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Investment strategy

Asset management insiders believe blockchain, the nascent technology behind bitcoin, the controversial digital currency, will cause huge disruption to how the fund industry operates

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View from the US

Just to add a little extra to the entertainment value offered by the US to the rest of the world, we can look forward to the summer release of a remake of the 2001 California energy crisis, writes John Dizard

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Corporate hospitality



Are you thinking of taking a client to the cricket, Formula One or a golf day in the near future? If you want to avoid accusations of excessive behaviour and the wrath of regulators, it might be best to think again, says Jonathan Pickworth

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Listed UK hedge funds lose two-thirds of assets in aftermath of financial crisis

INVESTMENT STRATEGY
Analysts fear further outflows and closures are imminent

CHRIS FLOOD

Listed hedge funds in the UK have been “decimated” by investor outflows and fund closures since the financial crisis, causing their combined assets to fall by two-thirds since 2008.

At its peak in 2008, the listed hedge fund sector had more than £9bn in assets spread across 80 funds. That figure has fallen dramatically to just £3bn across 17 funds, according to new research from Winterflood Securities, the brokerage firm.

The concern among analysts is that further outflows and closures are imminent for the remaining companies in the listed hedge fund sector, which includes prominent investment managers such as Brevan Howard, Third Point and Highbridge.

Winterflood said: “The past few years have been dreadful for the listed hedge fund sector, which has been decimated, both in terms of assets and number of funds.”

The brokerage blamed the



Winterflood: “The past few years have been dreadful for listed hedge funds” — Jan Miks / Alamy

£9bn
Value of assets in the listed hedge fund sector in 2008, spread across 80 funds

£3bn
Value of assets in the listed hedge fund sector in 2016, spread across 17 funds

problems affecting the sector on listed hedge funds’ reputation for high fees, poor performance and limited transparency.

Yogi Dewan, chief executive of Hassium, a wealth management boutique, said many listed hedge funds closed down “as they have been unable to

‘Ultimately, performance needs to improve in order to renew investor interest’

generate the same levels of returns as they did historically”.

Matthew Hose, an analyst at Jefferies, the investment bank, in London, added that “significant challenges” remain for those that have survived because they are “out of favour” with investors.

“Hedge fund fees often do not leave enough [returns] on the table for investors in a low-return environment. A lack of yield is also likely to temper investor enthusiasm for [listed hedge] funds,” he said.

Brevan Howard runs two of the largest remaining listed

hedge funds, BH Macro and BH Global. Both have delivered mediocre returns since 2011, which has reduced investor demand.

Brevan Howard’s management has bought back significant numbers of the shares of both funds in an effort to boost returns and to stave off the threat of an investor vote on whether the funds should continue operating.

Kieran Drake, an analyst at Winterflood, said this tactic will only offer temporary relief. “History has shown that such buyback activity is unsustainable over the longer

term in the listed hedge fund sector. Ultimately, performance needs to improve in order to renew investor interest,” he said.

The listed hedge fund sector developed to enable hedge fund managers to raise capital from wealth managers and retail clients who are unable to meet the high minimum investment threshold required for buying hedge funds.

But during the financial crisis large discrepancies emerged between the share prices of many listed hedge funds and the valuation estimates for the assets they held.

Funds that were stressed were required to hold a vote to determine whether their investors wanted them to continue operating or to wind up and return their cash.

Peter Sleep, senior portfolio manager at 7IM, the UK wealth manager, said his company no longer buys listed hedge funds as a result of these liquidity issues.

“One of the eye-opening things for us has been how illiquid some of the assets of the hedge funds have been. There are one or two cases where we are still waiting for the final assets to be sold,” he said.

BlackRock pay votes slammed

continued from page 1

detract from the value of my shares [and cause BlackRock] to lose business”.

The 73-year-old added: “I am also a BlackRock customer. They are voting my money and approving every outrageous chief executive package there is, allowing executives to line their own pockets, rather than directing [corporate profits] towards shareholders as dividends.

“I might stop using BlackRock as a money manager because there are others that are doing a better job in terms of corporate governance.”

Mr Silberstein will have three minutes during the company’s 30-minute AGM to



BlackRock voted in favour of US pay reports on 97 per cent of occasions from July 2014 until June 2015 — Craig Wraga/Bloomberg

argue in favour of his proposal.

SumOfUs said it hoped Mr Silberstein’s resolution will receive 20 per cent backing from BlackRock’s shareholders, with the help of the online petition.

Glass Lewis, ISS and Pirc, companies that advise institutional investors on how to vote at annual meetings, have rec-

ommended shareholders vote against Mr Silberstein’s proposal.

The voting agencies have also recommended shareholders vote against BlackRock’s remuneration report, which sets out a \$26m pay award for Larry Fink, the chief executive. This is an 8 per cent increase in a year when the

company’s share price fell 4.8 per cent.

Glass Lewis said BlackRock had been “deficient in aligning pay with performance”.

Ms McDowell said: “Our data suggest the BlackRock shareholder resolution has struck a nerve with our members. The percentage of people we emailed about the cam-

paigned who signed the petition is 3.5 per cent, which is much higher than we usually see.

“BlackRock is not doing enough [to rein in executive pay]. Institutional investors are not taking action because

‘I might stop using BlackRock as a money manager because there are others that are doing a better job in terms of corporate governance’

they don’t have to. If the motion doesn’t pass, we might file it again next year. We have shown that people care deeply about this issue.”

A spokesperson for the company said of its approach to executive pay: “Compensation that is disconnected from company performance is a symptom of broader governance failures. If we determine that issues will not be remediated through engagement, we vote against specific proposals.”

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NEWS

Brexit will put UK revenues at 'significant' risk

INVESTMENT STRATEGY

British businesses generated £350bn from the EU last year

ATTRACTA MOONEY

A British vote in favour of leaving the EU next month will have a "significant" impact on the revenues generated by the UK's largest companies, potentially damaging investor returns in the process.

UK-listed companies collectively generated £350bn of revenues from the EU last year, and these revenues could be put at risk by a British exit or "Brexit", according to research by Old Mutual Asset Management, the \$218bn institutional investment manager.

The US-listed asset manager, which is majority owned by Old Mutual, the Anglo-South African insurer, said certain sectors were more vulnerable than others. Telecoms, information technology and

consumer discretionary companies derive the highest proportions of revenues from continental Europe.

These companies would probably benefit most from a vote to remain when the UK goes to the polls in June.

Olivier Lebleu, head of international business at Omam, said investors need to be aware that many UK companies generate large chunks of their revenues from the EU.

"There is a gap between what [investors] think they are invested in – which is UK plc – and where these companies actually do their business," he said.

British pension funds are heavily exposed to UK equities, with more than 40 per cent of the assets in the country's defined contribution funds invested in domestic companies, according to Omam.

Mr Lebleu said: "If you are of the opinion that Brexit could happen and its affect would be



Telecoms, information technology and consumer discretionary companies are vulnerable in case of a Brexit — Darren Staples/Reuters

£350bn
Revenues UK-listed companies collectively generated from the EU last year

negative, you should probably take a close look at your holdings."

Global fund managers have already taken steps to mitigate the risk of a Brexit on their holdings.

Fund allocations to UK equities have dropped to their lowest levels since November 2008, according to Bank of America Merrill Lynch. They

fell 16 percentage points in May compared with April.

However, some big investors believe UK equities now look attractive, because uncertainty around Brexit has improved the valuation of British stocks in recent months.

NN Investment Partners, the Dutch fund house, said the average dividend yield of a UK

stock is now around 4.5 per cent, well above the long-term average of 3.5 per cent.

"Although uncertainty remains until the vote has passed on June 23, adding UK stocks to a European equity-dividend portfolio makes sense already today," said Manu Vandembulck, a senior portfolio manager at NNIP.

Omam's report said listed companies that have a strong domestic focus are likely to benefit most from a UK exit from the EU in the longer term, although they could be harder hit than their more globally focused counterparts in the shorter term.

The report, which used figures from MSCI, the data provider, also suggested that some UK companies might move their headquarters and list in other parts of the EU in the event of an Out vote, which would have a "significant potential impact" on investors.

Movers & shakers

● **BlackRock** has appointed **Takeshi Fukushima** as chief investment officer for Japan. Mr Fukushima joins the world's largest fund manager from GI Capital, the Tokyo-based asset manager.

Corin Frost has retired as global head of BlackRock's \$1.8tn index strategies business. He will be succeeded by **Kristen Dickey**, a product strategist in BlackRock's beta strategies group.

BlackRock has also hired **Justin Ferrier** as managing director of its Asian private credit platform. Mr Ferrier, who joins in June, is the founder and current chief executive of Myo Capital, a Hong Kong-based investment adviser.

● **Charlotte Jones** is to join **Jupiter Asset Management** as chief financial officer in September. Ms Jones is moving to the £36.2bn London-listed asset manager from Credit Suisse, the Swiss bank.

● Four new faces at **Unigestion**, the \$19.5bn Geneva-based investment boutique. **David Chesner** and **Carlos Stelin** join as directors in the alternatives team from Duet, the London-based boutique. **Leila Haddioui** becomes senior vice-president after moving from Abbeville Partners, a boutique, while **Janice Cheung** joins as a sales assistant from Axa Investment Managers.



Takeshi Fukushima

● **Schroders** has poached a team of 11 investment managers focused on securitised products from Brookfield Investment Management, the New York-based asset manager. The team, which runs \$4bn of assets and is led by **Michelle Russell-Dowe**, will be combined with Schroders' existing US asset-backed securities team to create an enlarged group managing \$8bn.



Charlotte Jones

● **Sriyan Pietersz** has moved to **Matthews Asia** as an investment strategist. Mr Pietersz joins the \$25.9bn San Francisco-based Asian investment specialist from JPMorgan.



Sriyan Pietersz

● **Sue Thompson** has left her role as head of BlackRock's institutional asset management and registered investment adviser business to start her own company, **Thompson Peak Advisory**, based in Arizona.

● **Amundi** has hired **Hermann Pfeifer** as European head of institutional sales for the €1tn French asset manager's exchange traded fund, indexing and smart beta business. Mr Pfeifer previously worked for Lyxor, the Paris-based asset manager.

● **Newton** has hired **Matt Pumo** as head of UK consultant relations. Mr Pumo joins the £48.3bn investment arm of BNY Mellon from Neuberger Berman, the US asset manager.

● **Simon King** has moved to **T Rowe Price** to lead the UK client relationship management team of the \$765bn Baltimore-based asset manager. Mr King previously worked for Woodford Investment Management.

"The journey of a thousand miles begins with a single step."

Lao Tzu



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FACE TO FACE

Irish regulator talks tough on fund fees

GARETH MURPHY

Central bank uses 'data-driven supervision' to assess value for money

ATTRACTA MOONEY

In late 2010, just a month before news broke that Ireland was to receive an international bailout, Gareth Murphy quit his job at the Bank of England and took up a senior role at Ireland's financial watchdog.

To many, it would have seemed like an ill-advised punt. At the time, Ireland was in a deep financial crisis, one the Central Bank of Ireland was accused of exacerbating due to what was widely regarded as a light-touch approach to regulatory oversight.

"You are questioning my inner trader," says Mr Murphy when asked if it was a nerve-racking decision to join an organisation getting such bad publicity.

"I have spent a large part of my career trading and being confronted with very, very fluid situations where there appears to be a crisis."

He decided the job was a risk worth taking.

"I could see two things. First, that I could make a contribution at a time when a contribution was needed, and also, I knew the experience of working through that period of change would be very, very interesting," says the 46-year-old.

Sitting in a meeting room in the regulator's headquarters, the iconic and once-controversial city-centre building designed by Sam Stephenson, the Irish architect, Mr Murphy says the central bank was undergoing "substantial change" when he took up his role as director of market supervision.

Five years later and those changes are finally coming to an end. Later in 2016, the bank will move to a building left half-constructed on Dublin's quays since the financial crisis. It was once earmarked for Anglo Irish Bank, the lender that failed during the crisis under the central bank's watch.

Mr Murphy says: "I very much wanted to be part of that process of



Born December 14 1969

Total pay Not disclosed

Education 1991 BA (mathematics and economics), University College Dublin

1992 Diploma (mathematical statistics), University of Cambridge
1995 MSc (economics and finance), University of Warwick

Career 1992-94 Senior officer, Bank of England

1995-98 Strategist, Long Term Capital Management

1999-2005 Vice-president, JPMorgan

2006-07 Partner, Castlegrove Capital Management

2008-10 Senior adviser, Bank of England

2010 to present Director of markets supervision, Central Bank of Ireland

change [at the central bank] in terms of doing my part, rebuilding the organisation [and] bringing new experiences [to the regulator]."

The job at the Irish central bank also meant a return home for Mr Murphy. When he first left Dublin to study at the University of Cambridge, he had promised his youngest sister that he would be away from Ireland for just five years.

Instead, he spent 19 years in the UK, where he worked at hedge funds, an investment bank and the Bank of England. "I guess I just kept rolling over the five-year plan," says the father of two.

Since returning to Ireland, Mr Murphy, who studied mathematical statistics and probability, has been charged with overseeing one of the largest fund jurisdictions in the world.

His department regulates more than 6,000 investment funds, as well as asset managers, investment companies and service providers such as custodian banks.

The work has a large international element: the funds Mr Murphy oversees are predominantly targeted at investors in countries outside Ireland and the asset managers running these funds are typically located outside Ireland, too.

"When we talk about financial stability, we are not just talking about financial stability within the [Irish] state; we are also talking about the activities of this jurisdiction that need to be overseen with a view to safeguarding financial stability internationally," he says. "When we talk about investor protection, we have in mind lots of investors who are outside Ireland."

This year, the central bank has been carrying out a series of tasks to make sure global investors in Irish funds are treated fairly. This included launching Europe's largest ever investigation into fund fees, with the Irish watchdog looking at all the actively managed funds it oversees.

Using data from fund providers and documents aimed at investors, Mr Murphy says the central bank is building a statistical model that will allow it to understand total expense ratios better, a measure of the total cost of a fund to investors.

The regulator is on the hunt for "outliers", funds where the costs look high compared with similar products, and investor documents that include confusing or misleading information.

"This is about assessing the quality of disclosure [in investor documents] and asking [whether] investors [are]

Central Bank of Ireland

Established **1942**

Employees **About 1,650**

Headquarters **Dublin**

getting what they think they are paying for," says the rugby fan.

Asset managers have been accused of providing investors with inaccurate information elsewhere in Europe, particularly around closet tracking — where fund managers say they provide active stock picking but instead closely follow their benchmark.

The Irish regulator will address the issue of closet tracking, but it also wants to look more broadly at how investors might have been misled and overcharged.

Mr Murphy will not disclose details of what the central bank has found so far, but he says he expects there will be "supervisory follow-up" to deal with the "outliers". Findings from the review are expected to be published later this year.

"I believe that by doing this piece of work, and shedding light [on fund fees], that will provide a useful nudge to the funds and fund managers [to improve their practices]," he says.

What becomes clear during the hour-long conversation with Mr Murphy, who sits with his back to a window revealing views of the Wicklow Mountains, is his belief that data will play a big role in regulating the fund industry in the future.

He repeatedly refers to "data-driven supervision", arguing that the new world of regulation is "empowered by, or fortified by, data".

The watchdog has already put data centre stage in the fund investigation, but Mr Murphy also wants to use data in other areas. Data reported by fund managers could be used to stress test investment vehicles or to check whether products are overexposed to certain areas, he says.

Mr Murphy believes the growing use of data and technology will lead to big changes for the asset management industry, and not just when it comes to regulation.

"Technology doesn't stand still. There are new models of distribution, new models of disclosure, new models of identity verifications [and] there will be new models of moving assets around and registering ownership," he says.

"All of these things mean that there will be more and more change for the asset management industry, and it will need to adapt."

NEWS

'Blockchain could be totally transformative'

INVESTMENT STRATEGY Technology likely to cause huge disruption to the fund industry

ATTRACTA MOONEY

Asset management insiders believe blockchain, the nascent technology behind bitcoin, the controversial digital currency, will cause huge disruption to how the fund industry operates, prompting significant changes to its business model.

Blockchain, which is a giant, online public ledger, was developed to keep track of who owns bitcoins and who owned them in the past. But now the fund industry is examining how it could use the technology.

Proponents say blockchain will revolutionise the finance industry. They believe it could eradicate the need for clearing and settlement, the long-standing process whereby ownership of a security is moved from one investor to another. This could mean fund managers and banks would need fewer staff for some roles, while investors would probably benefit from lower fees.

Asset managers, including a cohort of UK managers, are also looking into employing the technology to trade directly with each other, cutting out traditional middlemen such as brokers and bringing their costs down in the process.

According to a survey of 125 asset management professionals across fund houses, custodian banks and consultancies, blockchain is expected to be a very disruptive force within the fund industry.

Asked which areas of financial technology will have the biggest impact on the fund industry, 42 per cent of those polled listed blockchain, while 43 per cent nominated big-data analytics, where large sets of information are analysed to uncover market trends or other useful information.

In contrast, only a fifth listed robo-advisers, which provide automated online investment services.

Keith Hale, executive vice-president for client and business development at Multifonds, the software provider that carried out the survey, says the possibility of blockchain disrupting so many different parts of the asset management industry has left many concerned.

"There is quite a lot of the fear of the unknown with blockchain," he says.

Michelle Seitz, head of William Blair Investment Management, the \$64.7bn US asset manager, says: "I do believe that [blockchain] has the power to disrupt the plumbing

'There is quite a lot of the fear of the unknown with blockchain'

of the asset management industry, and if it does, it will speed the service and the delivery of what we do for the client, and cut out costs.

"It could be a massive disrupter to the industry, but in a good way."

The fund industry is still trying to get to grips with the impact blockchain could have. Experts say it is difficult to understand the wider implications of the technology.

Olivia Vinden, principal at Alpha FMC, the consultancy, says that as well as having the potential to eradicate the traditional settlement process, blockchain could also be used across other functions in the fund industry.

This could include providing a new way for asset managers

to interact with regulators or helping to prevent money laundering by making it easier for asset managers to keep track of their investors.

"Blockchain could be totally transformative for the [fund] industry, both in how it operates and in terms of costs," says Ms Vinden.

42%

Percentage of asset management professionals who think blockchain will have biggest impact on the industry

43%

Percentage who expect big-data analytics will have the biggest impact

Richard Hinton, a partner at KPMG, the professional services firm, says it is likely to take some time before blockchain's impact is seen in the fund industry.

"There is still a lot of work to be done before it is adopted in a widespread fashion," he adds.

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Blockchain is the nascent technology behind bitcoin, the controversial digital currency — Yuriko Nakao/Bloomberg

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THE BIG PICTURE

Prepare for President Trump, investors told

Madison Marriage asks what impact the unexpected ascent of the billionaire politician will have on portfolios

German magazine *Der Spiegel* sparked international controversy in February when it published an editorial under the headline “Donald Trump is the world’s most dangerous man”.

Within three months of the publication of the article, Mr Trump has defied critics and pundits to become the presumptive Republican candidate in the US presidential election this November.

Most observers – including the global asset management industry – doubted the US billionaire would ever get this far.

But his unexpected ascent in America’s political hierarchy has raised some difficult questions for many of the world’s largest investors about just how dangerous, or beneficial, he could be for their portfolios.

Pimco, the world’s largest bond fund manager, believes Mr Trump is “all but certain” to receive the Republican nomination at the party’s convention in July, now that his two closest rivals, Ted Cruz and John Kasich, have dropped out of the race.

But Libby Cantrill, executive vice-president at the Californian asset manager, believes Mr Trump’s triumph provides few clues to investors about how they should react.

“A Trump candidacy does not make it easier for investors to anticipate the possible economic and market implications of a Trump presidency if he were to win the US general election in November,” she says.

James Clunie, manager of the absolute return fund at Jupiter, the UK-listed asset manager, believes international investors have been woefully slow to consider the ramifications of a Trump victory in November.

“A lot of people in the investment community think it is so inconceivable he could become president that [they] are not thinking about hedges.

That is, collectively, a big mistake.

“[The US election] should be the talk of the town, but it’s not. Trump is a good wake-up call to stop thinking everything is fine [in the US], as we have done for the past six years. It is a good time to think about fragility in the States.”

To prepare for the possibility of Mr Trump winning in November, some asset managers are beginning to take a careful look at the potential impact of the controversial policies the US businessman has endorsed so far.

These include pursuing a protectionist economic agenda by scrapping the proposed Trans-Pacific Partnership trade deal, and imposing high tariffs on Chinese and Mexican imports.

Mr Trump has also indicated he wants to cut the top rate of corporate income tax from 39 per cent to 15 per cent, but will clamp down on the use of “inversion” deals that allow companies to shift their tax bases overseas.

Both Mr Trump and Hillary Clinton, the frontrunner for the Democratic presidential nomination, have pledged to plough money into infrastructure, and to ditch a tax break worth billions of dollars to private equity and hedge fund managers.

Some investors highlight health-care as a sector that could suffer under Mr Trump, who has repeatedly promised to abolish Obamacare, the law that expanded access to care and the biggest medical programme for the poor in the US.

Other fund managers suggest shorting container shipping companies to prepare for a Trump presidency, as a break-up of trade agreements and the imposition of trade barriers could hurt trade, or betting against listed hedge funds and private equity firms in anticipation of more stringent taxation.

Mr Clunie recalls the run-up to the 2014 Scottish referendum on inde-



Business backs Hillary US is ‘strong enough to withstand whoever’

The vast majority of US companies would prefer Hillary Clinton, the Democratic candidate (pictured), to become president rather than Republican businessman Donald Trump, according to new FT research published last week.

In a survey of business views on the US election, half of the 53 lobbying groups representing a range of US companies said they would break from the country’s traditional party of business to back Mrs Clinton, despite strong reservations about her candidacy.

Only a quarter of respondents backed Mr Trump, raising concerns about the billionaire property developer’s stance on global trade agreements and his unpredictability.

A quarter of respondents said they could not decide which candidate would be best for business because it was too early

to judge their policy platforms.

Some asset managers believe US businesses can afford to be more relaxed about the election outcome.

Sir Michael Hintze, who founded British hedge fund CQS in 1999, told Americans to “get a grip” and stop predicting chaos under a president Trump, while speaking at the lavish Salt conference in Las Vegas earlier this month. The US political system is “strong enough to withstand whoever”, he said.

James Klempster, head of portfolio management at Momentum Global Investment Management, agrees: “The majority of investors surely believe that US-listed companies will find the means to thrive regardless of the political challenges they face. There will be winners and losers along the way, but the headline returns for the market will smooth these impacts out.”



dependence from the rest of the UK, when few financiers were prepared for the possibility of Scotland opting for independence.

He took out a short position against Caixabank, the Spanish lender, before the referendum, based on the theory that if Scotland voted to leave the UK, it would

increase the likelihood of Catalonia, a wealthy Spanish region with its own language and parliament, becoming independent.

Although Scotland chose to remain in the UK, the referendum was much closer than pollsters originally anticipated. Mr Clunie believes the US election could yield similar surprises.

He has not found another “non-obvious” hedge to prepare his portfolio for a Trump presidency. But he points out other commentators have made the tongue-in-cheek suggestion of buying Canadian residential property on the basis that Americans could “flee” north of the border if Mr Trump wins.

Other investors point to the many sectors that could flourish under Mr Trump’s leadership, including banking and defence.

THE BIG PICTURE



who is a former member of the Bank of England's Monetary Policy Committee, says: "Much of the historical work on elections and markets suggests that it is the party that matters."

"This time is different. Trump is an unusual candidate as he is not a typical Republican. We might need to rewrite the rules in this case."

The consensus is that investors should not rule out the possibility of a Trump presidency in 2017.

Over the past two weeks, his odds of winning the election have risen from 21 per cent to 28 per cent, according to Betfair, the gambling website. Mrs Clinton's odds have fallen over the same period, from 75 per cent to 69 per cent.

Steve Dexter, chief investment officer at Copper Rock Capital, a Boston-based asset manager, says: "Trump has repeatedly surprised. The talking heads like to discount his base as just a bunch of disaffected blue-collar rednecks, but in reality the post-election polls have shown that he has drawn significant support from middle- to upper-income college-educated segments of society."

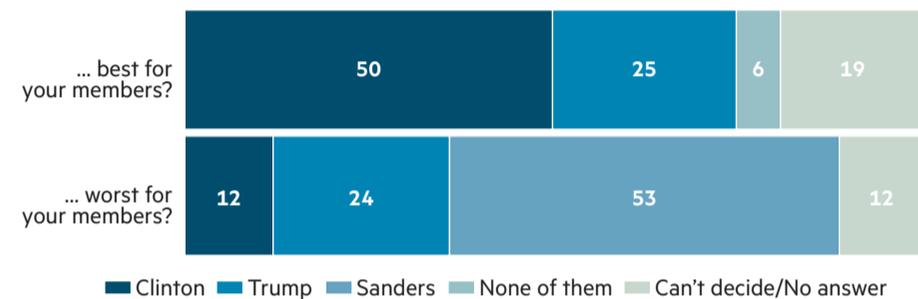
"He also draws from both the Republican base and the Democrat. This means he could surprise and I would suggest most [investors] still view him as a long-shot loose cannon."

Business views

FT survey of US trade associations, rounded figures (%)

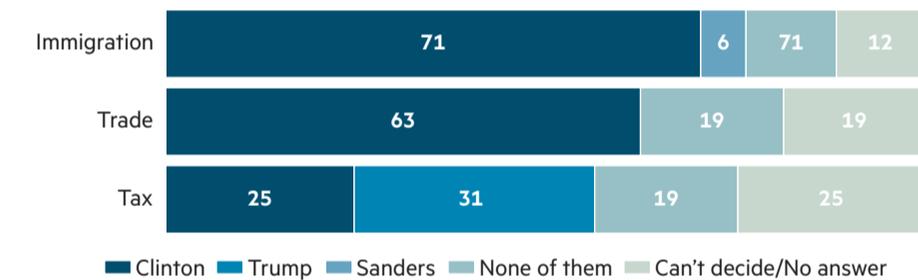
On US presidential candidates

Which presidential candidate would be...



On White House candidates' policies

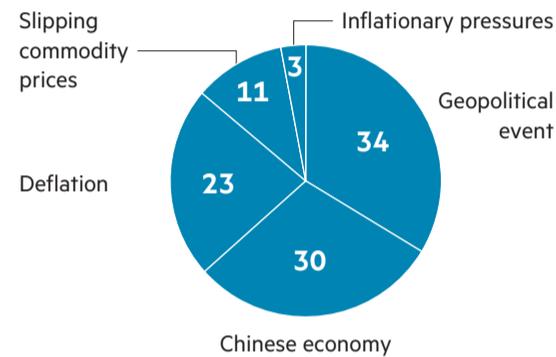
Which candidate's policies are best aligned with your members' interests?



Source: FT research

What are the biggest risks to financial markets?

% of respondents



Source: JPMorgan Private Client Survey

Political surprises have abounded over the past two years: the close result in the Scottish referendum on independence; the rise of the far-left Syriza party in Greece; the UK Conservative party's outright win in the 2015 general election

— Andrew Milligan/PA Wire; Michael Debets/Pacific Press/LightRocket via Getty Images; Adrian Dennis/AFP/Getty Images
Illustration: Martin O'Neill

Michael Gregory, chief investment officer at Highland Alternative Investors, the Dallas-based asset manager, says: "Less aggressive banking regulation would be a lift for the big banks. Trump sees banks as having a material role in economic growth and lending, and has called for the repeal of Dodd-Frank [the financial regulation legislation]."

"We could expect defence and aerospace spending to boom during a Trump presidency as he looks to strengthen the US military. Increased cyber security and intelligence networks will also serve to benefit defence IT and communications."

Yet most fund managers are reluctant to begin putting hedges in place and fine-tuning portfolios before they have a clearer sense of Mr Trump's final position on issues such as taxation, infrastructure and healthcare.

The businessman's existing policies are widely viewed as inconsistent and contradictory, making it difficult to predict what his ultimate position will be, although some suspect his final stance will be softer than the politician currently implies.

Martin Moeller, head of equities at UBP, the Swiss private bank, says: "The campaign has focused on the entertaining and ridiculous statements, [but], once elected, there will

be less need for media attention and more focus on finding consensus with other politicians to get things done.

"I think President Trump would be more realistic and reasonable than Campaigner Trump."

Investors are also torn over whether a Trump presidency is so unlikely that it is not worth preparing for or whether it is a viable possibility that warrants careful positioning.

Political surprises have abounded over the past two years, from the rise of the far-left Syriza party in Greece last year, to the UK Conservative party's outright win in the 2015 general election. These unexpected developments have delivered painful lessons for investors and politicians alike.

'President Trump would be more realistic than Campaigner Trump'

Specifically in terms of the US election, Mr Trump is seen as a unique nominee who has so far broken all conventional rules about what makes a successful presidential candidate. This makes him extremely unpredictable.

Sushil Wadhvani, investment manager at GAM, the Swiss fund house,



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OPINION

California Energy Crisis 2: Return of the Cascading Blackout

VIEW FROM THE US

John
Dizard

Just to add a little extra to the entertainment value offered by the US to the rest of the world, we can look forward to the summer release of a remake of the 2001 California energy crisis. You may remember the original: the blackouts, political outrage

and suddenly accelerated power-plant and transmission-line construction. The 2001 California show also had a great villain in Enron, the failed energy, telecoms and trading company.

I worry that this time we will not have such a convincing bad guy, but 2016's *California*

Energy Crisis will have even more misery up on the screen, what with it being summer and air conditioning and gas pumps shut down. Harder to get to the beach. Also, the coming blackouts will have the benefit of even more "earned media" by becoming a topic in the November elections.

The 2001 crisis had a range of origins, of which the most important was poorly drawn legislation. The proximate cause of the February-March blackouts in the area serviced by the Pacific Gas and Electric Company, mostly in northern California, was the cut-off of credit for power purchases after the parent company filed for bankruptcy protection in January. That was overcome by the state stepping in to provide credit for power purchases.

This year's rotating outages in the Los Angeles basin will be caused by a physical shortage of natural gas that can be delivered to local generators. This will be a consequence of the shutdown and draining of a leaky gas storage facility in Aliso Canyon, in the northern part of LA county.

There were good safety, environmental and aesthetic reasons for the authorities to shut down the Aliso Canyon storage to check every well in the depleted and repurposed oilfield. However, elected officials overreacted with an extremely rigid law that makes it difficult, but not impossible, to ever reopen the facility. SoCal Gas, which owns the storage facility, appears from my reading of the reports to have been slow, rather than negligent or greedy, in spending enough money to keep the field in good repair.

A coalition of the gas, generation and transmission owners and operators issued a report last month that said a total of 14 days of power outages was likely this summer, thanks to the Aliso Canyon shutdown. My contacts in the industry say that could be on the low side. Jim McIntosh, who was the operating manager of the California electric grid during the 2001 crisis, says: "They are probably going to take my record of 13 outages away from me. I think the [Aliso Canyon] technical report was optimistic. I just do not think it is in their favour to downplay this risk with the public."

His concern would be to avoid "cascading outages", which means an intentional cut-off of power to a swath of the LA basin could coincide with another event, such as a wildfire that causes a transmission line to

go down, or a generator unexpectedly coming offline. "If [the power curtailments] get above 1,000MW, I don't know how they will do that. A cascading outage could last for days," he says.

Now when Mr McIntosh and those whose names are on the credit roll for this crisis use the term "the public", we cannot forget that LA blackouts will include the homes and places of work of celebrities. You will be reminded that they feel discomfort and pain more than the rest of us do.

Corporate America brings more focus to the prospective resolution of the Aliso Canyon 2016 energy crisis. Its general belief is that the California political class will stay on course with the shutdown for the first blackout, and maybe the second, but after the third rotating outage the balance of opinion might be to get the goddamn air conditioning working again.

Then Aliso Canyon could be reopened to provide short-term gas storage for the swings and roundabouts of demand. Unfortunately, SoCal's engineers will only use the inner tubing of each recommissioned well, not the full diameter, so there will be less capacity than there was before, in any event. At that time, if you and your team have a plan to present to the politicians in Sacramento, it might get passed. Berkshire Hathaway's PacifiCorp utility in Oregon has been constructively suggesting that California should more formally join its grid management with those of other western states. I think they could well carry the day a year or two earlier than their worst-case projections.

Environmental activists have been very strongly opposed to any solutions other than adding more renewable energy resources, except on vulnerable desert land. They have even commissioned their own engineering studies, one of which, the Powers report, I have read.

While it makes a number of interesting points, the enviros' study elides a few facts. Renewable "biogas" produced from sewage is credited with more than 800MW of power production. The real number is 27MW.

Anyone can make a mistake. But it will take a whole state to allocate the blame.



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OPINION

UK plc and the Americanisation of executive pay

THE LAST WORD

David Oakley



Who owns corporate Britain?

Twenty years ago, the answer was largely UK institutional investors. Today, that is no longer the case. Overseas investors, mainly from the US, hold more shares in UK-listed groups than UK investors.

The latest figures show that the proportion of UK shares held by domestic pension funds and insurers dropped from 44 per cent in 1998 to just 9 per cent at the end of 2014.

A random search through the shareholder list of any FTSE 100 company highlights the predominance of foreign ownership, particularly North American.

Take Tesco, the UK retailer. It was founded in the East End in 1919 and is headquartered in Welwyn Garden City, 20 miles north of the centre of London. It is a British institution, yet a large number of its biggest share-

holders are US investment groups, such as BlackRock, Vanguard and State Street Global Advisors.

This prompts an intriguing question: does it matter that a big chunk of UK plc is owned by Americans?

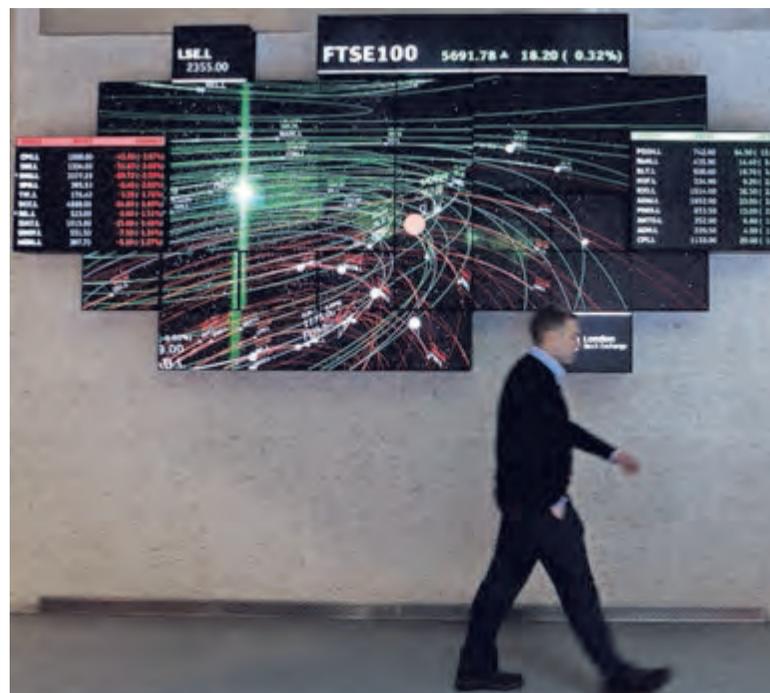
After one of the biggest waves of shareholder protests over executive pay since votes on remuneration were introduced in the UK in 2002, the answer is clearly yes.

This is a worrying development, as it is distancing and alienating the UK's biggest companies from some of the institutional investors that own them.

Americans have a different approach to pay than the British. In the US, which adopted remuneration votes in 2010, eight years after the UK, investment groups tend to follow shareholder advisory groups that make recommendations on whether to support a company remuneration report.

This is in contrast to UK investment groups, which use the advisory recommendations as one factor among many in their voting decision.

The shareholder advisory groups, such as Institutional Shareholder Services (ISS), which has about 80 per cent of the advice market in the UK and represents about 25 per cent



Overseas investors, mainly from the US, hold more shares in UK-listed groups than UK investors — Chris Ratcliffe/Bloomberg

of shareholders invested in the UK stock market, have become much more influential on pay over the past 10 years.

According to Willis Towers Watson, the consultancy, of the FTSE's largest 150 groups, there have been 86 remuneration reports so far, of which 16 per cent of ISS recommendations have been against. This compares with 10 per

cent last year. An ISS vote against pay has tended to lead to a sizeable protest. ISS was on the side of the rebels in the six biggest protests at FTSE 100 groups this year and has been one of the drivers of the pay unrest.

As far as some UK investors are concerned, this influence is damaging shareholder rights and undermining relations with company directors.

The head of stewardship at one of the UK's biggest investment groups says: "It is appalling what has happened to shareholder rights. The shareholder vote is the key lever over influencing and negotiating with a company, yet it is treated like a commodity.

4.4%

The proportion of UK shares held by domestic pension funds and insurers in 1998

9%

The proportion of UK shares held by domestic pension funds and insurers in 2014

Beware the regulator cracking down on corporate hospitality

VIEWPOINT

Jonathan Pickworth

Are you thinking of taking a client to the cricket, Formula One or a golf day in the near future?

Though many in the asset management industry may view these events as harmless client hospitality, if you want to avoid accusations of excessive behaviour and the wrath of regulators, it might be best to think again.

A recent report by the Financial Conduct Authority has warned fund managers that they are spending too much time wooing clients with hospitality in an attempt to win business. While fund managers will no doubt lament, and may even resist, the need for change, the FCA's current focus on

the industry presents a strong statement the sector must heed.

Just last month, the FCA published its 2015 review into conflicts of interest in asset management. It stated, among its main findings, that the hospitality provided or received in the industry did not always appear to be designed to enhance the quality of the service to the client. The regulator instead expects companies to "consider and assess all aspects of the benefit are designed to enhance the quality of the service to the client" and states that sporting and social events and activities "are not conducive or required for business discussions".

In addition to the immediate warning to stay off the golf course, there is also the bribery angle to consider. While it is highly unlikely that occasional, moderate hospitality will give rise to a criminal investigation, if it is excessive or undertaken with the wrong intent, then the possibility of criminal liability is not too far-fetched.

The FCA has long stated its concerns about money laundering, bribery and corruption within the asset management industry. It began with the 2010 Bribery Act that identified potential hospitality events as "bribery and corruption". Following on from this, the FCA categorically recognised that funds were in the line of fire with its Thematic Review of October 2013. In January 2014 it issued rules with the aim to crack down on offering hospitality or gifts "of unreasonable value".

The FCA has recently improved its supervision of the sector by increasing internal resources and investigations teams. We also cannot ignore the wider political and economic context around offshore jurisdictions. The Panama Papers will only serve to heighten scrutiny on the fund management industry and its conduct.

As a first step, the industry needs to start taking this issue seriously. The sector is firmly in the regulators' sights and the FCA's scrutiny will only

increase in future. More broadly, fund managers should stop and ask themselves why they engage in corporate hospitality and what they hope to achieve. Companies should seek to win clients because they offer the best service or value, not because they offer their clients' employees the best perks.

In addition to the immediate warning to stay off the golf course, there is also the bribery angle to consider

Leaving aside the possibility of regulatory or criminal liability, no business owner wants to think that its employees' buying decisions are based on rewarding those who provide top-end hospitality. Indeed, for some time now, many of the leading investment banks have discouraged suppliers from entertaining bank employees.

"It is not the fault of ISS or other shareholder advisory groups, but they have commoditised the voting business."

He adds that just one or two fund managers make a decision on the pay vote at some US groups, which is typically "rubber stamping" the decision of ISS or Glass Lewis, the other large shareholder advisory company.

Incidentally, both ISS and Glass Lewis are owned by North American groups.

This "rubber stamping" of voting decisions compares with at least 40 people, including fund managers and researchers, who would be involved in a decision to buy or sell a stock.

"Some fund managers look at the ISS decision and accept it on its own as the way they should vote," the head of stewardship at the UK group says. "They would not just accept the opinion of one broker over the buying of a stock. They would do their own research and do it thoroughly."

Significantly, the frustrations are just as great among UK company executives, who say it is difficult to engage with the shareholder advisory or proxy groups. "We had conversations with advisory bodies, but it was one way," says one chairman at a FTSE company. "There is no dialogue."

Unfortunately, the trend towards more foreign ownership of UK plc is likely to continue. The US influence, whether on pay or other aspects of life, does not look like diminishing in the UK or elsewhere, for that matter.

For UK executives and investors, the Americanisation of the world has big ramifications and some unwelcome consequences.

David Oakley is the FT's corporate affairs correspondent

During a tender process, hospitality is often banned completely. Extra care also needs to be taken by managers who deal with foreign officials, such as employees of sovereign wealth funds. The threshold for prosecuting a bribery case involving a foreign official requires only that a financial or other advantage is offered or given with an intent to "influence" the official. There is no need for a prosecutor to prove any corrupt intent.

As we can see, the FCA has put down a marker that it considers current industry practice has gone beyond what is acceptable. But, while there are dangers, do not be too alarmed. If you engage in corporate hospitality, the rule should be to keep it moderate and infrequent. And always think carefully about the business rationale and intent behind the suggested activity.

Jonathan Pickworth is a partner at White & Case, the law firm

Guide to data

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or type of holder. **Buying price:** Also called offer price. The price at which units in a unit trust are bought by investors. Includes manager's initial charge. **Selling price:** Also called bid price. The price at which units in a unit trust are sold by investors. **Single price:** Based on a mid-market valuation of the underlying investments. The buying and selling price for shares of an OEIC and units of a single priced unit trust are the same. **Exit Charges:** The letter E denotes that an exit charge may be made when you sell units, contact the manager/operator for full details. **Time:** The time shown alongside the fund manager's/operator's name is the time of the unit trust's/OEIC's valuation point unless another time is indicated by the symbol alongside the individual unit trust/OEIC name. **The symbols are as follows:** ♦ 0001 to 1100 hours; ◆ 1101 to 1400 hours; ▲ 1401 to 1700

hours; # 1701 to midnight. Daily dealing prices are set on the basis of the valuation point, a short period of time may elapse before prices become available. **Yield:** Funds comprising mainly of bonds normally quote a gross redemption yield after all charges but before tax has been deducted. Funds mainly made up of equities normally quote a yield representing the estimated annual payout net of tax for basic rate taxpayer. For further information contact the management company. **Historic pricing:** The letter H denotes that the managers/operators will normally deal on the price set at the most recent valuation. The prices shown are the latest available before publication and may not be the current dealing levels because of an intervening portfolio revaluation or a switch to a forward pricing basis. The managers/operators must deal at a forward price on request, and may

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Fund Bid Offer D+/- Yield

ACPI Global UCITS Funds Plc (IRL)

www.acpishard.com				
Regulated				
ACPI Emerging Mkts FI UCITS Fund USD A	\$ 113.10	-	-0.87	0.00
ACPI Global Credit UCITS Funds USD A	\$ 14.27	-	0.00	0.00
ACPI Global Fixed Income UCITS Fund USD A	\$ 155.54	-	0.13	0.00
Q ACPI India Fixed Income UCITS Fund USD A	\$ 10.16	-	-0.06	0.00
ACPI India Fixed Income UCITS Fund USD A3	\$ 86.62	-	-0.48	0.00
ACPI International Bond UCITS Fund USD A	\$ 18.42	-	0.01	0.00

ACPI Select UCITS Funds PLC (IRL)

Regulated				
ACPI Balanced UCITS Fund USD Retail	\$ 14.03	-	-0.05	0.00
ACPI Balanced UCITS Fund EUR Retail	\$ 10.53	-	-0.04	0.00
ACPI Balanced UCITS Fund GBP Retail	\$ 10.69	-	-0.03	0.00
ACPI Balanced UCITS Fund USD Institutional	\$ 10.00	-	-	-
ACPI Balanced UCITS Fund EUR Institutional	\$ 10.00	-	-	-
ACPI Balanced UCITS Fund GBP Institutional	\$ 10.00	-	-	-
ACPI Horizon UCITS Fund	\$ 12.62	-	0.03	0.00

Abbey Life Assurance Company Limited (UK)

100 Holdenhurst Road, Bournemouth BH8 8AL 0345 9600 900 additional fund prices can be found @ www.abbeylife.co.uk

Insurances

Life Funds

Prop. Acc. Ser 2	1523.00	1603.20	-0.20	-
Selective Acc. Ser 2	1570.70	1653.40	6.10	-
American Ser. 4	1730.60	1821.70	2.60	-
Custodian Ser. 4	491.30	517.10	2.90	-
Equity Ser. 4	555.30	584.50	7.50	-
European Ser. 4	569.20	599.10	10.10	-
Fixed Int. Ser. 4	918.50	966.80	1.40	-
Intl Ser. 4	442.00	465.30	3.50	-
Japan Ser. 4	370.70	390.20	2.60	-
Man. Ser. 4	1667.80	1755.60	13.20	-
Money Ser. 4	524.60	552.20	0.00	-
Prop. Ser. 4	1086.60	1143.80	-0.10	-
Custodian Ser 5	471.20	496.00	2.80	-
International Ser 5	423.90	446.20	3.30	-
Managed Ser 5	1599.60	1683.80	12.70	-
Money Ser 5	513.60	540.60	0.00	-
Property Ser 5	1042.20	1097.00	-0.10	-

Pension Funds

American	2008.30	2114.00	2.40	-
Equity	4842.50	5097.40	54.20	-
European	1140.90	1201.00	18.10	-
Fixed Int.	1691.60	1780.60	2.80	-
International	938.90	988.30	6.80	-
Japan	389.60	410.10	2.50	-
Managed	4314.70	4541.80	31.40	-
Property	2812.40	2960.50	-0.30	-
Security	1477.70	1555.40	0.00	-
Selective	2003.80	2109.30	8.50	-

Formerly Hill Samuel Life Assurance Ltd

100 Holdenhurst Road, Bournemouth, BH8 8AL 0345 6023 603				
Managed Ser A (Life)	1571.00	1662.40	-8.40	-
Managed Ser A (Pensions)	1043.90	1098.80	-0.70	-

Formerly Target Life Assurance Ltd

100 Holdenhurst Road, Bournemouth, BH8 8AL 0345 6023 603				
Managed (Life)	1584.10	1678.00	-8.90	-
Managed Growth (Life)	495.40	521.40	-4.20	-
Managed (Pensions)	6264.10	6593.80	-44.00	-
Managed Growth (Pensions)	604.10	635.90	-6.30	-

additional fund prices can be found on our website



Algebris Investments (IRL)

Regulated				
Algebris Financial Credit Fund - Class I EUR	€ 133.17	-	0.07	0.00
Algebris Financial Income Fund - Class I EUR	€ 111.29	-	-0.72	0.00
Algebris Financial Equity Fund - Class B EUR	€ 90.30	-	-0.26	-
Algebris Asset Allocation Fund - Class B EUR	€ 96.36	-	-0.17	-

Amundi Funds (LUX)

5 Allée Scheffer L-2520 Luxembourg + 44 (0)20 7074 9332 www.amundi-funds.com

FCA Recognised

Bd. Euro Corporate AE Class - R - EUR	€ 18.76	-	-0.01	0.00
Bd. Global AU Class - R - USD	€ 26.47	-	-0.14	0.00
Eq. Emerging Europe AE Class - R - EUR	€ 26.83	-	-0.24	0.00
Eq. Emerging World AU Class - R - USD	€ 78.46	-	-1.11	0.00
Eq. Greater China AU Class - R - USD	€ 507.01	-	-4.25	0.00
Eq. Latin America AU Class - R - USD	€ 328.14	-	-6.66	0.00
Gl. Macro Bds & Curr Low Vol AHG - GBP	€ 98.58	-	-0.10	0.00

The Antares European Fund Limited (LUX)

Other International				
AEF Ltd Usd (Est)	\$ 604.11	-	13.92	-
AEF Ltd Eur (Est)	€ 606.14	-	14.45	0.00

Arisaig Partners (LUX)

Other International Funds				
Arisaig Africa Consumer Fund Limited	\$ 13.35	-	-0.08	0.00
Arisaig Asia Consumer Fund Limited	\$ 62.64	-	-0.56	0.00
Arisaig Global Emerging Markets Consumer UCITS	€ 11.49	-	-0.06	0.00
Arisaig Global Emerging Markets Consumer UCITS SIF	€ 11.27	-	-0.11	0.00
Arisaig Latin America Consumer Fund	\$ 21.96	-	-0.27	0.00



Artemis Fund Managers Ltd (1200)F (UK)

57 St. James's Street, London SW1A 1LD 0800 092 2051

Authorised Inv Funds

Artemis Capital R ACC	1228.70	1297.49	11.98	1.71
Artemis European Growth R ACC	241.75	255.18	2.54	1.31
Artemis European Opps R ACC	75.47	79.65	0.73	0.80
Artemis Global Emg Mkts I GBP Acc	80.71	-	0.26	-
Artemis Global Emg Mkts I GBP Dist	78.63	-	0.26	-
Artemis Global Energy R ACC	23.29	24.65	0.06	0.00
Artemis Global Growth R ACC	179.56	189.51	1.04	1.06
Artemis Global Income R ACC	93.10	98.40	0.51	4.18
Artemis Global Income R Inc	74.11	78.33	0.40	4.35
Artemis Global select R ACC	73.40	77.47	0.30	0.00
Artemis High Income R Inc	75.29	80.28	0.05	6.01
Artemis Income R ACC	340.25	360.52	1.90	4.21
Artemis Income R Inc	194.96	206.57	1.09	4.33
Artemis Monthly Dist R Inc	62.08	65.91	0.13	4.63
Artemis Pan-Euro Abs Ret GBP	111.49	-	0.50	-
Artemis Strategic Assets R ACC	73.70	77.74	-0.08	0.00
Artemis Strategic Bond R M ACC	84.65	89.93	0.02	4.06
Artemis Strategic Bond R M Inc	53.69	57.04	0.01	4.13
Artemis Strategic Bond R Q ACC	84.73	90.02	0.02	4.06
Artemis Strategic Bond R Q Inc	53.77	57.13	0.01	4.14
Artemis UK Select Fund Class R ACC	430.19	455.64	2.34	1.54
Artemis UK Smaller Cos R ACC	1163.30	1249.09	-0.14	0.95
Artemis UK Special Sits R ACC	510.95	542.95	2.40	1.68
Artemis US Abs Ret I ACC	107.80	-	-0.19	0.00
Artemis US Equity I ACC	116.03	-	0.07	0.43
Artemis US Ex Alpha I ACC	125.94	-	-0.08	0.02
Artemis US Extended Alpha I Hedged Acc	€ 1.00	-	0.00	-
Artemis US Select I ACC	115.70	-	-0.03	0.25
Artemis US Select I Hedged Acc	€ 0.98	-	0.00	-
Artemis US Select I Inc	€ 103.15	-	-0.03	-
Artemis US Smr Cos I ACC	121.46	-	1.35	0.00

Artisan Partners Global Funds PLC (IRL)

Beaux Lane House, Mercer Street Lower, Dublin 2, Ireland Tel: 44 (0) 207 766 7130

FCA Recognised

Artisan Partners Global Funds plc				
Artisan Global Equity Fund Class I USD Acc	\$ 13.89	-	-0.07	0.00
Artisan Global Opportunities I USD Acc	\$ 12.25	-	-0.06	0.00
Artisan Global Value Fund Class I USD Acc	\$ 15.83	-	-0.09	0.00
Artisan US Value Equity Fund Class I USD Acc	\$ 11.35	-	-0.04	0.00
Artisan Global Opportunities Class I EUR Acc	€ 16.45	-	-0.04	0.00

Ashmore Sicav (LUX)

2 rue Albert Borschette L-1246 Luxembourg

FCA Recognised

Ashmore SICAV Emerging Market Debt Fund	\$ 94.66	-	-0.80	8.52
Ashmore SICAV Emerging Market Frontier Equity Fund	\$ 141.80	-	-1.10	1.18
Ashmore SICAV Emerging Market Total Return Fund	\$ 81.79	-	-0.71	6.00
Ashmore SICAV Global Small Cap Equity Fund	\$ 119.59	-	-1.76	0.00
EM Mkts Corp.Debt USD F	\$ 85.63	-	-0.26	9.17
EM Mkts Loc.Ccy Bd USD F	\$ 78.77	-	-0.97	2.93



Aspect Capital Ltd (UK)

Other International Funds				
Aspect Diversified USD	\$ 411.97	-	-21.78	0.00
Aspect Diversified EUR	€ 246.87	-	-13.34	-
Aspect Diversified GBP	£ 127.11	-	-6.60	0.00
Aspect Diversified CHF	Sfr 117.52	-	-6.44	0.00
Aspect Diversified Trends USD	\$ 120.19	-	-0.93	0.00

Fund Bid Offer D+/- Yield

Aspect Diversified Trends EUR	€ 119.96	-	-0.94	0.00
Aspect Diversified Trends GBP	£ 125.22	-	-0.94	0.00

Atlantis Sicav (LUX)

Regulated				
American Dynamic	\$ 3437.38	-	13.63	0.00
American One	\$ 3246.78	-	28.94	0.00
Bond Global	€ 1393.10	-	4.13	0.00
Eurocroissance	€ 865.97	-	7.34	0.00
Far East	\$ 661.04	-	8.73	0.00

Atlantis Investment Management Ltd (IRL)

2nd Floor, 13 St Swithin's Lane, London EC4N 8AL www.atlantis-investment.com, Tel: 020 877 3377

Regulated

Atlantis China Fund	\$ 6.44	-	0.00	0.00
Atlantis China Healthcare Fund	\$ 1.83	-	-0.01	0.00
Atlantis Japan Opportunities Fund	\$ 2.94	-	0.02	0.00
Atlantis Asian Fund	\$ 6.18	-	0.02	0.00

BLME Asset Management (LUX)

BLME Shariah Umbrella Fund SICAV SIF

Regulated

Income Fund - Share Class A Acc	\$ 1140.58	-	-0.46	0.00
Income Fund - Share Class G Acc	€ 1081.75	-	-0.42	0.00
GI Sukuk Fund - Share Class A Acc	\$ 1252.29	-	-0.95	0.00
GI Sukuk Fund - Share class B Acc	€ 1117.84	1117.84	-0.82	0.00

Bank of America Cap Mgmt (Ireland) Ltd (IRL)

Global Liquidity USD \$ 1.00 - 0.00 0.61

Barclays Investment Funds (CI) Ltd (JER)

39/41 Broad Street, St Helier, Jersey, JE2 3RH Channel Islands 01534 812800

FCA Recognised

Bond Funds

Sterling Bond F	€ 0.46	-	0.00	3.24
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Baring Asset Management (UK)

Authorised Funds

UK Authorised Unit Trust

Baring Eastern Trust	628.10	-	1.00	0.00
Baring Eastern Trust	616.40	-	1.00	0.00
Baring Europe Select Trust	2811.00	-	37.00	0.62
Baring European Growth Trust	991.50	1046.00	11.10	1.44
Baring German Growth Trust	593.70	-	5.40	0.28
Baring German Growth Trust GBP	541.10	-	5.00	0.28
Baring Japan Growth Trust	379.30	399.50	1.70	0.00
Baring Global Growth Trust	140.40	147.90	0.50	0.01
Baring Korea Trust	253.00	268.00	2.80	0.00
Baring UK Growth Trust	256.70	270.90	-0.40	1.38
Baring Strategic Bond Fund	114.90	120.90	-0.20	0.72
Baring Dynamic Capital Growth Fund	647.60	683.50	-0.90	2.02
Baring Dynamic Capital Growth Fund	256.70	270.90	-0.40	2.06

UK Authorised Open-Ended Investment Company

Baring Multi Asset Fund	152.80	-	0.00	1.27
Baring Multi Asset Fund	144.80	-	0.00	1.05

Fund	Bid	Offer	D+/-	Yield
Consistent Unit Tst Mgt Co Ltd (1200)F (UK)				
PO BOX 10117, Chelmsford, Essex, CM1 9JB				
Dealing & Client Services 0845 0264281				
Authorised Inv Funds				
Consistent UT Inc	52.50	53.11	0.33	4.86
Consistent UT Acc	124.05	125.48	0.80	4.70
Practical Investment Inc	197.56	202.81	0.85	4.10
Practical Investment Acc	976.46	1002.42	4.20	3.98



Coronation Fund Managers
+44 (0)20 7389 8840 www.coronation.com
Enquiries: +27 (21) 680 2837/2457 coronationfunds@coronation.co.za

Other International Funds

Global Equity Fund of Funds - Class A	\$ 13.72	-	-0.07	0.00
Global Emerging Markets - Class A	\$ 12.10	-	-0.18	0.00
All Africa	\$ 14.23	-	-0.26	0.00
Africa Frontiers	\$ 16.22	-	0.70	0.00



CP Global Asset Management Pte. Ltd.
www.cpglobal.com.sg, Tel: +65 6466 6990

International Mutual Funds

CP Multi-Strategy Currency Fund	\$ 119.02	-	-2.60	-
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CP Capital Asset Management Limited
www.cpgbl.com, email: fundservices@cpbl.com

International Mutual Funds

CPS Master Private Fund	\$ 162.08	-	-0.22	-
CP Global Alpha Fund	\$ 141.95	-	-0.22	-



Crédit Andorrà Asset Management (LUX)
www.creditandorra.com

FCA Recognised

Credinvest SICAV Money Market Eur I	€ 11.22	-	0.00	0.00
Credinvest SICAV Money Market Usd A	\$ 10.06	-	0.00	0.00
Credinvest SICAV Fixed Income Eur	€ 10.71	-	0.00	0.00
Credinvest SICAV Fixed Income Usd	\$ 10.68	-	0.00	0.00
Credinvest SICAV Spanish Value	€ 242.34	-	-2.40	0.00
Credinvest SICAV International Value	€ 224.01	-	-1.42	0.00
Credinvest SICAV Big Cap Value	€ 14.93	-	-0.17	0.00
Credinvest SICAV US American Value	\$ 17.86	-	-0.03	0.00
Credinvest SICAV Sustainability	€ 14.78	-	0.00	0.00

DAVIS Funds SICAV (LUX)
Regulated

Davis Value A	\$ 39.38	-	-0.17	0.00
Davis Global A	\$ 28.02	-	-0.15	0.00



Deutsche Asset Management (LUX)
Tel: + 44 207 545 9070 www.dws.co.uk

FCA Recognised

Deutsche Invest 1 Top Dividend GBP RD	€ 109.98	109.98	-0.72	2.55
Deutsche Invest 1 Top Euroland GBP RD	€ 96.90	96.90	-1.41	1.60
Deutsche Invest 1 Multi Opportunities GBP CH RD	€ 93.95	93.95	-0.26	-
Deutsche Invest 1 Global Bonds GBP CH (P) RD	€ 100.59	100.59	0.01	-

Discretionary Unit Fund Mngrs (1000)F (UK)
1 Poultry, London EC2R 8JR 020 7 415 4130

Authorised Inv Funds

Disc Inc	1655.87	1777.84	5.56	0.00
Do Accum	6290.98	6754.38	21.11	0.00



Dodge & Cox Worldwide Funds (IRL)
6 Duke Street, St. James, London SW1Y 6BN
www.dodgeandcox.worldwide.com 020 3713 7664

FCA Recognised

Dodge & Cox Worldwide Funds plc - Global Bond Fund

EUR Accumulating Class	€ 11.79	-	-0.02	0.00
EUR Accumulating Class (H)	€ 9.40	-	-0.04	0.00
EUR Distributing Class	€ 11.05	-	-0.02	4.04
EUR Distributing Class (H)	€ 8.80	-	-0.04	3.93
GBP Distributing Class	€ 10.32	-	-0.04	3.81
GBP Distributing Class (H)	€ 8.91	-	-0.04	3.95
USD Accumulating Class	\$ 9.52	-	-0.04	0.00

Dodge & Cox Worldwide Funds plc-Global Stock Fund

USD Accumulating Share Class	\$ 15.16	-	-0.08	0.00
GBP Accumulating Share Class	€ 17.09	-	-0.10	0.00
GBP Distributing Share class	€ 12.40	-	-0.07	0.86
EUR Accumulating Share Class	€ 20.34	-	-0.06	0.00

Dodge & Cox Worldwide Funds plc-International Stock Fund

USD Accumulating Share Class	\$ 12.54	-	-0.07	0.00
EUR Accumulating Share Class	€ 13.18	-	-0.06	0.00

Dodge & Cox Worldwide Funds plc-US Stock Fund

USD Accumulating Share Class	\$ 17.69	-	-0.05	0.00
GBP Accumulating Share Class	€ 18.86	-	-0.06	0.00

Fund	Bid	Offer	D+/-	Yield
GBP Distributing Share Class	€ 11.96	-	-0.04	0.65
EUR Accumulating Share Class	€ 20.50	-	-0.01	0.00



Dragon Capital Group
1501 Me Linh Point, 2 Ngo Duc Ke, District 1, Ho Chi Minh City, Vietnam
Fund information, dealing and administration: funds@dragoncapital.com

Other International Funds

Vietnam Property Fund (VPF) NAV	\$ 0.91	-	-0.01	0.00
Vietnam Enterprise Inv. (VEI) NAV	\$ 3.85	-	0.02	0.00

DSM Capital Partners Funds (LUX)
www.dsmciv.com

Regulated

Global Growth 12 Acc	€ 127.86	-	-0.56	0.00
Global Growth 11 Eur	€ 95.56	-	-0.42	-



EdenTree Investment Management Ltd (UK)
PO Box 3733, Swindon, SN4 4BG, 0800 358 3010

Authorised Inv Funds

Amity UK Cls A Inc	207.90	-	0.70	1.73
Amity UK Cls B Inc	207.60	-	0.70	2.66
Higher Income Cls A Inc	121.30	-	0.40	5.17
Higher Income Cls B Inc	125.30	-	0.40	5.13
UK Equity Growth Cls A Inc	229.60	-	0.90	0.90
UK Equity Growth Cls B Inc	234.60	-	0.90	1.81
Amity Balanced For Charities A Inc	105.90	-	0.20	1.65
Amity European Fund Cls A Inc	200.50	-	2.10	6.11
Amity European Fund Cls B Inc	202.70	-	2.10	2.50
Amity Global Equity Inc For Charities A Inc	98.72	-	0.70	4.21
Amity International Cls A Inc	204.00	-	1.20	1.60
Amity International Cls B Inc	206.00	-	1.30	2.47
Amity Sterling Bond Fund A Inc	104.20	-	0.00	5.22
Amity Sterling Bond Fund B Inc	113.00	-	0.00	5.22

Edinburgh Partners Limited (IRL)
27-31 Melville Street, Edinburgh EH3 7JF
Tel: +353 1 434 5143 Dealing - Fax +353 1 434 5230

FCA Recognised

Edinburgh Partners Opportunities Fund PLC

Emerging Opportunities I USD	\$ 1.02	-	-0.02	0.95
European Opportunities I EUR	€ 2.21	-	-0.03	1.60
European Opportunities I GBP	€ 1.69	-	-0.03	1.68
European Opportunities I USD	\$ 2.48	-	-0.05	1.67
European Opportunities A EUR	€ 2.16	-	-0.04	1.03
Global Opportunities I USD	\$ 1.51	-	-0.01	1.25
Global Opportunities I GBP	€ 1.03	-	-0.01	1.46
Global Opportunities A GBP	€ 0.97	-	-0.01	0.87
Pan European Opportunities I EUR	€ 1.34	-	-0.01	-

Edinburgh Partners Limited (IRL)
27-31 Melville Street, Edinburgh EH3 7JF
Tel: +353 1 434 5143 Dealing - Fax +353 1 434 5230

FCA Recognised

Edinburgh Partners Opportunities Fund PLC

Emerging Opportunities I USD	\$ 1.02	-	-0.02	0.95
European Opportunities I EUR	€ 2.21	-	-0.03	1.60
European Opportunities I GBP	€ 1.69	-	-0.03	1.68
European Opportunities I USD	\$ 2.48	-	-0.05	1.67
European Opportunities A EUR	€ 2.16	-	-0.04	1.03
Global Opportunities I USD	\$ 1.51	-	-0.01	1.25
Global Opportunities I GBP	€ 1.03	-	-0.01	1.46
Global Opportunities A GBP	€ 0.97	-	-0.01	0.87
Pan European Opportunities I EUR	€ 1.34	-	-0.01	-

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27-31 Melville Street, Edinburgh EH3 7JF
Tel: +353 1 434 5143 Dealing - Fax +353 1 434 5230

FCA Recognised

Edinburgh Partners Opportunities Fund PLC

Emerging Opportunities I USD	\$ 1.02	-	-0.02	0.95
European Opportunities I EUR	€ 2.21	-	-0.03	1.60
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European Opportunities I USD	\$ 2.48	-	-0.05	1.67
European Opportunities A EUR	€ 2.16	-	-0.04	1.03
Global Opportunities I USD	\$ 1.51	-	-0.01	1.25
Global Opportunities I GBP	€ 1.03	-	-0.01	1.46
Global Opportunities A GBP	€ 0.97	-	-0.01	0.87
Pan European Opportunities I EUR	€ 1.34	-	-0.01	-

EFG HERMES
المجموعة المالية هيرميس

FCA Recognised

Edinburgh Partners Opportunities Fund PLC

Emerging Opportunities I USD	\$ 1.02	-	-0.02	0.95
European Opportunities I EUR	€ 2.21	-	-0.03	1.60
European Opportunities I GBP	€ 1.69	-	-0.03	1.68
European Opportunities I USD	\$ 2.48	-	-0.05	1.67
European Opportunities A EUR	€ 2.16	-	-0.04	1.03
Global Opportunities I USD	\$ 1.51	-	-0.01	1.25
Global Opportunities I GBP	€ 1.03	-	-0.01	1.46
Global Opportunities A GBP	€ 0.97	-	-0.01	0.87
Pan European Opportunities I EUR	€ 1.34	-	-0.01	-



EFG Hermes
DFC, The Gate Building, West Wing Level 6, PO BOX 30727, Dubai UAE
Contact: Telephone + 971 4 363 4029 Email: AMSales@EFG-HERMES.com

Other International Funds

The EFG-Hermes Egypt Fund	\$ 29.93	-	-	0.00
EFG-Hermes Frontier Equity UCITS Fund Class I	\$ 1024.86	-	0.77	-
EFG-Hermes MENA Equity UCITS Fund Class A	\$ 1007.81	-	-18.80	-
Middle East & Developing Africa Fund (Final)	\$ 19.81	-	-	0.00
Saudi Arabia Equity Fund	SR 12.22	-	0.06	0.00

Electric & General (1000)F (UK)
Stuart House St. John's Street Peterborough PE1 5DD
Orders & Enquiries: 0845 850 0255

Authorised Inv Funds

Authorised Corporate Director - Carvetian Capital Management

Electric & General Net Income A	£ 151.60	-	0.60	2.27
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ENISO Partners AG
Clairdenstrasse 34, Postfach CH-8022 Zurich
Tel: +41 (0)44 286 17 17
www.eniso-partners.com

Other International Funds

ENISO Forte CH SMI Expanded	Sfr 145.82	-	-0.15	0.00
ENISO Forte E	€ 111.10	115.54	-0.27	-
ENISO Forte G (CHF)	Sfr 133.14	-	0.15	0.53
ENISO Forte G (CHF)	€ 119.69	-	-0.08	0.83
ENISO Systematic Risk Class 1	€ 95.32	-	-0.12	-

Ennismore Smaller Cos Plc (IRL)
5 Kensington Church St, London W8 4LD 020 7368 4220

FCA Recognised

Ennismore European Smr Cos NAV	€ 107.08	-	-0.11	0.00
Ennismore European Smr Cos NAV	€ 139.39	-	0.47	0.00

Ennismore European Smr Cos Hedge Fd
Other International Funds

NAV	€ 497.16	-	-2.70	0.00
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Equinox Fund Mgmt (Guernsey) Limited (GSY)
Regulated

Equinox Russian Opportunities Fund Limited	\$ 116.66	-	5.99	0.00
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Euronova Asset Management UK LLP (CYM)
Regulated

Smaller Cos Cls One Shares	€ 34.80	-	0.16	0.00
Smaller Cos Cls Two Shares	€ 24.31	-	0.10	0.00
Smaller Cos Cls Three Shares	€ 12.14	-	0.06	0.00



Eurobank Fund Management Company (Luxembourg) S.A.
Regulated

(LF) Absolute Return	€ 1.31	-	0.00	0.00
(LF) Eq Emerging Europe	€ 0.73	-	-0.01	0.00
(LF) Eq Flexi Style Greece	€ 0.94	-	-0.05	0.00
(LF) Eq Menu Fund	€ 12.37	-	-0.10	0.00
(LF) Greek Government Bond	€ 19.85	-	-0.01	-
(LF) Greek Corporate Bond	€ 12.48	-	0.00	-
(LF) FOF Dynamic Fixed Inc	€ 11.76	-	0.05	0.00
(LF) FOF Real Estate	€ 16.33	-	-0.14	0.00



FIL Investment Services (UK) Limited (1200)F (UK)
130, Tonbridge Rd, Tonbridge TN11 9DZ
Callfree: Private Clients 0800 414161
Broker Dealings: 0800 414 181

Unit Trust

Cash Accum Units	186.53	186.53	0.00	0.00
Cash Fund	€ 1.00	1.00	0.00	0.17
Gross Accum Cash	€ 1.28	1.28	0.00	0.00
MoneyBuilder Cash ISA	€ 1.00	1.00	0.00	0.16
MoneyBuilder Global	€ 2.60	2.60	-0.01	0.19

OEIC Funds

Allocator World Fund N-ACC-GBP	€ 1.17	-	0.01	0.96
American Fund W-ACC-GBP	€ 27.52	-	0.09	0.00
American Special Sits W-ACC-GBP	€ 11.09	-	0.04	0.82
Asia Pacific Ops W-Acc	€ 1.18	-	0.01	1.46
Asian Dividend Fund W-ACC-GBP	€ 1.13	-	0.01	2.30
Asian Dividend Fund W-INC-GBP	€ 1.06	-	0.01	3.30
China Consumer Fund W-ACC-GBP	€ 1.59	-	0.02	1.16
Emerging Asia Fund W-ACC-GBP	€ 0.91	-	0.01	0.81
Emerging Eur Mid East and Africa W	€ 1.48	-	0.02	2.12
Enhanced Income Fund W-ACC-GBP	€ 1.32	-	0.01	7.61
Enhanced Income Fund W-INC-GBP	€ 1.04	-	0.01	8.10
European Fund W-ACC-GBP	€ 11.06	-	0.14	1.99
European Fund W-INC-GBP	€ 12.70	-	0.16	2.02
European Opportunities W-ACC-GBP	€ 3.45	-	0.04	1.58
Extra Income Fund Y-ACC-GBP	€ 1.12	-	0.00	4.02
Extra Income Fund Y-GACC-GBP	€ 1.15	-	0.00	4.00
Extra Income Fund Y-GINCC-GBP	€ 1.21	-	0.00	4.14
Extra Income Fund Y-INC-GBP	€ 1.21	-	0.00	4.14
Global Dividend Fund W-ACC-GBP	€ 1.57	-	0.01	3.24

Fund	Bid	Offer	D+/-	Yield
Intercapital Asset Management Ltd (HRV) Masarykova ul. 1, 10000, Zagreb, Croatia www.icam.hr, Tel, +385 1 4825 868				
Other International Funds				
Capital One Bond Fund (Ex-YU) HRK	209.49	-	-0.18	-
Capital Two Equity Fund (Ex-YU) HRK	91.97	-	-0.06	-

Fund	Bid	Offer	D+/-	Yield
Intrinsic Value Investors (IVI) LLP (IRL) 1 Hat & Mire Court, 89 St. John Street, London EC1M 4EL +44 (0)20 7566 1210				
FCA Recognised				
IVI European Fund EUR	€ 17.76	-	-0.13	0.00
IVI European Fund GBP	£ 18.38	-	-0.21	0.62



Fund	Bid	Offer	D+/-	Yield
Invesco Fund Managers Ltd (UK) Perpetual Park, Henley-On-Thames, Oxon, RG9 1HH Dealing: 0800 085 8571 Investor Services: 0800 085 8677 www.invescoperpetual.co.uk				
Authorised Inv Funds				
INVESTCO PERPETUAL FUNDS				
Asian Acc ♦ F	442.63	-	3.30	0.57
Asian Inc ♦ F	395.39	-	2.94	0.58
Asian Equity Income Acc ♦ F	57.44	-	0.51	4.64
Asian Equity Income Inc ♦ F	47.75	-	0.42	4.79
Balanced Risk 6 Acc	52.62	-	-0.05	0.00
Balanced Risk 8 Acc	54.11	-	-0.07	0.00
Balanced Risk 10 Acc	55.61	-	-0.09	0.00
Childrens Acc ♦ F	377.79	-	0.82	2.20
Corporate Bd Acc (Gross) ♦ F	210.72	-	0.15	3.45
Corporate Bd Inc (Gross) ♦ F	87.95	-	0.07	3.55
Corporate Bond Acc ♦ F	186.86	-	0.13	3.48
Corporate Bond Inc ♦ F	87.86	-	0.06	3.55
Distribution Acc ♦ F	108.69	-	0.31	4.94
Distribution Acc (Gross) ♦ F	125.10	-	0.35	4.91
Distribution Inc ♦ F	62.04	-	0.17	5.04
Distribution Inc (Gross) ♦ F	62.08	-	0.18	5.03
Emerging European Acc ♦ F	37.10	-	-0.07	2.57
Emerging European Inc ♦ F	33.82	-	-0.07	2.64
European Equity Acc ♦ F	823.49	-	8.57	1.50
European Equity Inc ♦ F	687.08	-	7.15	1.52
European Equity Income Acc ♦ F	70.56	-	0.80	3.50
European Equity Income Inc ♦ F	52.70	-	0.59	3.58
European High Income Acc ♦ F	81.35	-	0.53	3.63
European High Income Inc ♦ F	57.95	-	0.38	3.69
European Opportunities Inc ♦ F	79.62	-	0.35	1.13
European Opportunities Acc ♦ F	82.36	-	0.36	1.12
European Smllr Cos Acc ♦ F	184.89	-	1.39	0.23
Global Bd Acc (Gross) ♦ F	134.62	-	0.21	1.14
Global Bd Inc (Gross) ♦ F	82.41	-	0.14	1.15
Global Bond Acc ♦ F	126.34	-	0.20	1.14
Global Bond Inc ♦ F	82.37	-	0.13	1.15
Gbl Distribution Acc	52.88	-	0.05	5.21
Gbl Distribution Acc (Gross)	53.87	-	0.05	5.21
Gbl Distribution Inc	49.23	-	0.04	5.23
Gbl Distribution Inc (Gross)	49.26	-	0.04	5.23
Global Emerging Markets Acc ♦ F	237.66	-	1.02	0.95
Global Emerging Markets Inc ♦ F	214.32	-	0.92	0.95
Global Equity (acc) ♦ F	453.35	-	1.08	0.65
Global Equity (ind) ♦ F	410.99	-	0.98	0.65
Global Equity Income Acc ♦ F	120.22	-	0.73	3.77
Global Equity Income Inc ♦ F	96.53	-	0.58	3.89
Gbl Financial Capital Acc	86.50	-	0.20	4.42
Gbl Financial Capital Inc	71.02	-	0.17	4.55
Gbl Financial Cap Acc Gross	91.03	-	0.22	4.92
Gbl Financial Cap Inc Gross	71.15	-	0.17	5.10
Global Opportunities Acc ♦ F	95.77	-	0.29	0.45
Global Smaller Cos Acc ♦ F	1698.29	-	7.52	0.20
Global Smaller Cos Inc ♦ F	1621.66	-	7.18	0.20
Global Targeted Rets Acc	57.55	-	0.18	0.43
High Income Acc ♦ F	802.71	-	4.85	3.56
High Income Inc ♦ F	436.70	-	2.64	3.65
High Yield Fund Acc	106.19	-	-0.03	5.42
High Yield Fund Acc (Gross)	124.68	-	-0.03	5.37
High Yield Fund Inc	41.01	-	-0.01	5.57
High Yield Fund Inc (Gross)	41.06	-	-0.01	5.56
Hong Kong & China Acc ♦ F	454.62	-	6.11	0.77
Income & Growth Acc ♦ F	934.06	-	6.39	4.35
Income & Growth Inc ♦ F	398.63	-	2.73	4.48
Income Acc ♦ F	3073.49	-	1.91	3.32
Income Inc ♦ F	1681.89	-	1.04	3.40
Japan Acc ♦ F	311.48	-	0.48	0.29
Japanese Smllr Cos Acc ♦ F	87.07	-	0.40	0.00
Latin America Acc ♦ F	108.38	-	-0.16	1.02
Latin America Inc ♦ F	90.22	-	-0.13	1.03
Managed Growth Acc ♦ F	159.60	-	0.54	0.70
Managed Growth Inc ♦ F	132.86	-	0.45	0.70
Managed Income Acc ♦ F	158.53	-	0.51	2.78
Managed Income Inc ♦ F	96.36	-	0.30	2.83
Money Acc ♦ F	90.26	-	0.00	0.24
Money Acc (Gross) ♦ F	95.42	-	0.00	0.24
Monthly Income Plus Acc ♦ F	297.05	-	0.32	5.27
Monthly Income Plus Acc (Gross) ♦ F	351.28	-	0.38	5.23
Monthly Income Plus Inc ♦ F	107.08	-	0.11	5.38
Monthly Income Plus Inc (Gross) ♦ F	107.26	-	0.12	5.38
Pacific Acc ♦ F	981.32	-	5.53	0.40
Pacific Inc ♦ F	898.01	-	5.06	0.40
Tactical Bond Acc ♦ F	69.63	-	0.04	0.81
Tactical Bond Inc ♦ F	59.98	-	0.04	0.81
Tactical Bond Acc (Gross) ♦ F	72.36	-	0.04	0.81
Tactical Bond Inc (Gross) ♦ F	60.03	-	0.04	0.81
UK Focus Acc F	192.66	-	0.78	2.04
UK Focus Inc F	157.41	-	0.64	2.08
UK Growth Acc ♦ F	519.97	-	1.93	2.27
UK Growth Inc ♦ F	323.02	-	1.20	2.32
UK Smaller Cos Equity Acc ♦ F	889.19	-	2.35	0.77
UK Smaller Cos Equity Inc ♦ F	680.92	-	1.81	0.77
UK Strategic Income Acc ♦ F	179.23	-	1.03	3.50
UK Strategic Income Inc ♦ F	129.95	-	0.75	3.59

Fund	Bid	Offer	D+/-	Yield
US Equity Acc ♦ F	558.46	-	-1.80	0.00

Fund	Bid	Offer	D+/-	Yield
Invesco Perpetual Funds (No Trail)				
Asian (No Trail) Acc ♦ F	185.97	-	1.38	1.12
Asian (No Trail) Inc ♦ F	167.29	-	1.25	1.14
Asian Equity Income (No Trail) Acc ♦ F	117.88	-	1.05	4.63
Asian Equity Income (No Trail) Inc	98.02	-	0.87	4.78
Balanced Risk 6 No Trail Acc	107.44	-	-0.12	0.01
Balanced Risk 8 No Trail Acc	110.45	-	-0.13	0.19
Balanced Risk 10 No Trail Acc	113.55	-	-0.16	0.29
Corporate Bond (No Trail) Acc ♦ F	166.47	-	0.11	3.72
Corporate Bond (No Trail) Inc ♦ F	116.12	-	0.08	3.80
Distribution (No Trail) Acc ♦ F	167.17	-	0.46	4.92
Distribution (No Trail) Inc ♦ F	108.64	-	0.30	5.02
Emerging European (No Trail) Acc ♦ F	77.38	-	-0.16	3.08
Emerging European (No Trail) Inc ♦ F	68.38	-	-0.14	3.18
European Equity (No Trail) Acc ♦ F	145.79	-	1.52	2.04
European Equity (No Trail) Inc ♦ F	120.83	-	1.26	2.08
European Equity Income (No Trail) Acc ♦ F	145.75	-	1.66	3.48
European Equity Income (No Trail) Inc ♦ F	108.90	-	1.24	3.57
European High Income (No Trail) Acc ♦ F	167.96	-	1.09	3.62
European High Income (No Trail) Inc ♦ F	119.65	-	0.78	3.68
European Opportunities (No Trail) Acc ♦ F	172.87	-	0.75	1.65
European Opportunities (No Trail) Inc ♦ F	161.61	-	0.70	1.68
European Smaller Companies (No Trail) Acc ♦ F	227.66	-	1.72	0.73
Global Balanced Index (No Trail) Acc ♦ F	157.58	-	0.78	2.04
Global Bond (No Trail) Acc ♦ F	142.13	-	0.23	1.38
Global Bond (No Trail) Inc ♦ F	127.77	-	0.21	1.39
Gbl Distribution Acc (No Trail)	106.82	-	0.10	4.20
Gbl Distribution Inc (No Trail)	99.45	-	0.09	4.29
Gbl Emerging Markets (No Trail) Acc ♦ F	156.18	-	0.68	1.51
Gbl Emerging Markets (No Trail) Inc ♦ F	145.12	-	0.63	1.53
Global Equity (No Trail) acc ♦ F	200.84	-	0.48	1.20
Global Equity (No Trail) inc ♦ F	185.64	-	0.44	1.22
Global Equity Income (No Trail) Acc ♦ F	249.32	-	1.51	3.76
Global Equity Income (No Trail) Inc ♦ F	200.22	-	1.22	3.88
Global ex UK Core Equity Index (No Trail) Acc ♦ F	176.42	-	0.83	1.52
Global ex UK Enhanced Index (No Trail) Acc ♦ F	204.00	-	0.65	2.01
Gbl Fin Cap No Trail Acc	176.74	-	0.41	4.40
Gbl Fin Cap No Trail Inc	145.12	-	0.34	4.53
Global Opportunities (No Trail) Acc ♦ F	247.08	-	0.73	0.98
Global Smaller Companies (No Trail) Acc ♦ F	248.76	-	1.11	0.73
Global Smaller Companies (No Trail) Inc ♦ F	237.68	-	1.05	0.73
Global Targeted Rets (No Trail) Acc	116.53	-	0.37	0.87
High Income (No Trail) Acc ♦ F	172.09	-	1.04	3.55
High Income (No Trail) Inc ♦ F	124.78	-	0.75	3.64
High Yield Fund (No Trail) Acc	220.64	-	-0.05	5.40
High Yield Fund (No Trail) Inc	158.74	-	-0.04	5.55
Hong Kong & China (No Trail) Acc ♦ F	180.76	-	2.43	1.33
Income & Growth (No Trail) Acc ♦ F	220.46	-	1.51	4.33
Income & Growth (No Trail) Inc ♦ F	171.68	-	1.18	4.46
Income (No Trail) Acc ♦ F	169.33	-	0.11	3.31
Income (No Trail) Inc ♦ F	121.98	-	0.07	3.39
Japan (No Trail) Acc ♦ F	148.39	-	0.23	0.85
Japanese Smaller Companies (No Trail) Acc ♦ F	222.37	-	1.03	0.00
Latin American (No Trail) Acc ♦ F	105.07	-	-0.15	1.64
Latin American (No Trail) Inc ♦ F	94.36	-	-0.13	1.67
Managed Growth (No Trail) Acc ♦ F	193.93	-	0.66	1.21
Managed Growth (No Trail) Inc ♦ F	178.34	-	0.61	1.22
Managed Income (No Trail) Acc ♦ F	190.39	-	0.61	2.76
Managed Income (No Trail) Inc ♦ F	155.22	-	0.50	2.81
Monthly Income Plus (No Trail) Acc ♦ F	171.78	-	0.18	5.25
Monthly Income Plus (No Trail) Inc ♦ F	105.82	-	0.11	5.36
Pacific (No Trail) Acc ♦ F	182.52	-	1.03	0.91
Pacific (No Trail) Inc ♦ F	171.71	-	0.97	1.02
Tactical Bond (No Trail) Acc ♦ F	142.81	-	0.08	1.30
Tactical Bond (No Trail) Inc ♦ F	120.04	-	0.07	1.31
UK Focus (No Trail) Acc F	158.91	-	0.64	2.61
UK Focus (No Trail) Inc F	130.47	-	0.53	2.68
UK Enhanced Index (No Trail) Acc ♦ F	393.88	-	3.39	3.71
UK Enhanced Index (No Trail) Inc ♦ F	241.33	-	2.08	3.81
UK Growth (No Trail) Acc ♦ F	137.89	-	0.51	2.84
UK Growth (No Trail) Inc ♦ F	109.88	-	0.41	2.92
UK Smaller Companies Equity (No Trail) Acc ♦ F	290.25	-	0.77	1.25
UK Smaller Companies Equity (No Trail) Inc ♦ F	267.75	-	0.71	1.27
UK Strategic Income (No Trail) Acc ♦ F	713.77	-	4.09	3.50
UK Strategic Income (No Trail) Inc ♦ F	517.55	-	2.96	3.59
US Equity (No Trail) Acc ♦ F	233.16	-	-0.75	0.10

Fund	Bid	Offer	D+/-	Yield
US Equity Acc ♦ F	558.46	-	-1.80	0.00

Fund	Bid	Offer	D+/-	Yield
Invesco India Equity A	¥ 50.66	-	-0.25	0.00
Invesco Japanese Equity Adv Fd A	¥ 3548.00	-	24.00	0.00
Invesco Japanese Value Eq Fd A	¥ 1160.00	-	13.00	0.00
Invesco Latin American Equity A	\$ 6.03	-	-0.03	0.00
Invesco Nippon Small/Mid Cap Equity A	¥ 1179.00	-	5.00	0.00
Invesco Pan European Equity A EUR Cap NAV	€ 17.09	-	0.05	0.00
Invesco Pan European High Income Fd A	€ 13.63	-	0.03	2.61
Invesco Pan European Small Cap Equity A	€ 20.71	-	0.02	0.00
Invesco Pan European Structured Equity A	€ 16.68	-	0.13	0.00
Invesco UK Eqty Income A	€ 30.73	-	0.01	0.00
Invesco UK Investment Grade Bond A	€ 1.00	-	0.00	2.67
Invesco US Structured Equity A	\$ 21.27	-	0.01	0.00
Invesco US Value Eq Fd A	\$ 29.95	-	-0.23	0.00
Invesco USD Reserve A	\$ 87.05	-	0.00	0.00

Fund	Bid	Offer	D+/-	Yield
Invesco Global Asset Management Ltd (IRL) Dublin 00 353 1 439 8100 Hong Kong 00 852 2842 7200				
FCA Recognised				
Invesco Stig Bd A OD F	€ 2.62	-	0.00	3.39
Invesco Asian Equity A	\$ 5.96	-	0.01	0.00
Invesco ASEAN Equity A				

Fund	Bid	Offer	D+/-	Yield
Special Situations A Acc	1207.88	1278.18	2.48	0.46
UK Multi-Cap Growth A	243.99	258.18	1.84	0.65
UK Micro Cap Growth A	487.48	515.85	1.61	0.00
US Multi-Cap Income	329.02	329.02	0.13	0.62
MFM - Third Party Funds				
Junior Oils	62.76	66.41	-2.39	0.00
Junior Gold C Acc	40.55	40.55	0.13	0.00
MFM Artorius Fund	147.80	147.80	-1.30	0.32
MFM Bowland	164.28	177.60	0.65	0.00
MFM Hathaway Inc	107.52	112.59	-0.88	1.86
MFM Techninvest Special Situations Acc	145.11	145.11	0.70	0.00
MFM Techninvest Technology Acc	338.48	338.48	-8.17	0.00
MFM UK Primary Opportunities A Acc	328.93	328.93	1.80	1.32
Slater Investments Ltd - Investment Adviser				
MFM Slater Growth	394.08	418.12	1.10	0.12
MFM Slater Income A Inc	150.46	150.46	0.75	4.51
MFM Slater Recovery	167.04	177.23	2.49	0.25

Marlborough International Management Limited(GSY)
Tudor House, Le Bodge, St Peter Port, Guernsey, GY1 1DB +44 1481 71520
FCA Recognised

Marlborough North American Fund Ltd	£	33.24	35.42	-0.78	0.00
Marlborough Tiger Fund Ltd F	£	23.70	25.26	-0.68	0.00

Marwyn Asset Management Limited (CYM)
Regulated

Marwyn Value Investors	£	437.31	-	-6.34	0.00
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McInroy & Wood Portfolios Limited (UK)
Easter Alderston, Haddington, EH41 3SF 01620 825867
Authorised Inv Funds

Balanced Fund Personal Class Units	4861.90ad	-	22.10	1.78
Income Fund Personal Class Units	2415.80	-	12.70	2.92
Emerging Markets Fund Personal Class Units	1671.80ad	-	9.90	2.03
Smaller Companies Fund Personal Class Units	3696.30	-	10.30	1.60

Meridian Fund Managers Ltd
Other International Funds

Global Gold & Resources Fund	\$	211.06	-	12.16	-
Global Energy & Resources Fund	\$	31.84	-	2.42	-



Emerging Markets Managed Accounts PLC (IRL)
info@emmaplc.com,+44(0)20 8123 8369 www.emmaplc.com
Regulated

Milltrust ASEAN A	\$	92.54	-	-1.16	0.00
Milltrust India A	\$	120.85	-	-2.11	0.00
Milltrust Latin America A	\$	73.78	-	-1.53	0.00
Milltrust Keywise China Fund	\$	102.17	-	-0.98	0.00

Ministry of Justice Common Investment Funds (UK)
Property & Other UK Unit Truans

The Equity Idx Tracker Fd Inc	1301.00	1301.00	-4.00	3.03
Distribution Units				



Mirabaud Asset Management (LUX)
www.mirabaud.com, marketing@mirabaud.com
Regulated

Mir. - Conv. Bds Eur A EUR	€	132.17	-	-0.29	0.00
Mir. - Conv. Bds GIB A USD	\$	110.74	-	-0.17	0.00
Mir. - Eq Asia ex Jap A	\$	158.20	-	0.55	0.00
Mir. - EqEurope ExUK Sm&Mid	€	106.98	-	-0.97	-
Mir. - Eq GIB Emrg Mkt A USD	\$	83.50	-	0.28	0.00
Mir. - Eq Global Focus A USD	\$	93.93	-	-0.74	0.00
Mir. - EqPanEuropeSm&Mid	€	111.69	-	-0.53	0.00
Mir. - Eq Spain A	€	23.86	-	-0.27	0.00
Mir. - Eq Swiss Sm/Mid A	Sfr	336.95	-	-1.09	0.00
Mir. - GIB High Yield Bds A	\$	110.05	-	-0.18	-
Mir. - GIB Eq High Income A USD	\$	95.39	-	-0.59	0.00
Mir. - GIB Inv Grade Bds A	€	102.76	-	-0.07	-
Mir. - GIB Strat. Bd A USD	\$	106.61	-	-0.08	0.00
Mir. Opp. - Activ. Strategies I	\$	96.61	-	2.20	0.00
MIR. OPP. - EMERG.MKT H	€	104.65	-	0.00	0.00
Mir. - US Shrt Term Credit Fd	\$	100.99	-	0.01	-
MirAlt Sicav-Diversified A Cap.	\$	106.02	-	0.61	0.00
MirAlt Sicav-Europe A dis	€	67.85	-	-0.90	0.00
MirAlt Sicav - North America A dis	\$	145.86	-	0.90	0.00

MW Japan Fund Plc (IRL)
FCA Recognised

MW Japan Fund PLC A	\$	24.30	-	0.08	0.00
MW Japan Fund PLC B	\$	24.44	-	0.07	0.00
MW Japan Fund PLC C	\$	85.50	-	0.57	0.00

Morant Wright Funds (Ireland) PLC (IRL)
FCA Recognised

Morant Wright Fuji Yield EUR Dist Hedged	€	9.57	-	0.04	2.70
Morant Wright Fuji Yield GBP Acc Hedged	€	10.05	-	0.05	0.00
Morant Wright Fuji Yield GBP Dist Hedged	€	9.23	-	0.04	6.76
Morant Wright Fuji Yield USD Acc Hedged	\$	9.80	-	0.04	0.00
Morant Wright Fuji Yield USD Dist Hedged	\$	9.70	-	0.05	2.66
Morant Wright Fuji Yield YEN Acc	¥	1018.67	-	4.85	0.00
Morant Wright Fuji Yield B YEN Acc	¥	899.64	-	4.29	0.00
Morant Wright Fuji Yield YEN Dist	¥	962.68	-	4.68	2.69
Morant Wright Sakura Fund Sterling Acc Hedged	€	12.17	-	0.08	0.00
Morant Wright Sakura Fund Euro Acc Hedged	€	12.18	-	0.08	0.00
Morant Wright Sakura Fund Yen Acc Unhedged	¥	1253.69	-	8.24	0.00
Morant Wright Sakura Fund Dollar Acc Hedged	\$	12.13	-	0.08	0.00
Morant Wright Sakura Fund Swiss Franc Acc HedgedSfr	Sfr	12.04	-	0.08	0.00

Morgan Stanley

Morgan Stanley Investment Funds (LUX)
6b Route de Trèves L-2633 Senningerberg Luxembourg (352) 34 64 61
www.morganstanleyinvestmentfunds.com

FCA Recognised

US Advantage A F	\$	56.63	-	0.55	0.00
Asian Equity A F	\$	38.44	-	0.24	0.00
Asian Property A F	\$	17.62	-	0.18	0.00
Diversified Alpha Plus A F	€	28.77	-	-0.07	0.00
Emerg Europ, Mid-East & Africa Eq A F	€	64.21	-	0.76	0.00
Emerging Markets Debt A F	\$	78.66	-	-1.02	0.00
Emerging Markets Domestic Debt A F	€	10.94	-	0.07	4.10
Emerging Markets Equity A F	\$	32.41	-	0.23	0.00
Euro Bond A F	€	16.07	-	-0.02	0.00
Euro Corporate Bond AX F	€	23.26	-	0.14	1.44
Euro Strategic Bond A F	€	44.30	-	0.01	0.00
European Currencies High Yield Bd A F	€	21.98	-	0.12	0.00
European Equity Alpha A F	€	40.47	-	0.38	0.00
European Property A F	€	34.65	-	0.20	0.00
Eurozone Equity Alpha A F	€	10.85	-	0.13	0.00
Global Bond A F	\$	39.85	-	0.07	0.00
Global Brands A F	\$	101.34	-	1.24	0.00
Global Convertible Bond A F	\$	40.86	-	0.03	0.00
Global Property A F	\$	27.87	-	0.24	0.00
Indian Equity A F	\$	34.00	-	-0.11	0.00
Latin American Equity A F	\$	41.02	-	0.69	0.00
Short Maturity Euro Bond A F	€	20.37	-	0.00	0.00
US Dollar Liquidity A F	\$	13.03	-	0.00	0.00
US Growth A F	\$	64.51	-	0.62	0.00
US Growth AH F	€	44.54	-	0.42	0.00
US Growth AX F	€	44.37	-	0.59	0.00
US Property A F	\$	69.99	-	0.47	0.00

Morgens Waterfall Vintiadis.co Inc
Other International Funds

Phaeton Intl (BVI) Ltd (Est)	\$	367.38	-	-0.71	0.00
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Natixis International Funds (Lux) I SICAV (LUX)
Cannon Bridge House, 25 Dowgate Hill, London, EC4R 2YA 0044 20 3216 9000
FCA Recognised

Harris Global Equity R/A (USD)	\$	232.15	232.15	-1.96	0.00
Harris US Equity Fund R/A (USD)	\$	201.53	201.53	-1.90	0.00
Harris Concentrated US Equity R/A (USD)	\$	152.13	152.13	-1.66	0.00
Loomis Sayles Strategic Alpha R/A (USD)	\$	111.33	111.33	0.03	-

Natixis International Funds (Dublin) I plc (IRL)
Cannon Bridge House, 25 Dowgate Hill, London, EC4R 2YA +44 (0)20 3216 9000
Regulated

Loomis Sayles Global Opportunistic Bond R/D (USD)	\$	12.86	12.86	-0.05	1.21
Loomis Sayles High Income R/D (USD)	\$	7.95	7.95	-0.04	11.36
Loomis Sayles Multisector Income R/D (GBP)	\$	11.97	11.97	-0.06	5.59

Natixis International Funds (UK)
Cannon Bridge House, 25 Dowgate Hill, London, EC4R 2YA 0044 20 3216 9000
Authorised Funds

H2O MultiReturns Fund N/A (GBP)	£	1.31	-	0.00	1.68
Harris Associates Global Concentrated Equity Fund N/A (GBP)	£	1.03	-	0.01	1.32
Loomis Sayles Strategic Income N/D (GBP)	£	1.00	-	0.01	4.01
Loomis Sayles Strategic Income H/V/D (GBP)	£	0.92	-	0.00	4.14
Loomis Sayles US Equity Leaders N/A (GBP)	£	1.55	-	0.01	2.28
Seeyond Factor Plus Europe Ex UK Equity Fund N/A (GBP)	£	0.98	-	0.01	2.06
Seeyond Factor Plus UK Equity Fund N/A (GBP)	£	0.99	-	0.01	3.49

NatWest (2230)F (UK)
PO Box 23873, Edinburgh EH7 5WJ**
Enquiries: 0800 085 5588
Authorised Inv Funds

Series 1 (Minimum initial investment 16375.000)

United Kingdom Equity Index Fund	£	11.94	-	-0.17	3.01
UK Specialist Equity Inc	£	18.45	-	-0.12	0.41
Cont'l Europe Spec Equity	£	15.41	-	-0.22	0.00
US Spec Equity Fund	£	14.12	-	-0.02	0.00
Japan Specialist Fund †	£	9.87	-	-0.10	0.00
Pacific Basin Specialist Equity Fund	£	21.15	-	0.22	0.95
UK Sovereign Bd Index Fund	£	11.20	-	0.01	2.46
UK Specialist Equity Income Fund	£	9.02	-	-0.03	4.29
Global Spec Inv Grade Bd Fund GBP	£	9.96	-	-0.02	2.91
Global Emerg Mkts Equity Fund †	£	10.64	-	0.00	0.08

Series 2 (Investment Management customers only)

United Kingdom Equity Index Fund	£	11.93	-	-0.17	3.69
UK Specialist Equity Inc	£	18.62	-	-0.12	1.65
Cont'l Europe Spec Equity	£	16.18	-	-0.22	1.21
US Spec Equity Fund	£	14.82	-	-0.02	0.37
Japan Specialist Fund †	£	10.52	-	-0.11	0.64
Pacific Basin Specialist Equity Fund	£	21.03	-	0.22	1.96
UK Sovereign Bd Index Fund	£	11.41	-	0.01	2.46
UK Specialist Equity Income Fund	£	9.84	-	-0.04	4.22
Global Spec Inv Grade Bd Fund GBP	£	10.16	-	-0.02	2.91
Global Emerg Mkts Equity Fund †	£	10.26	-	0.01	0.93

The initial charge you will pay will depend on the amount you invest
**Address and Telephone number for series 1 only



New Capital Fund Management Ltd (IRL)
Leconfield House, Curzon Street, London, W1J 5JB
FCA Recognised
New Capital UCITS Funds

Asia Pac Bd USD Inst Inc	\$	94.31	-	-0.57	3.26
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Fund	Bid	Offer	D+/-	Yield	
Asia Pac Bd USD Ord Inc	\$	96.15	-	-0.58	2.57
Asia Pac Eq EUR Ord Inc	€	82.63	-	-0.55	3.13
Asia Pac Eq GBP Ord Inc	£	85.72	-	-0.56	3.67
Asia Pac Eq USD Ord Inc	\$	86.77	-	-0.57	3.12
Asia Pac Eq USD Inst Acc	\$	93.60	-	-0.61	0.00
Asia Pac Eq USD Inst Inc	\$	96.91	-	-0.63	3.78
Dyn Europ Eq EUR Ord Inc	€	167.37	-	-1.32	0.71
Dyn Europ Eq GBP Ord Inc	£	177.69	-	-1.39	1.07
Dyn Europ Eq USD Ord Inc	\$	167.12	-	-1.32	0.71
China Equity EUR Ord Acc	€	110.78	-	-0.97	0.00
China Equity GBP Ord Acc	£	115.63	-	-1.00	0.00
China Equity USD Ord Acc	\$	113.10	-	-0.97	0.00
China Equity USD Inst Acc	\$	116.69	-	-1.00	0.00
Europ. Equity Fd EUR	€	99.97	-	-0.78	-
Europ. Equity Fd GBP	£	98.42	-	-0.77	-
Europ. Equity Fd USD	\$	98.83	-	-0.78	-
Global Val.Cr.Fd GBP Ord Inc	£	111.37	-	-0.40	3.53
Global Val.Cr.Fd USD Inst Acc	\$	125.60	-	-0.46	0.00
Global Val.Cr.Fd GBP Ord Acc	£	180.61	-	-0.65	0.00
Global Val.Cr.Fd USD Ord Acc	\$	169.64	-	-0.61	0.00
Global Val.Cr.Fd EUR Ord Acc	€	157.23	-	-0.58	0.00
Swiss Select Equity Inst Acc	Sfr	114.27	-	-0.75	0.00
Swiss Select Equity Ord Acc	Sfr	112.66	-	-0.74	0.00
US Growth USD Ord Acc	\$	190.30	-	-0.84	0.00
US Growth EUR Ord Acc	€	181.31	-	-0.81	0.00
US Growth GBP Ord Acc	£	191.01	-	-0.84	0.00
US Growth USD Inst Acc	\$	176.35	-	-0.77	0.00
Wealthy Nat Bd EUR Inst Inc	€	110.82	-	-0.82	3.58
Wealthy Nat Bd GBP Inst Inc	£	115.54	-	-0.86	3.54
Wealthy Nat Bd EUR Ord Inc	€	110.05	-	-0.82	3.33
Wealthy Nat Bd GBP Ord Inc	£	116.14	-		

Fund	Bid	Offer	D+/-	Yield
UK Sovereign Bd Index Fund	£ 11.13	-	0.01	2.46
UK Specialist Inv Income Fund	£ 9.84	-	-0.04	4.22
Global Spec Inv Grade Bd Fund GBP	£ 10.14	-	-0.02	2.91
Global Emerg Mkts Equity Fund	£ 10.26	-	0.00	0.93

Address and telephone number for Series 5 only

Royal London Unit Managers Ltd. (1200) F (UK)
5th Floor, Churchgate House, 56 Oxford Street, Manchester M1 6EU 03456 05777

Fund	Bid	Offer	D+/-	Yield
Royal London Sustainable Diversified A Inc	£ 1.56	-	0.00	1.96
Royal London Sustainable World A Inc	170.10	-	0.60	0.92
Royal London Corporate Bond Mth Income	88.50	89.85	0.04	4.20
Royal London European Growth Trust	108.60	110.30	1.30	0.41
Royal London Sustainable Leaders A Inc	449.60	-	1.80	1.42
Royal London UK Growth Trust	467.80	474.90	3.60	1.49
Royal London UK Income With Growth Trust	214.60	217.90	1.20	4.84
Royal London US Growth Trust	148.90	151.20	-0.50	0.00

Additional Funds Available
Please see www.royallondon.com for details



Ruffer LLP (1000)F (UK)

40 Dukes Place, London EC3A 7NH
Order Desk and Enquiries: 0345 601 9610

Fund	Bid	Offer	D+/-	Yield
CF Ruffer Gold Fund C Acc	141.04	-	4.61	0.29
CF Ruffer Gold Fund O Acc	139.41	-	4.55	0.18
Equity & General C Acc	363.62	-	-0.35	0.06
Equity & General C Inc	335.38	-	-0.32	0.06
Equity & General O Inc	333.60	-	-0.34	0.00
Equity & General O Acc	359.53	-	-0.37	0.00
European C Acc	498.83	-	-1.75	0.27
European O Acc	493.24	-	-1.75	0.00
Japanese Fund C Acc	168.80	-	1.61	0.10
Japanese Fund O Acc	166.69	-	1.58	0.00
Pacific C Acc	300.38	-	-1.25	0.56
Pacific O Acc	296.72	-	-1.26	0.25
Total Return C Inc	394.37	-	1.60	1.35
Total Return C Acc	271.99	-	1.12	1.37
Total Return O Inc	268.79	-	1.09	1.36
Total Return O Acc	389.88	-	1.56	1.35

S. W. MITCHELL CAPITAL



S W Mitchell Capital LLP (CYM)

Fund	Bid	Offer	D+/-	Yield
S W Mitchell European Fund Class A EUR	€ 279.01	-	3.39	-
S W Mitchell Small Cap European Fund Class A EUR	€ 216.31	-	2.15	-
The Charlemagne Fund EUR	€ 247.09	-	68.80	-

S W Mitchell Capital LLP (IRL)

Fund	Bid	Offer	D+/-	Yield
SWMC European Fund B EUR	€ 1373.73	-	-112.27	0.00
SWMC UK Fund B	€ 1077.12	-	-128.72	0.00
SWMC Small Cap European Fund B EUR	€ 12536.79	-	-107.00	0.00
SWMC Emerging European Fund B EUR	€ 9293.14	-	-77.05	0.00



RobecoSAM (LUX)

Tel: +41 44 653 10 10 http://www.robecosam.com/

Fund	Bid	Offer	D+/-	Yield
RobecoSAM Sm.Energy/A	£ 11.07	-	-0.08	1.65
RobecoSAM Sm.Energy/N	£ 10.95	-	-0.03	0.00
RobecoSAM Sm.Materials/A	£ 123.36	-	-0.46	1.38
RobecoSAM Sm.Materials/N	£ 138.75	-	0.08	0.00
RobecoSAM Sm.Materials/Na	£ 95.77	-	0.05	-
RobecoSAM GI Small Cap Eq/A	£ 78.37	-	-0.36	1.27
RobecoSAM GI Small Cap Eq/N	£ 152.65	-	-0.05	0.00
RobecoSAM Sustainable GI Eq/B	£ 172.15	-	-0.35	0.00
RobecoSAM Sustainable GI Eq/N	£ 149.02	-	-0.29	0.00
RobecoSAM S.HealthyLiv/B	£ 172.35	-	0.47	0.00
RobecoSAM S.HealthyLiv/N	£ 161.12	-	0.44	0.00
RobecoSAM S.HealthyLiv/Na	£ 107.97	-	-0.17	-
RobecoSAM S.Water/A	£ 179.42	-	-1.59	1.14
RobecoSAM S.Water/N	£ 168.63	-	-0.77	0.00



Santander Asset Management UK Limited (1200)F (UK)

287 St Vincent Street, Glasgow G2 5NB, 0845 6000 181

Fund	Bid	Offer	D+/-	Yield
Santander Atlas Range				
Santander Atlas Inc Port Acc Inst	291.60	-	-0.80	-
Santander Atlas Inc Port Inc Inst	220.20	-	-0.60	-
Santander Atlas Port 3 Acc Ret	149.10	-	-0.30	-
Santander Atlas Port 3 Inc Ret	102.40	-	-0.30	-
Santander Atlas Port 3 Acc Inst	164.20	-	-0.30	-
Santander Atlas Port 4 Acc Ret	181.50	-	-0.40	-
Santander Atlas Port 4 Inc Ret	129.40	-	-0.30	-
Santander Atlas Port 4 Acc Inst	165.00	-	-0.40	-
Santander Atlas Port 5 Acc Ret	188.30	-	-0.60	-
Santander Atlas Port 5 Acc Inst	160.00	-	-0.40	-
Santander Atlas Port 6 Acc Ret	256.60	-	-1.00	-
Santander Atlas Port 6 Acc X	183.20	-	-0.70	-
Santander Atlas Port 6 Acc Inst	158.40	-	-0.60	-

Fund	Bid	Offer	D+/-	Yield
Santander Atlas Port 7 Acc Ret	197.70	-	-0.60	-
Santander Atlas Port 7 Acc Inst	157.00	-	-0.50	-

Fund	Bid	Offer	D+/-	Yield
Max 70% Shs Acc Ret	167.30	-	0.80	-
Max 70% Shs Inc Ret	139.50	-	0.70	-
Investments Inc Acc Ret	158.60	-	0.10	-
Investments Inc Inc Ret	103.70	-	0.10	-
Equity Inc Inc Inst	237.90	-	1.90	-
Equity Inc Inc Ret	203.40	-	1.60	-
Equity Inc Acc Inst	147.10	-	1.20	-
N&P UK Gwth Inc Ret	161.90	-	1.50	-
Stckmkt 100 Track Gwth Acc Inst	90.11	-	0.70	-
Stckmkt 100 Track Gwth Acc Ret	168.20	-	1.30	-
UK Growth Acc Inst	283.80	-	2.60	-
UK Growth Acc Ret	328.20	-	3.00	-
UK Growth Inc Ret	214.10	-	2.00	-

Fund	Bid	Offer	D+/-	Yield
Max 70% Shs Port Acc Ret	253.50	-	-0.70	-
Max 70% Shs Port Acc X	182.00	-	-0.50	-
Max 70% Shs Port Acc S	147.40	-	-0.40	-
Investment Port Acc Ret	237.20	-	-0.30	-
Investment Port Acc X	168.10	-	-0.30	-
Max 50% Shs Port Acc Ret	245.80	-	-0.50	-
Max 50% Shs Port Inc Ret	217.10	-	-0.50	-
Max 50% Shs Port Acc X	177.90	-	-0.40	-
Max 50% Shs Port Acc S	149.00	-	-0.30	-
Max 100% Shs Port Acc Ret	282.40	-	-1.10	-
Max 100% Shs Port Acc X	202.70	-	-0.80	-
Max 100% Shs Port Acc S	148.00	-	-0.60	-
Enhanced Inc Inc Insts	202.80	-	1.50	-
Enhanced Inc Inc Ret	190.60	-	1.40	-
Enhanced Inc Inc X	162.40	-	1.20	-
Enhanced Inc Acc Inst	156.00	-	1.20	-

Fund	Bid	Offer	D+/-	Yield
Max 30% Shs Port Acc Ret	155.70	-	-0.10	-
Max 30% Shs Port Acc X	155.60	-	-0.10	-
Max 30% Shs Port Acc S	149.50	-	-0.10	-
Max 30% Shs Inc Port Inc Ret	153.30	-	0.30	-
Max 30% Shs Inc Port Inc X	153.30	-	0.30	-
Max 30% Shs Inc Port Inc S	147.30	-	0.30	-
Max 60% Shs Port Acc Ret	268.00	-	-0.20	-
Max 60% Shs Port Inc Ret	208.80	-	-0.10	-
Max 60% Shs Port Inc X	161.60	-	-0.10	-
Max 60% Shs Port Inc S	143.60	-	-0.10	-

Fund	Bid	Offer	D+/-	Yield
Investments Inc Port Inc Ret	164.30	-	0.10	-
Investments Inc Port Inc X	148.90	-	0.10	-
£ Gov Bond Inc Inst (gross)	181.80	-	0.00	-
£ Gov Bond Inc Inst	149.30	-	0.00	-
£ Gov Bond Acc Inst	152.20	-	0.00	-
Strat Bond Inc Inst (gross)	180.10	-	0.00	-
Strat Bond Inc Inst	148.30	-	0.10	-
Strat Bond Acc Inst	152.70	-	0.00	-

Fund	Bid	Offer	D+/-	Yield
Div Inc Port Inc Ret	167.10	-	1.40	-
Corp Bond Acc Inst (gross)	219.40	-	0.10	-
Corp Bond Inc Inst	143.50	-	0.10	3.90
Corp Bond Acc Inst	148.40	-	0.00	-
Bal Intl Track Acc Ret	264.20	-	-1.00	-
Bond Mthly Inc Acc Ret	146.50	-	-0.40	-
Bond Mthly Inc Inc Ret	92.78	-	-0.28	-

Santander Asset Management UK Limited (1200)F (UK)

287 St Vincent Street, Glasgow G2 5NB 0845 605 4400

Fund	Bid	Offer	D+/-	Yield
Europe (ex-UK)	273.10	-	2.40	-
Japan Equities	152.60	-	0.30	-
Pacific Bas (ex-Japan)	503.10	-	3.10	-
Sterling Bonds	270.50	-	0.00	-
UK Equities	262.30	-	2.00	-
US Equities	273.30	-	-0.10	-
Pacific Bas (ex-Japan)	502.30	-	3.10	-

Saracen Fund Managers Ltd (1000)F (UK)

19 Rutland Square, Edinburgh EH1 2BB
Dealing: 00 353 1 603 9921

Fund	Bid	Offer	D+/-	Yield
Saracen Growth Fd Alpha Acc	£ 3.61	-	-0.01	1.17
Saracen Growth Fd Beta Acc	£ 5.77	-	-0.03	1.72
Saracen Global Income & Growth Fund A - Acc	£ 1.13	-	-0.02	0.78
Saracen Global Income & Growth Fund A - Dist	£ 1.05	-	-0.01	6.65
Saracen Global Income & Growth Fund - Acc	£ 1.41	-	-0.02	2.35
Saracen Global Income & Growth Fund - Dist	£ 1.23	-	-0.02	3.41
Saracen UK Income Fund - Acc	£ 0.94	-	-0.01	2.73
Saracen UK Income Fund - Dist	£ 0.91	-	-0.01	4.83

For Save & Prosper please see Countrywide Assured

Schroder Property Managers (Jersey) Ltd

Fund	Bid	Offer	D+/-	Yield
Indirect Real Estate SIRE	£ 132.66	139.49	0.17	2.35

Scottish Friendly Asset Managers Ltd (UK)

Scottish Friendly Hse, 16 Blythswood Sq, Glasgow G2 4HJ 0141 275 5000

Fund	Bid	Offer	D+/-	Yield
Managed Growth	236.60	-	1.80	0.00
UK Growth	257.90	-	2.50	0.00

SIA (SIA Funds AG) (CH)

Fund	Bid	Offer	D+/-	Yield
LTIF Stability Growth	Sfr 192.20	-	-1.20	-
LTIF Stability Inc Plus	Sfr 165.00	-	-1.00	0.53

Smith & Williamson Investment Management (1200)F (UK)

25 Moorgate, London, EC2R 6AY 020 7131 8100
www.sandwifunds.com

Fund	Bid	Offer	D+/-	Yield
European Equity Fund A Class	500.10	-	8.50	0.73
Far Eastern Income and Growth Fund A Class	434.80	-	4.10	2.34

Fund	Bid	Offer	D+/-	Yield
Fixed Interest Fund A Class	121.80	-	0.10	2.95
Global Gold and Resources Fund A Class	222.30	-	4.20	0.00
MM Endurance Balanced Fund A Class	203.80	-	-0.50	1.33
MM Global Investment Fund A Class	2027.00	-	2.00	1.95
North American Fund A Class	1707.00	-	-2.00	0.00
Oriental Growth Fund A Class	152.20	-	1.10	0.35
UK Equity Growth Fund A Class	391.90	-	3.70	0.42
UK Equity Income Fund A Class	218.40	-	1.40	5.05

Smith & Williamson Fd Admin Ltd (1200)F (UK)

Fund	Bid	Offer	D+/-	Yield
S&W Deucalion Fd (OEIC)	2026.00	-	-14.00	0.28
S & W Magnum	376.90	398.10	2.00	3.02
S & W Marathon Trust	184.40	195.20	0.70	1.78

Standard Life Wealth (JER)

NEWS

The week

● BlackRock has poached Mark Wiseman, head of Canada's largest pension plan, to run its \$275bn equities business, a move that immediately places him among the contenders to run the world's largest asset manager one day.

Larry Fink, BlackRock's founder and chief executive, came to know Mr Wiseman as the two men led a series of initiatives aimed at promoting long-term investment strategies.

Mr Wiseman, who has been chief executive of the Canada Pension Plan Investment Board for four years, will be succeeded by Mark Machin, a senior managing director at CPPIB.

● The Bank of England's chief economist last week admitted that the UK pension system is so complicated that even he fails to understand it.

Andy Haldane said he considered himself "moderately financially literate" but "not able to make the remotest sense of pensions".

Mr Haldane added that countless experts and financial advisers also had "no clue" about pensions and warned of the damaging consequences this presented for savers approaching retirement.

● One of the world's largest hedge funds, Och-Ziff, took out a \$49m loan to buy a corporate jet while facing the possibility of a large fine for alleged bribery of Libya's Gaddafi regime and other African government officials.

Since then Och-Ziff has been forced to borrow a further \$120m to prepare for a settlement with the US government that is expected to exceed \$200m — a sum more than double its net profits over



Mark Wiseman

the past three years. The fine would be the first against a hedge fund for alleged bribery.

The jet, which was bought in 2014, has been put up for sale, but the hedge fund has failed to find a buyer, according to people briefed on the process.

● Goldman Sachs, Standard Life and Deutsche Bank suffered shareholder rebellions over pay last week, as investor ire over excessive remuneration continues to grow.

More than half of shareholders at Deutsche Bank voted against a new pay plan for top executives at Germany's biggest lender.

A third of shareholders voted against the remuneration report at Goldman Sachs, while more than a fifth voted against the pay report at Standard Life.

● Global asset managers' allocations to UK stocks have fallen to the lowest level since 2008, according to a survey by Bank of America Merrill Lynch.

The survey suggests a possible British exit from the EU, or "Brexit", worries fund managers, but the poor performance of banks and mining stocks has also damaged sentiment towards UK equities.

Hargreaves Lansdown, the online investment supermarket, warned that a quarter of its clients were reluctant to commit new money ahead of the Brexit vote.

Edited by Chris Flood



More than half of shareholders at Deutsche Bank voted against a new pay plan for top executives — Kai Pfaffenbach/Reuters

THE LAST WORD

David Oakley

Does it matter that a big chunk of UK plc is owned by Americans? After one of the biggest waves of shareholder protests over executive pay since votes on remuneration were introduced, the answer is clearly yes

PAGE 9

INSIDE AND ONLINE



QUOTE OF THE WEEK

Online petition, SumOfUs

'CEOs are taking home pay packages worth tens of millions. BlackRock thinks it can keep voting to support fat cat CEOs without any backlash, because it doesn't think anyone is paying attention'

PAGE 1



VIDEO

Hedge fund woes

The FT explains why the asset class has come under scrutiny

VIDEO.FT.COM/FTFM

SPRING INTO THE CHELSEA FLOWER SHOW

Step inside the world's most famous flower show, with our new interactive report. Featuring stunning videos, slideshows and infographics, it also includes articles on beehive-making, pests, fictional gardens, guerrilla gardening around the world and a round-up of this year's event.

Explore the interactive Chelsea Flower Show report at ft.com/chelsea-flower

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The Business of Luxury



Say cheese!
Luxury brands must learn from Instagram

SOCIAL MEDIA Page 2

Evolving tastes
Sophisticated Chinese tourists demand more

ASIA Page 3

See now, buy now
Jo Ellison says fashion is getting faster

BAROMETER Page 4

Monday May 23 2016

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Brands innovate to combat global slowdown

In the luxury world, hard times call for chic solutions, says Rachel Sanderson

At the centre of Milan's premier luxury shopping district – the Quadrilatero D'Oro, or Golden Grid – is a new opening that highlights how the luxury goods industry is responding to economic pressures.

MonteNapoleone VIP Lounge, in a palazzo between the Céline and Valentino stores, draws on nearly 150 luxury brands to tackle the problem of declining footfall. It offers private fitting services and a concierge able to obtain hard-to-find tickets. "If you want to see every red dress in a size 38 in the Quadrilatero we can bring it to the lounge for you," says Guglielmo Miani, chief executive of fashion brand Larusmiani and boss of the Quadrilatero industry association.

Five years ago such perks were nice to have. But today, as luxury goods companies face another difficult year, they have become must-haves as brands, stores and luxury centres like Milan,

London, New York and Paris fight for shoppers, Mr Miani says.

These are testing times for the luxury goods industry, worth €250bn in 2015, according to a Bain & Company study. Companies' expectations of solid growth from emerging markets are being undermined and are embarrassing their current strategies for expansion, while developed markets look pallid and hesitant.

The LVMH conglomerate has blamed terror attacks in Paris and Brussels for weighing on sales in Europe, while the strong dollar and weakening consumer sentiment are hurting luxury sales generally in the US. Falling demand in China and Hong Kong is causing brands to rethink their tactics there.

Sales growth of personal luxury goods – from handbags and shoes to prêt-à-porter – slowed to 1-2 per cent in 2015 from 7 per cent in 2013 at constant currency rates, according to Bain.

Thomas Chauvet, luxury analyst at Citi, argues that for a few years companies were "in denial" about the "reset" of the luxury goods industry triggered by the collapse of demand in China from 2013 onwards. Prada was among the brands whose sales began to slow then.

"In 2015 and at the start of 2016, they have realised it is a different story," says Mr Chauvet. In response, the industry is



'Our sector is in a period of accelerated evolution'

adjusting to lower expectations with a variety of tactics.

Cost cutting – from ending product lines and closing stores to removing well paid designers – is significant. Though not all moves were solely driven by reducing cost, several top designers have left their brands in the past year: Hedi Slimane from Yves Saint Laurent, Raf Simons from Christian Dior, Alexander Wang from Balenciaga and Alber Elbaz from Lanvin.

Instead, brands are introducing features such as concierge services, pop-up

shops and art installations in stores as the lines between shopping and entertainment blur and brands compete with consumer groups.

One of the few remaining areas of bullish growth in luxury is ecommerce, which Bain estimates grew to 7 per cent of market share in 2015, from 1 per cent in 2005, with Chinese retailers making inroads.

"Our sector is in a period of accelerated evolution," says Armando Branchini, vice-chairman of Italian industry lobby Fondazione Altgamma. He sees

Clothes show: artist Ai Weiwei poses next to his art installation at the Bon Marché department store in Paris

Patrick Kovarik/AFP/Getty Images

three main drivers of that change: "Millennials, digitalisation and the behaviour of Chinese consumers."

Crucially, while this upheaval wrong-foots the industry, a recent survey from consultants BCG found consumers felt a quarter of luxury brands were losing their exclusivity or were at risk of losing it. Furthermore, around a third of consumers said they were saturated with personal luxury products.

Complicating the outlook are millennials, the sought-after 18-to-34-year olds. BCG defines these as global consumers, highly digital, optimistic, sensitive to sustainability – and sceptical. They are not attracted by the simple façade of the brand, says Antonio Achille, managing director at BCG.

These tensions are pushing the industry to be evermore innovative to keep shoppers interested, says Desirée Bollier, chief executive of Value Retail, which runs 11 outlet villages in Europe and China.

Ms Bollier this month presided over a special event at Value Retail's Fidenza Village in Italy, a pop-up store called the Creative Spot that will showcase products by Milan's hottest young designers – at cut prices. "You are adding that layer of experience to what has now become a very banal thing: shopping," says Ms Bollier.

MICHEL DYENS

Mergers and acquisitions in luxury and premium consumer brands

ESTÉE LAUDER

Kilian

Estée Lauder has acquired By Kilian
By Kilian was advised by Michel Dyens & Co.

LVMH
MOÏT HENNESSY · LOUIS VUITTON

HUBLOT

LVMH has acquired Hublot
LVMH was advised by Michel Dyens & Co.

BACARDI

GREY GOOSE

Bacardi has acquired Grey Goose
Grey Goose was advised by Michel Dyens & Co.

L'ORÉAL

Niely

L'Oréal has acquired Niely Cosméticos Group Brazil
Niely was advised by Michel Dyens & Co.

KERING

BOUCHERON
PARIS

Kering has acquired Boucheron
Boucheron was advised by Michel Dyens & Co.

Aber

HARRY WINSTON

Aber has acquired Harry Winston
Harry Winston was advised by Michel Dyens & Co.

P&G

NIOXIN

P&G has acquired Nioxin
Nioxin was advised by Michel Dyens & Co.

L'ORÉAL

essie

L'Oréal has acquired Essie
Essie was advised by Michel Dyens & Co.

ESTÉE LAUDER

Dr.Jart+
South Korea

Estée Lauder has purchased an interest in Dr.Jart+
Dr.Jart+ was advised by Michel Dyens & Co.

REVLON

THE COLOMER GROUP

Revlon has acquired The Colomer Group
CVC Capital Partners was advised by Michel Dyens & Co.

Unilever

TIGI

Unilever has acquired Tigi
Tigi was advised by Michel Dyens & Co.

KAO

JOHN FRIEDA COLLECTION

Kao has acquired John Frieda
John Frieda was advised by Michel Dyens & Co.

The Business of Luxury

Snap happy: Instagram rolls out carpet for fashion brands

Social media The app's business development head has unfiltered advice for *maisons*, says *Hannah Kuchler*

The twist and twirl, the shimmer and swirl of her tasselled skirt were captured in a slow-motion video posted on Instagram by Eva Chen as she prepared for her first Met Gala this month. The gala, which raises funds for the Metropolitan Museum of Art's Costume Institute, is one of fashion's highest-profile showcases and celebrity attendees wear unique creations from designers.

"Not going to lie, I chose this custom @christopherkane dress for the slow-mo twirl opportunities!" Ms Chen, who is Instagram's fashion ambassador, wrote in the caption. The video attracted 12,000 likes from Ms Chen's 574,000 followers within three days.

While luxury goods marketers may reminisce about the days when advertising meant only expansive, glossy

photographs sprawled across double pages in fashion magazines, Instagram believes its smartphone-sized squares are better at showing off the detail involved in luxury craftsmanship.

James Quarles, global head of business and brand development at Instagram, says luxury goods makers do best when they zoom in to show the customer every careful decision they have made in manufacturing the product.

"Luxury businesses are the best at managing brands of any marketer in the world. They understand the story history, the importance of the heritage, the importance of craft, but also the importance of being relevant, and modernity as part of their proposition," he says.

Luxury businesses can show each element of the process using different tools such as stills, videos and loops — one-second clips that play endlessly. Rather than worrying about whether going behind the scenes could ruin their brand's mystery, they can show off their design and manufacturing capabilities.

Mr Quarles — sitting in a large conference room in Instagram's Silicon Valley headquarters — joined the company from its parent Facebook, where he managed relationships with advertisers from London. While living in London



Strike a pose: Instagram's James Quarles — Damien Maloney

and travelling to Milan and Paris, he saw how fashion houses started adopting social media to reach customers already using apps to discover new brands.

"I had the benefit, living in London, of sitting in the front rows, looking down the line and everyone was on Instagram trying to capture and edit those runway looks and show them instantaneously," he says. The luxury industry followed bloggers in using Instagram.

Now, 60 per cent of Instagram's 400m monthly active users say they learn about products and services on the app and 75 per cent say they are inspired to act — by searching for a brand's website, going to a boutique or telling a friend.

Several brands have embraced Instagram at fashion shows. Tommy Hilfinger, for example, recently created an "InstaPit", with special seats for social media influencers, some with millions of followers, to snap the runway from. Luxury conglomerate LVMH opened up more than 50 *ateliers* and *maisons* to

'Looking down the line, everyone was on Instagram trying to capture and edit those runway looks'

Tomorrow's master craftsmen, today

Skills *Kate Youde* meets the next generation of artisans keeping the luxury industry's heritage trades alive

Ralph Moullet, 22, assistant cutter at Savile Row tailors Huntsman

I tried to do a vocational course in fashion and clothing and didn't think I was learning enough. On the days I wasn't at college, I used to work for Christopher Raeburn, the designer, and he said, "Maybe instead of going to college, learn a craft." That's how I found my way to Huntsman, and I've been working with Campbell [Carey], the head cutter and creative director, since I was 17.

You see jackets come back, from the 1960s and 1970s, that grandsons have brought in to have altered. I'd love, in the future, to see a jacket come back with my name on, because inside the jacket we have the order number and cutter's initials.

Yee Hui Chim, 29, prototypist at French accessories brand Moynat, part of Groupe Arnault

If the designer gives me a drawing of a [new] bag, I'm the one who creates the patterns, cuts the leather, assembles the bag, sews the bag — either by hand or sometimes by machine — and then we also do some finishing on the edges.

Before this I was a software engineer. I worked in the semiconductor industry for three years and I started leathercraft as a hobby.

It's very different [from making semiconductors], but developing the patterns involves mathematics too because it has to be really precise. It is as complicated as engineering but with an artistic touch. For this industry, the experience matters.

Andre Wilson, 19, apprentice clay modeller at British car manufacturer Aston Martin

Aston Martin came to my school two years ago to talk about the cars and what they were doing; afterwards I saw the clay sculpting apprenticeship advertised on the website.

If a car's just a concept drawing, we'll start with a scale model and experiment with the designer to get volumes and shapes. When we do our final model, which is accurate to about quarter of a millimetre, we scan it with lasers. That's sent through to the engineers and the car is made based off that clay model. It's not just a visual thing.

You have direct influence on things that you see on TV and in movies, which is very cool.

Cameron Weiss, 28, head watchmaker and founder of Los Angeles-based Weiss Watch Company

I was always interested in starting my own brand but it wasn't until working for a couple of the best Swiss watchmaking companies in the world [Audemars Piguet and Vacheron Constantin] that I felt I had really learnt enough about the business of manufacturing. I do all of the design, prototyping and assembly.

To start, we make everything by hand. From there we then figure out how to manufacture in more contemporary ways with computer-controlled milling machines and lathes and things like that.

The goal is to produce complete timepieces in the US and really work on bringing back watchmaking as an industry to the US.

Brunello Cucinelli, philosopher and cashmere capitalist

Enterprise His delicate jumpers come from a factory that reflects a humane worldview, finds *Rachel Sanderson*

"Why can't capitalism be contemporary too?" asks Brunello Cucinelli, founder of the cashmere fashion brand which bears his name, as he sits in Solomeo, the Italian hilltop village where his factory is located.

It is not an empty question: Mr Cucinelli, 62, grew up watching his father work in a factory, abandoning the family farm to earn a better wage. "I have seen my father humiliated, offended, and with little money," he says. He now tries to restore to the workers in his factory the dignity stripped from his family.

Mr Cucinelli runs his company, which is worth €1.2bn and whose jumpers can sell for upwards of €1,000, according to his philosophy of "humane capitalism", and it has borne results. Founded in 1978, its shares rose 124 per cent to a peak after listing on Milan's stock exchange five years ago; they are now up 50 per cent. It trades at multiples similar to those of Hermès, the €34bn French luxury leather goods house founded in 1837.

Mr Cucinelli, in blue blazer and white shirt, seated in his sleek white offices, applies his principle beyond his donations for the restoration of ancient buildings in Solomeo. "For me, it is not sustainable to give €5m to a charity and have your products made by children."

His workers certainly benefit from this outlook. They come in at 8am and leave by 5.30pm. He does not allow emails to be sent outside those hours.

There is a 90-minute break at 1pm and in a subsidised canteen, workers pay €3 for their lunch. On this Tuesday, that is abundant helpings of rice salad from white porcelain bowls set out on wooden tables, followed by peppers stuffed with meat and courgettes. Apple cake and fruit are available for those who want dessert. Wine accompanies the meals, with coffee to finish.

On the light-filled factory floor, where workers dress in neutral colours straight out of a Cucinelli lookbook, every room has large windows looking out across the Umbrian hills.



Reel deal: cashmere wool on display in Cucinelli's office — Alessia Pierdomenico/Bloomberg

Mr Cucinelli's vision has translated into profit — but not everyone is a true believer. He is an outlier in the luxury industry for rejecting the pursuit of growth at all costs, insisting that the firm intends to achieve only "elegant growth", which equals around 10 per cent a year.

Analysts are more sceptical. The share price reached its height in January 2014 and Mr Cucinelli admits consultants have urged him to ramp up production — perhaps shifting some outside of Italy — to drive up the company's profit margins. He is adamant he will not do it.

Brunello Cucinelli would like a world where all those who work with his luxury label earn 'a just amount'



"I would like a situation where all the people who work with me, the investors, the banks, the suppliers, all earn a just amount. Otherwise the annual report comes out and when people read it, they say: 'You are thieves.'"

He rejects the idea he should pursue an aggressive policy of opening stores, the number of which now stands at 120: "You eat the earth," he says flatly of this

style of expansion. "Very shortly you find there is nowhere else to go."

Mr Cucinelli and his family own 60 per cent of his company's shares. Fidelity, the global fund manager, is the second-largest investor with 6 per cent, followed by the Zegna family, who are behind luxury menswear group Ermenegildo Zegna, with 3 per cent. Analysts think ultimately he may sell a significant stake to LVMH, although Mr Cucinelli says he intends to keep the company in family hands.

As with Armani, where the founder remains in command in his 80s, investors pose questions about governance at Cucinelli. Recently he appointed co-chief executives, who are in their 40s.

For his success, Mr Cucinelli has become an admired figure in Italy, a new entrepreneur in a country keen for success stories as it returns to economic growth after a decade of stagnation.

On the day of our interview, Technogym, which was founded within five years of Cucinelli and makes fitness equipment, launched on Milan's stock exchange; its shares rose 11 per cent.

For Mr Cucinelli, such "manufacturing start-ups" are Italy's future. "I am super-positive on Italy. There is a rebirth. The country is different from two years ago. There is new air."

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Hong Kong confronted by changing tastes

Tourists from mainland China are becoming more sophisticated and demanding, writes *Jennifer Hughes*

Wander around Hong Kong's Harbour City on any given weekend, and among the crowds thronging the shopping mall, talk of a downturn might appear overdone. But it is quieter than in 2014, when queues of mainland Chinese formed just to get into luxury boutiques, driving sales that made the mall responsible for almost a tenth of the city's entire retail spend.

Recent retail news in Hong Kong has been disappointing. Year-on-year sales were down 21 per cent in February, according to government figures, as Chinese tourists sought new experiences in cities such as Seoul, Tokyo and Paris. After stripping out price changes, this was the biggest fall in Hong Kong retail sales since September 1998. Chow Tai Fook, the largest Chinese jewellery chain, said this month that it expects profits to be down 40-50 per cent on "weaker consumer sentiment in [the] Greater China region".

While Hong Kong's swift change of fortune – as recently as 2014 Harbour City boasted the world's highest sales per square foot – is unlikely to be exactly replicated elsewhere, it contains lessons for luxury watchers on how quickly China's appetite for upscale goods and experiences can shift.

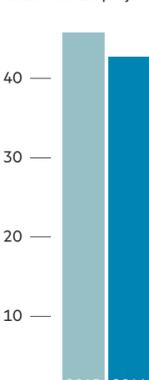
Analysts attribute China's changing habits to several factors, including exchange rate moves, but more importantly to evolving habits and tastes.

"The luxury experience is not just about shopping. In Hong Kong, all the luxury brands are here and some of the fast fashion brands too – but there is not much diversity at mid-price points and there are a limited number of museums or cultural activities," says Aaron

How the downturn is affecting tourist spending

Outbound travel from China

Millions of passengers, 2015 v 2016 projection



Change: **-6.9%**



Hong Kong

Total passengers to the 'Magnificent 7'

91.3m 2015

95.4m 2016 projection



Change: **46.2%**



Macau

Change: **46.2%**

Change: **25.3%**

Change: **41.7%**

Change: **-2.0%**

Change: **13.7%**

FT graphic Sources: HSBC, FT Confidential Research

Fischer, head of consumer and gaming research at brokerage CLSA. "But go to Tokyo, Seoul, Paris or Milan and you have a much wider number of options."

Japan and South Korea have become particularly hot, helped by favourable exchange rates. According to CLSA's luxury price checks, goods in Tokyo 12 months ago were about 20 per cent cheaper than in Hong Kong – far from their long-run average of being about 20 per cent more expensive. But more recently, the yen's rise against the US dollar – to which Hong Kong's dollar is pegged – means that Japanese prices have again become more expensive, with a premium of roughly 10 per cent.

More important for the luxury sector is the fact that last year marked a sea-change in habits: for the first time since it began its research in 2013, FT Confidential Research found Chinese tourists spent more on accommodation, food and entertainment combined abroad

than on shopping. Year on year, shopping fell on average 6.9 per cent, and 10 per cent among wealthier travellers.

Analysts put this down to well-travelled Chinese becoming more discerning. "The first time I went to Paris I bought a Hugo Boss suit because I could and it was my first trip. Now I buy coffees, I don't buy more suits," says Spencer Leung, a consumer industry specialist at UBS.

Mr Leung attributes the impressive recent rise in overseas trips and the sales growth for favoured brands to the pent-up demand within China where, for years, rising personal wealth was held back by travel restrictions.

"We haven't had this situation anywhere else – where so much demand was held back. For Chinese, the world opened up much more quickly only after 2012 when countries started fighting for the Chinese tourist dollar and eased visa restrictions," says Mr Leung.

Changing habits among western shoppers are repeated with their Chinese counterparts, particularly in fashion. Younger consumers are increasingly interested in niche brands they discover online – and which may not even need any physical presence such as a flagship store to drive sales.

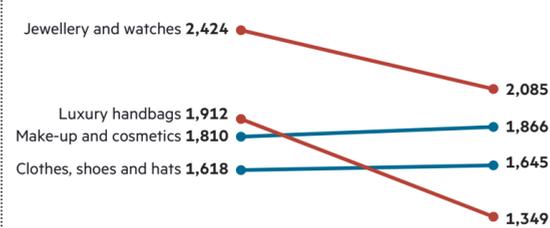
Global luxury brands have had mixed fortunes among Chinese consumers in the past year. According to FT Confidential Research's Annual Chinese Outbound Tourism report, Chanel increased its popularity, with 26 per cent of respondents buying the brand, up from 20 per cent. Other winners include Coach, Hermès and Gucci, while Dior and Armani lost share.

For newer entrants, "to reach the level of brand awareness in China of a Chanel or a Louis Vuitton is going to take years," says Aude Bousser, founder of LBB Asia, a luxury brand consultancy.

The survey puts much of Chanel's

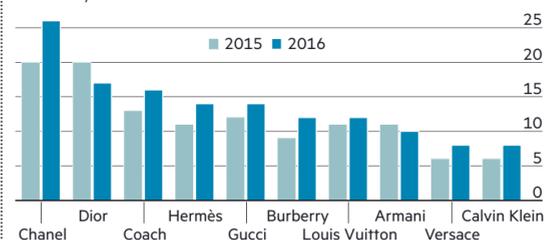
Shopping spend per trip

By product type, 2015 v 2016 (Rmb)



Most popular luxury brands purchased

% of luxury fashion consumers



Even retail therapy will not save China from its growth ailment

ECONOMIC OUTLOOK

Martin Wolf



The performance of the luxury industry depends on the vigour of the global economy and the success of people who want to buy upmarket products. Aspirational consumers of luxury goods have done relatively well almost everywhere. But the growth of the world economy is disappointing. The performance of the global luxury sector – worth €250bn a year, according to a Bain study – will depend on how the balance between these two elements works out.

Yet again, the International Monetary Fund has downgraded its economic outlook, released last month. The baseline projection for this year is for 3.2 per cent growth of the world economy, measured at purchasing power parity. This is much the same as last year, 0.2 percentage points lower than was forecast as recently as January and 0.4 percentage points lower than was forecast last October.

This level is surely no disaster, but the consistent downgrading of growth rates is a worry.

At least as important, the world economy is confronting a swath of political and economic risks. Most will come to nothing. But the cumulative danger of something going badly wrong looks high.

For high-income countries, the forecast growth this year is a modest

1.9 per cent, as it was in 2015. Christine Lagarde, managing director of the IMF, has rightly described this as a "new mediocre".

But the attractive feature of the forecast is the expectation of at least some growth in all significant high-income economies: 2.4 per cent in the US, 1.9 per cent in the UK, 1.5 per cent in the eurozone, and a modest, but still positive, 0.5 per cent in Japan.

The performance and prospects of emerging economies are also mediocre, at least by their relatively dynamic past standards. In 2015, these economies grew 4 per cent. This year, their growth is forecast to reach 4.1 per cent, with a rise to 4.6 per cent for 2017. China and India are forecast to grow by 6.5 per cent and 7.5 per cent, respectively, in 2016. But falling prices have hit commodity exporters hard, with prolonged and deep recessions under way in Brazil and Russia.

The emerging economies survived

The many who are outside the charmed circle of the relatively successful have become disillusioned

the financial crisis of 2007-09 relatively unscathed, the leading exceptions being in central and eastern Europe. Emerging economies' past dynamism, especially China's, had a dramatic effect on the global market for luxury products. According to Bain, China's demand grew from a mere 1 per cent of the luxury market in 2000 to more than 30 per cent in 2015. Meanwhile, the shares of Japan, America and Europe all dropped. Moreover, the Chinese buy 80 per cent of their luxury

goods abroad, so their demand has had a huge effect on the global industry.

Now, however, the Chinese economy has slowed towards what President Xi Jinping has labelled "the new normal". This is an important negative factor for the luxury industry. But China's slowdown is affecting other economies. One effect is the end of the boom in commodity prices.

Key for many emerging economies has been a slowdown in net capital flows. This, argues the IMF, is largely due to "the narrowing differential in growth prospects between emerging market and advanced economies". Yet even more important has been the failure to maintain the pace of structural reforms in too many emerging countries.

The new mediocrity may be disappointing – but it means sustained growth. Unfortunately, one can also see significant downside risks. Some reflect economics, such as divergent monetary policies; the impact of negative interest rates on confidence; low commodity prices; instability in capital flows; and the possibility of renewed turbulence in financial markets.

Others are political. These include instability in the Middle East; mass migration; populism in high-income countries; the possibility of Britain leaving the EU; and friction among great powers.

The growth in prosperity of the world's aspiring and achieving classes is good for the business of luxury. But populism is growing too, as the many who are outside the charmed circle of the relatively successful become disillusioned, even despairing. How will this end? The answer is likely to play a big part in the global economic story over the next decade.

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The Business of Luxury

Barometer The fashion industry is in tumult as some brands cut the delay between the catwalk and the wardrobe, writes *Jo Ellison*

See now, buy now: trouble now?

Is the fashion industry in crisis? It certainly seems to be in a state of flux. The collapse of the Asian market, an exodus of designer talent from the big houses and the sluggish performance of ready-to-wear has precipitated several radical announcements.

The slowdown has been profound. According to Philip Gajzer, managing director of Move Now Commercial Brokers, which advises luxury brands on property, footfall has dropped by around 20 per cent in recent months, and as much as 50 per cent in certain areas. An increase in first-quarter sales at luxury conglomerate Kering came in below expectations at 2.6 per cent, while earlier this month retailer Hugo Boss said it would cut costs by €50m this year after a 4 per cent fall in sales over the same period.

This began with the global economic downturn in 2008 and sharpened in the wake of the Paris and Brussels attacks, according to some fashion houses. A new system of Chinese import taxes introduced in April has contributed further to luxury's woes. The Chinese, who account for one-third of all luxury purchases globally, are being more frugal.

Meanwhile, disruption is happening within the industry itself as brands try to engage the new consumer — and lure back the old. In February, British fashion house Burberry announced it would start selling collections directly from the catwalk from September — a “see now, buy now” strategy. Commentators heralded the decision for subverting forever the traditional show format, where clothes are normally delivered in store six months after their catwalk appearance, and upsetting the sanctity of a twice-yearly show schedule that has existed for 50 years.

“It’s doing what feels right for our audience,” Burberry chief executive and creative director Christopher Bailey explained. “It wasn’t supposed to be a ground shift within the industry. Or even that radical. But we’re in an industry which is supposed to embrace change and so this format felt like part of that journey.”

Others followed suit: Tom Ford will shift his show to a see now, buy now model in September, while Prada, Michael Kors, Coach and Diane von Furstenberg all offered a small number of accessories and apparel for sale immediately after their autumn/winter presentations this spring.

Many applauded the decision to challenge the status quo. “I call it power to the brand,” explained Paolo Riva, chief executive of DVF, in February. “We can control our future and not be dictated to by a broken system. The first *prêt-à-porter* was in the 1960s. Brands have fallen behind, especially those with a legacy. And that’s not good.”

Others have been less enthusiastic. “It’s a mess,” said Karl Lagerfeld, also in February, of the decision by some brands to re-tailor the business of fashion. The creative head of Chanel,



Catwalk to sidewalk: models at shows in New York and London, with accessories on display in a Coach store in Manhattan

JP Yim/John Phillips/Getty Images/Michael Nagle/Bloomberg

Fendi and his own brand acknowledged the capabilities some companies might have to deliver high volumes in shorter timeframes through direct distribution. But Mr Lagerfeld said the system would be disastrous for smaller designers still dependent on wholesale to achieve sales. He echoed the sentiments of many when he said: “This way is chaos.”

In fact, ready-to-buy may be less disruptive than it seems. “Our model of business is already ready-to-buy in that most of our sales are in the pre-collections,” Michael Burke, chief executive of Louis Vuitton, has said. “Only 5-10 per cent of store merchandise is presented on the runway. For us, the show is not about commercial product. It’s about being transgressive and remaining interesting, so that we have something to talk about.”

“A brand like Coach isn’t waiting for the wholesale buyers and department stores to make their orders during fashion week any more,” said Victor Luis, chief executive of Coach, in February. “To be able to deliver in August, which is when the stores now want their product, we have had to make major manufacturing decisions well before the show. We’ve ordered the materials and product that we expect will perform well and spoken to our factories. It’s a fallacy to think of show week as the focus of the buying calendar.”

More disruptive are the plans to merge the men’s and women’s shows. Again, Burberry was among the first to announce such an approach. But the mixed catwalk was already well established, with Gucci, Prada and Saint

Laurent among those experimenting. Gucci has made the shift permanent.

This gender blending is profound. First, it makes for an editorial nightmare, as fashion editors work out what should be covered, in which month, and where. For business, it makes some sense: by showing women’s clothes on menswear catwalks, brands can use the earlier calendar dates to increase their in-store shelf life.

The women’s season is a source of frustration for designers who want to keep their product in store for longer before sales begin. “Sales are the terror of our industry where a piece of fashion has a lifetime of four months,” says Albert Kriemler of fashion house Akris, which has no plans to change its practice. “The menswear dates would be much more reasonable to the industry in terms of delivery.”

Discounting remains the scourge of the industry. Gucci has a plan: last December the Kering-owned company renounced the sale season, saying its products will simply hang alongside new season stock with no reduction. Likewise at Saint Laurent, which claimed the creation of the “permanent collection” that is never discounted has contributed to the company breaking the \$1bn revenue barrier last year.

Ironically, for his last show in Paris in March, outgoing Saint Laurent designer Hedi Slimane employed an old couture sensibility. It was the very opposite of ready-to-buy, yet it was equally as subversive.

It’s a fallacy to think of show week as the focus of the buying calendar. We’re way past that’



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