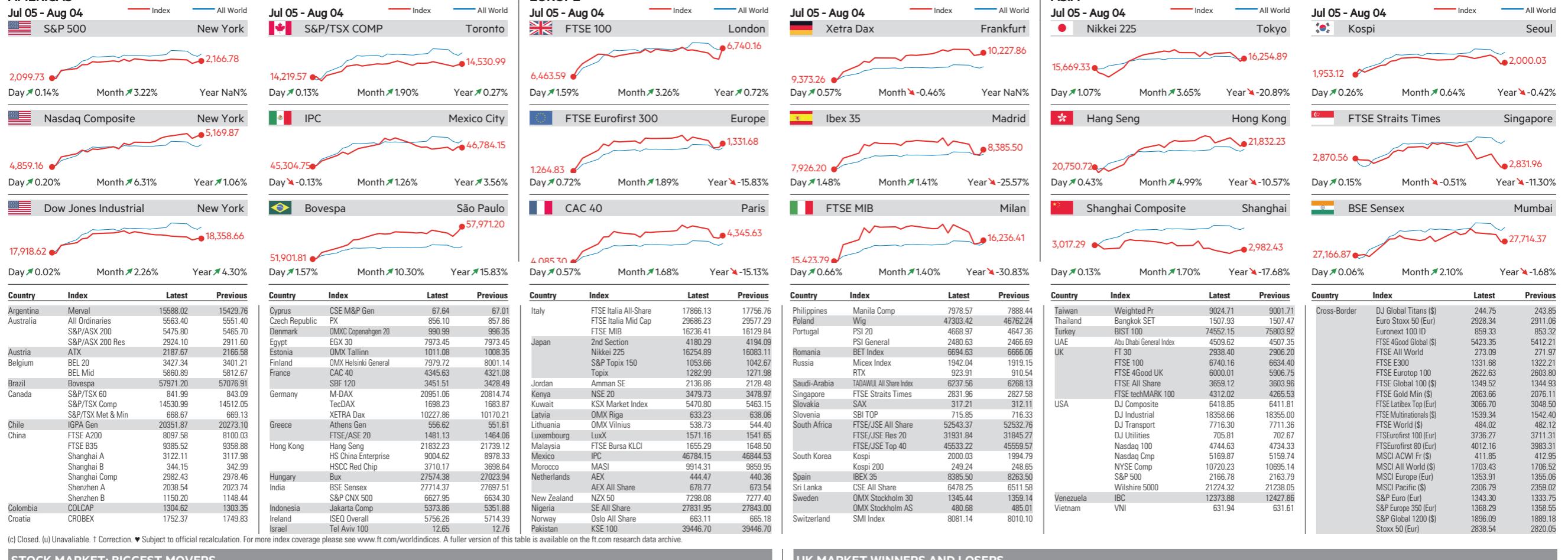
WORLD MARKETS AT A GLANCE

FT.COM/MARKETSDATA

Change during previous day's trading (%)



Stock Market movements over last 30 days, with the FTSE All-World in the same currency as a comparison



(c) Closed. (u) Unavailable. ↑ Correction. ♦ Subject to official recalculation. For more index coverage please see www.ft.com/worldindices. A full version of this table is available on the ft.com research data archive.

STOCK MARKET: BIGGEST MOVERS

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Ups	Bell	77.71	7.16	10.86	Pets At Home	260.60	19.27	8.07	Deutsche Wohnen Ag	28.23	1.12	4.15	Kurary Co.	1357.00	104.00	8.30	Shawia Shell Sekku Kk.	874.00	65.00	-6.50	Esure	394.10	11.9	-4.45	Ferrexpo	52.25	24.4	143.0	Food Producers	8406.38	4.9	-5.2
Harman Int Industries	87.38	5.59	6.83	Ast	259.20	16.09	6.65	Caixbank	421.50	189.50	-50.00	Amadeus Ag N.o.	301.8	41.38	0.52	Toyota Motor	612.7	569.00	-1.00	Rivertowne Energy	1010.00	7.2	27.7	Macau Property Opportunities Fund	222.10	23.2	21.1	Life Insurance	618.91	4.1	-12.9	
Parker-hannifin	120.59	6.81	5.99	Eurosystematicl Investor	108.02	62.00	6.00	Repsol	241.5	185.90	-1.03	Nestle Nestle	290.1	147.90	0.00	Mitsubishi Ufj Fin.	442.4	507.10	-14.80	Indivior	289.00	7.2	55.5	Fortune	146.75	15.9	3.9	Non-life Insurance	2723.67	3.9	10.7	
Royal Caribbean Cruises Ltd	72.86	4.09	5.95	Standard Chartered	646.00	31.85	5.18	Arclormelit	5.62	0.16	3.01	Nomura Holdings	436.00	126.29	0.00	Sumitomo Mitsui Fin.	351.5	3219.00	-9.20	Standard Life	259.20	6.9	17.8	Morgan Sindall	635.50	10.8	3.7	Banking	3774.90	1.7	14.0	
Transocean Ltd	10.98	0.53	5.07	Riverstone	1010.00	48.50	5.04	Rwag	8.83	2.40	2.81	Mitsubishi Logistic	1489.00	97.00	9.77	Mitsubishi Fin.	220.8	232.00	-5.20	Standard Life	307.00	8.4	3.0	Prudential	194.04	21.9	2.5	Industrial Transportation	1316.88	2.5	12.5	
Downs	Cf Industries Holdings	21.09	-3.43	-13.99	Hikma Pharmaceuticals	2220.00	-306.41	-11.48	Grefis Grs	14.99	-14.40	-48.99	Shawia Shell Sekku Kk.	874.00	-65.00	-6.92	Softbank	743.2	584.00	-70.00	Direct Line Insurance	280.10	8.5	10.6	Ferrexpo	52.25	24.4	143.0	Food Producers	8406.38	4.9	-5.2
First Solar	43.74	-5.50	-11.17	Randgold Resources Ld	865.00	-365.00	-4.05	Bayerische Motoren Werke Ag	64.40	-4.15	-6.05	Nichirei	952.00	-59.00	-5.93	Yamaha Motor	612.7	569.00	-1.00	Rivertowne Energy	1010.00	7.2	27.7	Macau Property Opportunities Fund	222.10	23.2	21.1	Life Insurance	618.91	4.1	-12.9	
Mettlife	39.43	-3.86	-8.95	WinesBank	200.60	-6.00	-2.90	Industrivene Ab	16.14	-0.82	-4.81	Meiji Holdings Co.	964.00	-59.00	-6.88	Sumitomo Mitsui Fin.	351.5	3219.00	-9.20	Standard Life	259.20	6.9	17.8	Indivior	146.75	15.9	3.9	Non-life Insurance	2723.67	3.9	10.7	
Quanta Services	23.56	-1.87	-7.36	Halffords	341.80	-9.07	-2.57	Svenska Handelsbanken Ab	11.40	-0.50	-4.18	Spania Holdings	258.00	-120.00	-4.43	Shawbrook	220.8	232.00	-5.20	Standard Life	259.20	6.9	17.8	Morgan Sindall	635.50	10.8	3.7	Banking	3774.90	1.7	14.0	
BEST MOVERS	Close price	Day's price change	BEST MOVERS	Close price	Day's price change	BEST MOVERS	Close price	Day's price change	BEST MOVERS	Close price	Day's price change	BEST MOVERS	Close price	Day's price change	BEST MOVERS	BEST MOVERS	Close price	Day's price change	BEST MOVERS	BEST MOVERS	Close price	Day's price change	BEST MOVERS	BEST MOVERS	Close price	Day's price change	BEST MOVERS	BEST MOVERS	Close price	Day's price change	BEST MOVERS	
Ups	Bell	77.71	7.16	10.86	Pets At Home	260.60	19.27	8.07	Deutsche Wohnen Ag	28.23	1.12	4.15	Kurary Co.	1357.00	104.00	8.30	Shawia Shell Sekku Kk.	874.00	-65.00	-6.92	Esure	471.90	-24.1	-42.5	Brammer	95.00	-14.1	-5.2	Aerospace & Defense	4491.44	-4.8	8.2
Harman Int Industries	87.38	5.59	6.83	Ast	259.20	16.09	6.65	Caixbank	421.50	189.50	-50.00	Amadeus Ag N.o.	301.8	41.38	0.52	Mitsubishi Ufj Fin.	442.4	507.10	-14.80	Inovio	840.00	-16.7	-3.7	Devro	250.00	-12.3	-3.2	Oil & Gas Producers	7056.45	-3.8	24.4	
Parker-hannifin	120.59	6.81	5.99	Eurosystematicl Investor	108.02	62.00	6.00	Repsol	11.34	3.82	3.42	Sumitomo Metal Mining Co.	1293.00	92.50	7.71	Sumitomo Mitsui Fin.	351.5	3219.00	-9.20	Standard Life	259.20	6.9	17.8	Agile	146.75	15.9	3.9	Gas & Water Utilities	6565.30	-2.2	11.9	
Royal Caribbean Cruises Ltd	72.86	4.09	5.95	Standard Chartered	646.00	31.85	5.18	Arclormelit	5.62	0.16	3.01	Nomura Holdings	436.00	126.29	0.00	Sumitomo Mitsui Fin.	351.5	3219.00	-9.20	Standard Life	259.20	6.9	17.8	Agile	146.75	15.9	3.9	Gas & Water Utilities	6565.30	-2.2	11.9	
Transocean Ltd	10.98	0.53	5.07	Riverstone	1010.00	48.50	5.04	Rwag	8.83	2.40	2.81	Mitsubishi Logistic	1489.00	97.00	9.77	Mitsubishi Fin.	220.8	232.00	-5.20	Standard Life	259.20	6.9	17.8	Prudential	194.04	21.9	2.5	Industrial Transportation	1316.88	2.5	12.5	
Downs	Cf Industries Holdings	21.09	-3.43	-13.99	Hikma Pharmaceuticals	2220.00	-306.41	-11.48	Grefis Grs	14.99	-14.40	-48.99	Shawia Shell Sekku Kk.	874.00	-65.00	-6.92	Softbank	743.2	584.00	-70.00	Direct Line Insurance	280.10	8.5	10.6	Ferrexpo	52.25	24.4	143.0	Food Producers	8406.38	4.9	-5.2
First Solar	43.74	-5.50	-11.17	Randgold Resources Ld	865.00	-365.00	-4.05	Bayerische Motoren Werke Ag	64.40	-4.15	-6.05	Nichirei	952.00	-59.00	-5.93	Yamaha Motor	612.7	569.00	-1.00	Rivertowne Energy	1010.00	7.2	27.7	Macau Property Opportunities Fund	222.10	23.2	21.1	Life Insurance	618.91			

MARKET DATA

FT500: THE WORLD'S LARGEST COMPANIES

Stock	52 Week					Stock	52 Week					Stock	52 Week					Stock	52 Week					Stock	52 Week															
	Price	Day Chg	High	Low	Yld	P/E	MCap m	Price	Day Chg	High	Low	Yld	P/E	MCap m	Price	Day Chg	High	Low	Yld	P/E	MCap m	Price	Day Chg	High	Low	Yld	P/E	MCap m												
Australia (ASX)	25.00	-0.03	32.03	21.68	9.46	12.30	592331.51	Nokia	4.88	-0.08	7.11	4.48	2.68	30.02	31732.48	Astellas	169.60	-29.50	2009	158	155	23.09	36070.74	AT&T	43.06	-0.08	43.89	30.97	4.03	20.07	265076.74	Lilly (E)	82.55	-0.17	92.85	67.88	2.40	36.24	91122.28	
BHP Billiton	31.31	0.22	32.93	29.79	6.79	6.72	27.01	SampoA	37.16	-1.12	47.67	34.42	4.90	14.07	23129.03	Bridgepoint	33.35	-0.00	60.00	4805	3088	3.07	12.51	29348.80	Ericsson	61.05	-0.05	92.75	59.05	5.48	14.84	22014.65	Lockheed	258.13	-0.37	263.37	181.22	1.23	25.29	310181.56
CmvBkuA	75.60	-0.37	88.37	69.79	6.72	16.96	89212.16	Carrefour	286.9	-4.90	4006	2780	4.30	17.80	37844.6	Capita	11.05	-0.00	12.00	1000	1000	1.00	2.01	21050.53	Average Tech	168.12	-0.12	168.42	110.30	2.00	23.27	19179.79								
CSL	25.90	-0.07	38.37	23.82	10.06	11.97	52564.41	Asahi Grp	50.89	-0.14	68.50	48.07	-2.52	1.09	4349.64	Capita	91.63	-0.44	101.65	68.25	2.42	10.05	32029.71	Avaya	77.55	-0.05	97.05	65.00	5.48	14.84	19061.55									
NetAusBk	25.90	-0.06	34.85	23.82	10.06	11.97	52564.41	Asiagruppe	5.70	-0.25	26.02	16.11	4.77	3.14	4517.37	Capita	91.63	-0.44	101.65	68.25	2.42	10.05	32029.71	Bridgestone	21.90	-0.05	26.00	13.00	2.00	23.27	19179.79									
Telstra	5.70	-0.06	6.53	4.98	6.50	19.38	53121.92	Asiagruppe	5.70	-0.25	26.02	16.11	4.77	3.14	4517.37	Carrefour	11.70	-0.37	23.36	12.29	22.59	25.95	27	Bakuhu	47.44	-0.49	59.01	37.50	1.41	6.88	35703.35									
Westfarmers	42.58	0.03	44.12	36.65	5.70	22.26	36552.77	AXA	17.30	-0.25	26.02	16.11	4.77	3.14	4517.37	Capita	11.66	-0.07	16.98	12.21	2.05	23.27	19179.79	Bakuhu	47.44	-0.49	59.01	37.50	1.41	6.88	35703.35									
ChristianDior	114.78	-0.60	121.35	87.11	1.22	2.25	39820.42	FastRetail	17.60	-0.25	23.57	5.32	8.12	9.05	48053.82	Capita	11.66	-0.07	16.98	12.21	2.05	23.27	19179.79	BanKu	14.43	-0.06	18.09	10.98	1.27	12.44	147236.70									
Cred Agr	7.80	-0.20	8.75	7.15	8.15	13.46	76904.03	FastRetail	15.80	-0.60	23.57	5.32	8.12	9.05	48053.82	HondaMtr	457.00	-14.40	792.00	400.00	2.16	11.73	21849.67	BanKu	14.43	-0.06	18.09	10.98	1.27	12.44	147236.70									
Woolworths	23.57	0.20	22.90	20.30	7.16	7.16	32624.24	Hitachi	45.70	-0.20	87.73	51.73	1.91	37.40	4983.9	HondaMtr	457.00	-14.40	792.00	400.00	2.16	11.73	21849.67	BanKu	14.43	-0.06	18.09	10.98	1.27	12.44	147236.70									
Belgium (EU)	111.60	0.70	124.20	87.73	3.13	53.42	19912.93	Engie SA	14.43	0.13	18.12	12.34	7.67	7.59	31928.24	HondaMtr	457.00	-14.40	792.00	400.00	2.16	11.73	21849.67	BanKu	14.43	-0.06	18.09	10.98	1.27	12.44	147236.70									
BK Grp	8.07	-0.06	6.60	3.93	4.05	14.00	21912.93	Engie SA	14.43	0.13	18.12	12.34	7.67	7.59	31928.24	HondaMtr	457.00	-14.40	792.00	400.00	2.16	11.73	21849.67	BanKu	14.43	-0.06	18.09	10.98	1.27	12.44	147236.70									
Brazil (R\$)	Ambev	18.79	0.15	20.46	15.99	2.26	25.74	91765.73	Essl Int'l	11.05	-0.05	12.05	12.55	1.05	1.98	31249.00	HondaMtr	457.00	-14.40	792.00	400.00	2.16	11.73	21849.67	BanKu	14.43	-0.06	18.09	10.98	1.27	12.44	147236.70								
Bradesco	18.95	0.50	19.20	17.85	1.78	13.05	25254.66	HondaMtr	11.05	-0.05	12.05	12.55	1.05	1.98	31249.00	HondaMtr	457.00	-14.40	792.00	400.00	2.16	11.73	21849.67	BanKu	14.43	-0.06	18.09	10.98	1.27	12.44	147236.70									
ItaúUnibanco	10.37	-0.11	31.03	13.29	1.22	2.25	25955.27	HondaMtr	11.05	-0.05	12.05	12.55	1.05	1.98	31249.00	HondaMtr	457.00	-14.40	792.00	400.00	2.16	11.73	21849.67	BanKu	14.43	-0.06	18.09	10.98	1.27	12.44	147236.70									
Petrobras	13.65	0.11	14.20	12.40	1.54	5.74	31859.83	HondaMtr	11.05	-0.05	12.05	12.55	1.05	1.98	31249.00	HondaMtr	457.00	-14.40	792.00	400.00	2.16	11.73	21849.67	BanKu	14.43	-0.06	18.09	10.98	1.27	12.44	147236.70									
Vale	18.95	0.14	22.40	8.60	1.62	3.96	18533.16	HondaMtr	11.05	-0.05	12.05	12.55	1.05	1.98	31249.00	HondaMtr	457.00	-14.40	792.00	400.00	2.16	11.73	21849.67	BanKu	14.43	-0.06	18.09	10.98	1.27	12.44	147236.70									
Canada (C\$)	62.42	0.61	63.41	51.56	3.88	21.43	16171.97	HondaMtr	11.05	-0.05	12.05	12.55	1.05	1.98	31249.00	HondaMtr	457.00	-14.40	792.00	400.00	2.16	11.73	21849.67	BanKu	14.43	-0.06	18.09	10.98	1.27	12.44	147236.70									
BK Montl	82.03	-0.41	85.50	64.01	3.78	13.22	4053.78	HondaMtr	11.05	-0.05	12.05	12.55	1.05	1.98	31249.00	HondaMtr	457.00	-14.40	792.00	400.00	2.16	11.73	21849.67	BanKu	14.43	-0.06	18.09	10.98	1.27	12.44	147236.70									
BK NasvS	65.43	-0.19	67.40	51.17	3.93	22.03	6037.57	HondaMtr	11.05	-0.05	12.05	12.55	1.05	1.98	31249.00	HondaMtr	457.00	-14.40	792.00	400.00	2.16																			

FINANCIAL TIMES SHARE SERVICE

Main Market

	52 Week										Vol																											
	Price	+/-Chg	High	Low	Yld	P/E	000s	Price	+/-Chg	High	Low	Yld	P/E	000s	Price	+/-Chg	High	Low	Yld	P/E	000s	Price	+/-Chg	High	Low	Yld	P/E	000s										
Aerospace & Defence																																						
Airbus	855.00	-3.00	1180	705.50	0.85	14.04	5.5	Harg Lans	1281	1.00	1533	1024	1.69	37.02	794.6	Hill&Sm	1141	66.00	1169	636.00	1.81	27.43	847.4	AnGoldR A	312.71	-4.29	317.75	71.59	318.64	2677.4	Lavendon	113.00	1.75	185.75	102.31	4.34	23.16	44.6
BAE Sys	528.00	5.00	548.00	419.30	3.96	17.96	10029.1	HBM Hrtf	94.80	0.60	102.50	90.70	-	16.49	2.6	IMI	1032	18.00	1089	717.00	3.72	26.81	522.7	SEGRo	440.30	5.90	466.70	331.40	3.51	62.2	2366.8							
Cemring	131.75	-1.75	240.45	90.25	1.60	18.02	20.76	HenderGp	238.20	8.20	314.30	192.60	3.99	16.89	295.75	MelroseInd	699.50	-5.00	2046.17	274.94	73.94	23.76	1379.1	Shaftray	92.00	13.00	975.50	650.00	1.49	7.01	784.3							
Comban	165.80	-2.20	301.30	130.00	5.73	36.62	16683.7	InduvarInd Skr	141.50	1.70	170.00	122.10	4.22	-11.33	202.6	Rotork	43.75	1.00	77.50	28.20	-	19.02	141.7	Town Ctr	286.50	1.00	336.75	264.00	3.64	6.82	2.0							
Cotham	165.80	-2.20	301.30	130.00	5.73	36.62	16683.7	ICG•	587.00	9.00	768.69	500.96	4.74	13.97	1045.7	Servertl	51.75	0.75	75.00	43.00	0.97	112.50	197.4	MTIE	248.30	5.00	341.00	225.10	4.78	11.77	1406.6							
RollsRoyce	757.50	6.50	875.50	497.00	2.16	6.78	6019.7	Indust•	451.00	-0.40	461.30	324.60	2.29	14.39	1538.0	Jupiter	200.10	1.00	228.86	150.30	2.52	28.28	387.04	Wkspace	684.50	12.50	989.50	569.00	1.90	2.88	246.7							
Senior	215.50	1.10	302.70	167.08	2.88	22.97	941.1	Indust•	295.88	1.38	376.10	235.00	3.04	18.42	118.8	Man	113.90	0.40	176.70	102.50	6.78	28.19	3531.1	Real Estate Inv & Services	1954	1.00	2057.21	568.63	0.21	119.27	1665.5							
UltraElec	170.00	9.00	204.4	157.3	2.70	27.56	195.9	NB GRIF•	92.65	0.15	98.00	84.25	4.26	23.10	1586.6	Paragon	270.00	6.60	445.00	255.40	4.07	7.18	1203.0	Refine	44.00	1.57	57.95	40.26	7.39	15.43	1407.7							
Automobiles & Parts								Provint	270.03	41.00	385.00	212.5	4.07	7.18	1203.0	Barrick CS	29.32	-	30.45	7.89	0.35	-9.42	2428.3	Lavendon	113.00	1.75	185.75	102.31	4.34	23.16	44.6							
FordMrn \$♦	12.68	-2.00	32.00	10.44	4.88	5.80	23259.2	GKN	293.20	-31.70	310.00	130.00	5.73	28.7	71.72	1390.9	PearlPort	80.00	1.00	110.15	70.00	3.23	10.00	32.4	MingCost	16.75	0.13	17.60	12.94	3.55	-10.47	33.8						
Bank								Bank	125.20	-0.03	33.03	21.86	9.46	12.30	5258.3	ANZ AS•	304.00	10.00	51.00	230.56	5.73	9.43	115.1	Segro	440.30	5.90	466.70	331.40	3.51	22.26	86.2							
BioSant	304.00	10.00	51.00	230.56	5.73	9.43	115.1	Bank	218.00	123.00	268.58	153.8	1.74	11.04	51.5	Bank	165.80	-2.20	301.30	130.00	5.73	28.7	6019.7	MearsJ	581.50	-3.50	611.50	357.50	2.25	35.46	32.5							
BNK Georgia	281.00	12.00	301.00	104.00	5.73	28.7	6019.7	Bank	165.80	-2.20	301.30	130.00	5.73	28.7	6019.7	InduvarInd Skr	141.50	1.70	170.00	122.10	4.22	-11.33	202.6	MTIE	248.30	5.00	341.00	225.10	4.78	11.77	1406.6							
Bank €	0.18	0.01	0.39	-	0.16	-	-	Bank	165.80	-2.20	301.30	130.00	5.73	28.7	6019.7	Indust•	451.00	-0.40	461.30	324.60	2.29	14.39	1538.0	PearlPort	80.00	1.00	110.15	70.00	3.23	10.00	32.4							
Bank €	0.18	0.01	0.39	-	0.16	-	-	Bank	165.80	-2.20	301.30	130.00	5.73	28.7	6019.7	Indust•	451.00	-0.40	461.30	324.60	2.29	14.39	1538.0	Wkspace	684.50	12.50	989.50	569.00	1.90	2.88	246.7							
Bank €	0.18	0.01	0.39	-	0.16	-	-	Bank	165.80	-2.20	301.30	130.00	5.73	28.7	6019.7	Indust•	451.00	-0.40	461.30	324.60	2.29	14.39	1538.0	Real Estate Inv & Services	1954	1.00	2057.21	568.63	0.21	119.27	1665.5							
Bank €	0.18	0.01	0.39	-	0.16	-	-	Bank	165.80	-2.20	301.30	130.00	5.73	28.7	6019.7	Indust•	451.00	-0.40	461.30	324.60	2.29	14.39	1538.0	Refine	44.00	1.57	57.95	40.26	7.39	15.43	1407.7							
Bank €	0.18	0.01	0.39	-	0.16	-	-	Bank	165.80	-2.20	301.30	130.00	5.73	28.7	6019.7	Indust•	451.00	-0.40	461.30	324.60	2.29	14.39	1538.0	Lavendon	113.00	1.75	185.75	102.31	4.34	23.16	44.6							
Bank €	0.18	0.01	0.39	-	0.16	-	-	Bank	165.80	-2.20	301.30	130.00	5.73	28.7	6019.7	Indust•	451.00	-0.40	461.30	324.60	2.29	14.39	1538.0	MingCost	16.75	0.13	17.60	12.94	3.55	-10.47	33.8							
Bank €	0.18	0.01	0.39	-	0.16	-	-	Bank	165.80	-2.20	301.30	130.00	5.73	28.7	6019.7	Indust•	451.00	-0.40	461.30	324.60	2.29	14.39	1538.0	Segro	440.30	5.90	466.70	331.40	3.51	22.26	86.2							
Bank €	0.18	0.01	0.39	-	0.16	-	-	Bank	165.80	-2.20	301.30	130.00	5.73	28.7	6019.7	Indust•	451.00	-0.40	461.30	324.60	2.29	14.39	1538.0	Wkspace	684.50	12.50	989.50	569.00	1.90	2.88	246.7							
Bank €	0.18	0.01	0.39	-	0.16	-	-	Bank	165.80	-2.20	301.30	130.00	5.73	28.7	6019.7																							

MANAGED FUNDS SERVICE

Fund	Bid	Offer	+/-	Yield	Fund	Bid	Offer	+/-	Yield	Fund	Bid	Offer	+/-	Yield	Fund	Bid	Offer	+/-	Yield	Fund	Bid	Offer	+/-	Yield					
ACPI Global UCITS Funds Plc Regulated (www.acpifund.com)					Artemis Strategic Bond R M Inc	55.30	58.75	0.03	-	The Public Sector Deposit Fund-share class 5 f	100.00	-	0.00	0.29	Amity International Cts B Inc	231.50	-	1.20	2.10	Global Property W Inc	£ 1.48	-	0.01	2.52	UK Corporate Bond - Gross	£ 2.47	-	0.00	3.34
ACPI Global UCITS Funds Plc Regulated (www.acpifund.com)					Artemis Strategic Bond R Q Acc	87.99	93.48	0.06	-						Amity Sterling Bond Fund A Inc	106.20	-	0.10	-	Global Special Sits W-ACC-GBP	£ 28.08	-	0.29	0.50	UK Corporate Bond Fund Gross Inc	£ 11.72	-	0.01	3.43
ACPI Global UCITS Funds Plc Regulated (www.acpifund.com)					Artemis Strategic Bond R Q Inc	55.39	58.85	0.03	-						Amity Sterling Bond Fund B Inc	115.20	-	0.10	-	Index Emerging Markets P-Acc	£ 1.19	-	0.01	2.10	UK Gilt Fund Inc	£ 1.40	-	0.00	1.84
ACPI Global UCITS Funds Plc Regulated (www.acpifund.com)					Artemis UK Select Fund Class R Acc	161.14	144.02	1.47	-						Index Emerging Markets P-Inc-GBP	£ 1.04	-	0.01	2.02	UK Gilt Gross	£ 2.26	-	0.01	1.81	IL Multi-Manager Equity & Bond Trust A Inc	154.56	162.49	-0.90	2.25
ACPI Global UCITS Funds Plc Regulated (www.acpifund.com)					Artemis UK Smaller Cos R Acc	115.03	124.82	2.56	0.96						Amity Sterling Bond Fund A Inc	106.20	-	0.10	-	Global Special Sits W-ACC-GBP	£ 28.08	-	0.29	0.50	IL Multi-Manager Equity & Bond Trust M Inc	154.58	162.50	-0.89	2.25
ACPI Global UCITS Funds Plc Regulated (www.acpifund.com)					Artemis UK Special Sits R Acc	536.47	569.95	2.72	-						Amity Sterling Bond Fund B Inc	115.20	-	0.10	-	Index Emerging Markets P-Acc	£ 1.19	-	0.01	2.10	IL Multi-Manager Strategic Assets A Inc	108.46	111.78	-0.42	-
ACPI Global UCITS Funds Plc Regulated (www.acpifund.com)					Artemis US Abs Ret I Acc	107.63	-	0.02	0.00						Index Emerging Markets P-Inc-GBP	£ 1.04	-	0.01	2.02	IL Multi-Manager Strategic Assets B Inc	108.46	111.78	-0.42	-					
ACPI Global UCITS Funds Plc Regulated (www.acpifund.com)					Artemis US Equity I Acc	133.76	-	0.07	0.37						Amity Gilt Gross	£ 2.26	-	0.01	1.81	IL Multi-Manager Strategic Bond Trust A Inc	175.13	180.54	-0.16	1.78					
ACPI Global UCITS Funds Plc Regulated (www.acpifund.com)					Artemis US Extended Alpha I Hedged Acc	£ 1.05	-	0.00	-						Amity Long Corp Bond	£ 1.53	-	0.01	3.71	IL Multi-Manager Strategic Bond Trust M Inc	175.13	180.53	-0.16	1.77					
ACPI Global UCITS Funds Plc Regulated (www.acpifund.com)					Artemis US Select I Acc	133.09	-	0.01	0.22						Edinburgh Partners Limited	27-31 Melville Street, Edinburgh EH3 7JF Tel: +353 1 434 5143 Dealing - Fax +353 1 434 5230				IL Multi-Manager Strategic Bond Trust A Inc	175.13	180.54	-0.16	1.78					
ACPI Global UCITS Funds Plc Regulated (www.acpifund.com)					Artemis US Select I Hedged Acc	£ 1.02	-	0.00	-						Index Emerging Markets P-Inc-GBP	£ 1.09	-	0.01	2.44	IL Multi-Manager Strategic Bond Trust M Inc	175.13	180.54	-0.16	1.78					
ACPI Global UCITS Funds Plc Regulated (www.acpifund.com)					Artemis US Select I Inc	118.64	-	0.01	0.18						Index Europe ex UK P-Acc	£ 1.11	-	0.00	2.52	IL Multi-Manager Strategic Bond Trust A Inc	175.13	180.53	-0.16	1.77					
ACPI Global UCITS Funds Plc Regulated (www.acpifund.com)					Property Fund Inc	128.72	133.04	0.11	5.77						Index Europe ex UK P-Inc-GBP	£ 1.05	-	0.01	1.62	IL Multi-Manager Strategic Bond Trust M Inc	175.13	180.54	-0.16	1.80					
ACPI Select UCITS Funds Plc Regulated (www.acpifund.com)															Edinburgh Partners Opportunities Fund PLC					IL Multi-Manager Strategic Bond Trust A Inc	144.03	148.49	-0.14	1.80					
ACPI Balanced UCITS Fund USD Retail \$ 14.52 -0.04 0.00															Retail Share Classes					IL Multi-Manager Strategic Bond Trust M Inc	140.02	148.47	-0.14	1.79					
ACPI Balanced UCITS Fund EUR Retail € 10.85 -0.03 0.00															Emerging Markets - retail	£ 1.48	-	0.02	0.00	IL Multi-Manager Emerging Markets A Inc	107.29	111.60	-1.46	0.47					
ACPI Balanced UCITS Fund GBP Retail £ 11.01 -0.02 0.00															(*)*CAR - Net income reinvested					IL Multi-Manager Emerging Markets B Inc	107.29	111.60	-1.46	0.47					
ACPI Balanced UCITS Fund USD Institutional \$ 10.00 - -															Findlay Park Funds Plc	30 Heron Street, Dublin 2, Ireland Tel: 020 7988 4900				IL Multi-Manager European A Inc	113.95	117.46	-1.73	0.57					
ACPI Balanced UCITS Fund GBP Institutional £ 10.00 - -															FC4 Recognised					IL Multi-Manager European A Inc	107.09	110.40	-0.18	1.89					
ACPI Horizon UCITS Fund \$ 13.06 -0.10 0.00															Index Fund P-Inc-GBP	£ 1.26	-	0.00	3.70	IL Multi-Manager Strategic Bond Trust A Inc	175.13	180.54	-0.16	1.80					
ACPI UCITS Funds Plc Artisan Partners Global Funds PLC (IRL) Regulated (www.acpifund.com)															Retail Share Classes					IL Multi-Manager Strategic Bond Trust M Inc	140.02	148.47	-0.14	1.79					
ACPI UCITS Funds Plc Artisan Partners Global Funds PLC (IRL) Regulated (www.acpifund.com)															Emerging Markets - retail	£ 1.48	-	0.02	0.00	IL Multi-Manager Emerging Markets A Inc	107.29	111.60	-1.46	0.47					
ACPI UCITS Funds Plc Artisan Partners Global Funds PLC (IRL) Regulated (www.acpifund.com)															(*)*CAR - Net income reinvested					IL Multi-Manager Emerging Markets B Inc	107.29	111.60	-1.46	0.47					
ACPI UCITS Funds Plc Artisan Partners Global Funds PLC (IRL) Regulated (www.acpifund.com)															Findlay Park Funds Plc	30 Heron Street, Dublin 2, Ireland Tel: 020 7988 4900				IL Multi-Manager European A Inc	113.95	117.46	-1.73	0.57					
ACPI UCITS Funds Plc Artisan Partners Global Funds PLC (IRL) Regulated (www.acpifund.com)															FC4 Recognised					IL Multi-Manager European A Inc	107.09	110.40	-0.18	1.89					
ACPI UCITS Funds Plc Artisan Partners Global Funds PLC (IRL) Regulated (www.acpifund.com)															Index Fund P-Inc-GBP	£ 1.26	-	0.00	3.70	IL Multi-Manager Strategic Bond Trust A Inc	175.13	180.54	-0.16	1.80					
ACPI UCITS Funds Plc Artisan Partners Global Funds PLC (IRL) Regulated (www.acpifund.com)															Retail Share Classes					IL Multi-Manager Strategic Bond Trust M Inc	140.02	148.47	-0.14	1.79					
ACPI UCITS Funds Plc Artisan Partners Global Funds PLC (IRL) Regulated (www.acpifund.com)															Emerging Markets - retail	£ 1.48	-	0.02	0.00	IL Multi-Manager Emerging Markets A Inc	107.29	111.60	-1.46	0.47					
ACPI UCITS Funds Plc Artisan Partners Global Funds PLC (IRL) Regulated (www.acpifund.com)															(*)*CAR - Net income reinvested					IL Multi-Manager Emerging Markets B Inc	107.29	111.60	-1.46	0.47					
ACPI UCITS Funds Plc Artisan Partners Global Funds PLC (IRL) Regulated (www.acpifund.com)															Findlay Park Funds Plc	30 Heron Street, Dublin 2, Ireland Tel: 020 7988 4900				IL Multi-Manager European A Inc	113.95	117.46	-1.73	0.57					
ACPI UCITS Funds Plc Artisan Partners Global Funds PLC (IRL) Regulated (www.acpifund.com)															FC4 Recognised					IL Multi-Manager European A Inc	107.09	110.40	-0.18	1.89					
ACPI UCITS Funds Plc Artisan Partners Global Funds PLC (IRL) Regulated (www.acpifund.com)															Index Fund P-Inc-GBP	£ 1.26	-	0.00	3.70	IL Multi-Manager Strategic Bond Trust A Inc	175.13	180.54	-0.16	1.80					
ACPI UCITS Funds Plc Artisan Partners Global Funds PLC (IRL) Regulated (www.acpifund.com)															Retail Share Classes					IL Multi-Manager Strategic Bond Trust M Inc	140.02	148.47	-0.14	1.79					
ACPI UCITS Funds Plc Artisan Partners Global Funds PLC (IRL) Regulated (www.acpifund.com)															Emerging Markets - retail	£ 1.48	-	0.02	0.00	IL Multi-Manager Emerging Markets A Inc	107.29	111.60	-1.46	0.47					
ACPI UCITS Funds Plc Artisan Partners Global Funds PLC (IRL) Regulated (www.acpifund.com)															(*)*CAR - Net income reinvested					IL Multi-Manager Emerging Markets B Inc	107.29	111.60	-1.46	0.47					
ACPI UCITS Funds Plc Artisan Partners Global Funds PLC (IRL) Regulated (www.acpifund.com)															Findlay Park Funds Plc	30 Heron Street, Dublin 2, Ireland Tel: 020 7988 4900				IL Multi-Manager European A Inc	113.95	117.46	-1.73	0.57					

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										
Asian Equity Income Acc ♦ F	70.16	-	0.05	3.69	Global Bond (No Trail) Inc ♦ F	136.29	-	0.57	1.33	Invesco Global Small Cap Equity A NAV	\$121.56	-	0.31	0.00	M&G Extra Income A Inc	747.54	-	1.05	4.44	MFM Bowland	174.10	188.22	1.05	1.46	Loomis Sayles Strategic Alpha R(USD)	\$112.26	112.26	0.05	0.00										
Asian Equity Income Inc ♦ F	57.26	-	0.70	3.82	Gbl Distribution Acc (No Trail)	109.54	-	0.23	4.27	Invesco Global High Income A NAV	\$12.21	-	0.01	6.29	M&G Extra Income A Acc	6053.27	-	9.07	4.30	MFM Hathaway Inc	113.58	118.93	-1.63	1.33	Natixis International Funds (Dublin) I plc (IRL)														
Balanced Risk 6 Acc	54.39	-	0.18	0.00	Gbl Distribution Inc (No Trail)	100.80	-	0.21	4.37	Invesco Gbl R/Est Secs A GBP F £	9.68	-	0.05	0.78	M&G Global Basics A Inc	759.97	-	6.37	0.49	MFM Techinvest Special Situations Acc	141.87	141.87	0.03	0.00	Regulated														
Balanced Risk 8 Acc	56.53	-	0.23	0.00	Gbl Emerging Markets (No Trail) Acc ♦ F	188.71	-	2.11	1.31	Invesco Global Health Care A	\$123.97	-	0.24	0.00	M&G Global Dividend Fund A Acc	223.03d	-	2.99	3.05	M&G Global Dividend Fund A Inc	171.38d	-	2.30	3.12	MFM UK Primary Opportunities A Inc	329.73	329.73	1.57	1.32	Cannon Bridge House, 25 Dowgate Hill, London, EC4R 2YA +44 020 3216 9000									
Balanced Risk 10 Acc	58.75	-	0.30	0.00	Gbl Emerging Markets (No Trail) Inc ♦ F	173.52	-	1.94	1.32	Invesco Global Select Equity A	\$12.36	-	0.05	0.07	M&G Global Dividend Fund A Inc	171.38d	-	2.30	3.12	M&G Global Dividend Fund A Inc	230.45	-	3.61	0.68	MFM UK Primary Opportunities A Inc	329.73	329.73	1.57	1.32	Regulated									
Childrens Acc ♦ F	308.76	-	3.48	2.21	Global Equity (No Trail) acc ♦ F	224.06	-	2.50	1.10	Invesco Jap Eq Core A	\$1.81	-	0.01	0.09	M&G Global Dividend Fund A Inc	171.38d	-	2.30	3.12	M&G Global Dividend Fund A Inc	19.31	-	0.00	0.00	M&G Global Dividend Fund A Inc	171.38d	-	2.30	3.12	MFM UK Primary Opportunities A Inc	329.73	329.73	1.57	1.32	Cannon Bridge House, 25 Dowgate Hill, London, EC4R 2YA +44 020 3216 9000				
Corporate Bd Acc (Gross) ♦ F	219.30	-	0.09	3.40	Global Equity (No Trail) inc ♦ F	207.31	-	2.32	1.12	Invesco Japanese Equity A	\$19.31	-	0.00	0.00	M&G Global Dividend Fund A Inc	171.38d	-	2.30	3.12	M&G Global Dividend Fund A Inc	230.45	-	3.61	0.68	MFM UK Primary Opportunities A Inc	329.73	329.73	1.57	1.32	Regulated									
Corporate Bd Inc (Gross) ♦ F	91.11	-	0.04	3.49	Global Equity Income (No Trail) Acc ♦ F	275.45	-	2.83	3.45	Invesco Korean Equity A	\$30.28	-	0.25	0.00	M&G Global Dividend Fund A Inc	220.66	-	3.47	0.68	M&G Global Dividend Fund A Inc	230.45	-	3.61	0.68	MFM UK Primary Opportunities A Inc	329.73	329.73	1.57	1.32	Regulated									
Corporate Bond Acc ♦ F	193.29	-	0.07	3.42	Global Equity Income (No Trail) Inc ♦ F	221.20	-	2.27	3.55	Invesco PRC Equity A	\$51.69	-	0.00	0.00	M&G Global Dividend Fund A Inc	50.00	-	0.08	4.09	M&G Global Dividend Fund A Inc	171.38d	-	2.30	3.12	M&G Global Dividend Fund A Inc	171.38d	-	2.30	3.12	MFM UK Primary Opportunities A Inc	329.73	329.73	1.57	1.32	Regulated				
Corporate Bond Inc ♦ F	90.88	-	0.03	3.49	Global ex UK Core Equity Index (No Trail) Acc ♦ F	203.99	-	2.66	1.33	Invesco Pacific Equity A	\$49.12	-	0.26	0.07	M&G Global Dividend Fund A Inc	123.30	-	0.05	0.00	M&G Global Dividend Fund A Inc	171.38d	-	2.30	3.12	M&G Global Dividend Fund A Inc	171.38d	-	2.30	3.12	MFM UK Primary Opportunities A Inc	329.73	329.73	1.57	1.32	Regulated				
Distribution Acc ♦ F	111.23	-	0.02	4.99	Global ex UK Enhanced Index (No Trail) Acc ♦ F	235.94	-	2.61	1.76	Invesco Global Technology A	\$15.80	-	0.00	0.00	M&G Global Dividend Fund A Inc	123.30	-	0.05	0.00	M&G Global Dividend Fund A Inc	171.38d	-	2.30	3.12	M&G Global Dividend Fund A Inc	171.38d	-	2.30	3.12	MFM UK Primary Opportunities A Inc	329.73	329.73	1.57	1.32	Regulated				
Distribution Acc (Gross) ♦ F	128.33	-	0.06	4.96	Global ex UK Enhanced Index (No Trail) Acc ♦ F	99.05	-	1.09	-	Invesco UK Equity A	£7.77	-	0.07	1.51	M&G Global Dividend Fund A Inc	171.38d	-	2.30	3.12	M&G Global Dividend Fund A Inc	171.38d	-	2.30	3.12	MFM UK Primary Opportunities A Inc	329.73	329.73	1.57	1.32	Regulated									
Distribution Acc ♦ F	62.79	-	0.01	5.10	Gbl Fin Cap Trap All Acc	167.31	-	0.96	4.85	Invesco UK Equity A	£7.77	-	0.07	1.51	M&G Global Dividend Fund A Inc	171.38d	-	2.30	3.12	M&G Global Dividend Fund A Inc	171.38d	-	2.30	3.12	MFM UK Primary Opportunities A Inc	329.73	329.73	1.57	1.32	Regulated									
Distribution Acc (Gross) ♦ F	62.79	-	0.02	5.10	Gbl Fin Cap Trap All Inc	137.38	-	0.79	5.02	Invesco UK Equity A	£7.77	-	0.07	1.51	M&G Global Dividend Fund A Inc	171.38d	-	2.30	3.12	M&G Global Dividend Fund A Inc	171.38d	-	2.30	3.12	MFM UK Primary Opportunities A Inc	329.73	329.73	1.57	1.32	Regulated									
Invest AD					Client services: +971 2 692 6101 clientservices@investad.com					Invesco UK Equity A	£7.77	-	0.07	1.51	M&G Global Dividend Fund A Inc	171.38d	-	2.30	3.12	M&G Global Dividend Fund A Inc	171.38d	-	2.30	3.12	MFM UK Primary Opportunities A Inc	329.73	329.73	1.57	1.32	Regulated									
Other International Funds										Invesco UK Equity A	£7.77	-	0.07	1.51	M&G Global Dividend Fund A Inc	171.38d	-	2.30	3.12	M&G Global Dividend Fund A Inc	171.38d	-	2.30	3.12	MFM UK Primary Opportunities A Inc	329.73	329.73	1.57	1.32	Regulated									
Emerging European Acc ♦ F	41.17	-	0.48	2.41	Global Opportunities (No Trail) Acc ♦ F	275.39	-	3.51	0.90	Invesco UK Equity A	£7.77	-	0.07	1.51	M&G Global Dividend Fund A Inc	171.38d	-	2.30	3.12	M&G Global Dividend Fund A Inc	171.38d	-	2.30	3.12	MFM UK Primary Opportunities A Inc	329.73	329.73	1.57	1.32	Regulated									
Emerging European Acc ♦ F	35.87	-	0.44	2.49	Global Smaller Companies (No Trail) Acc ♦ F	282.22	-	2.81	-	Invesco UK Equity A	£7.77	-	0.07	1.51	M&G Global Dividend Fund A Inc	171.38d	-	2.30	3.12	M&G Global Dividend Fund A Inc	171.38d	-	2.30	3.12	MFM UK Primary Opportunities A Inc	329.73	329.73	1.57	1.32	Regulated									
European Equity Acc ♦ F	889.70	-	13.03	1.12	Global Smaller Companies (No Trail) Inc ♦ F	269.01	-	2.67	-	Invesco UK Equity A	£7.77	-	0.07	1.51	M&G Global Dividend Fund A Inc	171.38d	-	2.30	3.12	M&G Global Dividend Fund A Inc	171.38d	-	2.30	3.12	MFM UK Primary Opportunities A Inc	329.73	329.73	1.57	1.32	Regulated									
European Equity Income Acc ♦ F	742.36	-	10.88	1.44	Global Targeted Rets (No Trail) Acc	117.22	-	0.15	0.87	Invesco UK Equity A	£7.77	-	0.07	1.51	M&G Global Dividend Fund A Inc	171.38d	-	2.30	3.12	M&G Global Dividend Fund A Inc	171.38d	-	2.30	3.12	MFM UK Primary Opportunities A Inc	329.73	329.73	1.57	1.32	Regulated									
European Equity Income Acc ♦ F	76.10	-	0.95	3.50	High Income (No Trail) Acc ♦ F	178.65	-	0.09	-	Invesco UK Equity A	£7.77	-	0.07	1.51	M&G Global Dividend Fund A Inc	171.38d	-	2.30	3.12	M&G Global Dividend Fund A Inc	171.38d	-	2.30	3.12	MFM UK Primary Opportunities A Inc	329.73	329.73	1.57	1.32	Regulated									
European Equity Income Acc ♦ F	56.84	-	0.71	3.60	High Income (No Trail) Inc ♦ F	127.27	-	0.06	-	Invesco UK Equity A	£7.77	-	0.07	1.51	M&G Global Dividend Fund A Inc	171.38d	-	2.30	3.12	M&G Global Dividend Fund A Inc	171.38d	-	2.30	3.12	MFM UK Primary Opportunities A Inc	329.73	329.73	1.57	1.32	Regulated									
European High Income Acc ♦ F	88.80	-	0.48	3.96	High Yield Fund (No Trail) Acc	223.14	-	0.29	5.63	Invesco UK Equity A	£7.77	-	0.07	1.51	M&G Global Dividend Fund A Inc	171.38d	-	2.30	3.12	M&G Global Dividend Fund A Inc	171.38d	-	2.30	3.12	MFM UK Primary Opportunities A Inc	329.73	329.73	1.57	1.32	Regulated									
European High Income Acc ♦ F																																							

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-Quality Global Equities I USD	\$ 145.27	-	.41	0.00	Global Technology I USD	\$ 25.91	-	0.00	0.00	Japan Specialist Fund ♦	£ 16.87	-	.25	0.00	Santander Atlas Port 3 Acc Ret	155.50	-	0.00	-	Saracen UK Income Fund - Acc	£ 0.92	-	.01	2.83	E.I. Sturdza Funds PLC Regulated (IRL)	TROY ASSET MANAGEMENT	yuki											
Pictet-Russia Index USD	\$ 54.28	-	.05	0.00	Healthcare Blue Chip Fund I USD Acc	\$ 11.09	11.09	.04	0.00	US Spec Equity Fund	£ 22.06	-	.04	0.00	Santander Atlas Port 3 Inc Ret	106.30	-	0.00	-	Saracen UK Income Fund - Dist	£ 0.87	-	.01	6.55	Nippon Growth (IOTS) Fund Euro Hedged Clase EUR	€ 837.66	-	.26	73.00	Yuki International Limited	Tel +44 20 7769 0207 www.yukifunds.com							
Pictet-Russian Equities-I USD F	\$ 51.85	-	.10	0.00	Healthcare Opps I USD	\$ 37.57	-	.04	0.00	Pacific Basin Specialist Equity Fund	£ 43.85	-	.35	0.76	Santander Atlas Port 3 Acc Inst	171.30	-	0.00	-	For Save & Prosper please see Countrywide Assured					Nippon Growth (IOTS) Fund Euro Hedged Clase EUR	€ 989.14	-	.31	54.00	Regulated	Yuki Mizuho Umbrella Fund	Yuki Mizuho Japan Dynamic Growth	€ 6901.00	-	.30	0.00		
Pictet-Security-I USD F	\$ 208.52	-	.74	0.00	Income Opportunities B2 I GBP Acc	£ 1.75	1.75	0.00	0.00	UK Sovereign Bd Index Fund	£ 11.72	-	.02	2.30	Santander Atlas Port 4 Acc Ret	191.50	-	.02	-	Santander Atlas Port 4 Acc Inst	135.70	-	.01	-	Nippon Growth (IOTS) Fund JPY Class A shares	¥ 7841.00	-	.36	89.00	Order Desk and Enquiries: 035 608 0950	Authorised Inv Funds	ACD Capital Financial Mgrs	Trojan Investment Funds	Yuki Japan Low Price	¥ 25476.00	-	.14	0.00
Pictet-Select-CaliListo I EUR	€ 103.24	-	.03	0.00	Japan Alpha I JPY	¥ 162.60	162.60	.33	0.00	UK Specialist Equity Income Fund ♦	£ 9.33	-	.05	1.95	Santander Atlas Port 4 Acc Inst	174.20	-	.02	2.00	Santander Atlas Port 5 Acc Inst	202.70	-	.06	-	Nippon Growth (IOTS) Fund JPY Class A shares	¥ 9529.00	-	.39	90.00	Yuki International Limited	Tel +44 20 7769 0207 www.yukifunds.com							
Pictet-Small Cap Europe-I EUR F	€ 1057.11	-	.28	0.00	Japan I JPY	¥ 1580.49	-	39.19	1.25	Global Emerg Mkts Equity Fund ♦	£ 12.58	-	.11	0.06	Santander Atlas Port 4 Acc Inst	174.20	-	.02	-	Santander Atlas Port 5 Acc Inst	174.80	-	.01	-	Nippon Growth (IOTS) Fund JPY Class A shares	¥ 9528.00	-	.39	90.00	Regulated	Yuki Mizuho Umbrella Fund	Yuki Mizuho Japan Dynamic Growth	€ 6901.00	-	.30	0.00		
Pictet-ST.MoneyMkt-I	€ 140.28	-	0.00	0.00	North American I USD	\$ 18.11	18.11	.06	0.00	Global Specs Inv Grade Bd Fund GBP	£ 10.05	-	.02	2.72	Santander Atlas Port 5 Acc Inst	202.70	-	.06	-	Santander Atlas Port 6 Acc Ret	281.10	-	.11	-	Nippon Growth (IOTS) Fund JPY Class A shares	¥ 9528.00	-	.39	90.00	Authorised Inv Funds	ACD Capital Financial Mgrs	Trojan Investment Funds	Yuki Japan Low Price	¥ 25476.00	-	.14	0.00	
Pictet-ST.MoneyMkt-JPY I USD	¥ 10142.00	-	.37	0.00	UK Absolute Equity I GBP	£ 14.73	14.73	.02	0.00	Polar Capital LLP Regulated (CYM)	£ 14.73	-	.03	1.75	Santander Atlas Port 6 Acc Ret	281.10	-	.11	-	Santander Atlas Port 6 Acc Ret	281.10	-	.11	-	Nippon Growth (IOTS) Fund JPY Class A shares	¥ 9528.00	-	.39	90.00	Authorised Inv Funds	ACD Capital Financial Mgrs	Trojan Investment Funds	Yuki Japan Low Price	¥ 25476.00	-	.14	0.00	
Pictet-ST.MoneyMkt-ICHF	¥ 123.62	-	0.00	0.00	Polar Capital LLP Regulated (CYM)	£ 14.73	-	.03	1.75	Santander Atlas Port 6 Acc Ret	281.10	-	.11	-	Santander Atlas Port 6 Acc Ret	281.10	-	.11	-	Nippon Growth (IOTS) Fund JPY Class A shares	¥ 9528.00	-	.39	90.00	Authorised Inv Funds	ACD Capital Financial Mgrs	Trojan Investment Funds	Yuki Japan Low Price	¥ 25476.00	-	.14	0.00						
Pictet-ST.MoneyMkt-IUSD	¥ 135.90	-	0.00	0.00	Polar Capital LLP Regulated (CYM)	£ 14.73	-	.03	1.75	Santander Atlas Port 6 Acc Ret	281.10	-	.11	-	Santander Atlas Port 6 Acc Ret	281.10	-	.11	-	Nippon Growth (IOTS) Fund JPY Class A shares	¥ 9528.00	-	.39	90.00	Authorised Inv Funds	ACD Capital Financial Mgrs	Trojan Investment Funds	Yuki Japan Low Price	¥ 25476.00	-	.14	0.00						
Pictet-Timber I USD F	¥ 147.50	-	.15	0.00	ALVA Convertible A USD	\$ 128.67	-	.14	0.00	Polar Capital LLP Regulated (CYM)	£ 14.73	-	.03	1.75	Santander Atlas Port 6 Acc Ret	281.10	-	.11	-	Santander Atlas Port 6 Acc Ret	281.10	-	.11	-	Nippon Growth (IOTS) Fund JPY Class A shares	¥ 9528.00	-	.39	90.00	Authorised Inv Funds	ACD Capital Financial Mgrs	Trojan Investment Funds	Yuki Japan Low Price	¥ 25476.00	-	.14	0.00	
Pictet Total Ret-Agora I EUR	€ 115.38	-	.25	0.00	European Conviction A EUR	€ 139.35	-	.61	0.00	Polar Capital LLP Regulated (CYM)	£ 14.73	-	.03	1.75	Santander Atlas Port 6 Acc Ret	281.10	-	.11	-	Santander Atlas Port 6 Acc Ret	281.10	-	.11	-	Nippon Growth (IOTS) Fund JPY Class A shares	¥ 9528.00	-	.39	90.00	Authorised Inv Funds	ACD Capital Financial Mgrs	Trojan Investment Funds	Yuki Japan Low Price	¥ 25476.00	-	.14	0.00	
Pictet Total Ret-Carto Europe I EUR	€ 135.70	-	.25	0.00	European Forager A EUR	€ 158.47	-	.12	0.00	Polar Capital LLP Regulated (CYM)	£ 14.73	-	.03	1.75	Santander Atlas Port 6 Acc Ret	281.10	-	.11	-	Santander Atlas Port 6 Acc Ret	281.10	-	.11	-	Nippon Growth (IOTS) Fund JPY Class A shares	¥ 9528.00	-	.39	90.00	Authorised Inv Funds	ACD Capital Financial Mgrs	Trojan Investment Funds	Yuki Japan Low Price	¥ 25476.00	-	.14	0.00	
Pictet Total Ret-Divers Alpha I EUR	€ 105.47	-	.15	0.00	Polar Capital LLP Regulated (CYM)	£ 14.73	-	.03	1.75	Santander Atlas Port 6 Acc Ret	281.10	-	.11	-	Santander Atlas Port 6 Acc Ret	281.10	-	.11	-	Nippon Growth (IOTS) Fund JPY Class A shares	¥ 9528.00	-	.39	90.00	Authorised Inv Funds	ACD Capital Financial Mgrs	Trojan Investment Funds	Yuki Japan Low Price	¥ 25476.00	-	.14	0.00						
Pictet Total Ret-Kosmos I EUR	€ 110.36	-	.04	0.00	Polar Capital LLP Regulated (CYM)	£ 14.73	-	.03	1.75	Santander Atlas Port 6 Acc Ret	281.10	-	.11	-	Santander Atlas Port 6 Acc Ret	281.10	-	.11	-	Nippon Growth (IOTS) Fund JPY Class A shares	¥ 9528.00	-	.39	90.00	Authorised Inv Funds	ACD Capital Financial Mgrs	Trojan Investment Funds	Yuki Japan Low Price	¥ 25476.00	-	.14	0.00						
Pictet Total Ret-Mandarin I USD	¥ 116.44	-	.10	0.00	Monument Growth 02/08/2016	€ 491.15	496.35	.25	1.22	Polar Capital LLP Regulated (CYM)	£ 14.73	-	.03	1.75	Santander Atlas Port 6 Acc Ret	281.10	-	.11	-	Santander Atlas Port 6 Acc Ret	281.10	-	.11	-	Nippon Growth (IOTS) Fund JPY Class A shares	¥ 9528.00	-	.39	90.00	Authorised Inv Funds	ACD Capital Financial Mgrs	Trojan Investment Funds	Yuki Japan Low Price	¥ 25476.00	-	.14	0.00	
Pictet US Equity Fund I USD	¥ 193.32	-	.28	0.00	Polar Capital LLP Regulated (CYM)	£ 14.73	-	.03	1.75	Santander Atlas Port 6 Acc Ret	281.10	-	.11	-	Santander Atlas Port 6 Acc Ret	281.10	-	.11	-	Nippon Growth (IOTS) Fund JPY Class A shares	¥ 9528.00	-	.39	90.00	Authorised Inv Funds	ACD Capital Financial Mgrs	Trojan Investment Funds	Yuki Japan Low Price	¥ 25476.00	-	.14	0.00						
Pictet-US High Yield-I USD F	¥ 148.29	-	.04	0.00	Polar Capital LLP Regulated (CYM)	£ 14.73	-	.03	1.75	Santander Atlas Port 6 Acc Ret	281.10	-	.11	-	Santander Atlas Port 6 Acc Ret	281.10	-	.11	-	Nippon Growth (IOTS) Fund JPY Class A shares	¥ 9528.00	-	.39	90.00	Authorised Inv Funds	ACD Capital Financial Mgrs	Trojan Investment Funds	Yuki Japan Low Price	¥ 25476.00	-	.14	0.00						
Pictet-USA Index-I USD F	¥ 192.66	-	.64	0.00	Polar Capital LLP Regulated (CYM)	£ 14.73	-	.03	1.75	Santander Atlas Port 6 Acc Ret	281.10	-	.11	-	Santander Atlas Port 6 Acc Ret	281.10	-	.11	-	Nippon Growth (IOTS) Fund JPY Class A shares	¥ 9528.00	-	.39	90.00	Authorised Inv Funds	ACD Capital Financial Mgrs	Trojan Investment Funds	Yuki Japan Low Price	¥ 25476.00	-	.14	0.00						
Pictet-USD Government Bonds-I F	¥ 669.18	-	.19	0.00	Polar Capital LLP Regulated (CYM)	£ 14.73	-	.03	1.75	Santander Atlas Port 6 Acc Ret	281.10	-	.11	-	Santander Atlas Port 6 Acc Ret	281.10	-	.11	-	Nippon Growth (IOTS) Fund JPY Class A shares	¥ 9528.00	-	.39	90.00	Authorised Inv Funds	ACD Capital Financial Mgrs	Trojan Investment Funds	Yuki Japan Low Price	¥ 25476.00	-	.14	0.00						
Pictet-USD Short Mid-Term Bonds-I F	¥ 131.65	-	.06	0.00	Polar Capital LLP Regulated (CYM)	£ 14.73	-	.03	1.75	Santander Atlas Port 6 Acc Ret	281.10	-	.11	-	Santander Atlas Port 6 Acc Ret	281.10	-	.11	-	Nippon Growth (IOTS) Fund JPY Class A shares	¥ 9528.00	-	.39	90.00	Authorised Inv Funds	ACD Capital Financial Mgrs	Trojan Investment Funds	Yuki Japan Low Price	¥ 25476.00	-	.14	0.00						
Pictet-USD Sov-St.Monk-I	¥ 102.96	-	0.00	0.00	Polar Capital LLP Regulated (CYM)																																	

Commodities**Refined products glut pushes crude back into bear territory**

After almost doubling since January, oil prices have fallen by a fifth in a matter of weeks, writes **Saad Rahim of Trafigura**.

The sharp drop comes in spite of record demand and supply declines in Nigeria, Venezuela and the US.

So why is oil back in a bear market? Last year's sell-off was the result of an excess of crude supply; this year the issue has been an excess of refined product, which the world has been unable to absorb.

Outsiders would be forgiven for thinking that the oil market is just about crude. In reality it is a complex balancing act between crude and the various products produced by refineries. These include petrol, diesel, naphtha, jet fuel and fuel oil.

Knowing how much of each product to make, and when, is a challenge for refiners, and this year has proved more challenging than most.

In 2008 record petrol prices forced many Americans to trade in their gas-guzzling sports utility vehicles. In the years that

provided further encouragement.

But record demand has been met with record supply and more. Summer is normally peak driving season in the US, which means that petrol inventories should be declining; instead they have barely budged, and in some weeks they have increased.

Diesel margins have not been strong enough to support a shift in the output mix, as weak industrial demand and seasonality issues have hit demand. However, to produce petrol, refiners also have to produce significant amounts of diesel, leading to rising inventories.

China has been an example of the "diesel as byproduct" phenomenon. Rapidly rising petrol consumption has forced companies to export excess diesel as local demand has been unable to keep up.

Adding to the downward pressure on crude prices is the fact that we are heading into the time of year when refineries traditionally close for maintenance. Because refiners are the only consumers of crude, that shutdown period materially reduces demand.

In years when refining margins are strong, some refineries will delay or reduce the scope of their maintenance. This year, by contrast, the maintenance programme is expected to be extensive.

Margins are falling to the point where some refineries are considering curtailing production runs above and beyond what will be taken out during maintenance. Given the amounts building up globally, this seems like the next logical step, but it seems no one wants to be the first to move.

Products continue to build up, with onshore storage reaching capacity in many locations, and companies looking to floating storage to handle the excess.

So it is that while a stronger US dollar, a soft macroeconomic environment and robust supplies from the Opec group of producer countries have all contributed to the slide in crude prices, the real story is one of a glut of refined products.

An increase in demand is therefore needed to support any rebound in crude prices.

Saad Rahim is group economist and head of analysis at Trafigura, one of the world's biggest commodity traders



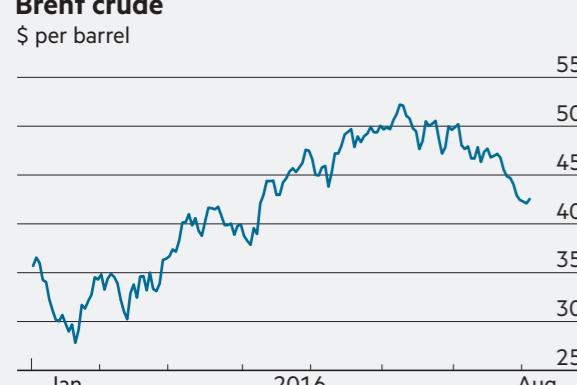
As petrol demand has grown in China, refineries have exported unwanted diesel, produced as a byproduct — making the global oversupply worse

followed, industry analysts described the pre-financial crisis years as the era of "peak demand", suggesting that high oil prices, rising efficiency requirements and changes in consumer behaviour would lead to lower consumption.

Fast-forward to 2016, and petrol demand in the US has never been higher. SUVs and light trucks have gone from making up half of vehicle sales in 2013 to almost 60 per cent, and overall vehicle sales have increased markedly.

This shift matters to oil markets. Almost one out of every nine barrels of oil produced in the world is consumed in the tank of an American driver, so larger cars mean higher demand. China and India have also seen strong demand growth, driven by markedly higher vehicle sales, particularly SUVs and two-wheelers.

Refiners produced as much petrol as possible to meet the wave of demand. Lower crude prices — and therefore better margins —

Brent crude**Commodities**

Food prices fell for the first time in six months during July after a sharp decline in grain markets outweighed firmer dairy and meat prices.

The UN Food and Agricultural Organisation's food index slipped 0.8 per cent from the previous month on weak corn and wheat prices.

Bumper crops and weak demand have been depressing food prices for the

past few years, with the index hitting a seven-year low at the start of 2016.

However, prices started to rebound in the first half of this year on rallying grains and sugar markets, supported by adverse weather in South America and a weakening dollar.

Prices coming off levels below the cost of production have been positive for farmers, although agricultural markets remain at low levels.

Abdolreza Abbassian, senior grains

economist at the FAO, said: "The market remains subdued on the back of good supply prospects and continued upgrading of this year's harvests."

Cereal prices recorded the largest monthly fall, with the July cereal index down 5.6 per cent from June and 11 per cent from the same time last year.

Prices were depressed by lower corn prices in the face of favourable weather conditions in important US growing areas, and plentiful wheat supplies,

particularly from the Black Sea region. Rice, however, firmed, helped by the dwindling availability of basmati and long-grain varieties. "We are looking at nearby short supplies of high-quality rice," said Mr Abbassian.

A slide in palm oil weighed on vegetable oil prices, which fell 2.8 per cent.

The declines for grains and vegetable oils masked rises in dairy and meat prices. The FAO dairy index climbed 3.2 per cent, pushed up by a 14 per cent

rise in EU butter prices, on the back of slowing milk production in the region. The EU has been looking to reduce milk output. Last month the commission for agriculture and rural development announced a package of farmer support measures, including incentives to cut milk output.

Meat prices rose 1.3 per cent in the face of solid demand, as purchases by China recovered and imports by Asian countries remained steady. A shortage

of pigs for slaughter in the EU supported pork prices, while mutton and lamb were also firm.

The sugar market was helped by the strengthening of the Brazilian real, which slowed the flow of exports from the world's largest producer.

The FAO sugar index ticked up 1 per cent as Brazilian millers favoured turning their cane into ethanol for the domestic market over producing sugar for exports.

MARKETS & INVESTING**Oil recovery pushes up assets to \$235bn****Fresh investment and rising prices drive fund inflows in first half of year**

NEIL HUME AND HENRY SANDERSON

Investors have pumped more than \$50bn into commodities this year, chasing a recovery in oil prices while falling interest rates have increased the attraction of haven assets such as gold.

The inflows mark the best start to a year since 2009, when commodity assets were at the start of a three-year boom, according to figures compiled by Barclays.

The new money combined with rising prices, have pushed total commodity assets under management to \$235bn, up from a low of \$161bn reached at the end of 2015.

While that appears to be a vote of confidence in commodities, most of the gains have been driven by investors looking for exposure to oil and gold.

Oil prices have rallied sharply from January lows as the market has started to slowly rebalance, while gold has shone in the wake of shocks such as the Brexit vote and uncertainty about the outcome of the US presidential election.

"Much of the investor demand this year has been tactical and, unless the asset class continues to generate strong returns in the second half then outflows could resume," said Barclays analyst Kevin Norrish.

"Our price forecasts for key commodities like copper and oil suggest a flat to negative second half of the year, which is likely to encourage some net liquidation."

Commodities were the best-performing major asset class in the first half of

the year, outpacing global bonds and equities. Total returns from the Bloomberg Commodity Index were over 14 per cent in the six months to June.

The index pushed higher thanks to strong gains for key components such as oil, which almost doubled from its January lows, soybeans, zinc, oil and gold.

Since the start of July, the BCI has fallen 6.5 per cent, mainly because of decline in oil prices. Brent, the international crude marker, has fallen 16 per cent from its recent high to about \$44 a barrel with sentiment suffering from a persistent glut of refined products such as gasoline and diesel.

Barclays estimates that precious metals — mainly gold — have captured about 60 per cent of all commodity inflows this year and reckons 2016 could be the best year on record for gold-backed exchange traded funds.

\$50bn
Amount that investors have poured into commodities this year

14%
Total returns from the Bloomberg Commodity Index in first half, outpacing global bonds

Traders say gold's 28 per cent price rise this year to \$1,363 an ounce has largely been driven by investors ploughing money into ETFs, with holdings of the metal up 16 per cent in 2016, at a three-year high of 56.8m ounces.

Oil-backed ETFs had also proved popular with investors until the recent reversal in prices that tipped Brent and West Texas Intermediate briefly into bear market territory.

In contrast commodity index swaps, which reflect longer-term asset allocation to commodities by large institutional investors such as pension funds, saw net outflows of \$2bn in June and July, according to Barclays.

"We would not be surprised to see some paring back of the net inflow figure of \$50.8bn in the year to date, though not enough to turn it negative for a year as a whole," said Mr Norrish.

Analysis. Currencies**Hack exposes vulnerability of bitcoin economy**

Bitfinex attack shows that the digital currency has not transcended the need for trust

IZABELLA KAMINSKA

What happened?

The Bitfinex exchange in Hong Kong was hacked this week in a security breach that drained 119,756 bitcoins from customer accounts — 0.8 per cent of all those in circulation, and a significant proportion of the exchange's assets. Trading and accounts in the exchange remain suspended.

Bitcoin had fallen sharply in the days before Tuesday's incident — from \$650 to about \$600 — prompting suspicions that knowledge of a forthcoming attack might have been leaked.

After Bitfinex confirmed the hack, bitcoin prices fell a further 20 per cent.

Wasn't bitcoin supposed to be unhackable?

The bitcoin blockchain has proved extremely robust when it comes to preventing double spending attacks or the forging of coins.

Unfortunately the same cannot be said of the wider bitcoin economy, where hacking is commonplace. This is the second time Bitfinex has been hacked in less than two years. The previous incident, in May 2015, involved the loss of 1,500 coins.

Online lists curated by community members suggest that as many as 60 high-profile hacking incidents have hit bitcoin exchanges since the asset class was created in 2009. The true scale of the problem, however, is difficult to estimate.

Many exchanges do not publicise hacks for fear of losing business or for reputational reasons. They do so only if the attacks are too obvious to conceal from the public.

For the same reason they resist public audit or the sharing of information about the size and scope of their reserves, ensuring that no one can be sure if losses are caused by hacks or poor internal risk mismanagement.

Why is the system insecure?

Bitcoin balances are only as safe as the keys that control them. These supposedly private keys take the shape of complicated strings of numbers, and so can be forgotten or lost if not stored securely.

For convenience many bitcoin users store their keys on easily accessible computer hard drives or internet-connected devices.

Security experts the use of cold storage — putting keys on offline hard drives or on paper, especially if these are stored in safety deposit boxes or vaults.

But while cold storage defends against hacking, it also makes bitcoin more cumbersome to use and limits its commercial and retail appeal.

**How come retail customers say bitcoin is easy to use?**

In a bid to make bitcoin more accessible to less technically minded retail users put security at risk by relying on third-party agents to manage their accounts — Philippe Lopez /AFP/Getty Images

In such arrangements, clients are provided with accounts that track their balances but the underlying bitcoins are managed by third parties. In effect customers of these services do not hold bitcoins directly but rather the liabilities of the third-party agents.

There does appear to be a trade-off between accessibility and security in bitcoin.

By trusting third parties a user can benefit from their greater expertise in keeping keys safe. If and when passwords are lost, for example, they can be reset by the corporations.

At the same time, having to trust third parties also defeats the point of using a currency that was supposed to solve the trust problem.

Furthermore, given that the asset class is still cutting its teeth with respect to legal precedent, the obligations and liabilities of these corporations towards their users in the event of lost funds are still unclear.

Many third parties pool customer funds in cold storage to reduce the risk, though this structure once again hinders user accessibility.

To manage daily liquidity needs, exchanges often keep some portion of reserves in online liquid reserves known as "hot wallets". But while this can improve accessibility, it also heightens hacking risk.

The distinction between balances that are kept readily available, at greater risk, and those requiring redemption warnings in cold storage is not dissimilar to the distinction between traditional current accounts and savings accounts.

Was it a 'hot wallet' that was attacked?

No, Bitfinex abandoned the cold and hot wallet set-up in 2015 after the first hack, and switched to something known as a multi-signature system.

In the new set-up — which is akin to a conventional segregated account system — clients retain control of their keys and thus can track funds at all times by cross-checking balances against the public ledger.

Multi-signature accounts have been growing in popularity since the sector's most high-profile security breach when Japan-based Mt Gox collapsed in February 2014 after client funds were mismanaged.

In a multi-signature system at least two out of three parties must sign off on any transfer, decreasing need for trust in a single institution.

Keys are usually split between the user, the exchange and a neutral third party — in this case a specialist co-signer called BitGo.

The system is supposed to ensure that clients control funds, without reducing accessibility, because no one can transfer funds without one other sign-off.

However, in June the Commodity Futures Trading Commission fined Bitfinex \$75,000 for inadequate account segregation. The US regulator claimed that in many circumstances the exchange had retained private keys, compromising customer control. An example of when Bitfinex might have done this is in margin-trading services — where customers allow an exchange to lend balances to short traders.

As yet it is unclear how the hacker compromised the multi-signature system, though some in the community suggest that the co-signing process may have been overly dependent on automated sign-offs on transactions below a certain value threshold.

Some experts say Bitfinex's overall customer liability is likely to have been reduced because the funds were technically segregated.

The FAO sugar index ticked up 1 per cent as Brazilian millers favoured turning their cane into ethanol for the domestic market over producing sugar for exports.

Commodities**Corn and wheat lead July's fallers as food prices drop for the first time in 6 months**

EMIKO TERAZONO

Food prices fell for the first time in six months during July after a sharp decline in grain markets outweighed firmer dairy and meat prices.

The UN Food and Agricultural Organisation's food index slipped 0.8 per cent from the previous month on weak corn and wheat prices.

Bumper crops and weak demand have been depressing food prices for the

past few years, with the index hitting a seven-year low at the start of 2016.

However, prices started to rebound in the first half of this year on rallying grains and sugar markets, supported by adverse weather in South America and a weakening dollar.

Prices coming off levels below the

MARKETS & INVESTING

TRADING POST

Michael
Hunter

"Black gold" is more than just another name for oil — the phrase can also be a reminder of the relationship between the prices of both commodities.

Their mutual denomination in the US dollar tends to set that trend, with both prices moving in the opposite direction to that of the currency. But as the forces behind global markets have become more nuanced — with economic growth faltering while uncertainty stokes demand for haven assets at a time when sovereign debt yields are at record lows — the oil and gold price correlation is faltering, according to analysis from UBS.

"The recent weakness in oil prices, in spite of peak summer driving season, somewhat reflects concerns about the health of the global economy."

"Weaker oil prices have weighed on credit markets in the US. This scenario, which highlights the persistence of macro risks, has likely also reinforced gold's appeal," says Joni Teves, a UBS strategist.

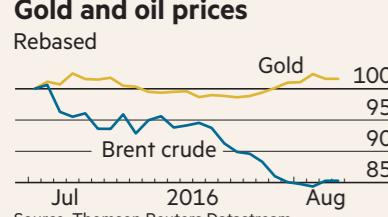
"We think this has been triggered by the depressed yield environment and the expectations that this is likely to remain in place for some time."

But investors seeking to spot the point at which the gold/oil correlation will become re-established should be careful.

UBS concludes that the relationship between the two will "remain complicated", normalising only when "the benefit to consumers from cheaper oil prices becomes greater than the negative impact on the energy sector and the risks it creates in credit markets".

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Gold and oil prices



Global overview

Carney's easing sparks 'knee-jerk drop in sterling' and bond yields

Stocks and EM currencies edge higher after BoE delivers a 'central bank-induced bounty' of stimulus measures

DAVE SHELLOCK

The Bank of England's response to the Brexit vote was the main focus for the markets as its comprehensive package of economic stimulus measures drove UK government bond prices sharply higher and pushed sterling to the bottom of its recent trading ranges.

European equities gained ground across the board but their US counterparts had a more cautious session ahead of the release today of the July non-farm payrolls report. Volatile trading in oil markets added to the uncertain mood.

In a bid to mitigate the risks posed by the UK's vote to quit the EU, the UK Monetary Policy Committee cut interest rates by 25 basis points to 0.25 per cent — and made clear that a further reduction towards zero by the end of the year was likely — as it warned that the economic outlook had "weakened markedly".

It also launched a new £70bn bond-buying programme, which will include both government and corporate debt, and introduced a "term funding scheme" for banks to provide up to £100bn from central reserves.

The response from the markets was both swift and sharp. The yield on the benchmark 10-year gilt, which moves inversely to its price, touched a record low of 0.639 per cent before edging back up to close at 0.65 per cent, down 15bp on the day. The two-year yield fell 8bp to 0.12 per cent.

Sterling, meanwhile, was down 1.4 per cent against the dollar at \$1.3156 and 1.3 per cent versus the euro at €1.1798. Since falling from about \$1.50 on the



Microsoft sells \$20bn of bonds: FT.com/video

The FT's Eric Platt explains why Microsoft is joining Apple, Verizon and other top-tier issuers in raising large sums

day of the vote, the pound has broadly held within a range of \$1.30–\$1.33.

"This package of rate cuts, asset purchases, and forward guidance represents a more assertive response to Brexit than the FX market was anticipating and the subsequent knee-jerk drop in sterling looks both appropriate and proportionate," said Paul Meggyesi, FX strategist at JPMorgan.

But Esther Reichelt, currency analyst at Commerzbank, said there was no reason to expect increased downward pressure on sterling because of possible further easing measures from the BoE.

"On the contrary, the BoE is now much closer to its lower interest rate threshold — in particular as governor

Mark Carney has rejected negative interest rates quite clearly — and experience from Japan and the eurozone illustrates that the quantitative easing tool also wears off sooner or later."

Alan Ruskin, strategist at Deutsche Bank, highlighted that the BoE's latest asset purchase programme, extended at an annualised pace, worked out to about 7 per cent of UK GDP.

"This compares with about 16 per cent of GDP from the Bank of Japan, and some 9 per cent of GDP from the ECB [European Central Bank]," he said. "The BoE scheme is sizeable but not particularly so, relative to the BoJ and ECB that have had the 'advantage' of being progressively scaled up over time."

"Nonetheless, this all fits with enormous global central bank balance sheet expansion. For now, risky assets will gratefully receive this 'central bank-induced bounty', as QE trumps early-year fears of quantitative tightening, but again diminishing returns to these actions will quickly apply."

And there was indeed a firmer tone to riskier assets such as equities and emerging market currencies.

In the UK, a 1.6 per cent rise for the FTSE 100 share index was no doubt further bolstered by sterling's retreat, although the more UK-centric FTSE Mid 250 index rose 1.5 per cent.

The pan-European Stoxx 600 index rose 0.7 per cent, although on Wall Street the S&P 500 was up a more muted 0.1 per cent at 2,166.

The MSCI Emerging Markets equity index was up 0.8 per cent following a two-day fall of 1.6 per cent — further helped by fresh gains for oil prices.

Brent crude recovered from an early bout of weakness to stand 2.1 per cent higher at 43.99 a barrel, while US West Texas Intermediate was up 2.3 per cent at \$41.76 — having dipped below \$40 earlier this week for the first time since April.

Meanwhile, EM currencies were broadly higher, with the dollar down 1 per cent versus the Brazilian real and 1.6 per cent against the South African rand — the latter further helped by encouraging local election results.

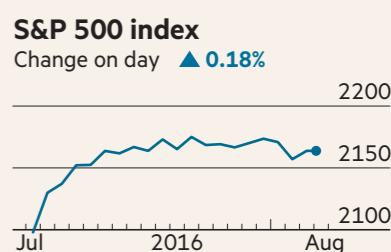
The dollar remained within sight of a recent three-week low against the yen as it dipped 0.2 per cent to ¥101.04, while the euro was 0.1 per cent softer against the US unit at \$1.1132.

US and German government bonds took their cue from the big rise in UK gilt prices.

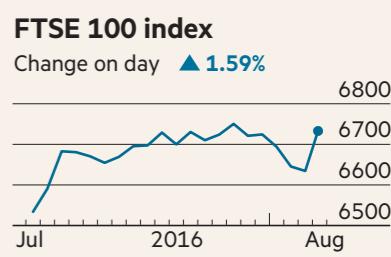
The yield on the 10-year Treasury was down 5bp at 1.49 per cent, while that on the 10-year Bund fell 6bp to minus 0.09 per cent.

Gold was up \$5 at \$1,363 an ounce.

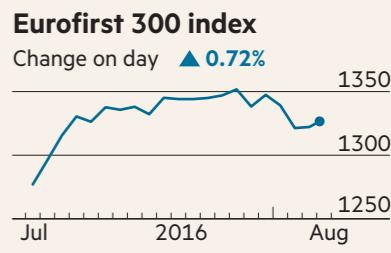
Markets update



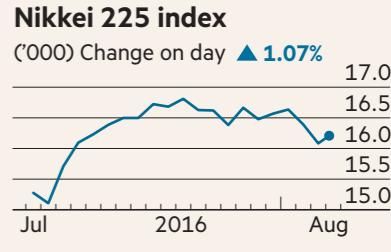
US equities Wall Street continued to struggle in the wake of the S&P 500's recent rise to record highs, as caution set in ahead of today's closely watched non-farm payrolls report



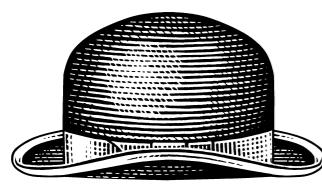
UK equities The FTSE 100 bounced off an early three-week intraday low although Hikma sank 16.8 per cent after the pharmaceutical group warned on profits from its generics unit



European equities Gains for industrial and financial stocks helped lift the region's markets as sentiment got a boost from the Bank of England's package of policy easing measures



Japanese equities The Nikkei finished higher for the first time in three days after a choppy session, as participants keenly awaited today's US jobs report



London

HSBC climbs on speculation of \$20bn investor bonanza

Bryce Elder

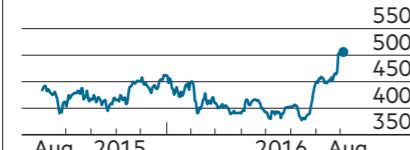
HSBC hit a six-month high yesterday on speculation that its new policy of returning capital could see as much as \$20bn given back to shareholders.

HSBC this week surprised investors with its first ever share buyback, outlining a \$2.5bn return funded by the sale of its Brazilian unit. Another \$2bn return should follow next year, said Merrill Lynch, as cash from HSBC's disposals of US businesses in 2012 and 2013 has only recently been freed from regulatory constraints.

The bigger payout could come if HSBC's policy shift leads it to sell its minority stake in Bank of Communications (BoComm), the number-five Chinese bank, which it

AstraZeneca

Share price (UK pence)



Indices Close Day's change

Indices	Close	Day's change
FTSE 100	6740.16	105.76
FTSE 250	17244.32	247.19
FTSE 350	3717.00	57.50
FTSE All-Share	3659.12	55.16
FTSE All-Share Yield	3.54	-
FTSE 100 Futures	6889.50	106.50
10yr Gilt Yield	0.75	-0.17
20yr Gilt All-Share Ratio	0.45	-

acquired more than a decade ago.

Investing in BoComm gave HSBC a foothold in mainland China but its capital consumption has been a material drag on returns, said Merrill. And with BoComm likely to drop out of HSBC's profit-and-loss statement this year, a sale could fund \$1.5bn of cash returns with no loss of earnings, it said.

"Capital freed up from (already completed and potential) disposals are set to carry it through to the point US dollar rates finally start to normalise, even if that is into 2018," said Merrill. The US bank set a 570p target on HSBC, which closed 2.6 per cent higher at 517.3p.

The wider market rallied for the first

day in four as the Bank of England cut interest rates and a stimulus package dragged on sterling.

The FTSE 100 rose 1.6 per cent, up 105.76 points at 6,740.16, largely led by blue-chip risers, such as insurer Aviva after interim results showed a return to inflows and a stronger solvency ratio.

Aviva, up 6.7 per cent to 410.8p, is "very well placed" to benefit from the BoE rate cut as its solvency is the least sensitive among peers to interest rates and 42 per cent of its earnings arrive in currencies other than sterling, said JPMorgan Cazenove.

AstraZeneca hit a record high, up 2.7 per cent to £51.53. Shares have risen since Citi last month argued that Novartis should be looking for acquisitions and that AstraZeneca is its most attractive target.

A profit warning sent Hikma Pharmaceuticals tumbling 16.8 per cent to £22.20, with the drugmaker cutting profit margin guidance for its US generics business to reflect approval delays and litigation costs.

Serco, the outsourcing group, jumped 10.5 per cent to 131.2p after raising earnings guidance for the third time in three months.

Troubled satellite operator Avanti Communications rose 44.4 per cent to 35.5p on word that Inmarsat had made two indicative takeover offers, the latter said to be at a substantial premium, before dropping its interest earlier this week.

park operator slashed earnings guidance for the year after a sharp drop in attendance in the second quarter.

The company, which has been struggling to turn round its performance in the wake of the negative publicity generated by the 2013 documentary *Blackfish*, blamed weakness in its key Florida market for the revisions.

Investors took a dim view on the latest writedown announced by Chesapeake Energy. Shares in the US natural gas producer fell 3.2 per cent to \$5.12 after the company reported a bigger than expected loss for the second quarter and wrote down the value of its oil and gas fields by another \$1.04bn.

The Oklahoma City-based company has already taken an \$18.2bn impairment charge last year on its assets amid the protracted slump in energy prices.

Ford Motor was down 0.5 per cent after it announced a recall of 850,000 vehicles, at a cost of about \$270m, as a result of a door latching issue that poses risk of injury.

Among the gainers, Kellogg, the world's largest cereal company, rose 1.9 per cent to \$82.59 after raising its full-year guidance.

Elsewhere, SeaWorld Entertainment slumped more than 15 per cent to a record low of \$12.58 after the theme

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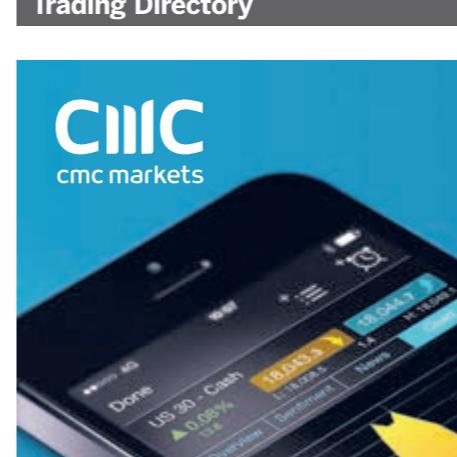
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FINANCIAL TIMES

INSIGHT

Dan McCrum



Fire up the printing presses for a useful jolt to the economy

Among Ronald Reagan's many laurels as a president, one achievement as a candidate is perhaps overlooked: he popularised the idea that, in the hands of a central bank, a printing press can be dangerous.

Running against incumbent Jimmy Carter, he told a meeting of the International Business Council: "We must first recognise that the problem with the US economy is swollen, inefficient government, needless regulation, too much taxation, too much printing-press money."

The message was designed to highlight the effect on American families of what he dubbed "Carter's inflation". It may be that Mr Reagan is better remembered for a claimed dislike of taxes and spending thanks to the Federal Reserve's eventual success in taming consumer price rises, under a chairman appointed by his predecessor.

Still, with few references in newsprint archives before 1980, Mr Reagan's warning was a succinct metaphor for a school of economics obsessed with the changes to the amount of money in the system, less than a decade after the US abandoned the gold standard.

It has lived on in the background hum of anxiety about power wielded by policymakers. In the past decade a whirring of printing machines is shorthand for the innovations of monetary policy, buying government debt and other securities in programmes of so-called quantitative easing.

Yet a good slogan can always be repurposed. The shift has been slow, but appreciable, as official bond buying in the US, Europe and Japan has failed to return inflation to targeted levels, much less spark destabilising price rises.

Large holdings of sovereign debt within central banks has prompted consideration of the nature of money, and what it means for the part of government that provides goods and services to owe money to the part of government that oversees the financial and monetary system.

For instance, four years ago M&G bond investor Jim Leaviss asked who would be unhappy if the Bank of England simply cancelled the £350bn of gilts it had acquired. Had it done so, it would have cut national debt as a proportion of economic output from 63 per cent to 41 per cent, and the UK's annual interest bill from £50bn to £32bn.

More recently attention has returned to the experience of Japan in the 1930s, whose economy rebounded while much of the world was caught in the mire of the Great Depression. Helped by the boost to trade from a collapse in the value of the yen after abandoning the gold standard, veteran finance minister Korekiyo Takahashi also told the Bank of Japan to underwrite sales of public debt in order to help fund a dramatic expansion of government spending.

Japan did end up with an inflation problem, among other results of a rapid militarisation, but there is debate about whether the monetary consequences might have been avoided were Mr Takahashi not assassinated in 1936 after he tried to slow spending.

A country not in thrall to its army, with respected monetary institutions, should be able to turn the printing machines off. Note too the question is no longer academic with the BoJ set to buy up the entire stock of debt early next decade, if open-ended bond buying continues.

Employed in much of the discussion though is a different metaphor, of money dropped from helicopters. Putting aside technical distinctions of the various approaches to airborne scattering, it might be better to embrace the idea of the printing press. Even if not yet rehabilitated as a concept, fear of machines spinning out notes – or computers magicking money into accounts – could be put to good use due to the way it tends to cause spluttering about hyperinflation in the Weimar Republic and Zimbabwe.

The reason is that to shift expectations about inflation, and change the behaviour of consumers and businesses, the threat from rising prices and policymaker actions must be credible. Quantitative easing has been successful in preventing deflation, but market interest rates have already collapsed, and the policy is now ordinary. Stasis and conservatism are becoming default assumptions.

Turning on the presses, however, could be a useful jolt. To paraphrase a more famous saying of The Gipper: I'm from the central bank, and I'm here to help.

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Gilts fall to record low and pound drops as central bank uses 'all tools thought possible'

ELAINE MOORE AND DAN MCCRUM

Yesterday, the Bank of England surprised investors – by meeting every possible expectation.

Policymakers announced a broad package of monetary stimulus that encompassed every option market participants had considered – including a rate cut, quantitative easing, and corporate bond buying designed to encourage lending by lowering borrowing costs for banks and companies.

Reaction was swift. Gilt yields fell to a record low while equities rose and sterling weakened.

The bank used all the tools investors thought possible, says Mike Amey, head of sterling portfolios at Pimco, who called the resulting market moves "justified by what is certainly a comprehensive programme".

With the door open to further stimulus, investors in equity, currency and bonds are now focused on what the BoE's move will mean for the rest of the year.

Gilts

A new £60bn programme of government bond buying and the first interest rate cut in seven years has renewed interest in whether the BoE could follow Japan and Europe and cut rates below zero.

Yields on benchmark 10-year gilts fell 14 basis points to an all-time low of 0.63 per cent, while short-dated two-year gilts renewed their path towards zero – falling to just 0.06 per cent.

Mark Carney's repeated claim that there is no plan to introduce negative rates should put an effective floor below UK bond yields for now, ensuring they trade at higher levels than securities in both Japan and Europe. The governor's assurance should also shore up demand

Buying bonds

UK 10-year gilt yield %



Sources: Thomson Reuters Datastream; Bloomberg Photo: Reuters

'Most of us are of the view that monetary policy will remain very easy'

from overseas investors who own around one-third of outstanding gilts.

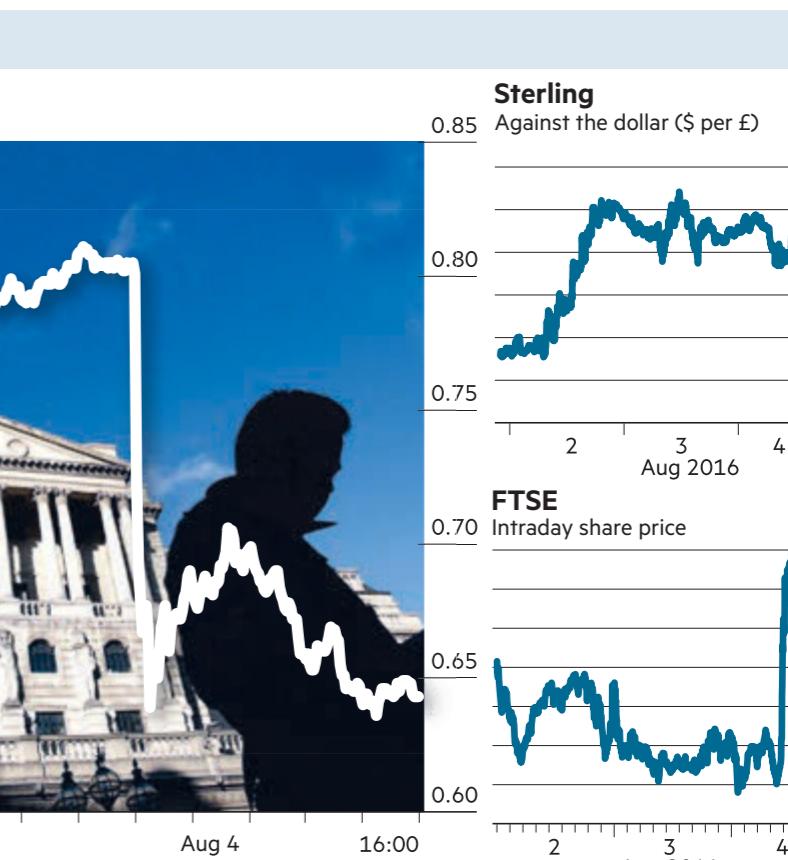
However, investors think there may be more stimulus to come.

"We fully expect the Bank of England to remain accommodative and the potential for further interest rate cuts and additional quantitative easing remains a major positive for fixed income sentiment," says Ian Spreadbury, portfolio manager at Fidelity.

In the sterling debt market, the BoE's £10bn corporate bond buying scheme "will have a reasonable significant impact", says David Riley, credit strategist for the asset manager BlueBay.

The risk premium, or spread, over gilts yields for a bond sold by Vodafone in late July has narrowed significantly since issuance and bond buying is likely to shrink corporate borrowing costs.

Bank debt, which is not eligible for the



BoE's new bond-buying programme, also gained following the announcement of a Term Funding Scheme to provide low-cost funding.

Pound

Shortly after the BoE's stimulus was announced, sterling fell against all major currencies, dropping 1.5 per cent against the dollar at \$1.3150 and reversing a rise from post-Brexit vote lows.

"There is every chance that sterling will keep falling," says John Wraith at UBS.

Stocks

The BoE's action further boosted a recent rally in UK stocks.

Housing and bank stocks, which have been hit hardest by the Brexit result, remain under pressure but received a lift from the BoE's announcement.

However, sterling's continued weakness means the performance of both the FTSE 100 and 250 in dollar and euro terms remains down since the referendum and in spite of the rise, some investors say they are worried the feel-good bounce in asset prices might not last.

Hence the importance being attached to the upcoming Autumn Statement on fiscal policy from the UK government.

"You will probably see fiscal policy being used alongside monetary policy rather than a switch from one to the other," says Roger Webb, a fund manager at Aberdeen Asset Management.

"Most of us are of the view that monetary policy will remain very easy, but bond markets are starting to think much more in terms of where and when fiscal measures are going to be used alongside."

Additional reporting by Thomas Hale

Capital markets

India utility issues 'green' masala bond

JENNIFER HUGHES
HONG KONG
SIMON MUNDY — MUMBAI

India's largest power group has raised Rs20bn (\$299m) in masala bonds and added a twist to what is only the second deal in the sector by designating the issuance "green" – a particularly hot label this year.

State-backed NTPC, which originally looked to raise Rs10bn, sold five-year bonds to yield 7.48 per cent, attracting demand totalling Rs29bn.

Sixty investors were involved, up from the 40 that participated in HDFC's three-year deal.

Masala bonds, or rupee-denominated offshore debt, have been touted by bankers as well as by New Delhi as a new funding channel for Indian business.

However, their higher borrowing costs – a result of Indian tax laws – had deterred issuers until Housing Development Finance Corporation broke the ice last month.

"It is a very new market and the deal was checking a box by extending market tenor to five years," said Ashish Malhotra, global head of bond syndicate at Standard Chartered, who said Indian companies were increasingly weighing the feasibility of the masala market.

"We're also seeing secondary market liquidity emerging – that had been a concern among investors," he added.

The deal's green credentials will not have hurt. The label means the proceeds will be invested in "green" areas – in this case, renewable energy development in the UK this year.

Borrowing via green bonds globally has already reached \$41bn this year, according to Dealogic – surpassing last year's full-year total.

Growth in issuance from emerging markets borrowers accounted for \$21.8bn of that – more than four times last year's total.

For Indian borrowers, NTPC's deal is particularly important in light of the country's small, illiquid domestic market.

Outstanding corporate bonds in India amounted to less than one-tenth of gross domestic product in 2014, compared with 46 per cent in China and 88 per cent in South Korea, according to the International Organisation of Securities Commissions.

Investor concerns about currency risk attached to masala bonds have been mitigated by India's improved economic fundamentals in the past two years: inflation has been much lower and less volatile, and both fiscal and current account deficits have narrowed.

This was reflected by strong demand for the HDFC deal, which was oversubscribed 4.3 times. Rating agencies consider HDFC one of India's most secure financial institutions.

"Now investors have confidence in the rupee," said Deepak Parekh, chairman of HDFC. "Our currency is not going to collapse."

Senior figures in Mumbai's financial industry said HDFC's bond would set a benchmark for future issuers. Piyush Goyal, the power minister, has said several state-owned energy companies will issue masala bonds in the UK this year.

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