

COMPANIES

Automobiles

Volvo and Geely to accelerate driverless initiative

Focus switches to shared gearboxes after small cars with common platform

RICHARD MILNE — GOTHENBURG
CHRISTIAN SHEPHERD — HANGZHOU

Volvo Cars and its Chinese owner Geely are looking to deepen co-operation as each prepares to launch their first small cars based on a common platform.

Driverless technologies, connectivity, engines and gearboxes were some of the areas the two companies want to

explore, senior managers from both companies said.

Li Shufu, chairman of Geely and Volvo, told the Financial Times he hoped the Chinese mass-market brand and the Swedish premium manufacturer could jointly develop autonomous driving and internet technologies.

"For these kinds of things, there is no need to develop technologies independently," he added.

His comments come just after Volvo unveiled two concepts of small cars based on a platform jointly developed with Geely. The Chinese group will

present its cars this year before both start selling them in 2017.

Both manufacturers sell about half a million cars and have struggled to achieve economies of scale given their limited size. The small car segment is particularly competitive and price-sensitive so the two companies set up a joint research and development centre in Volvo's home town of Gothenburg.

Peter Mertens, Volvo's head of R&D, said further co-operation could focus on powertrain and transmission. "Of course there is a potential to do more in certain areas," he said.

Geely's acquisition of Volvo in 2010 was heralded as an attempt by one of China's biggest non-state carmakers to become a global manufacturer, with access to the technology of one of Europe's most well-known marques.

The Chinese group has taken a hands-off approach but backed Volvo's recent SKr75bn (\$9bn) investment drive, which has included a total renewal of its product line-up.

Next up will be Volvo's 40 range of small cars, which will be sold in the US for the first time thanks to cost reduction from the joint platform.

"This way to co-operate is exactly the way to do it," Hakan Samuelsson, Volvo's chief executive, told the Financial Times.

"We need to keep Volvo clearly Volvo and Geely clearly Geely. But I have no problem to have the same rear axle, gearbox or suspension."

Li Shufu, chairman of both groups: "no need to develop technologies independently"



Christer Karlsson of Copenhagen Business School said the two companies should be cautious about developing common components.

"It's often used as an argument to gain economies of scale. But the further you get into systems that the driver can recognise, I think you can go too far," said Prof Karlsson.

Volvo has been one of the most ambitious manufacturers in bringing driverless technology to the market. Some 300 of its self-driving cars will soon be put on the roads in China, Sweden and the UK.

Insurance. Strategy set out

Axa's new leader to step up digital transformation

Thomas Buberl shakes up his top team to lead evolution of insurer's next five-year project

OLIVER RALPH AND MICHAEL STOTHARD

This will be a big day for Axa's Thomas Buberl. Although the 43-year old German has not yet started as chief executive, he will be presenting his five-year plan to cut costs and boost growth at the French insurance group.

Mr Buberl, who formally starts his new job in September, was a surprise appointment to many of the investors and analysts who follow Europe's second-biggest insurer by market capitalisation.

He previously headed Axa's German operation but had not been seen as a candidate for the top job.

So this week will be one of their first chances to take a close look at the company's new leader, who was named in March.

"He came up from the backfields," says Andrew Crean, managing partner at Autonomous Research. "They passed over a whole tranche of senior management to appoint him. We need to meet the new boss and see what he dreams about."

Some of those senior figures — Nicolas Moreau, head of France, and Jean-Laurent Granier, who ran the property and casualty business — have already announced their departure from the group, and Mr Buberl has wasted no time in shaking up the rest of the top team.

He has brought in new heads for those businesses as well as life assurance, and created a position called head of transformation, which has been given to Benoît Claveranne, whose job will be to help to overhaul the group's product range.

The plan is likely to be an evolution of Axa's most recent five-year project,

which was called Ambition 2015 and focused on growth, cost savings and cash generation.

"I expect continuity with the previous strategy," says Benoît Valleeux, analyst at Natixis, the corporate and investment bank, "but with an acceleration of the digital transformation."

A combination of low interest rates, mature western economies and slowing growth in emerging markets means insurers are struggling to grow. So investors will be looking closely at what Mr Buberl says on that front.

"The focus for everyone is how fast you can grow," says Mr Crean. "The question the stock market is asking is how much can you grow revenues, and can you grow earnings at any other rate."

Ambition 2015 promised 10 per cent annual growth in earnings per share when it was set out in 2011, but that was subsequently revised to a 5-10 per cent range. Over the period of the plan, the company has delivered average growth of 6.5 per cent, according to says Natixis.

German rival Allianz promised 5 per cent annual growth when it unveiled its new strategy last year, and analysts say the French group will go for something similar this week.

Whatever rate he sets out, Mr Buberl will then have to provide the details of how he plans to deliver it. Emerging markets are expected to figure heavily, but Mr Valleeux points out that Axa has disappointed here in the past.

Ambition 2015 promised €1bn of underlying earnings from emerging markets by 2015, but by last year they delivered only €517m.

The other focus is expected to be on costs, especially in the property and casualty business.

According to KBW analysts, Axa's combined ratio of costs and claims as a proportion of revenues over the past five years has been worse than that delivered by large European rivals such



Fit for purpose: among Axa's digital investments is a stake in Biobeats, a company that uses data from smartphones and wearable fitness trackers to improve health

as Aviva, Allianz and Generali. With cost savings and better underwriting, they say, the gap could close.

Axa, like other insurers, is expected to talk up the cash flow benefits that should result from growth initiatives and cost savings. Natixis expects the group to generate a cumulative €34bn of cash flow from its operations over the five-year period.

That cash will be used to fund the dividend and for bolt-on acquisitions, but the company is also set to invest heavily in digital initiatives.

Over the past few years it has put money into both internal projects, such as innovation labs in Europe, Asia and the US, in external start-ups via its Axa Strategic Ventures business.

"Today our competition is Allianz and Generali, but tomorrow it could be Google and Facebook"

Thomas Buberl

Among its recent investments is a stake in Biobeats, a company that uses data from smartphones and wearable fitness trackers to help customers improve their health.

When he was appointed, Mr Buberl told the Financial Times it was crucial to embrace digital change. "Today our competition is Allianz and Generali, but tomorrow it could be Google and Facebook," he said.

The digital investments could take many years to bear fruit, but that should not be a problem for Mr Buberl, whose predecessor, Henri de Castries, spent 16 years in the job.

"Most chief executives reckon they will be in place for five years," says Mr Crean. "But this guy has been anointed in the tradition of Axa and could be there for 15 to 20 years to transform the business."

Travel & leisure

UK hedge fund takes on China's HNA over Spain's NH hotels

LINDSAY FORTADO
HEDGE FUND CORRESPONDENT

Shareholders are set to decide the future of Spain's NH Hotel Group in a battle that pits a British hedge fund against the acquisition-hungry Chinese HNA conglomerate.

Oceanwood, a fund that has rallied the support of other minority shareholders including Henderson and Schroders, is seeking to oust four HNA board members over alleged conflict of interest. The row is set to be decided at the company's annual meeting tomorrow.

The hedge fund is concerned that HNA's push into the European leisure market — with a planned acquisition of Carlson Hotels — will put it in direct competition with NH Hotels. A deal for

Carlson would trigger a mandatory bid for Carlson Rezidor, a direct competitor in the Benelux region.

Oceanwood has lifted its stake in NH to 11 per cent. Henderson has 4.2 per cent and Schroders 2.4 per cent. It can also count on the support of co-chairman Jose Antonio Castro's Hesperia, which has 9.2 per cent.

HNA has had a 29.5 per cent stake in NH, which has a market capitalisation of €1.6bn, since late 2014, making it the biggest shareholder.

Charles Mobus, the NH co-chairman who has advised HNA on various deals through a New York-based boutique investment bank, has spoken about the possibility of merging NH and Carlson once the first deal closes.

Hesperia and other minority share-

holders are not opposed to a potential NH-Rezidor deal. But they want Mr Mobus and HNA's other three board members — Haibo Bai, Xianyi Mu, and Ling Zhang — off the board.

Oceanwood wrote to the co-chairmen in May: "We want to ensure that the other board members and senior . . . management can act without prejudice . . . and will not be swayed by the chairman or the HNA directors who, in our view, are severely conflicted."

"The chairman [and] the HNA directors [are] in our view severely conflicted"

Oceanwood

Last week Mr Mobus said Oceanwood and Hesperia had "colluded to disenfranchise and marginalise elected independent directors to advance a self-serving agenda", which had "created an egregious and disturbing fiduciary conflict", writing on behalf of HNA in a letter to NH stakeholders, urging shareholders to vote against the proposal to oust the board members.

Julian Garcia Woods, an Oceanwood fund manager, responded that the fund wanted "to establish cost efficiency with a focus on free cash flow generation [to allow] a sustainable dividend policy", in part by selling New York hotel.

Both Glass Lewis and ISS, the proxy advisers, are in favour of Oceanwood's proposals to remove the HNA representatives from the board.

Technology

Revenues grow for Europe's \$1bn start-ups as quantity falls

LAUREN FEDOR — LONDON

The number of European technology start-ups reaching a valuation of \$1bn or more fell in 2015, but companies in the sector are generating stronger revenues than its US equivalent, according to new research.

Data compiled by GP Bullhound, a UK investment bank, show Europe produced 10 tech start-ups that were sold, floated on a stock exchange or valued by private investors at \$1bn or more last year, compared with 13 in 2014.

European tech entities that hit the \$1bn valuation included Blippar, a UK computer vision group, German meal-kit company Hello Fresh and Mind-Maze, a Swiss virtual reality start-up.

The US produced 30 tech start-ups valued at \$1bn or more in 2015, while Asia proved the fastest-growing region, generating 19.

However, what Europe lacks in quantity, it "more than makes up for in terms of quality", according to Manish Madhvani, a managing partner at Bullhound.

"All the data points towards a stable, maturing market that has avoided the excesses of the US in favour of sustainable growth," he said.

US tech groups worth \$1bn had raised nearly twice the amount of capital as their European counterparts in 2015,

added Mr Madhvani. But on average European tech start-ups worth \$1bn generated \$315m in annual revenues, compared with \$129m for their US counterparts, he said.

Spotify, the streaming service based in Stockholm, Sweden, is the most valuable European tech start-up. It sold equity at a valuation of \$8.5bn in 2015.

The UK remains the European country with the most start-ups valued at \$1bn or more, with 18.

Sweden is second, followed by Germany and France.

Mr Madhvani was bullish on the investment climate for Europe tech. "I firmly believe that the right ecosystem exists for one of the companies highlighted . . . to push forward and reach a \$10bn valuation in the next few years, and over time a \$100bn valuation," he said.

Three European entities, including Powa Technologies, a UK mobile commerce company, fell out of the \$1bn group after their valuations dropped during a difficult 2015.

Powa, which had been regarded as something of a darling of the UK technology scene, went into administration in February.

Two Russian companies — Qiwi, a payment provider, and online retailer Ulmart — were also demoted from the \$1bn category.

Contracts & Tenders

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MARKET DATA

FT500: THE WORLD'S LARGEST COMPANIES

52 Week							52 Week							52 Week							52 Week							52 Week											
Stock	Prices/Week	High	Low	Yld	P/E	MCap m	Stock	Prices/Week	High	Low	Yld	P/E	MCap m	Stock	Prices/Week	High	Low	Yld	P/E	MCap m	Stock	Prices/Week	High	Low	Yld	P/E	MCap m	Stock	Prices/Week	High	Low	Yld	P/E	MCap m					
Australia (AS)							Finland (C)							Japan (N)							Sweden (SKR)						Stock												
ANZ	23.23	-1.27	33.86	21.06	11.53	1011	Nokia	4.86	-0.13	7.11	4.52	29.07	2310	AstellasPh	192.50	1.70	226.50	162.60	9.19	20.12	9008.1	At&T	41.73	4.00	40.86	30.97	4.64	17.37	20573.88	Lilly (E)	73.86	-0.09	92.58	67.88	21.71	34.10	8125.4		
BHPBillit	18.08	-1.53	29.88	14.06	11.24	4279.77	SampoA	37.10	-1.02	47.67	36.14	5.30	13.02	2319.74	BridgeStp	3448	-119.00	4959	3413	3.48	10.86	28683.8	AutoData	176.01	0.52	91.00	64.29	2.32	27.70	30990.4	LockHes	237.56	-0.11	245.37	181.91	2.64	21.14	72225.86	
CmW&A	72.03	-4.27	88.88	69.79	7.94	14.35	9129.22	France (E)						Canon	3022	-93.00	4237	2977	4.58	16.69	38682.17	AvagoTech	85.60	0.21	90.00	100.00	1.09	48.79	6090.8	Lochess	27.52	0.00	40.76	62.13	1.39	26.82	6988.33		
CS	108.79	-7.54	117.81	85.40	1.44	27.44	36759.42	Aris (E)	50.83	-1.83	68.50	49.96	2.38	17.25	4457.7	OnoPhar	289.40	-6.80	343.70	256.80	3.42	7.61	14715.15	BankAm	13.40	0.43	18.80	10.99	1.48	10.23	13343.67	Lyondell	80.05	-0.42	105.50	69.10	3.88	8.43	3419.51
NatAusBk	25.04	-1.37	34.90	23.62	11.10	10.28	48912.36	AirLiquide	91.90	-1.90	122.95	82.26	1.62	18.12	50494.94	Denso	3644	289.00	6421	3546	2.84	13.18	30991.76	Baxter	46.81	0.87	64.77	37.58	1.44	8.76	20498.74	MastraniPh	33.50	-2.90	63.38	29.24	3.59	3.92	17749.47
Telstra	5.31	-0.16	6.53	4.98	7.84	16.04	47938.75	AXA	19.68	-0.63	26.02	18.00	4.52	9.31	5370.2	EastlPhW	9134	216.00	19235	9133	1.15	18.31	3437.86	Bect&D	16.79	0.57	14.10	29.95	3.00	14.06	27970.05	MasterCard	29.29	-1.92	107.76	74.61	0.75	28.21	10059.6
Westfarms	39.84	-1.23	44.12	36.65	6.86	19.06	33133.55	BNP Parib	43.45	-0.85	61.00	37.00	3.48	8.20	60915.66	SvenskAht	99.80	-0.50	117.10	95.85	6.17	11.77	22401.82	Bect&D	35.70	3.50	17.61	66.28	1.51	14.58	59138.97	McDonald's	122.27	-0.09	131.96	87.50	2.83	26.66	107335.64
Westpac	28.67	-1.86	35.15	27.89	9.62	11.72	70627.79	ChristianDg	142.60	-0.45	195.35	140.35	2.10	17.82	29149.59	FujiHvInd	2575	-233.00	5273	3275	4.49	5.83	27568.17	BerkHath	21100	-142.00	22185	18690.0	-	14.24	170366.17	Medtronic	84.14	-1.58	88.31	55.54	1.73	49.12	117883.74
Westwoods	21.00	-0.73	29.22	20.90	9.04	5942.55	CredAgr	58.90	-1.53	65.50	51.72	2.25	30.44	44192.9	Hitachi	4750	-340.00	9432.00	431.00	2.21	9.66	21181.3	BKNYMeln	40.06	-1.18	45.45	32.20	1.69	14.56	43174.93	Merck	57.78	0.92	60.07	45.69	2.34	23.06	34254.04	
Belgium (E)							EDF	11.19	0.14	22.11	9.13	10.06	6.53	2418.42	HondaMtr	27105	-182.50	4499	2685	2.73	11.88	47081.33	BlackRock	34.88	-5.09	369.33	275.00	2.57	18.21	85866.78	MetLife	42.17	-0.92	58.22	35.00	3.54	31.01	46330.77	
ANhBnl	110.00	-1.90	124.20	87.73	3.07	25.77	198992.85	Enga SPA	14.12	0.01	18.12	12.60	6.63	-7.57	38769.24	JapanTst	4089	391.00	4950	3551	2.66	11.80	78419.72	Boeing	121.82	-1.32	150.90	120.10	2.83	17.63	82596.79	MicroStg	155.98	-2.44	160.50	113.00	4.61	31.07	31670.59
KBC Grp	49.50	-2.53	66.00	44.10	4.57	13.97	23279.05	Essi Intl	110.35	-0.75	125.15	95.01	0.87	33.71	27066.69	KDDI	3034	-104.00	3446	2519	1.68	10.80	7548.12	Master Bvrg	108.18	-1.06	118.69	82.59	3.88	24.85	41841.55								
Brazil (B)							Homes Intl	327.35	-0.80	362.00	281.20	3.74	37.76	38782.62	Keyence	6040	460.00	7080	5050	0.18	3.89	38191.86	Mandkint	104.04	-0.98	85.58	38.80	1.49	5.85	68352.75									
Ambev	18.61	-0.11	20.46	15.99	2.74	25.00	85272.15	LMVH	161.82	-0.85	178.95	140.40	1.57	29.00	110271.18	MitsuiBtCp	1750	-15.90	2824.5	1565	2.64	10.29	26890.6	Monsanto	49.35	-1.15	114.70	81.22	1.93	34.33	47769								
Bradesco	25.49	0.18	32.00	16.27	3.32	8.10	20834.27	NmblncSFR	374.50	-2.50	176.60	130.75	2.25	20.74	78515.64	MitsuiBtEst	1861	-15.60	2968	1856	0.68	55.68	24818.76	MorganStl	25.31	-0.23	41.01	21.16	2.36	11.11	236.11								
Cielo	33.16	0.63	38.56	23.36	1.17	21.63	21866.05	Orange	14.29	-0.45	16.98	12.27	3.93	20.04	42759.91	MitsuiFtE	2251	-5.10	2182.00	3079	2265.1	1.00	22.16	2256.42	Netflix	98.45	-0.70	133.27	79.85	3.28	18.48	40454.82							
ItaUnifIn	25.87	0.15	33.78	21.49	2.62	24.32	22939.92	Pensildg	59.18	-0.48	68.54	65.32	3.28	23.76	36257.42	Mizuho Fin	468.90	-37.40	916.00	431.00	3.10	5.61	66411.86	Novartis	74.85	-1.40	103.20	67.00	4.66	27.90	20445.22								
Petrobras	11.39	0.36	15.05	8.67	-1.40	24712.37	Reunited	76.18	-1.91	98.87	59.29	2.34	7.90	23594.81	Nomura	397.90	-41.10	909.20	350.10	4.86	7.51	14565.03	Richemont	57.00	-1.45	86.75	55.55	2.80	17.54	30950.23									
Vale	15.28	0.23	22.59	5.60	-0.70	25.44	14330.93	Safar	56.83	-0.75	72.45	48.74	2.04	59.86	26705.54	Nppn Stl	1928	-5.19	2008	1961	2.21	13.11	8870.05	Roch	240.40	-1.00	283.00	229.90	3.10	15.01	157686.35								
Canada (C)							SanoF	67.51	-2.61	101.10	66.84	3.94	21.68	98183.67	NITDMM	6860	-19.50	2988	1961	2.26	21.11	8870.05	Swiss Re	80.75	-3.20	99.75	76.85	5.35	7.71	31180.07									
BCE	59.06	-0.81	61.10	51.56	4.41	18.88	39861.73	Sbn Gbn	36.99	-1.15	44.84	31.47	1.57	59.83	23063.83	Sumitomo	3160	-213.00	5770	2895	4.20	8.91	42561.97	Swisscom	402.90	-6.90	572.00	445.00	4.85	17.09	24040.33								
BKMontr	81.50	-0.83	84.55	64.01	1.29	12.21	40740.98	SocGen	32.87	0.20	48.77	26.61	3.68	7.17	29861.85	Taiwan S	13.97	0.07	22.57	13.21	5.36	10.81	55929.73	Unilever	38.40	-0.50	42.00	288.50	2.84	28.86	37120.05								
BKvAs	64.48	-0.77	67.40	51.17	4.36	11.71	60243.54	Total	41.26	-0.79	40.47	35.21	5.85	27.03	115402.01	Unibail	2239	-7.20	257.85	212.95	4.30	11.30	81038.44	Zurich Fin	22.50	-0.40	26.00	194.70	-	23.54	32992.73								
BroadkIn	44.10	-1.47	47.27	37.10	1.42	18.05	33809.21	Unilever	54.75	-0.48	68.54	65.32	3.28	23.76	36257.42	Unilbr	62.90	-1.77	69.20	56.27	18.32	42073.68	United Arab Emirates (D)																
CanadaF	164.20	-1.51	172.06	140.02	0.86	19.82	19392.72	Vinci	15.38	-0.39	24.83	15.09	19.40	13.54	23965.23	UAE	18.85	0.00	367.00	197.00	3.14	43.22	25686.45	United Kingdom (G)															
CanWest	101.57	-1.08	104.80	82.18	2.44	11.81	31617.1	Allianz	130.35	-4.40	170.00	126.56	4.92	9.56	67007.06	Abu Dhabi	11.97	-0.11	28.94	11.00	5.74	4.97	25312.09	Asda	68.76	-2.35	76.95	67.70	2.94	25.21	13331.88								
CanNatV	37.79	1.18	40.59	21.27	2.41	85.27	32212.45	BASt	67.51	-0.26	85.97	56.01	4.18	19.69	67007.06	Advent	10.76	-0.10	12.94	10.00	1.00	1.00	1.00	Aviva	405.90	-14.60	537.50	489.30	4.67	18.25	23894.14								
CanNatV	75.12	-0.34	83.81	66.62	1.73	16.72	45482.3	BASF	67.51	-0.26	85.97	56.01	4.18	19.69	67007.06	Aviva	405.90	-14.60	537.50	489.30	4.67	18.25	23894.14	BanqueP	185.75	-2.65	289.13	143.91	8.82	13.60	34663.63								
Enbridge	52.69	-0.78	60.40	43.03	3.62	29.94	38026.22	Bayer	88.08	0.08	138.00	83.45	2.57	17.17	81931.09	BanqueP	185.75	-2.65	289.13	143.91	8.82	13.60	34663.63	Beiersdorf	37.15	-0.20	44.70	24.99	4.44	10.10	10194.93								
Imperial	74.29	-0.58	82.36	72.47	2.42	12.62	26503.88	Bentley	98.58	-3.92	102.40	88.10	1.48	23.98	40889.4	Beiersdorf	37.15	-0.20	44.70	24.99	4.44	10.10	10194.93	Bentley	98.58	-3.92	102.40	88.10	1.48	23.98	40889.4								
Int'l Dairy	52.80	-0.69	55.92	47.25	3.26	26.91	30653.82	Continental	187.15	-0.75	213.90	171.30	1.80	11.86	40898.4	BoehrIng	10.76	-0.10	12.94	10.00	1.00	1.0																	

★ Week Ahead

FINANCIAL TIMES

Corporate diary June 20 - June 24

TUESDAY 21

When **FedEx**, the express parcel delivery service, reports results investors will be eager to gauge how far it can continue to turn rising package volumes into improved profits.

Analysts expect earnings per share for the three months to the end of May up 23 per cent on the same period last year, at \$3.27.

Those figures are in line with FedEx's own forecast when it announced figures for the quarter to the end of February.

At that point, it tightened its guidance for adjusted earnings per share for the year to May 31 from a range of \$10.40-\$10.90 per share to \$10.70-\$10.90, around 22 per cent up on the 2014-15 year.

The recent growth for FedEx and UPS, its bigger rival, has come predominantly from e-commerce. That has driven particularly strong growth in FedEx Ground, the company's cheaper road delivery network, which is likely to continue in the latest quarter.

The company has also succeeded in improving margins in the core FedEx Express air package business, despite a customer shift towards lower-priced, slower delivery options.

The market will also be looking for news about progress on the integration of TNT Express, the Netherlands-based express package business, which it bought in a €4.4bn takeover that completed on May 25. *Robert Wright*

Whitbread, owner of Costa Coffee and Premier Inn, will seek to reassure investors that it is moving back towards sales and revenue growth during a trading update for its first quarter.

The FTSE 100 company is trying to recover from a difficult year, with its share price falling around 20 per cent over the past 12 months on the back of falling sales.

Investors will be watching for signs that the company is on course to match analyst estimates for the full 2016 fiscal year, predicting

Diary commentary from FT reporters. Data, unless otherwise stated, from Thomson Reuters. Company announcements, collated by Thomson Streetevents, are of information publically available before last week. Results forecasts, from Thomson I/B/E/S, are for fully diluted, post-tax EPS in local currency for the stated fiscal period. The comparable period of the previous year is bracketed. Non-UK reporting periods are broken by quarter: Q1, Q2, Q3, Q4. UK periods are designated: Q1, H1 (first half), Q3 and FY (full year).



Patrik Stollarz/AFP/Getty

Investors set to demand reform at VW annual meeting

Angry minority shareholders will be demanding reform at Volkswagen when it holds its annual shareholders' meeting in Hanover on **Wednesday**.

Volkswagen spent last week looking ahead to Strategy 2025, its 10-year vision, but this week the diesel emissions crisis will be in clear focus.

Multiple shareholder advisory groups have recommended opposing a vote of confidence in the company's top leadership, and called for a special audit of the supervisory and management boards to determine whether their duties were breached in relation to the scandal.

For many, weak corporate governance played a central role, allowing a certain mindset to take hold, leading to VW equipping 11m cars with cheat software to understate emissions in official tests.

The result was VW's biggest loss in its 79-year history.

8 per cent revenue growth to £3.2bn. In April, reporting full-year results for 2015, Whitbread revealed like-for-like sales had risen only 3 per cent, compared to 6.5 per cent in the previous year.

This did not prevent chief executive Alison Brittain boosting its annual dividend by 10 per cent.

Those looking for a radical change of direction may have found little new in her announcement of strategic priorities that did not change long-term targets, such as to have 85,000 Premier Inn rooms and £2.5bn Costa Coffee sales by 2020.

But the group has said its renewed strategic focus will see it expanding its "hub" concept in the UK, with hotels in city centre locations. It is also searching for growth in new territories such as China, where it plans to

Institutional Shareholder Services, a proxy adviser, gives VW's corporate governance a score of 10 — its worst possible rating and the lowest score for any company listed on Germany's DAX.

It cites a lack of independent directors on the supervisory board, takeover defences that entrench management, and the company's "dual-class" voting structure that keeps power in the hands of a few groups.

"Prior to the scandal, VW ignored or discounted criticism of its standard governance practices," said Thomas von Oehsen, associate director at the research arm of ISS.

"The company argument was simple: VW is successful and is primed to become the world's largest carmaker.

"Last autumn, this argument collapsed, and, nearly a year later, shareholders are still waiting to see what the company will do to address its poor governance." *Patrick McGee*

open 700 Costa Coffee stores by the end of the decade. *Murad Ahmed*

Earnings			
FedEx	Q4	\$3.29	(\$2.66)

WEDNESDAY 22

Investors will be hoping that **Hennes & Mauritz** does not disappoint on second-quarter profits as it did last week on sales.

The Swedish purveyor of fast fashion has been in the shadow of its larger rival, Spain's Inditex, for many years and that continued at the start of this year.

H&M said its sales for the quarter ending in March had risen by just 2 per cent to Skr54.3bn, about 2 per cent below analysts' average forecast. That implied a fall in like-for-like sales growth — that of existing stores — of 6 per cent, according

to analysts at Citi. They called H&M "unloved" as its shares have fallen more than a quarter in the past year compared with a flat performance at Inditex.

Citi analysts estimated that the lower-than-expected sales would cause forecasts for full-year profits to be cut by 1-2 per cent.

Shareholders will also be looking closely at H&M's gross margin, a key measure of profitability, which has fallen 10 percentage points since 2008 to about 52 per cent as the Swedish group has faced higher purchasing prices, currency headwinds, and bigger discounts.

H&M is still expanding its number of stores rapidly, however, with more than 400 added in the past year, taking the total to 4,077. *Richard Milne*

Earnings	
H&M	Q2 Skr3.49 (Skr3.90)

THURSDAY 23

Investors in **Tesco** will be keeping a close eye on the company's first-quarter update for any clues on the supermarket group's shift in strategy.

Last week, the UK's biggest retailer announced it was selling its Turkish business, Kipa, to local rival Migros, and it also sold Giraffe, the family-friendly restaurant chain, to Boparan Ventures, an investment vehicle that owns several restaurant businesses including fish and chip shop chain Harry Ramsden's. Garden centre operator Dobbies was sold to a group of Scottish investors.

The supermarket chain is also seeking to dispose of underperforming overseas businesses and return to its UK roof. Last year it sold its South Korean business for £4bn, and in April it sold an 8.6 per cent stake in its Asian e-commerce group, Lazada.

Tesco sold Kipa for around £30m, and Giraffe is believed to have fetched a similar price. Dobbies sold for £217m.

In April, Tesco warned investors not to expect a surge in profits, even as it posted its first quarter of UK sales growth for three years.

Tesco posted annual pre-tax profits of £162m in 2015. That result marks an improvement from the £6.4bn loss for 2014 — the worst performance in the grocer's history — when it was dragged down by £7bn of writedowns and charges. *Paul McClean*

Earnings			
Accenture	Q3	\$1.405	(\$1.30)
BlackBerry	Q1	-\$0.072	(-\$0.05)
DS Smith	FY	26.08p	(24.30p)

ECONOMIC OUTLOOK

Data unlikely to move markets in poll week

The UK referendum on EU membership on Thursday totally dominates this week's economic and political events.

With only three days to go, markets are still confused about public sentiment. Bookmakers predict a vote to stay, but with large daily swings in the odds they quote while polling results vary widely among pollsters, some recently pointed to a slight lead for the Leave campaign.

The uncertainties surrounding the outcome of the referendum have led to increased volatility in equity and foreign exchange markets over the past month. That volatility is expected to rise further this week and make UK economic data releases almost irrelevant to markets.

The releases include UK public finance data, out tomorrow, which are likely to show a relatively small decline in public borrowing year on year, as the economy lost momentum in the first half of 2016.

Similarly, the potential repercussions on European economies of a possible leave vote make the Markit purchasing managers' indices for France, Germany

and the eurozone — usually a key measure of the strength of the economy — unlikely to be market movers this week.

But if the UK votes to stay, eurozone PMI indices are expected to point to a marginal slowdown in economic growth.

Services continue to drive economic growth in the eurozone with a June PMI reading expected at 53.2, 0.1 points lower than the previous month.

The eurozone manufacturing index is set to drop by the same amount, to 51.4, as a result of appreciation of the euro and weak global demand.

The French manufacturing sector is likely to remain in contraction, but with a better reading than in the previous month, while German manufacturing activity is expected to remain strong at 52.0, marginally lower than in the previous month.

The uncertain outcome of the referendum is likely to weigh even more on the German Zew survey with the economic sentiment index set to fall to 4.8 in June from 6.4 in May.

Downward movements are projected also in the June German Ifo business expectations index released on Friday.

The US has a quiet week for economic data. New home sales in May are expected to be close to the average of the three months to April at 565,000 units, supported by low mortgage rates and improving market conditions. Durable goods orders — excluding transportation — are set to remain flat in May. *Valentina Romei*

Eurozone economic conditions

Markit PMI indices



Above 50 = expansion
Source: Thomson Reuters Datastream

4CAST ECONOMIC CALENDAR

COUNTRY	For	Indicator	Units*	Mkt* Prev*	COUNTRY	For	Indicator	Units*	Mkt* Prev*
MONDAY									
Germany	Jul	Manuf. PMI	52	52.1	Germany	Jul	Manuf. PMI	52	52.1
Germany	May	PPI	2	-2.8 -3.1	Germany	Jun	Manuf. PMI	55	55.2
Russia	May	Unemployment	%	5.8 5.9	US	Jun	Manuf. PMI	50.3	50.7
UK	Jun	Rightmove HPI	2	n/a 7.8	US	Week	Initial claims	5	n/a 277
					US	May	New home sales	5	565 619
TUESDAY									
UK	Jun	CBI ind. trends	%	-10 -8	FRIDAY				
UK	May	Public borrowing	3	9.3 7.2	Germany	Jun	Ifo bus. climate	107.4	107.7
					Germany	Jun	Ifo current cond.	114	114.2
					Germany	Jun	Ifo expectations	101.2	101.6
					UK	May	BBA mort. approvals	5	37.5 40.1
WEDNESDAY									
Eurozone	Jun	Consumer sent.	-7	-7					
US	May	Existing home sales	m	5.55 5.45					
THURSDAY									
Eurozone	Jun	Composite PMI	53.1	53.1					
Eurozone	Jun	Manuf. PMI	51.4	51.5					
Eurozone	Jun	Services PMI	53.2	53.3					
France	Jun	Manuf. PMI	48.9	48.4					
France	Jun	Services PMI	51.8	51.6					

Mkt* = market consensus estimates. Prev* = previous actual
Units*, 1 = % change on previous period, 2 = % change on same period in previous year, 3 = national currency bn, 4 = annualised quarterly % change, 5 = 000s, NSA = not seasonally adjusted, SA = seasonally adjusted.
See more at www.ft.com/economic-calendar

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FTfm



Mohamed El-Erian
‘It is very hard to predict the politics of anger’

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Climate change Cambridge dumps coal and tar sands

The University of Cambridge has blacklisted investments in coal and tar sands companies after facing pressure from students and academics to shun highly polluting fossil fuels.

It is keeping investments in oil and gas industries for now.

The expectation is that efforts to reduce global temperatures will result in some fossil fuel companies becoming ‘stranded’, where large writedowns or devaluations make assets worthless — Todd Korol/Reuters

PAGE 3



Big investors hit out at EU over retail fund rules

ATTRACTA MOONEY

BlackRock, Schroders and six other global asset managers have urged Brussels to overhaul new rules aimed at protecting consumers, but one MEP warned their move would result in ordinary investors being misled.

Senior executives from eight fund houses, which collectively manage more than \$8.5tn of assets, have written to Jonathan Hill, the European commissioner, to complain about the legislation.

The fund executives’ letter, seen by FTfm, says the rules are “not evidenced based, will not help consumers, and will not command respect”.

They called on the European Commission to amend the rules, which form part of a wider piece of regulation known as Priips, or risk leaving consumers without the “high-quality information they deserve”.

But the chief executives’ stance has been criticised by Sven Giegold, the influential Green MEP, who warned the changes demanded by the asset management executives “would mislead ordinary investors”.

He added: “It is a pity that the fund industry is coming forward with questionable demands.”

Under the draft rules, which are expected to be signed off by the commission, the EU’s executive arm, this month, the long-held practice of asset managers including information on a fund’s past performance in key documents for investors will end.

European asset managers to end underrepresentation of women and minorities

Diversity crisis forces market to act

CHRIS NEWLANDS AND MADISON MARRIAGE

A group of Europe’s largest asset managers have come together to try and put an end to the woeful underrepresentation of women and minority groups within the fund management market.

Companies including Aberdeen Asset Management, Schroders and Allianz Global Investors have joined forces in an attempt to address accusations that the asset management market is an old boys’ club that promotes and protects the interests of white, middle-aged men.

Almost 30 companies and industry

organisations have signed up to the campaign, called The Diversity Project, which aims to ensure diverse recruitment across the industry in terms of gender, ethnicity, socio-economic background, age, sexual orientation and disability.

Helena Morrissey, chairwoman of the Investment Association, the trade body, and a leading activist for gender equality in the workplace, said of the project: “The asset management market has gone backwards in terms of diversity and something had to be done about it. We have definitely gone backwards compared with other industries.

“Enough is enough.”

Research released last week showed that fewer than one in 10 of UK funds are managed or co-managed by women. According to research from Morningstar, the data provider, women are much more likely to become doctors, lawyers or accountants than portfolio managers. In the US, just 184 of America’s 7,000 US mutual funds are run by women.

Mohamed El-Erian, chief economic adviser to Allianz, the insurer, who addressed fund management executives at a recent industry gathering in Berlin, said: “I was shocked

by the number of white men in the audience.”

Brenda Trenowden, chairwoman of the 30% Club, a campaign group that pushes for greater female representation on boards, agreed the level of diversity in the fund industry has “definitely gone backwards” since the financial crisis.

Ms Trenowden, who is also head of the financial institutions group at ANZ, the Australian bank, added: “[The asset management market] has become much less balanced. Theoretically, it should be one of the most friendly places [for women and

continued on page 2



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Investors are concerned about the soaring valuations of private start-ups

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In a strange twist, the ghost of Thatcher looms over Democratic retirement schemes, says John Dizard

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Like BHS and Tata Steel, Halcrow calls into question whether the UK's system of pension regulation is fit for purpose, says John Ralfe

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Turkey

The assets of the two largest funds focused on the Turkish stock market fall more than 60%, as domestic politics, tensions with Russia and a series of terror attacks take their toll

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Deutsche Bank aims to raise €1bn through socially responsible products

INVESTMENT STRATEGY

Lender anticipates surge in demand from European investors

ALIYA RAM

Deutsche Bank has partnered with an ethical investment specialist to launch a series of investment products in anticipation of a surge in demand for socially responsible investments from European clients.

The German lender's new products, which will be focused on companies with robust environmental, social and governance policies, will track the returns of two indices of sustainable stocks created by Arabesque Partners.

Deutsche Bank's push into the responsible investment market comes shortly after it was criticised as the world's top financier of coal companies. In the past, the bank has also come under fire from campaign groups for pushing up food prices through its dealings in agricultural derivatives.

But alongside asset managers, Deutsche anticipates that demand for socially responsible investment products will grow and wants to capitalise on that trend.

"We have seen a strong increase in demand for ESG-based products over recent years," said Sean Flanagan,



Unilever, the consumer goods group, receives a high ESG score, while Valeant, the Canadian drugmaker, and Sun Edison, the solar energy company, fall short — Simon Dawson/Bloomberg; Suzanne Plunkett/Bloomberg News; Sam Panthaky/AFP/Getty Images

head of equity structuring at Deutsche Bank. "The topic will keep growing in relevance."

Deutsche Bank is aiming to raise €1bn through the products in the next two years.

According to the Global Sustainable Investment Alliance, the value of assets invested with a sustainable mandate has grown 61 per cent to \$21tn between 2012 and 2014. ESG-focused funds have more than doubled in assets to around \$13tn of assets, according to the association.

The indices tracked by Deutsche's products assess thousands of companies on metrics such as the rigour of their accounting practices, the independence of board directors, their carbon footprints and their environmental records.

Arabesque then applies another range of filters to identify which companies score highly on criteria such as financial stability and market sentiment.

According to Arabesque's measures, Unilever, the con-

61%

Growth in the value of assets invested with a sustainable mandate, between 2012 and 2014, according to the Global Sustainable Investment Alliance

\$13tn

Value of assets in ESG-focused funds

3%

Percentage of the world's assets under management that go towards socially responsible investments, according to Lipper

sumer goods group, receives a high ESG score, while Valeant, the Canadian drugmaker, and Sun Edison, the solar energy company, fall short.

But analysts warned that ESG indices do not always reward the most responsible companies, or punish the worst offenders.

Muna Abu-Habsa, a researcher at Morningstar, the data provider, said: "Investors need to pay attention because their principles will not always be aligned to their managers' approach to responsible investment."

"A manager might be happy enough to invest in supermarkets, but part of [a supermarket's] revenues could come from an alcohol company that is not ESG and as an investor you don't know."

Research from Morgan Stanley, the US bank, recently indicated that younger investors are more interested in sustainable investing than previous generations.

But Jake Moeller, head of UK and Ireland research at Lipper, the research company, cast doubt over the growth potential of the responsible investment market. He said that only 3 per cent of the world's assets under management go towards socially responsible investments, a level that has not changed over the past 15 years.

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Diversity crisis forces action

continued from page 1

minorities]. It should be a meritocracy. But that has not borne itself out."

Fund companies have previously blamed the lack of diversity in the industry on the fact that they receive very few job applications from candidates with diverse backgrounds. But Elizabeth Corley, vice-chairwoman of Allianz Global Investors, dismissed this argument as inadequate.

"We don't have sufficient diversity, full stop," she said. "The accounting and legal firms have overcome this.

Why is that? We need to establish ourselves as a profession [and] make [asset management] look like a logical alternative to being an accountant or a lawyer."

The Diversity Project will be led by a senior-level steering group that includes Irshaad Ahmad, Allianz Global Investors' head of institutional business for Europe, Lesley Williams, chairwoman of the Pensions and Lifetime Savings Association, and Maxime Carmignac, managing director of Carmignac Gestion, the French investment boutique. The group is chaired by Ms Morrissey.

Although the project is focused on the European market, Joe Sullivan, chief executive of Legg Mason, the Maryland-based asset manager, said the US investment industry also needs to tackle the serious



Elizabeth Corley: "[The industry] does not have sufficient diversity, full stop" — Nick Lowndes

lack of diversity within its workforce.

He said: "We have always tried to have an inclusive culture, but we need to put more emphasis on this and have middle management realise [that] we all look and think the same. This is not about hiring people from Princeton as well as Harvard and Yale."

'Theoretically, [asset management] should be one of the most friendly places [for women and minorities]'

"We can and will have rules on hiring [to improve the levels of diversity at Legg Mason]."

This is the first of a three-part series on women in asset management

NEWS

Cambridge blacklists coal and tar sands companies

CLIMATE CHANGE

University keeps investments in oil and gas industries for now

ATTRACTA MOONEY

The University of Cambridge has blacklisted investments in coal and tar sands companies after facing pressure from students and academics to shun highly polluting fossil fuels.

The UK's richest educational institution, which has an endowment of £5.9bn, is following the lead of rivals Oxford and Yale by shunning coal and tar sands investments.

"[We have] no expectation of having any such exposure [to coal and tar sands] in the future," said a report from the university's working group on investment responsibility. It was brought together last year to consider how Cambridge's investment office should respond to issues such as climate change.

"Regulatory change and public policy significantly affect the expected economic returns from carbon-related industries," it added.

The university, which currently has little exposure to the "most pollutive industries" of coal and tar sands, has faced repeated calls to permanently divest from all fossil fuels, including oil and gas. This step has already been taken by Newcastle University and Queen Margaret University.

Angus Satow, campaigns officer at Cambridge Zero Carbon, a campaign group of staff and students, welcomed the university's "rejection of coal and tar sands", but said it had not gone far enough.

"We will continue to fight for full divestment," he added.

Cambridge's move comes just months after a landmark agreement on climate change in Paris, where governments around the world committed to tackling global warming.



Cambridge Zero Carbon has warned that highly polluting fossil fuels could become 'stranded'

George Frey/Bloomberg

Divestment is 'not only a moral imperative, it is also a financial one'

The expectation is that efforts to reduce global temperatures will result in some fossil fuel companies becoming "stranded", where large writedowns or devaluations make assets worthless.

Mark Carney, governor of the Bank of England, last year warned that investors faced "potentially huge" losses from stranded coal, oil and gas assets.

Leszek Borysiewicz, Cambridge vice-chancellor, and Nick Cavalla, chief investment officer at the university, will write to fund managers used by the university telling them they are expected to "incorporate an assessment of climate change risks into their investment processes".

"We are challenging all our fund managers to rethink carbon investments," said Farhan

Samanani, who sits on Cambridge's working group on investment responsibility.

More than 2,100 Cambridge students and academics signed a petition calling for the university to divest for fossil fuels earlier this year, while a motion in favour of divestment was passed by 33 votes to one at the student union council.

In an open letter to the university, Cambridge Zero Carbon said divestment was "not only a moral imperative, it is also a financial one".

They wrote: "Government action on climate change will soon render a large proportion of fossil fuel assets worthless."

"If Cambridge sticks with fossil fuels, huge losses are on the horizon, which will disadvantage future students."

Mr Samanani said that rather than also blacklisting oil and gas, the university is better placed using its influence to have a positive impact on carbon-intensive companies.

Movers & shakers

● **Amundi**, Europe's largest listed asset manager, has named **Nesreen Srouji** as chief executive for its Middle East business. Ms Srouji joins the French fund house from Standard Chartered, the bank, where she was head of investors and public sector, covering sovereign wealth funds and other institutional clients across the Middle East and north Africa.

She replaces Jean-Michel Bourgoïn, who is now managing director for the Middle East and north Africa at Natixis Global Asset Management, the \$885bn French fund house.

● **Henry Lowson** is joining **Royal London Asset Management** to run its UK Smaller Companies fund. Mr Lowson replaces long-time fund manager Victoria Stewart, who is leaving the £87.9bn UK investment house to "pursue new challenges". He joins from Axa Framlington, where he ran its UK Smaller Companies fund.

● **Shigesuke Kashiwagi**, the former chief financial officer of **Nomura**, the investment bank, has moved to **Schroders**, the UK fund manager. He will serve as the £325bn asset manager's Japan president and country head.

● **Universities Superannuation Scheme**, the £48bn pension fund for higher-level institutions in the UK, has appointed **Alan Higham** as its chief



Shigesuke Kashiwagi



Alan Higham



Dan Mikulskis

pensions strategy and engagement officer. Mr Higham founded PensionsChamp, an independent advice service providing free help on pension issues. He replaces Brendan Mulkern, who left earlier this year.

● **Aon Hewitt**, the investment consultancy, has hired **Alison Trusty** as a hedge fund researcher to monitor the industry globally. Ms Trusty was previously head of hedge fund research at Hymans Robertson, the professional services group.

● **Richard Clarke-Wilson** is joining **Majedie Asset Management**, the London-based investment house, as a client relationship manager. Mr Clarke-Wilson previously handled client relationships at GAM, the Swiss asset manager.

● **Loïc Guilloux** has been appointed head of new business development at **H2O Asset Management**, the investment house set up by Bruno Crastes and Vincent Chailley, the French fund managers, in 2010. Mr Guilloux will be responsible for launching funds and expanding the company internationally. Previously, Mr Guilloux worked at Merrill Lynch International, the US bank, in London and Paris.

● **Redington**, the UK investment consultancy, has promoted **Dan Mikulskis** to become head of defined benefit pensions, a newly created role. Mr Mikulskis, who joined Redington in June 2012, previously co-managed the asset and liability modelling team at the London-based company.



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FACE TO FACE

'It is very hard to predict the politics of anger'

MOHAMED EL-ERIAN

Allianz's chief economic adviser swerves questions on Pimco

CHRIS NEWLANDS

If there ever comes a time when Mohamed El-Erian, Pimco's former co-chief investment officer, is ready to talk about his sudden split from the US bond house, then that moment has yet to arrive.

Almost two and a half years after the 57-year-old announced his surprise departure from Pimco, Mr El-Erian still refuses to take questions on why he left the company he joined 15 years earlier, and what went on between him and its founder, Bill Gross.

At the time it was reported that Mr El-Erian departed amid infighting with Mr Gross, who himself walked out of the company eight months later.

Whatever did transpire, it is clear the two are now on opposing sides. While Mr El-Erian holds the grand title of chief economic adviser to Allianz, the insurer that is Pimco's parent company, Mr Gross is suing the bond house for at least \$200m, claiming that executives plotted to oust him and divide his bonus among themselves.

Mr El-Erian appears happy to have some distance from that particular battle. As he politely declines to answer questions on whether he would ever return to Pimco now that Mr Gross has departed, on how often he speaks to the 72-year-old and on what exactly triggered his own departure, he says: "I'm enjoying life now".

"I made a promise to spend more time with my daughter and I am doing that. I have no plans to give up what I am doing."

The promise he is referring to relates to a 22-point list his 13-year-old daughter gave him, noting all the events he had missed in her life as a result of his commitments to Pimco. The list included him being absent from her first day at school, her first



Born August 19 1958, New York

Total pay Not disclosed

Education 1980 BA (economics), University of Cambridge
1982 MPhil (economics), University of Oxford
1985 DPhil (economics), Oxford

Career 1983-97 Various positions, IMF
1998-99 Managing director and European head of emerging markets, Salomon Smith Barney
1999-2006 Managing director, portfolio manager and head of emerging markets, Pimco
2006-07 CEO and president, Harvard Management Company
2007-14 CEO and co-CIO, Pimco
2015 to present Chief economic advisor, Allianz management board; chairman, President Obama's global development council; FT contributing editor; Bloomberg columnist

football match and a Halloween parade.

We meet in London at one of Allianz's offices close to the Bank of England at the end of a week-long European tour for Mr El-Erian, which included stops in Berlin and Munich, and just ahead of a visit to Cambridge university. "I am looking forward to getting back to see my daughter," he says.

His schedule is full but his days are not as arduous as they were at Pimco, where Mr El-Erian arrived at the office at 4.30am.

He says: "Half of my time is now spent with Allianz, where I chair committees, participate in meetings, speak at various Allianz events and meet clients. I am available as a resource to Allianz."

"Then a quarter of my time is spent writing [Mr El-Erian writes a column for the Financial Times twice a month] and the final quarter is spent serving Barack Obama's global development council and speaking and meeting with governments."

It is clear Mr El-Erian, who chairs the global development council (something he calls a privilege), enjoys his ties with the US president. He only asks to go off the record twice

during the hour-long interview — once to recount a personal story that saw him switch into the world of finance from one where he was predestined to become an academic — and another to recall a meeting with Mr Obama that "left a deep impression" on him. It is a nice story.

"I like President Obama very much. He is very analytical, he very quickly grasps the main issues and he is very smart. The US will miss him," he says.

Mr Obama's presidency will end in January next year when America's 45th president takes office. Businessman Donald Trump, the Republican candidate, and former secretary of state Hillary Clinton, the Democratic candidate, are battling for his seat.

"I would prefer for Hillary Clinton to win," Mr El-Erian says with an air of restraint. "She has the most established economic position so far. She has published well-drafted position papers on economic issues, something Mr Trump has not."

But does he think Mr Trump can win? "Do you think Brexit could happen?" he says, referring to Britain's impending referendum on EU membership. "It is very hard to predict the politics of anger."

Allianz
Established 1890
Assets under management €1.76tn (end of 2015)
Employees 142,000 (2015)
Headquarters Munich
Ownership Listed

Mr El-Erian, who told an audience of asset management executives in Berlin that a UK exit from the European Union may be a necessary evil to secure the future of the political bloc, believes there has been an erosion of trust in what he calls the elite classes, be it those in the public or private sectors.

He says: "The most striking element when you look at the US or Europe is the emergence of anti-establishment movements. There is nothing surprising in this, however, because if you run sophisticated economies at low growth for a long time, and if the benefits of that low growth only go to a very small section of society, then people will get angry."

"That is why we are seeing the emergence of Donald Trump, why the UK is having a Brexit referendum, and why an extreme rightwing party almost won the election in Austria."

He suggests the political classes need to "step up" and do more to boost economic growth to remedy these issues, rather than relying on central banks, in particular the US Federal Reserve, to solve these problems for them.

"There needs to be a handoff in the US, Japan and Europe from excessive prolonged dependence on experimental central bank policy to a comprehensive policy response from governments. Otherwise central banks go from being effective to ineffective to counterproductive."

In reference to the US specifically, he says: "We fell in love with finance as the engine of growth and now realise that we need to go back to some basic issues. We need infrastructure spending, we need tax reform and we need labour-market reform. None of these things the Fed can do."

The former deputy director of the International Monetary Fund expects one, if not two, US interest rate rises this year and believes the Fed has done a very difficult job well.

"It is not easy being the only game in town [a neat reference to the title of his latest book]. You have to think of the Fed as a doctor. And when a doctor walks by a patient and senses that patient is not doing well, then the doctor will do his or her utmost for them, even if they don't have the right medicine."

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TRADING INTERNATIONALLY? HOW TO SAVE ON YOUR BUSINESS MONEY TRANSFERS

International payments are a key consideration in today's global environment

Significant developments in communication technology over the last 20 years have caused the modern world to contract. For many small and medium sized enterprises (SMEs) this has changed the landscape in terms of how and where they trade. Consequently, increasing numbers of companies have capitalised on the ease at which goods and services can be imported and exported to and from other countries in today's business climate.

And such is the wealth of opportunity available to SMEs in the international market that many organisations are even looking beyond traditional shores – Europe and North America – to diversify their customer or supplier base. Often targeting emerging economies, such as China and India, in order to maintain and grow their business revenue.

Despite the potential financial benefits of trading globally, operating across borders does not come without its challenges. Organisations will become increasingly reliant on making or receiving international money transfers, to meet their import and/or export requirements. Whether it's one quarterly payment to a single supplier or multiple daily transactions with customers all over the world, the volatile nature of the foreign exchange market can make currency dealing an expensive drain on resources and cash flow, if not managed effectively.

Developments in the upcoming EU referendum on Britain's membership of the European Union on 23rd June, highlight how fluctuations in exchange rates could impact your profit margins. As 2016 commenced sterling was in relative good health, with £1 buying €1.36 on 1st January. Since then, the pound has felt the weight of uncertainty surrounding the result of the much anticipated Brexit vote. With opinion polls indicating the outcome is considerably less clear cut than originally anticipated, by early April the GBP/EUR pair had dropped to its lowest level – £1=€1.23 – since June 2014.

The pound has felt the weight of uncertainty surrounding the result of the much anticipated vote

To give this some context, let's consider how much €300,000 worth of stock from your continental supplier would have cost at these two points. At the more favourable January rate it would be priced at £220,600, whereas at the April rate it would have risen to £243,900. That's a loss of more than £23,000 in just a matter of weeks, simply due to fluctuating exchange rates. Effectively a price hike for UK importers, such a sharp movement can leave many businesses exposed, especially those with tight cash flows.

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THE BIG PICTURE

European unicorns remain elusive

Attracta Mooney reports on investors' concerns about the soaring valuations of private start-ups

When Skyscanner, the British flight-search website, raised £128m in financing in January, it joined an elusive club: European unicorns.

Since then, just one other European company has managed to become a unicorn, as private start-up companies with valuations of at least \$1bn are called, according to PitchBook, a database of venture capital and merger and acquisition deals.

That equates to one new unicorn every 2.5 months, compared with one every 1.7 months last year, signalling that investors are becoming more wary of investing in big tech start-ups in Europe.

The reluctance to back these companies comes amid concerns about the soaring valuations of private start-ups globally. Recently, many investors were forced to write down investments, including those in Dropbox, the file storage website, and Snapchat, the social media platform where pictures disappear.

But venture capitalists and asset managers invested in fledgling tech businesses say the reticence in Europe is unwarranted, arguing there is little sign in the region of the overheating North America has experienced. Siraj Khaliq, an investment partner at Atomico, the European venture capital fund founded by Niklas Zennström, the co-founder of Skype, the online telephony group, says valuations for companies in Europe are much more conservative than in the US.

"We are seeing such great companies [in Europe] that we actually have to pace ourselves. We are seeing so many opportunities," says Mr Khaliq, who set up one of the world's first unicorns, an agri-tech business called The Climate Corporation.

Tim Hames, director-general of the British Private Equity and Venture

Capital Association, the industry body, adds: "The consensus remains that European valuations, while high, [are] not wild and still look more sober than their US counterparts."

In the US, valuations rose as investors piled into private start-ups in a bid to take advantage of the boom in technology companies.

Many of the best-known start-ups of recent years have opted to stay private rather than have an initial public offering, forcing investors that wanted access to these tech companies to invest privately.

Investment came not just from the traditional backers of young companies — the likes of venture capitalists and private equity firms. Mutual fund managers also dipped their toe into the market, including BlackRock, T Rowe Price and Fidelity Management and Research.

These traditional asset managers typically were interested in providing financing to so-called later-stage companies, businesses that already have products or services that are commercially available and that can show significant revenue growth.

According to PitchBook, the median valuation for these companies in the US has increased twofold to \$60.6m since 2010.

It is not just large start-ups where valuations have increased on the back of growing interest. Early-stage companies in the US that are ready to operate but have yet to begin commercial sales had a median valuation of \$8.9m in 2010. By 2016, this number had soared to \$22m.

In Europe, these numbers are much smaller: early-stage companies have a median valuation of \$8m currently, while later-stage companies are worth \$21m.

The lower valuations in Europe are partly due to the fact that there is less money available to invest in start-ups, says Mr Khaliq, who adds that there is



\$8m
Median valuation of early-stage companies in Europe

\$22m
Median valuation of early-stage companies in the US

14 times more capital in venture capital funds aimed at later-stage financing in the US than in Europe.

European investors also tend to be more conservative when it comes to investing in start-up companies, says Manish Madhvani, co-founder and managing partner of GP Bullhound, an investment bank.

When European investors invest in a start-up, they like to see strong revenues and the opportunity for these to grow further, he says. In the US, in contrast, revenues have often tended to be lower, despite the high valuations.

This has led some to predict that a tech bubble is emerging in the US that could lead to unicorns — dead unicorns.

Mr Madhvani says: "The US did reach levels of excess that were much too high in terms of valuations. In Europe, because the pool of capital is less, the bar was higher and the valuations, for the most part, tended to be lower."

But there are few traditional asset managers that invest in tech start-ups in Europe.

The rare exceptions include Baillie Gifford, the Edinburgh-based fund house with £123bn in assets under management, and Artemis, the Scottish manager. Both invested in Skyscanner in January.

Baillie Gifford has also backed several other unicorns, including Spotify, the music-streaming app, HelloFresh, the food-delivery start-up, and Anaplan, the software company.

Matthew Wong, research analyst at CB Insights, a venture capital database, says Europe's private companies face a tougher challenge than their counterparts in the US and Asia when it comes to raising money.

Spot the unicorn Problem with accurate data on companies

Aileen Lee, founder of Cowboy Ventures, a venture capital firm, first used the word unicorn to describe billion-dollar tech start-ups because she believed such companies were rare, almost mythical.

But since 2013, when she identified 39 unicorns, the number of billion-dollar tech companies globally has grown rapidly.

As these companies are privately held and the finance they raise from investors is not always disclosed publicly, it is difficult to get an accurate figure for the number of unicorns.

According to a report released in January by Spoke Intelligence and VB Profiles, the research companies, there were 228

unicorns globally, with just 13 in Europe.

Pitchbook, the database, says there are 166 unicorns globally, including 16 in Europe. Europe's unicorns, according to PitchBook, include Delivery Hero, the German food-ordering service that operates in 33 countries, TransferWise, the peer-to-peer money transfer service, and MindMaze, a virtual reality start-up.

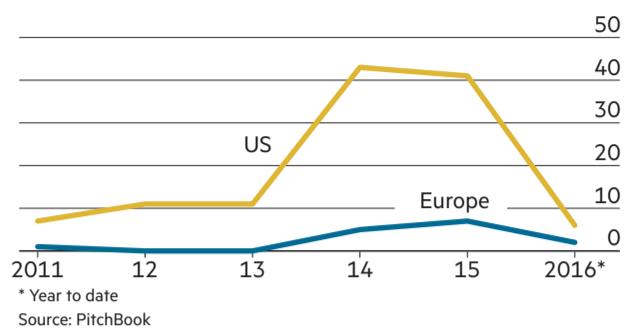
Another study estimated there were 40 unicorns in Europe in 2014, up from 30 in 2013. This research, carried out by GP Bullhound, the investment bank, and released last year, found the majority of unicorns were based in the UK, Sweden and Germany.

However, GP Bullhound's study included both public and private tech companies, such as Asos, the online retailer listed on the UK's Aim market of smaller companies in 2001.

THE BIG PICTURE

Unicorns: growth in billion-dollar companies

Number of new unicorns per region per year



There are signs that some investors agree with his views. Figures provided by Atomico, using data from Tech.eu/Dealroom, the industry websites, show there were 125 series-A (early-stage) funding rounds where investors provided capital during the first five months of this year, compared with 105 during the first half of 2016.

Many asset managers, however, remain reluctant to invest, because of concerns about the outlook for unlisted

tech companies. Even seasoned investors in unicorns are hesitant. Andy Boyd, head of global equity capital markets at Fidelity, says because each company is unique, it is difficult to say whether overall valuations in the marketplace are too high.

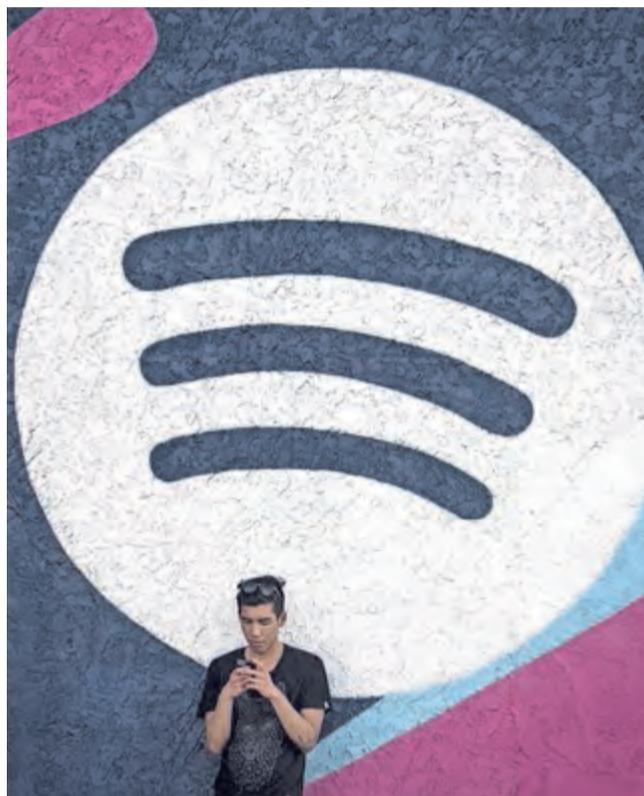
“Fidelity looks at hundreds of deals each year and we still see attractive opportunities in Europe and the US, but sometimes we can’t agree on price,” he says.

Walter Price, who manages the Allianz Technology Trust for Allianz Global Investors, the €435bn asset manager, also argues that valuations for unicorns are “too high relative to public comparable [businesses], and investors are no longer enthusiastic about companies that are losing money”.

Andy Evans, manager of the Equity Value fund at Schroders, the UK’s largest listed fund house, has big concerns about

the valuations of Europe’s tech start-ups.

“People invest in unicorns on the assumption they will find the next Google or Facebook. But in a basket of unicorns, it is highly likely there will be far more last-minute.coms [which was valued highly, but suffered a precipitous fall in its share price after listing] than Facebooks,” he says. “Unicorn valuations, in many cases, are a triumph of hope over reality.”



Baillie Gifford has backed several unicorns, including HelloFresh, a food-delivery start-up (left) and Spotify, the music-streaming app (above) — Michael Nagle/Bloomberg, David Paul Morris/Bloomberg

“We have seen several prominent asset managers, including BlackRock and Temasek [the Singaporean state investment company], invest in European unicorns, but not to [the same] degree as in the US and Asia,” he adds.

Mr Khaliq expects fund managers’ interest in European unicorns to rise, because they risk missing out on some of the fastest-growing businesses in the region if they continue to shun private companies.

“At the end of the day we are going to see more and more money going into private companies, because there are more and more large private companies,” he says. “Historically, these companies would have listed, but now they don’t need to do this to raise money.”

Mr Madhvani agrees: “[Traditional] asset managers will have to figure out how to get access to those companies.”

Some investors were spooked by the negative stories surrounding unicorns at the start of the year, but these concerns are now lessening for European companies, he says.

“European unicorns are unlikely to come under the same pressure [as their US counterparts], because they are more advanced in terms of [the] revenues [they generate].”

“I would expect more of the European start-ups to stay around. In the US, we would expect more failures.”

‘I would expect more of the European start-ups to stay around. In the US, we would expect more failures’

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Eric Domergue, head of the fixed income department, third party portfolios at Generali Investments speaks with PWM’s Yuri Bender about the political and economic risks, which could potentially affect the performance of fixed income investments; long-term value in the markets with investment grade and European high yield bonds, and new approaches to managing these assets with a total or absolute return formula.

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OPINION

‘There is no upside [of Brexit] for asset managers’

COMMENT

Madison Marriage



Ask any UK asset management boss whether their company will be badly affected by Britain leaving the EU, and you get a resounding “no”.

At a recent event with the chief executive of one of the UK’s largest listed asset managers, I flagged the concerns analysts have raised about the ramifications of a British exit, or Brexit, from the EU.

The chief executive laughed off these fears. “They must be smoking something,” he said.

This head-in-the-sand moment for the industry is demonstrative of either hopeless naivety among investment executives, or a deliberate attempt to prevent panic among clients and shareholders by denying the risks Brexit poses.

Morgan Stanley analysts have highlighted Standard Life Investments, Schroders and Henderson, the UK investment managers, as particularly

exposed to Brexit, given how much money they hold in Ucits funds, retail products that fall under EU rules.

But Andrew Formica, chief executive of Henderson, the UK’s third-largest listed fund house, is remarkably relaxed about the outcome of the referendum.

His attitude stems from the fact that his company has UK-based funds for UK clients, and a Luxembourg-based fund range for European clients, which he believes will continue to function whatever the referendum outcome.

Keith Skeoch, chief executive of Standard Life Investments, told FTfm in February: “[Brexit] would not be a major, major problem for us. We will ensure we can structure ourselves to continue to serve European clients.”

Legal & General, the UK’s largest investment manager, with more than \$1tn of assets, similarly says “a vote to leave would have little direct impact on trading” for the company.

But these assumptions are dangerously naive, according to the vast majority of experts on this topic at industry associations, regulatory consultancies, law firms and banks.

My suspicion is most investment management chief executives are very aware of the huge risks to their businesses of an Out vote, they just



don’t want to admit it. But in case they are truly unaware of the risks, here is a short summary.

First, in the short term, markets will be highly volatile following an Out vote. And when markets look scary, retail investor money tends to flow straight out of the fund industry and into cash accounts, or under the mattress.

‘The only real question is how damaging [Brexit] will be’

Second, over the long term, costs are likely to increase. Justin Bates, an analyst at Liberum, the brokerage, believes fund companies with UK headquarters will have to establish much larger overseas offices with greater staff numbers to continue benefiting from European passporting rules. These rules enable asset managers to sell funds across Europe with ease.

Third, there is widespread concern that a post-Brexit EU will take revenge on the City of London by preventing UK-headquartered asset managers from gaining access to

European markets.

Joe Sullivan, chief executive of Legg Mason, says his US-listed company is likely to shift its UK-based management company to Dublin if Britain leaves the EU.

“Whichever way you look at it, there is no real upside [of Brexit] for the asset management industry. The only real question is how damaging it will be,” says Mr Bates.

One regulatory expert, speaking on condition of anonymity, agrees Brexit will be “profoundly disruptive for the industry, entailing substantial legal costs, a huge repapering exercise and extensive rewriting of regulatory handbooks”.

By refusing to acknowledge these dangers, fund companies are inadvertently creating a new one: angering the analyst and shareholder community with their insincerely cheery take on the referendum.

If the referendum outcome does swing in favour of Britain leaving the EU – as the polls and bookmakers are increasingly suggesting it might – I strongly suspect there will be sharp share-price falls and profit warnings to come from the listed asset management universe.

It is time for fund bosses to be upfront about the dangers Brexit poses. The clock is ticking.

Ghost of Thatcher looms over Democratic retirement schemes

VIEW FROM THE US

John Dizard



The Democratic party may have a solid front against Wall Street, but even as its leaders call for a break-up of the big banks, its state parties are in the vanguard of a movement that will make big investment managers even bigger.

Eighteen state governments, mostly those controlled by the Democrats, have started “retirement savings initiatives”. With the Obama administration’s support, the states are gradually pushing through laws that will require all but the smallest employers to offer funded retirement savings plans.

At first, this was an initiative of the left wing of the public policy world, which bubbled up through academia and think-tanks. The idea was to pull lower-income workers into funded defined benefit programmes. About half of US private sector workers are not covered by any employer-spon-

sored retirement plan, so the advocates were addressing a serious social problem.

The initial concept of the left was to channel the automated employee savings programme into the same pools as public employee pension plans, which gave conservative policy groups an easy target.

With the exception of police and firefighters’ unions, public sector unions and their benefit packages are the natural enemies of the right and the Republican party. Having painted mandatory employee savings as a bailout for government unions, the right wing then failed to see how the idea could evolve.

Much of the initial push for state savings initiatives came from the American Association of Retired People, a non-profit organisation. It is considered to be among the half dozen most influential lobby powers in Washington.

The association allied itself with large state-level public sector unions such as the AFSCME and the SEIU.

But then something happened to turn the left wing defined-benefit movement, which supports the idea of guaranteed income in retirement, into a conservative defined-contribu-

tion movement, where retirement income is dependent on market forces.

As Edward Zelinsky, a professor at the Cardozo School of Law in New York, says: “The deeper I get into the politics of this issue, the less I understand it. As these things evolved, Maggie Thatcher [the former Conservative British prime minister] would be in favour of the proposals.”

It seems to me that the microeconomics of the state savings proposals have forced a change in the political economy. As long as the cost of putting the ideas forward could be subsumed with a few tens of thousands of dollars of travel costs for academics, lobbyists and union officials, they could be defined benefit mandates.

When state governments started to need even several hundred thousand dollars to pay for modest studies of costs and market surveys of how many workers would opt out, things changed.

States that are more consciously budget constrained have used foundation grants and staff support from university-associated institutes to carry out impact assessments of automated employee savings programmes. These institutes are sup-



About half of US private sector workers are not covered by any employer-sponsored retirement plan

ported by partnerships with big investment managers, such as BlackRock and State Street.

Unions started to back defined contribution programs, such as those now passed into law in Illinois, Connecticut and Maryland. Oregon, which leans slightly to the economic right of California, passed a defined-benefit law.

Conservative policy analysts, who usually have a fast reaction time to

changes in the zeitgeist, did not see this one coming. They seem to have thought that the mess of state-organised Obamacare exchanges would discredit the savings initiatives.

Even with the shift to state-mandated defined benefit laws, there are still profound problems with implementation. The movement, though, has won. By next July, Oregon, which has pursued its law with notable briskness, will have the first dollars flowing into its small-employer defined benefit plans.

There is another change coming in the cost curve, though.

No one doubts that the state plans will lose money for those investment management companies and administrative service providers who win the initial rounds of requests for proposals.

The current versions of state laws provide for these start-up costs to be paid for by non-state-guaranteed borrowings or grants (wake up). So expensive corporate equity will have to move into the breach.

The losses will be in the hundreds of millions, at least. Only the largest investment managers could pick up such a bill. Maybe big banks are over. Big investment managers are not.

OPINION

Quantitative exhaustion smothers markets

THE LAST WORD

David Oakley



Quantitative failure, in other words the diminishing power of central bank bond-buying to stimulate growth, a risk for the markets?

Investors certainly seem to think so. The closely watched Bank of America Merrill Lynch global fund manager survey for June cited quantitative failure as one of the main tail risks in the markets.

A tail risk is not something an investor expects or thinks likely, but if it happens it is a significant move that can devastate portfolios as people are caught out on the wrong side of a trade.

Technically, tail risk is a higher than expected probability of an asset moving more than three standard deviations from its current price. Such a dramatic move would put a large spoke in the wheels of the bond market rally.

Quantitative failure might be difficult to define and would probably divide opinions. Quantitative easing

has arguably stimulated some growth, even if the bond-purchasing programmes in the eurozone and Japan are not working as well as central bankers would like.

Quantitative failure is most likely in these markets, where a sizeable chunk of bonds are trading at negative yields. The problem is that the two central banks, particularly the Bank of Japan, have bought so many bonds that the purchases are having a diminishing impact on bond yields and the market.

It is a far cry from the early days of QE in the US and UK, when yields moved dramatically lower in what some investors think sparked the equity bull run.

Steven Major, global head of fixed income research at HSBC, the bank, prefers not to use the term quantitative failure. Instead, he says there seems to be a case for quantitative exhaustion, as the toolkit of monetary policy looks close to depletion.

This quantitative exhaustion may lead to another risk: that central bankers will resort to helicopter money in the eurozone and Japan.

HSBC defines helicopter money as government stimulus where funds are created by the central bank rather than through the issuance of sovereign debt, as in the case of QE. Gov-



The Bank of Japan has bought so many bonds that purchases are having a diminishing impact on bond yields and the market — Yuya Shino/Reuters

ernments may cut taxes, increase spending or investment in infrastructure, without an associated rise in government debt.

Mr Major believes helicopter money would be the natural succes-

So far, the bad news has been good for bonds, but quantitative failure might hurt bonds if it prompts helicopter money

sor to other unconventional policies, such as zero interest rates, forward guidance, QE and negative interest rates.

Helicopter money is not a base case or an expected scenario and it is not obviously imminent, says Mr Major. But while nominal gross domestic product growth remains weak, it cannot be discounted.

With deepening worries about growth in the stronger economies of the US and UK, the risk that more unconventional and dramatic action will have to be taken in the eurozone

and Japan can only rise.

The US Federal Reserve's decision to hold rates at its June meeting and to cut back longer-term rate forecasts was blamed on slower than expected jobs growth and overseas hazards, such as a potential UK exit from the EU in the referendum vote on Thursday.

Some investors are forecasting that the US will enter recession sooner rather than later, possibly within the next two years.

James Carrick, an economist at Legal & General Investment Management, says investors are in for a bumpy ride. LGIM's credit framework suggests recession is plausible in 2018 in the US.

Mr Carrick says corporate delinquencies in the US have started to jump as the Fed has begun raising interest rates. Banks are also reporting tightening credit conditions, which LGIM worries will become self-reinforcing. In the UK, some investors warn that Brexit would also bring about recession.

So far, the bad news has been good for bonds. Markets have rallied sharply, with investors switching out of equities in response to weaker data while seeking havens from the uncertainty of the Brexit vote.

But quantitative failure or quantitative exhaustion in the eurozone and Japan might hurt bonds if it prompts helicopter money or some other kind of fiscal loosening that may be the only way to treat the ills of so-called secular stagnation that has choked growth around the globe.

A tail risk might be unlikely, but in a world where unconventional and unusual policy has become the norm, these risks should be taken seriously.

David Oakley is the FT's corporate affairs correspondent

The UK's system of pension regulation is called into question

VIEWPOINT

John Ralfe

In a deal approved by the UK pensions regulator, the 3,300 pension scheme members of Halcrow, the engineering consultancy, have just received a letter giving them the choice of entering the Pension Protection Fund, the lifeboat for capsized company pension plans, or moving to a new scheme.

This is a Hobson's choice. Either way, members would get lower inflation-linked annual increases — in some cases no increases at all — cutting their overall pension value by 10-15 per cent.

If pension reductions are not made, Halcrow argues it would be forced

into administration, jobs would be lost, and pension scheme members would enter the PPF anyway.

The Halcrow scheme had £785m of liabilities on an FRS17 accounting basis at the end of 2014 — £500m of assets and a £285m deficit. The buy-out deficit, the figure used by insurers to cover future liabilities, is now around £600m, and the PPF deficit around £225m.

Like BHS and Tata Steel pensions, both on the front pages of the press, Halcrow calls into question whether the UK's system of pension regulation is fit for purpose.

Halcrow is an old, established engineering consultancy, responsible for many projects, including the Channel tunnel rail link, Toronto's Pearson airport and the Chongzun expressway in China. It was bought by CH2M, the US consultancy, in 2011 for £124m, from a trust owned on behalf of employees.

Although Halcrow had a large pen-

sion deficit in 2011, none of the sale proceeds were injected into the pension scheme. The new owner did agree to stand behind the agreed recovery plan and schedule of contributions.

The proposed pension restructuring, made via a "regulated apportionment agreement" is rare and only approved when the regulator considers it is inevitable that the sponsor would go bust otherwise. The regulator must also be satisfied that the pension scheme is treated fairly alongside other stakeholders, and that it will be better off than in administration, taking into account any recoveries from "connected" parties.

Although the regulator has given its approval for this to go ahead, the Halcrow Pensioners Association may bring a legal challenge.

As part of the deal, it is reported that CH2M will inject £80m in cash and guarantee £50m of Halcrow's pension payment obligations.

Even after reducing liabilities through lower pension increases and the £80m cash injection, the FRS17 deficit would still be around £100m, which should be plugged through deficit contributions.

Halcrow's agreed deficit contributions must be at least £50m — the size of the parent guarantee — but it is not clear if it would make any payments over and above this. If future cash

10-15%

Reduction in their overall pension value faced by Halcrow retirement scheme members

contributions were just £50m, then the deficit could only be plugged through investment outperformance gained via aggressive assets.

If the new deal does rely on investment outperformance then it is not a long-term solution. It just kicks the can down the road. In all likelihood

the Halcrow pension scheme would go into the PPF at some point in the future, perhaps with an even bigger deficit than the current £225m.

The regulator should disclose details of the agreed deficit contributions, and explain if the approved deal relies on aggressive investment strategies of "double or quits", effectively underwritten by the PPF, to plug the deficit. And, if so, how this minimises the present value of likely PPF losses, paid for by other company pension schemes.

After it has completed its BHS inquiry, the UK parliament's work and pensions select committee is holding a broader inquiry into pension regulation. Halcrow should certainly be on its agenda.

John Ralfe is an independent pension consultant and an adviser to the UK parliament's work and pensions select committee

NEWS

Turbulent Turkey funds depleted by 60%

INVESTMENT STRATEGY

Domestic politics, tensions with Russia and a series of terror attacks take their toll

ALIYA RAM

The assets of the two largest funds focused on the Turkish stock market have fallen more than 60 per cent since their 2013 peak, after years of turbulence at home and abroad for the \$800bn economy.

The assets under management of HSBC Global Investment's Turkey fund have dropped by more than two-thirds to \$130m, while the country-focused fund of East Capital, the emerging market specialist, has lost more than 80 per cent, falling to \$110m, according to the companies.

Once a magnet for global investors, Turkey's domestic politics, its tensions with Russia, a series of terror attacks and concerns about global growth have depleted the funds focused on the nation.

Research from EPFR, the data provider, shows that the combined assets under management of Turkey-focused equity funds have fallen by almost half since their 2012 peak – from \$3bn to \$1.7bn in April.

Namik Aksel, head of asset management at HSBC in Turkey, suggested its fund could be forced to close. Assets are near levels that typically leave international portfolios operationally inefficient and unable to attract large investors.

"This fund was as small as \$50m back in 2008, just after the Lehman crisis, and we were thinking of closing [it] back then," he said. "Even \$100m is not large enough for a significant asset class."

According to Jonathan Miller, director of manager research at Morningstar, the data provider, \$100m is "the magic hurdle to jump over" for funds to stay profitable.

The funds run by HSBC and East Capital are the only equity products focused on the Turkish stock market with more than \$100m in assets under management. JPMorgan's fund has shrunk to half its size in the past year and now has only \$59m worth of assets.

BNP Paribas' Turkey portfolio, which is run by Parvest, its fund business, has lost almost a third of its value. It is down to €55m, though a spokesperson for the company says there are no plans to close it.

JPMorgan declined to comment.

According to Mr Aksel, uncertainty surrounding the appointment of a political executive in Turkey and instability from the civil war in neighbouring Syria have enhanced existing uncertainty about emerging markets



People lay flowers on a makeshift memorial at the location of a suicide attack in central

Istanbul — Yasin Akgul/AFP/Getty Images

among investors. "Since the appointment of Yildirim, we haven't seen significant inflows," he said.

In May, the appointment as prime minister of Binali Yildirim, who is loyal to Mr Erdogan, caused ructions in the country's currency, the lira. It had already been affected by a military and political campaign against Kurdish separatists and a spate of terror attacks in the capital and Istanbul.

Now, the volatility of Turkish stocks in dollars is almost double that of other emerging markets, according

to Michael Orzano, director of equity indices at S&P Dow Jones, the index provider.

Emre Akcakmak, Turkey specialist at East Capital, said its country fund experienced its worst outflows after November, when the country admitted it had shot down a Russian plane, but that investors could return if the country's new cabinet enacts positive reforms.

"Investor interest is much lower," he said. "But what I am suggesting [is] that looking at flows into funds, it

is not a market that is completely abandoned by foreigners."

According to Mr Aksel, however, geopolitical risk and political uncertainty have prevented the country, an oil importer, from benefiting more from a fall in commodity prices. It could similarly miss out on improving sentiment towards emerging markets this year.

Liam Spillane, head of emerging market debt at Aviva Investors, the £290bn asset manager with more than 20 per cent exposure to Turkey across its three emerging market portfolios, will wait to see whether reforms take place later in the year before adjusting his position.

"We are no more or less confident about Turkey as an investment opportunity. The evolution of the presidential situation will be important in the rest of the year." Aviva has a small overweight position relative to benchmark weightings in Turkey.

But with its current-account deficit still a prodigious \$29.5bn, the country is vulnerable to interest rate hikes in the US. Stockpickers are avoiding companies that generate revenues in lira.

James Donald, manager of Lazard's emerging markets fund, which has not changed its exposure to Turkey in the past year, said investors can circumvent the country's volatility if it avoids the lira.

"A big one that people concern themselves with in Turkey is currency," he said. "Macroeconomic risk is a particular risk people are concerned about for currencies."

Turkey explainer

Battles on the Bosphorus

Who is Erdogan?

Recep Tayyip Erdogan (pictured right) is the first directly elected president of Turkey and head of its socially conservative Justice and Development party (AKP), which has its roots in Islamism.

Before assuming the traditionally ceremonial role of president in 2014, Mr Erdogan led Turkey's executive cabinet for 11 years as prime minister. During this time he oversaw a period of strong growth and low inflation in the country.

But since taking the presidential job two years ago, Mr Erdogan has crossed swords with investors over his attempts to seize executive power and intervene in central bank policy.

What is happening at the central bank?

Against a backdrop of slower growth, higher unemployment, terror attacks and civil conflict, Mr Erdogan repeatedly clashed with Erdem Basci, the country's previous central bank governor. At one time he called him a traitor for not cutting interest rates more aggressively.

Mr Basci's successor, Murat Cetinkaya, cut interest rates in April, the very week he was appointed chairman, before cutting them further in May.

What about the political situation?

Ahmet Davutoglu, Turkey's previous prime minister, resigned in May after disagreements with Mr Erdogan over the division of power between their offices.

Mr Erdogan has repeatedly called for constitutional reform that would



give him executive powers as president and in May appointed a long-term ally, Binali Yildirim, to the post of prime minister.

Mr Yildirim agrees with the proposed constitutional reforms. He said last month that the government should reflect "the de facto situation regarding our president's ties to the people". He offered investors succour by keeping market-favourite Mehmet Simsek in the cabinet as deputy prime minister.

\$800bn

Size of the Turkish economy

\$29.5bn

Turkey's current-account deficit

2/3

Fall in the assets under management of HSBC Global Investment's Turkey fund, to \$130m

80%

Fall in the assets under management of East Capital's country-focused fund, to \$110m

50%

Decrease in JPMorgan's Turkey fund. It now has only \$59m worth of assets

\$3bn

Combined assets under management of Turkey-focused equity funds at their peak, in 2012

\$1.7bn

Combined assets under management of Turkey-focused equity funds in April 2016

Guide to data

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reader.enquiries@ft.com. The fund prices published in this edition along with additional information are also available on the Financial Times website at www.ft.com/funds. Charges for this advertising service are based on the number of lines published and the classification of the fund. Please contact ft@ft.com or call +44 (0)20 7873 3132. The funds published on these pages are grouped together by fund management company. Prices are in pence unless otherwise indicated and those designated \$ with no prefix refer to US dollars. Yields % allow for buying expenses. Prices of certain older insurance linked plans are subject to capital gains tax on sales. Some

Property Unit Trusts are limited to investors who are UK tax exempt. All dealings are subject to individual Trust Deed rules. The sale prices for these funds are estimates. **Guide to pricing of Authorised Investment Funds.** Compiled with the assistance of the IMA. The Investment Management Association, 65 Kingsway, London WC2B 6TD. +44 (0)20 7831 0898. All funds within this section, whether OEICs or unit trusts are authorised in the UK by the Financial Services Authority. The prices quoted should only be used as a guide. **OEIC:** Open-Ended Investment Company. Similar to a unit trust but using a company rather than a trust structure. **Share Classes:** Separate classes of share are denoted by a letter or number after the name of the fund. Different classes are issued to reflect a different currency, charging structure

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:** X 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

move to forward pricing at any time. **Forward pricing:** The letter F denotes that managers/operators deal at the price to be set at the next valuation. Investors can be given no definite price in advance of the purchase or sale being carried out. The prices appearing in the newspaper are the most recent provided by the managers/operators. Scheme particulars, prospectus, key features and reports: The most recent report, scheme particulars, prospectus and key features document may be obtained free of charge from fund managers/operators. * Indicates funds which do not price on Fridays. Other explanatory notes are contained in the last column of the FT Managed Funds Service. Prospectus data, price histories, charges and risk analytics on the funds within these pages is available online at www.ft.com/funds.

Fund	Bid	Offer	D+/-	Yield
ACPI Global UCITS Funds Plc (IRL)				
www.acpihard.com				
Regulated				
ACPI Emerging Mkts Ft UCITS Fund USD A	\$ 114.07	-	-0.52	0.00
ACPI Global Credit UCITS Funds USD A	\$ 14.34	-	-0.02	0.00
ACPI Global Fixed Income UCITS Fund USD A	\$ 156.78	-	0.00	0.00
Q ACPI India Fixed Income UCITS Fund USD A	\$ 10.20	-	-0.02	0.00
ACPI India Fixed Income UCITS Fund USD A3	\$ 86.96	-	-0.16	0.00
ACPI International Bond UCITS Fund USD A	\$ 18.65	-	-0.01	0.00
ACPI Select UCITS Funds PLC (IRL)				
Regulated				
ACPI Balanced UCITS Fund USD Retail	\$ 13.96	-	-0.04	0.00
ACPI Balanced UCITS Fund EUR Retail	€ 10.46	-	-0.03	0.00
ACPI Balanced UCITS Fund GBP Retail	€ 10.62	-	-0.04	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	\$ 12.59	-	-0.03	0.00

Fund	Bid	Offer	D+/-	Yield
The Antares European Fund Limited				
Other International				
AEF Ltd Usd (Est)	\$ 617.28	-	-11.68	-
AEF Ltd Eur (Est)	€ 619.85	-	-11.71	0.00
Arisaig Partners				
Other International Funds				
Arisaig Africa Consumer Fund Limited	\$ 13.42	-	-0.16	0.00
Arisaig Asia Consumer Fund Limited	\$ 62.99	-	-0.12	0.00
Arisaig Global Emerging Markets Consumer Fund	\$ 9.96	-	-0.06	0.00
Arisaig Global Emerging Markets Consumer UCITS	€ 11.58	-	0.01	0.00
Arisaig Global Emerging Markets Consumer UCITS STG	€ 11.70	-	0.02	0.00
Arisaig Latin America Consumer Fund	\$ 22.19	-	-0.03	0.00

Fund	Bid	Offer	D+/-	Yield
Artemis Fund Managers Ltd (1200F) (UK)				
57 St. James's Street, London SW1A 1LD 0800 092 2051				
Authorised Inv Funds				
Artemis Capital R ACC	1191.53	1266.62	13.94	1.68
Artemis European Growth R Acc	241.92	255.36	1.55	1.31
Artemis European Opps R Acc	74.82	78.97	0.27	0.74
Artemis Global Emg Mkts I GBP Acc	85.13	-	-0.27	-
Artemis Global Emg Mkts I GBP Dist	82.94	-	-0.26	-
Artemis Global Energy R Acc	23.80	25.30	-0.26	0.00
Artemis Global Growth R Acc	183.72	193.90	-0.28	1.07
Artemis Global Income R Acc	93.69	99.03	-0.13	4.17
Artemis Global Income R Inc	74.58	78.83	-0.11	4.34
Artemis Global select R Acc	75.43	79.63	-0.35	0.00
Artemis High Income R Inc	75.51	80.46	0.06	6.05
Artemis Income R Acc	334.91	354.79	4.64	4.12
Artemis Income R Inc	191.90	203.29	2.67	4.25
Artemis Monthly Dist R Inc	62.42	66.24	-0.10	4.61
Artemis Pan-Euro Abs Ret GBP	109.77	-	0.80	-
Artemis Strategic Assets R Acc	71.15	75.25	-0.14	0.00
Artemis Strategic Bond R M Acc	85.13	90.45	-0.06	4.02
Artemis Strategic Bond R M Inc	53.86	57.22	-0.03	4.09
Artemis Strategic Bond R Q Acc	85.22	90.54	-0.05	4.04
Artemis Strategic Bond R Q Inc	54.08	57.45	-0.03	4.12
Artemis UK Select Fund Class R Acc	411.58	436.06	7.66	1.49
Artemis UK Smaller Cos R Acc	119.60	120.81	-2.01	0.95
Artemis UK Special Sits R Acc	497.81	529.04	4.86	1.85
Artemis US Abs Ret I Acc	107.59	-	0.02	0.00
Artemis US Equity I Acc	120.08	-	-0.84	0.42
Artemis US Ex Alpha I Acc	130.12	-	-0.78	0.02
Artemis US Extended Alpha I Hedged Acc	€ 1.01	-	0.01	-
Artemis US Select I Acc	119.12	-	-0.98	0.25
Artemis US Select I Hedged Acc	€ 0.98	-	0.00	-
Artemis US Select I Inc	106.19	-	-0.87	0.20
Artemis US Smir Cos I Acc	125.85	-	-1.38	0.00

Fund	Bid	Offer	D+/-	Yield
Artisan Partners Global Funds PLC (IRL)				
Beaux Lane House, Mercer Street Lower, Dublin 2, Ireland Tel: 44 (0) 207 766 7130				
FCIA Recognised				
Artisan Partners Global Funds plc				
Artisan Global Equity Fund Class I USD Acc	\$ 14.16	-	-0.04	0.00
Artisan Global Opportunities I USD Acc	\$ 12.29	-	-0.07	0.00
Artisan Global Value Fund Class I USD Acc	\$ 15.73	-	0.00	0.00
Artisan US Value Equity Fund Class I USD Acc	\$ 11.57	-	-0.04	0.00
Artisan Global Opportunities Class I EUR Acc	€ 16.44	-	-0.07	0.00

Fund	Bid	Offer	D+/-	Yield
Ashmore Sicav (LUX)				
2 rue Albert Borschette L-1246 Luxembourg				
FCIA Recognised				
Ashmore SICAV Emerging Market Debt Fund	\$ 95.67	-	-0.08	8.67
Ashmore SICAV Emerging Market Frontier Equity Fund	\$ 144.24	-	-0.24	1.17
Ashmore SICAV Emerging Market Total Return Fund	\$ 82.85	-	-0.30	6.47
Ashmore SICAV Global Small Cap Equity Fund	\$ 123.12	-	-0.75	0.00
EM Mkts Corp. Debt USD F	\$ 86.09	-	-0.14	9.03
EM Mkts Loc. Ccy Bnd USD F	\$ 79.91	-	-0.53	3.71

Fund	Bid	Offer	D+/-	Yield
Aspect Capital Ltd (UK)				
Other International Funds				
Aspect Diversified USD	\$ 404.66	-	-7.31	0.00
Aspect Diversified EUR	€ 242.16	-	-4.71	0.00
Aspect Diversified GBP	£ 124.82	-	-2.29	0.00
Aspect Diversified CHF	Sfr 115.20	-	-2.32	0.00
Aspect Diversified Trends USD	\$ 121.68	-	0.37	0.00

Fund	Bid	Offer	D+/-	Yield
Aspect Diversified Trends EUR	€ 121.37	-	0.36	0.00
Aspect Diversified Trends GBP	£ 126.76	-	0.37	0.00
Atlantis Sicav (LUX)				
Regulated				
American Dynamic	\$ 3486.28	-	-97.28	0.00
American One	\$ 3292.15	-	-47.33	0.00
Bond Global	€ 1405.22	-	10.05	0.00
Eurocrossance	€ 848.81	-	-34.23	0.00
Far East	\$ 661.65	-	-24.54	0.00

Fund	Bid	Offer	D+/-	Yield
Atlantis Investment Management Ltd (IRL)				
2nd Floor, 13 St Swithins Lane, London EC4N 8AL www.atlantis-investment.com, Tel: 0207 877 3377				
Regulated				
Atlantis China Fund	€ 6.44	-	0.00	0.00
Atlantis China Healthcare Fund	\$ 1.86	-	0.01	0.00
Atlantis Japan Opportunities Fund	\$ 2.95	-	-0.01	0.00
Atlantis Asian Fund	\$ 6.18	-	0.02	0.00

Fund	Bid	Offer	D+/-	Yield
BLME Asset Management (LUX)				
BLME Sharia'a Umbrella Fund SICAV SIF				
Regulated				
Income Fund - Share Class A Acc	\$ 1141.56	-	0.03	0.00
Income Fund - Share Class G Acc	€ 1081.96	-	0.06	0.00
GI Sukuk Fund - Share Class A Acc	\$ 1255.52	-	0.08	0.00
GI Sukuk Fund - Share class B Acc	€ 1120.85	1120.85	0.11	0.00

Fund	Bid	Offer	D+/-	Yield
Bank of America Cap Mgmt (Ireland) Ltd (IRL)				
Regulated				
Global Liquidity USD	\$ 1.00	-	0.00	0.61

Fund	Bid	Offer	D+/-	Yield
Barclays Investment Funds (CI) Ltd (JER)				
39/41 Broad Street, St Helier, Jersey, JE2 3RH Channel Islands 01534 812800				
FCIA Recognised				
Bond Funds				
Sterling Bond F	€ 0.47	-	0.00	3.21

Fund	Bid	Offer	D+/-	Yield
Baring Asset Management (UK)				
Authorised Funds				
UK Authorised Unit Trust				
Baring Eastern Trust	672.80	-	-5.20	0.00
Baring Eastern Trust	660.20	-	-5.10	0.00
Baring Europe Select Trust	2799.00	-	6.00	0.61
Baring European Growth Trust	992.90	1047.00	7.60	0.93
Baring German Growth Trust	588.40	-	0.50	1.00
Baring German Growth Trust GBP	536.30	-	0.50	1.00
Baring Global Growth Trust	389.70	410.50	-0.60	0.00
Baring Japan Growth Trust	142.80	150.60	-0.50	0.01
Baring Korea Trust	263.90	279.60	-3.90	0.00
Baring UK Growth Trust	230.00	243.30	3.80	1.35
Baring Strategic Bond Fund	114.80	120.80	0.10	0.72
Baring Dynamic Capital Growth Fund	649.50	685.50	-0.60	2.02
Baring Dynamic Capital Growth Fund	257.40	271.70	-0.30	2.06

Fund	Bid	Offer	D+/-	Yield
UK Authorised Open-Ended Investment Company				
Baring Multi Asset Fund	152.90	-	-0.20	1.26
Baring Multi Asset Fund	144.90	-	-0.20	1.04
Common Investment Fund				
Baring Targeted Return Fund	143.50	144.20	0.20	2.89
Baring Targeted Return Fund	109.40	109.90	0.20	2.94

Fund	Bid	Offer	D+/-	Yield
Barings (Luxembourg) (LUX)				
FCIA Recognised				
Russia A GBP Inc F	€ 30.40	-	-0.23	0.00

Fund	Bid	Offer	D+/-	Yield
BlackRock (JER)				
Regulated				
BlackRock UK Property	€ 41.80	-	0.02	3.35
BlackRock UK Long Lease	€ 1078.90	-	-0.21	0.00
BLK Intl Gold & General	\$ 6.62	6.97	-0.03	0.00

Fund	Bid	Offer	D+/-	Yield
BLI - Banque de Luxembourg Investments S.A. (LUX)				
FCIA Recognised				
BL-Equities Europe B	€ 5752.31	-	-54.31	0.00
BL-Equities America B	\$ 5680.62	-	22.43	0.00
BL-Equities Japan B	¥ 14438.00	-	47.00	0.00
BL-Emerging Markets B	€ 155.43	-	0.55	0.00
BL-Global Equities B	€ 735.76	-	2.51	0.00
BL-Global 30 B	€ 1422.22	-	4.35	0.00
BL-Global 50 B	€ 1683.93	-	6.07	0.00
BL-Global 75 B	€ 2268.52	-	8.21	0.00
BL-Global Flexible EUR B	€ 149.04	-	0.13	0.00

Fund	Bid	Offer	D+/-	Yield
BONHOTE				
Other International Funds				
Bonhote Alternative - Multi-Asset (USD) Class (EUR)	€ 6419.00	-	-58.00	1.96
Bonhote Alternative - Multi-Performance (USD) Class (EUR)	€ 9539.00	-	-93.00	0.84

Braemar Group PCC Limited (GSV)

Regulated

UK Agricultural Class A	£ 1.23	-	-0.01	0.00
UK Agricultural Class B	£ 1.36	-	0.00	0.00
Student Accom Class B	£ 0.55	-	-0.17	0.00

Thoughtful Investing.

Fund	Bid	Offer	D+/-	Yield
Brown Advisory Funds plc (IRL)				
http://www.brownadvisory.com Tel: 020 3301 8130				
FCIA Recognised				
Brown Advisory US Equity Growth Fund USD B	\$ 22.40	-	-0.02	0.00
Brown Advisory US Equity Value Fund USD B	\$ 11.33	-	0.03	0.96
Brown Advisory US Flexible Equity SRI Fund USD B	\$ 14.20	-	0.03	0.39
Brown Advisory American Fund USD B	\$ 15.33	-	0.00	0.33
Brown Advisory US Smaller Companies Fund USD B	\$ 18.02	-	-0.06	0.00
Brown Advisory US Small Cap Blend Fund USD B	\$ 12.49	-	-0.01	0.00
Brown Advisory US Flexible Equity Fund USD B	\$ 10.62	-	0.02	0.00
Brown Advisory Global Leaders Fund	\$ 9.74	-	-0.01	

Fund	Bid	Offer	D+/-	Yield
Cheyne Real Estate Debt Fund Class A1	€ 131.56	-	0.31	0.00
Cheyne Total Return Credit Fund - December 2017 Class	\$ 186.74	-	14.87	0.00
Cheyne Total Return Credit Fund 2020	\$ 104.25	-	-1.96	-

Cohen & Steers SICAV (LUX)
Regulated

European Real Estate Securities	€ 22.3964	-	-0.349	1.73
Europ.RealEstate Sec. IX	€ 30.0367	-	-0.4492	0.00
Gbl Listed Infrastructure I	\$ 10.4885	-	-0.0245	-
Gbl Listed Infrastructure IX	\$ 10.5340	-	-0.0247	-
Gbl RealEstate Sec. I	\$ 11.0771	-	-0.0559	1.61
Gbl RealEstate Sec. IX	\$ 13.1892	-	-0.0666	0.00

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	51.93	52.53	0.60	4.82
Consistent UT Acc	122.68	124.10	1.42	4.66
Practical Investment Inc	194.13	199.13	0.78	4.10
Practical Investment Acc	959.51	984.22	3.81	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	\$ 14.08	-	-0.05	0.00
Global Emerging Markets - Class A	\$ 12.37	-	-0.05	0.00
All Africa	\$ 14.60	-	0.46	0.00
Africa Frontiers	\$ 16.05	-	-0.17	0.00



CP Global Asset Management Pte. Ltd.

www.cpglobal.com.sg, Tel: +65 6486 6990

International Mutual Funds

CP Multi-Strategy Currency Fund	\$ 122.30	-	3.28	-
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CP Capital Asset Management Limited

www.cpgbl.com, email: fundservices@cpqbl.com

International Mutual Funds

CPS Master Private Fund	\$ 172.69	-	-0.33	-
CP Global Alpha Fund	\$ 153.46	-	-0.37	-

Crédit Andorra Asset Management (LUX)

www.creditandorra.com

FCA Recognised

Credinvest SICAV Money Market Eur I	€ 11.21	-	0.00	0.00
Credinvest SICAV Money Market Usd A	€ 10.07	-	0.00	0.00
Credinvest SICAV Fixed Income Eur	€ 10.74	-	0.00	0.00
Credinvest SICAV Fixed Income Usd	€ 10.71	-	-0.01	0.00
Credinvest SICAV Spanish Value	€ 220.76	-	-1.75	0.00
Credinvest SICAV International Value	€ 223.86	-	-1.83	0.00
Credinvest SICAV Big Cap Value	€ 14.36	-	-0.13	0.00
Credinvest SICAV US American Value	€ 18.31	-	0.10	0.00
Credinvest SICAV Sustainability	€ 14.74	-	0.00	0.00

DAVIS VALUE SICAV (LUX)

Regulated

Davis Value A	\$ 39.42	-	-0.03	0.00
Davis Global A	\$ 27.90	-	-0.08	0.00



Deutsche Asset Management (LUX)

Tel: +44 207 545 9070 www.dws.com

FCA Recognised

Deutsche Invest I Top Dividend GBP RD	€ 115.12	115.12	-0.29	2.53
Deutsche Invest I Top Euroland GBP RD	€ 96.06	96.06	-1.66	1.58
Deutsche Invest I Multi Opportunities GBP CH RD	€ 93.47	93.47	-0.30	0.00
Deutsche Invest I Global Bonds GBP CH (PI) RD	€ 100.50	100.50	-0.06	-

Discretionary Unit Fund Mngrs (1000)F (UK)

1 Poultry, London EC2R 8JR 020 7 415 4130

Authorised Inv Funds

Disc Inc	1646.13	1764.84	-4.71	0.81
Do Accum	6253.99	6704.97	-17.86	0.81



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	€ 11.84	-	0.01	0.00
EUR Accumulating Class	€ 9.47	-	0.00	0.00
EUR Accumulating Class (H)	€ 11.09	-	0.00	3.98
EUR Distributing Class	€ 8.86	-	-0.01	3.98
GBP Distributing Class	€ 10.68	-	-0.02	3.83
GBP Distributing Class (H)	€ 8.98	-	-0.01	4.00

Dodge & Cox Worldwide Funds plc-Global Stock Fund

USD Accumulating Share Class	\$ 15.27	-	-0.01	0.00
GBP Accumulating Share Class	€ 17.68	-	-0.04	0.00
GBP Distributing Share Class	€ 12.83	-	-0.03	0.85
EUR Accumulating Share Class	€ 20.41	-	0.01	0.00

Dodge & Cox Worldwide Funds plc-International Stock Fund

USD Accumulating Share Class	\$ 12.51	-	-0.04	0.00
EUR Accumulating Share Class	€ 13.10	-	-0.03	0.00

Dodge & Cox Worldwide Funds plc-U.S. Stock Fund

USD Accumulating Share Class	\$ 17.99	-	0.04	0.00
GBP Accumulating Share Class	€ 19.69	-	0.02	0.00
GBP Distributing Share Class	€ 12.49	-	0.01	0.63
EUR Accumulating Share Class	€ 20.76	-	0.08	0.00



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	-	0.00	0.00
Vietnam Enterprise Inv. (VEIL) NAV	\$ 3.96	-	0.05	0.00

DSM Capital Partners Funds (LUX)

www.dsmciv.com

Regulated

Global Growth I2 Acc	€ 129.58	-	0.11	0.00
Global Growth I1 Eur	€ 96.84	-	0.08	-



EdenTree Investment Management Ltd (UK)

PO Box 3733, Swindon, SN4 4BG, 0800 358 3010

Authorised Inv Funds

Amity UK CIs A Inc	202.40	-	1.40	1.70
Amity UK CIs B Inc	202.20	-	1.30	2.60
Higher Income CIs A Inc	121.00	-	0.10	5.16
Higher Income CIs B Inc	125.10	-	0.20	5.11
UK Equity Growth CIs A Inc	220.50	-	2.50	0.88
UK Equity Growth CIs B Inc	225.50	-	2.60	1.77
Amity Balanced For Charities A Inc	106.20	-	0.00	1.62
Amity European Fund CIs A Inc	199.90	-	1.00	6.10
Amity European Fund CIs B Inc	201.20	-	1.00	2.48
Amity Global Equity Inc For Charities A Inc	99.80	-	0.10	4.16
Amity International CIs A Inc	208.90	-	0.20	1.59
Amity International CIs B Inc	211.00	-	0.20	2.45
Amity Sterling Bond Fund A Inc	104.90	-	-0.20	5.19
Amity Sterling Bond Fund B Inc	113.80	-	-0.20	5.20

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	\$ 1.05	-	-0.01	0.97
European Opportunities I EUR	€ 2.14	-	-0.03	1.57
European Opportunities I GBP	€ 1.69	-	-0.02	1.69
European Opportunities I USD	€ 2.39	-	-0.06	1.69
European Opportunities A EUR	€ 2.09	-	-0.04	1.02
Global Opportunities I USD	€ 1.49	-	-0.01	1.25
Global Opportunities I GBP	€ 1.06	-	0.00	1.45
Global Opportunities A GBP	€ 1.00	-	0.00	0.87
Pan European Opportunities I EUR	€ 1.29	-	-0.02	-



المجموعة المالية هيرميس

EFG Hermes

DIFC, The Gate Building, West Wing Level 6, PO BOX 30277, 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 UOTIS Fund Class I	\$ 1011.84	-	4.87	-
EFG-Hermes MENA Equity UOTIS Fund Class A	\$ 987.08	-	7.01	-
Middle East & Developing Africa Fund (Final)	\$ 19.81	-	-	0.00
Saudi Arabia Equity Fund	SR 12.19	-	0.07	0.00

Electric & General (1000)F (UK)

Stuart House St.John's Street Peterborough PE1 5DD
Orders & Enquiries: 0845 850 0255

Authorised Inv Funds

Electric&General Net Income A	155.10	-	0.10	2.24
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ENISO Partners AG

Clairdenstrasse 34, Postfach CH-8022 Zurich
Tel: +41 (0)44 286 17 17

Other International Funds

ENISO Forte CH SMI Expanded	Sfr 138.89	-	-1.11	0.00
ENISO Forte E	€ 107.03	111.31	-1.14	-
ENISO Forte G (CHF)	Sfr 128.43	-	-0.03	0.51
ENISO Forte G (CHF)	€ 118.77	-	0.27	0.81
ENISO Systematic Risk Class 1	€ 96.51	-	-0.04	-

Ennismore Smaller Cos Plc (IRL)

5 Kensington Church St, London W8 4LD 020 7368 4220

FCA Recognised

Ennismore European Smr Cos NAV	€ 107.81	-	-0.33	0.00
Ennismore European Smr Cos NAV	€ 136.05	-	-0.56	0.00

Ennismore European Smr Cos Hedge Fd

Other International Funds

NAV	€ 501.33	-	4.17	0.00
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Equinox Fund Mgmt (Guernsey) Limited (GSY)

Equinox Russian Opportunities Fund Limited \$ 116.66 - 5.99 0.00

Euronova Asset Management UK LLP (CYM)

Regulated

Smaller Cos CIs One Shares	€ 34.98	-	-0.63	0.00
Smaller Cos CIs Two Shares	€ 24.41	-	-0.40	0.00
Smaller Cos CIs Three Shares	€ 12.21	-	-0.24	0.00
Smaller Cos CIs Four Shares	€ 15.80	-	-0.26	0.00



Eurobank Fund Management Company (Luxembourg) S.A.

Regulated

(LF) Absolute Return	€ 1.31	-	0.00	0.00
(LF) Eq Emerging Europe	€ 0.71	-	-0.02	0.00
(LF) Eq Flexi Style Greece	€ 0.94	-	-0.05	0.00
(LF) Eq Menu Fund	€ 12.32	-	-0.02	0.00
(LF) Greek Government Bond	€ 18.86	-	-0.13	-
(LF) Greek Corporate Bond	€ 12.36	-	-0.04	-
(LF) FOF Dynamic Fixed Inc	€ 11.81	-	0.03	0.00
(LF) FOF Real Estate	€ 16.81	-	0.08	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	186.55	186.55	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 Global	€ 2.62	2.62	-0.02	0.19

OEIC Funds

Allocator World Fund N-ACC-GBP	€ 1.20	-	0.00	0.96
American Fund W-ACC-GBP	€ 28.80	-	-0.17	0.00
American Special Sits W-ACC-GBP	€ 11.64	-	-0.05	0.81
Asia Pacific Ops W-ACC	€ 1.24	-	0.00	1.45
Asian Dividend Fund W-ACC-GBP	€ 1.19	-	-0.01	2.31
Asian Dividend Fund W-INC-GBP	€ 1.11	-	0.00	3.31
China Consumer Fund W-ACC-GBP	€ 1.64	-	0.00	1.16
Emerging Asia Fund W-ACC-GBP	€ 0.96	-	-0.01	0.81
Emerging Eur Mid East and Africa W	€ 1.53	-	0.00	2.22
Enhanced Income Fund W-ACC-GBP	€ 1.29	-	0.01	7.41
Enhanced Income Fund W-INC-GBP	€ 1.01	-	0.01	7.88
European Fund W-ACC-GBP	€ 11.06	-	0.05	1.98
European Fund W-INC-GBP	€ 12.70	-	0.06	2.02
European Opportunities W-ACC-GBP	€ 3.43	-	0.03	1.58
Extra Income Fund Y-ACC-GBP	€ 1.14	-	0.00	4.01
Extra Income Fund Y-GACC-GBP	€ 1.16	-	-0.01	3.98
Extra Income Fund Y-GINC-GBP	€ 1.22	-	0.00	4.15
Extra Income Fund Y-INC-GBP	€ 1.22	-	0.00	4.15
Global Dividend Fund W-ACC-GBP	€ 1.60	-	0.00	3.21
Global Dividend Fund W-INC-GBP	€ 1.43	-	0.00	3

Fund	Bid	Offer	D+/-	Yield
Hermes US SMID Equity Fund Class R Acc	€ 3.58	3.58	-0.02	0.00
Hermes Property Unit Trust (UK)				
Property & Other UK Unit Trusts				
Property	£ 5.91	6.36	0.01	4.53
Hermes UK Residential Real Estate (UK)				
Property & Other UK Unit Trusts				
VISTA UK Residential Real Estate	£ 1.02	1.06	0.03	-
INDIA VALUE INVESTMENTS LIMITED (INVL)				
www.invl.mu				
Other International Funds				
NAV	£ 8.08	-	0.04	0.00

Fund	Bid	Offer	D+/-	Yield
Pacific Inc	€ 923.94	-	-2.06	0.40
Tactical Bond Acc	€ 69.60	-	-0.05	1.27
Tactical Bond Inc	€ 59.95	-	-0.04	1.28
Tactical Bond Acc (Gross)	€ 72.36	-	-0.04	1.26
Tactical Bond Inc (Gross)	€ 60.03	-	-0.03	1.28
UK Focus Acc F	€ 187.22	-	2.72	2.05
UK Focus Inc F	€ 152.96	-	2.22	2.09
UK Growth Acc	€ 507.92	-	7.75	2.29
UK Growth Inc	€ 315.53	-	4.82	2.34
UK Smaller Cos Equity Acc	€ 851.63	-	-0.80	0.75
UK Smaller Cos Equity Inc	€ 652.16	-	-0.61	0.75
UK Strategic Income Acc	€ 177.77	-	1.21	4.47
UK Strategic Income Inc	€ 128.89	-	0.88	3.56
US Equity Acc	€ 569.44	-	-7.57	0.00

Fund	Bid	Offer	D+/-	Yield
Asian (No Trail) Acc	€ 194.52	-	-0.33	1.11
Asian (No Trail) Inc	€ 174.97	-	-0.30	1.12
Asian Equity Income (No Trail) Acc	€ 124.84	-	0.18	4.65
Asian Equity Income (No Trail) Inc	€ 101.90	-	0.14	4.81
Balanced Risk 6 No Trail Acc	€ 109.17	-	-0.28	0.01
Balanced Risk 6 No Trail Inc	€ 112.85	-	-0.36	0.19
Balanced Risk 10 No Trail Acc	€ 116.64	-	-0.48	0.29
Corporate Bond (No Trail) Acc	€ 167.85	-	-0.17	3.77
Corporate Bond (No Trail) Inc	€ 117.08	-	-0.12	3.86
Distribution (No Trail) Acc	€ 164.82	-	0.31	4.86
Distribution (No Trail) Inc	€ 106.71	-	0.20	4.96
Emerging European (No Trail) Acc	€ 77.48	-	0.29	3.17
Emerging European (No Trail) Inc	€ 68.46	-	0.25	3.28
European Equity (No Trail) Acc	€ 144.59	-	1.20	2.04
European Equity (No Trail) Inc	€ 119.84	-	0.99	2.08
European Equity Income (No Trail) Acc	€ 145.63	-	1.49	3.71
European Equity Income (No Trail) Inc	€ 108.81	-	1.11	3.82
European High Income (No Trail) Acc	€ 169.62	-	1.01	3.82
European High Income (No Trail) Inc	€ 119.87	-	0.72	3.89
European Opportunities (No Trail) Acc	€ 176.48	-	0.58	1.67
European Opportunities (No Trail) Inc	€ 164.99	-	0.54	1.69
European Smaller Companies (No Trail) Acc	€ 230.88	-	0.03	0.73
Global Balanced Index (No Trail) Acc	€ 157.38	-	0.59	2.03
Global Bond (No Trail) Acc	€ 144.38	-	-0.65	1.40
Global Bond (No Trail) Inc	€ 129.79	-	-0.58	1.42
Gbl Distribution Acc (No Trail)	€ 106.46	-	0.20	4.15
Gbl Distribution Inc (No Trail)	€ 98.85	-	0.19	4.24
Gbl Emerging Markets (No Trail) Acc	€ 164.28	-	-0.29	1.52
Gbl Emerging Markets (No Trail) Inc	€ 152.64	-	-0.28	1.55
Global Equity (No Trail) Acc	€ 203.02	-	0.64	1.21
Global Equity (No Trail) Inc	€ 187.84	-	0.59	1.22
Global Equity Income (No Trail) Acc	€ 251.77	-	1.40	3.73
Global Equity Income (No Trail) Inc	€ 202.19	-	1.13	3.84
Global ex UK Core Equity Index (No Trail) Acc	€ 181.23	-	-0.66	1.51
Global ex UK Enhanced Index (No Trail) Acc	€ 210.21	-	-0.63	2.00
Gbl Fin Cap No Trail Acc	€ 169.81	-	1.19	4.58
Gbl Fin Cap No Trail Inc	€ 139.42	-	0.97	4.75
Global Opportunities (No Trail) Acc	€ 246.67	-	0.85	1.00
Global Smaller Companies (No Trail) Acc	€ 255.06	-	-1.30	0.72
Global Smaller Companies (No Trail) Inc	€ 243.70	-	-1.25	0.73
Global Targeted Rets (No Trail) Acc	€ 115.75	-	0.54	0.86
High Income (No Trail) Acc	€ 169.77	-	1.13	3.49
High Income (No Trail) Inc	€ 123.10	-	0.82	3.58
High Yield Fund (No Trail) Acc	€ 219.28	-	-0.16	5.66
High Yield Fund (No Trail) Inc	€ 157.77	-	-0.11	5.83
Hong Kong & China (No Trail) Acc	€ 189.15	-	-2.28	1.35
Income & Growth (No Trail) Acc	€ 214.89	-	1.68	4.23
Income & Growth (No Trail) Inc	€ 167.34	-	1.31	4.36
Income (No Trail) Acc	€ 166.92	-	1.12	3.26
Income (No Trail) Inc	€ 120.24	-	0.80	3.34
Japan (No Trail) Acc	€ 151.32	-	-0.91	0.84
Japanese Smaller Companies (No Trail) Acc	€ 232.54	-	-0.95	0.00
Latin American (No Trail) Acc	€ 107.65	-	-0.27	1.75
Latin American (No Trail) Inc	€ 96.68	-	-0.24	1.78
Managed Growth (No Trail) Acc	€ 195.81	-	-0.04	1.21
Managed Growth (No Trail) Inc	€ 178.20	-	-0.04	1.23
Managed Income (No Trail) Acc	€ 191.61	-	0.19	2.76
Managed Income (No Trail) Inc	€ 154.46	-	0.16	2.81
Monthly Income Plus (No Trail) Acc	€ 170.11	-	0.08	5.26
Monthly Income Plus (No Trail) Inc	€ 104.42	-	0.05	5.37
Pacific (No Trail) Acc	€ 187.85	-	-0.42	0.90
Pacific (No Trail) Inc	€ 176.73	-	-0.40	1.01
Tactical Bond (No Trail) Acc	€ 142.80	-	-0.09	1.76
Tactical Bond (No Trail) Inc	€ 120.03	-	-0.08	1.78
UK Focus (No Trail) Acc F	€ 154.49	-	2.25	6.63
UK Focus (No Trail) Inc F	€ 126.84	-	1.85	2.69
UK Enhanced Index (No Trail) Acc	€ 386.54	-	3.42	3.67
UK Enhanced Index (No Trail) Inc	€ 236.83	-	2.09	3.77
UK Growth (No Trail) Acc	€ 134.75	-	2.06	2.87
UK Growth (No Trail) Inc	€ 107.37	-	1.64	2.95
UK Smaller Companies Equity (No Trail) Acc	€ 278.10	-	-0.25	1.22
UK Smaller Companies Equity (No Trail) Inc	€ 256.54	-	-0.24	1.23
UK Strategic Income (No Trail) Acc	€ 708.25	-	4.84	3.46
UK Strategic Income (No Trail) Inc	€ 513.55	-	3.51	3.55
US Equity (No Trail) Acc	€ 237.83	-	-3.17	0.10

Fund	Bid	Offer	D+/-	Yield
Invesco Global Bond A Inc	\$ 5.53	-	0.00	0.60
Invesco Global Conservative Fund 90 (EUR) A	€ 11.70	-	-0.02	0.00
Invesco Global Equity Income Fund A	\$ 56.41	-	0.78	0.00
Invesco Global Real Estate Sec A dist	\$ 9.42	-	0.02	2.24
Invesco Global Inv Grd Corp Bond A Dist	\$ 11.96	-	-0.01	3.10
Invesco Global Leisure A	\$ 36.69	-	0.14	0.00
Invesco Global Smaller Comp Eq Fd A	\$ 56.89	-	0.34	0.00
Invesco Global Structured Equity A	\$ 43.95	-	0.07	1.17
Invesco Global Total Ret.(EUR) Bond Fund A	€ 13.20	-	-0.01	0.00
Invesco Gold & Precious Metals A	\$ 6.04	-	-0.07	0.00
Invesco Greater China Equity A	\$ 44.23	-	-0.21	0.00
Invesco India Equity A	\$ 51.80	-	0.25	0.00
Invesco Japanese Equity Adv Fd A	¥ 3322.00	-	22.00	0.00
Invesco Japanese Value Eq Fd A	¥ 1074.00	-	5.00	0.00
Invesco Latin American Equity A	\$ 6.03	-	0.03	0.00
Invesco Nippon Small/Mid Cap Equity A	¥ 1138.00	-	-3.00	0.00
Invesco Pan European Equity EUR Cap NAV	€ 16.47	-	0.34	0.00
Invesco Pan European High Income Fd A	€ 13.49	-	0.02	2.60
Invesco Pan European Small Cap Equity A	€ 20.06	-	0.05	0.00
Invesco Pan European Structured Equity A	€ 16.03	-	0.16	0.00
Invesco UK Eqy Income A	€ 30.29	-	0.21	0.00
Invesco UK Investment Grade Bond A	€ 1.03	-	0.00	2.64
Invesco US Structured Equity A	\$ 21.94	-	0.06	0.00
Invesco US Value Eq Fd A	\$ 30.11	-	0.09	0.00
Invesco USD Reserve A	\$ 87.07	-	0.00	0.00

Fund	Bid	Offer	D+/-	Yield
Multi-Asset Inc Inc... C	€ 62.32	-	0.09	3.73
Multi-Manager Growth Acc	€ 705.30	-	3.00	0.65
Multi-Manager Growth Inc	€ 653.80	-	2.80	0.66
Natural Resources Acc	€ 409.50	-	-2.40	0.40
Natural Resources Inc	€ 28.85	-	-0.17	0.39
Portfolio Acc	€ 195.80	-	-1.00	1.18
Sterling Corporate Bond Acc	€ 87.02	-	-0.27	2.13
Sterling Corporate Bond Inc	€ 53.88	-	-0.16	2.14
Strategic Bond Acc	€ 69.63	-	-0.09	2.96
Strategic Bond Inc	€ 57.08	-	-0.08	2.98
UK Dynamic Acc	€ 151.30	-	2.00	1.48
UK Dynamic Inc	€ 123.10	-	1.70	1.46
UK Eq & Bond Inc Acc... C	€ 138.10	-	1.20	3.37
UK Eq & Bond Inc Inc... C	€ 78.91	-	0.67	3.47
UK Equity Blue Chip Acc	€ 62.68	-	0.96	2.49
UK Equity Blue Chip Inc	€ 51.70	-	0.79	2.53
UK Equity Core Acc	€ 272.30	-	3.70	3.26
UK Equity Core Inc	€ 49.61	-	0.66	3.37
UK Equity Growth Acc	€ 108.40	-	1.00	1.40
UK Equity Growth Inc	€ 99.68	-	0.95	1.42
UK Higher Inc Acc... C	€ 870.50	-	11.80	4.32
UK Higher Inc Inc... C	€ 496.40	-	6.70	4.47
UK Smaller Cos Acc	€ 350.60	-	-0.10	0.29
UK Smaller Cos Inc	€ 67.89	-	-0.02	0.29
UK Strategic Eq Inc Acc... C	€ 142.40	-	2.20	3.89
UK Strategic Eq Inc Inc... C	€ 90.24	-	1.37	3.99
US Acc	€ 742.80	-	-4.90	0.00
US Inc	€ 102.80	-	-0.70	0.00
US Equity Income Acc... C	€ 131.90	-	-0.70	2.13
US Equity Income E Hdg Inc... C	€ 99.48	-	0.41	2.27
US Equity Income Inc... C	€ 110.60	-	-0.50	2.17
US Select Acc	€ 117.70	-	-1.00	0.00
US Select Inc	€ 116.20	-	-0.90	0.00
US Smaller Cos Acc	€ 374.00	-	-5.20	0.00
US Smaller Cos Inc	€ 97.96	-	-1.37	0.00

Fund	Bid	Offer	D+/-	Yield
Asian Acc	€ 462.79	-	-0.78	0.57
Asian Inc	€ 413.40	-	-0.70	0.57
Asian Equity Income Acc	€ 60.80	-	0.08	4.67
Asian Equity Income Inc	€ 49.62	-	0.07	4.82
Balanced Risk 6 Acc	€ 53.44	-	-0.14	0.00
Balanced Risk 8 Acc	€ 55.27	-	-0.18	0.00
Balanced Risk 10 Acc	€ 57.11	-	-0.24	0.00
Childrens Acc	€ 368.23	-	5.79	2.22
Corporate Bd Acc (Gross)	€ 212.55	-	-0.22	3.50
Corporate Bd Inc (Gross)	€ 88.71	-	-0.09	3.61
Corporate Bond Acc	€ 188.38	-	-0.19	3.53
Corporate Bond Inc	€ 88.57	-	-0.09	3.60
Distribution Acc	€ 107.11	-	0.20	4.88
Distribution Acc (Gross)	€ 123.39	-	0.23	4.85
Distribution Inc	€ 60.92	-	0.12	4.98
Distribution Inc (Gross)	€ 60.94	-	0.11	4.97
Emerging European Acc	€ 37.13	-	0.13	2.65
Emerging European Inc	€ 33.85	-	0.12	2.72
European Equity Acc	€ 816.43	-	6.77	1.51
European Equity Inc	€ 681.22	-	5.64	1.53
European Equity Income Acc	€ 70.48	-	0.72	3.72
European Equity Income Inc	€ 52.64	-	0.54	3.83
European High Income Acc	€ 82.13	-	0.49	3.82
European High Income Inc	€ 58.04	-	0.35	3.90
European Opportunities Inc	€ 81.25	-	0.26	1.14
European Opportunities Acc	€ 84.05	-	0.28	1.13
European Smr Cos Acc	€ 187.44	-	0.03	0.23
Global Bd Acc (Gross)	€ 136.75	-	-0.62	1.16
Global Bd Inc (Gross)	€ 83.71	-	-0.37	1.17
Global Bond Acc	€ 128.32	-	-0.58	1.16
Global Bond Inc	€ 83.66	-	-0.38	1.17
Gbl Distribution Acc	€ 52.68	-	0.10	5.20
Gbl Distribution Acc (Gross)	€ 53.72	-	0.10	5.19
Gbl Distribution Inc	€ 48.82	-	0.10	5.22
Gbl Distribution Inc (Gross)	€ 48.83	-	0.09	5.22
Global Emerging Markets Acc	€ 249.89	-	-0.45	0.95
Global Emerging Markets Inc	€ 225.35	-	-0.41	0.96
Global Equity (acc)	€ 458.54	-	1.43	0.65
Global Equity (inc)	€ 415.69	-	1.30	0.65
Global Equity Income Acc	€ 121.35	-	0.68	3.74
Global Equity Income Inc	€ 97.45	-	0.55	3.86
Gbl Financial Capital Acc	€ 83.08	-	0.58	4.58
Gbl Financial Capital Inc	€ 68.20	-	0.47	4.76</

Fund	Bid	Offer	D+/-	Yield
Far East Growth A Inc	161.22	161.22	-0.80	1.87
Global	183.34	193.02	-0.61	0.00
Global Bond Inc	144.45	152.85	-0.78	3.01
High Yield Fixed Interest	72.86	77.31	0.08	5.71
Multi Cap Income A Inc	144.50	144.50	1.01	5.04
Nano-Cap Growth A Acc	103.760	114.200	0.0434	0.00
Special Situations A Acc	1170.44	1238.56	0.75	0.47
UK Multi-Cap Growth A Inc	239.05	252.96	0.94	0.67
UK Micro Cap Growth A	475.16	502.81	-0.50	0.00
US Multi-Cap Income	343.75	343.75	-1.54	0.59

MFM - Third Party Funds				
Junior Oils	63.05	66.72	-0.80	0.00
Junior Gold C Acc	45.73	45.73	-0.47	0.00
MFM Artorius Fund	146.58	146.58	-5.19	0.32
MFM Bowland	167.12	180.67	-1.56	1.52
MFM Hathaway Inc	106.09	111.09	-3.11	1.44
MFM Techinvest Special Situations Acc	140.56	140.56	-7.60	0.00
MFM Techinvest Technology Acc	349.32	349.32	-0.69	0.00
MFM UK Primary Opportunities A Inc	318.74	318.74	3.14	1.36

Slater Investments Ltd - Investment Adviser				
MFM Slater Growth	385.93	409.48	7.64	0.12
MFM Slater Income A Inc	146.33	146.33	0.87	4.64
MFM Slater Recovery	161.89	171.77	-1.16	0.25

Marlborough International Management Limited(GSY)

Tudor House, Le Bourgeois, St Peter Port, Guernsey, GY1 1DB +44 1481 71520				
Marlborough North American Fund Ltd	£ 34.80	37.08	0.31	0.00
Marlborough Tiger Fund Ltd F	£ 25.79	27.48	0.59	0.00

Marwyn Asset Management Limited (CYM)

Regulated				
Marwyn Value Investors	£ 437.24	-	-0.07	0.00

McInroy & Wood Portfolios Limited (UK)

Easter Alderston, Haddington, EH41 3SF 01620 825867				
Income Fund Personal Class Units	416.80d	-	-10.50	1.74
Income Fund Personal Class Units	2443.40	-	3.60	2.89
Emerging Markets Fund Personal Class Units	1743.50	-	-2.10	1.95
Smaller Companies Fund Personal Class Units	3748.60	-	-10.90	1.58

Meridian Fund Managers Ltd

Other International Funds				
Global Gold & Resources Fund	£ 234.18	-	23.12	-
Global Energy & Resources Fund	£ 34.58	-	2.74	-

Emerging Markets Managed Accounts PLC (IRL)

info@emmaplc.com, +44(0)20 8123 8369 www.emmaplc.com				
Milltrust ASEAN A	\$ 93.88	-	-0.74	0.00
Milltrust India A	\$ 127.02	-	-1.14	0.00
Milltrust Latin America A	\$ 73.98	-	0.23	0.00
Milltrust Keywise China Fund	\$ 105.62	-	-1.52	0.00
Milltrust SEDCO MENA Fund (Class A)	\$ 99.84	-	-0.09	-

Ministry of Justice Common Investment Funds (UK)

Property & Other UK Unit Trusts				
The Equity Idx Tracker Fd Inc	1318.00	1318.00	6.00	3.04
Distribution Units				

Mirabaud Asset Management (LUX)

www.mirabaud.com, marketing@mirabaud.com				
Mir. - Conv. Bds Eur A EUR	€ 129.90	-	-0.50	0.00
Mir. - Conv. Bds Glb A USD	\$ 109.77	-	-0.22	0.00
Mir. - Eq Asia ex Jap A	\$ 164.67	-	1.02	0.00
Mir. - EqEurope ExUK Sm&Mid	€ 107.89	-	-1.97	-
Mir. - Eq Glb Emrg Mkt A USD	\$ 86.53	-	0.69	0.00
Mir. - Eq Global Focus A USD	\$ 93.41	-	-0.84	0.00
Mir. - EqPanEuropeSm&Mid	€ 108.31	-	-2.21	0.00
Mir. - Eq Spain A	€ 22.70	-	-0.38	0.00
Mir. - Eq Swiss Sm/Mid A	Sfr 324.72	-	-4.37	0.00
Mir. - Glb High Yield Bds A	\$ 110.16	-	-0.13	-
Mir. - Glb Eq High Income A USD	\$ 95.67	-	-0.38	0.00
Mir. - Glb Inv Grade Bds A	€ 103.32	-	-0.12	-
Mir. - Glb Strat. Bd A USD	\$ 107.11	-	0.00	0.00
Mir. Opp. - Activ. Strategies I	\$ 97.96	-	1.35	0.00
MIR. OPP. - EMERG.MKT HO	\$ 103.22	-	0.01	0.00
Mir. - US Shrt Term Credit Fd	\$ 101.43	-	-0.10	-
MirAlt Sicav-Diversified A Cap.	\$ 106.50	-	0.48	0.00
MirAlt Sicav-Europe A dis	€ 69.28	-	1.63	0.00
MirAlt Sicav - North America A dis	\$ 147.88	-	2.02	0.00

MW Japan Fund Plc (IRL)

Regulated				
MW Japan Fund PLC A	\$ 23.30	-	0.20	0.00
MW Japan Fund PLC B	\$ 23.43	-	0.20	0.00
MW Japan Fund PLC C	\$ 77.52	-	0.63	0.00

Morant Wright Funds (Ireland) PLC (IRL)

Regulated				
Morant Wright Fuji Yield EUR Acc Hedged	€ 9.68	-	0.05	-
Morant Wright Fuji Yield EUR Dist Hedged	€ 8.71	-	0.04	2.62
Morant Wright Fuji Yield GBP Acc Hedged	€ 9.13	-	0.04	0.00
Morant Wright Fuji Yield GBP Dist Hedged	€ 8.40	-	0.04	6.56
Morant Wright Fuji Yield USD Acc Hedged	\$ 8.92	-	0.04	0.00
Morant Wright Fuji Yield USD Dist Hedged	\$ 8.82	-	0.04	2.57
Morant Wright Fuji Yield YEN Acc	¥ 927.96	-	3.96	0.00
Morant Wright Fuji Yield B YEN Acc	¥ 819.69	-	3.50	0.00
Morant Wright Fuji Yield YEN Dist	¥ 895.18	-	3.02	2.60
Morant Wright Sakura Fund Sterling Acc Hedged	€ 10.97	-	0.08	0.00
Morant Wright Sakura Fund Euro Acc Hedged	€ 10.99	-	0.09	0.00
Morant Wright Sakura Fund Yen Acc Unhedged	¥ 1132.65	-	8.61	0.00
Morant Wright Sakura Fund Dollar Acc Hedged	\$ 10.94	-	0.09	0.00
Morant Wright Sakura Fund Swiss Franc Acc Hedged	Sfr 10.86	-	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	\$ 57.18	-	-0.78	0.00
Asian Equity A F	\$ 39.47	-	-0.63	0.00
Asian Property A F	\$ 17.50	-	-0.26	0.00
Diversified Alpha Plus A F	€ 27.97	-	0.04	0.00
Emerg Europ, Mid-East & Africa Eq A F	€ 64.11	-	-0.53	0.00
Emerging Markets Debt A F	\$ 79.64	-	0.05	0.00
Emerging Markets Domestic Debt AX F	€ 11.37	-	0.01	4.34
Emerging Markets Equity A F	\$ 32.80	-	-0.45	0.00
Euro Bond A F	€ 16.28	-	0.02	0.00
Euro Corporate Bond AX F	€ 24.03	-	0.01	1.44
Euro Strategic Bond A F	€ 44.59	-	-0.02	0.00
European Currencies High Yield Bd A F	€ 22.04	-	-0.06	0.00
European Equity Alpha A F	€ 38.20	-	-0.62	0.00
European Property A F	€ 32.99	-	-0.66	0.00
Eurozone Equity Alpha A F	€ 10.22	-	-0.17	0.00
Global Bond A F	\$ 40.63	-	0.10	0.00
Global Brnds A F	\$ 99.39	-	-1.52	0.00
Global Convertible Bond A F	\$ 40.67	-	-0.12	0.00
Global Property A F	\$ 27.56	-	-0.40	0.00
Indian Equity A F	\$ 35.26	-	-0.48	0.00
Latin American Equity A F	\$ 40.15	-	-0.58	0.00
Short Maturity Euro Bond A F	€ 20.34	-	-0.03	0.00
US Dollar Liquidity A F	\$ 13.03	-	0.00	0.00
US Growth A F	\$ 65.56	-	-0.96	0.00
US Growth AH F	€ 45.24	-	-0.66	0.00
US Growth AX F	€ 46.57	-	-0.34	0.00
US Property A F	\$ 71.81	-	-0.29	0.00

Morgens Waterfall Vintiadis.co Inc

Other International Funds				
Phaeton Intl (BV) Ltd (Est)	\$ 375.41	-	-0.50	0.00

Natixis International Funds (Lux) I SICAV (LUX)

Canon Bridge House, 25 Dowgate Hill, London, EC4R 2YA 0044 20 3216 9000				
FCA Recognised				
Harris Global Equity R/A (USD)	\$ 230.07	230.07	-1.71	0.00
Harris US Equity Fund R/A (USD)	\$ 202.98	202.98	0.12	0.00
Harris Concentrated US Equity R/A (USD)	\$ 152.33	152.33	0.00	0.00
Loomis Sayles Strategic Alpha R/A (USD)	\$ 110.95	110.95	-0.20	-

Natixis International Funds (Dublin) I plc (IRL)

Canon Bridge House, 25 Dowgate Hill, London, EC4R 2YA 0044 20 3216 9000				
Regulated				
Loomis Sayles Global Opportunist Bond R/D (USD)	\$ 13.11	13.11	0.00	1.23
Loomis Sayles High Income R/D (USD)	\$ 8.24	8.24	-0.05	11.13
Loomis Sayles Multisector Income R/D (GBP)	\$ 12.21	12.21	-0.06	5.60

Natixis International Funds (UK)

Canon Bridge House, 25 Dowgate Hill, London, EC4R 2YA 0044 20 3216 9000				
Authorised Funds				
H20 Multi>Returns Fund N/A (GBP)	€ 1.22	-	0.01	1.64
Harris Associates Global Concentrated Equity Fund N/A (GBP)	€ 1.05	-	0.01	1.35
Loomis Sayles Strategic Income N/D (GBP)	€ 1.03	-	-0.01	4.07
Loomis Sayles Strategic Income H-N/D (GBP)	€ 0.93	-	0.00	4.19
Loomis Sayles US Equity Leaders N/A (GBP)	€ 1.61	-	0.00	0.27
Seayond Factor Plus Europe Ex UK Equity Fund N/A (GBP)	€ 0.97	-	0.01	2.08
Seayond Factor Plus UK Equity Fund N/A (GBP)	€ 0.96	-	0.01	3.44

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	€ 11.70	-	-0.06	3.07
UK Specialist Equity Inc	€ 17.96	-	-0.11	4.42
Contl Europe Spec Equity	€ 15.41	-	-0.06	0.00
US Spec Equity Fund	€ 14.82	-	0.12	0.00
Japan Specialist Fund *	€ 10.00	-	-0.06	0.00
Pacific Basin Specialist Equity Fund	€ 22.18	-	-0.06	0.90
UK Sovereign Bd Index Fund	€ 11.62	-	0.01	2.46
UK Specialist Equity Income Fund	€ 8.76	-	-0.07	4.42
Global Spec Inv Grade Bd Fund GBP	€ 10.06	-	-0.02	2.91
Global Emerg Mkts Equity Fund *	€ 11.18	-	-0.05	0.08

Series 2 (Investment Management customers only)

United Kingdom Equity Index Fund	€ 11.70	-	-0.06	3.76
UK Specialist Equity Inc	€ 18.15	-	-0.11	1.70
Contl Europe Spec Equity	€ 16.19	-	-0.07	1.21
US Spec Equity Fund	€ 15.57	-	0.12	0.35
Japan Specialist Fund *	€ 10.68	-	-0.06	0.63
Pacific Basin Specialist Equity Fund	€ 22.06	-	-0.06	1.87
UK Sovereign Bd Index Fund	€ 11.85	-	0.01	2.46
UK Specialist Equity Income Fund	€ 9.57	-	-0.08	4.34
Global Spec Inv Grade Bd Fund GBP	€ 10.27	-	-0.02	2.91
Global Emerg Mkts Equity Fund *	€ 10.78	-	-0.05	0.88

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	\$ 94.72	-	0.11	3.31
Asia Pac Bd USD Ord Inc	\$ 96.53	-	0.12	2.61

Fund	Bid	Offer	D+/-	Yield
Asia Pac Eq EUR Ord Inc	€ 83.97	-	-0.87	3.17
Asia Pac Eq GBP Ord Inc	€ 87.20	-	-0.89	3.71
Asia Pac Eq USD Ord Inc	\$ 88.32	-	-0.89	3.15
Asia Pac Eq USD Inst Acc	\$ 95.31	-	-0.96	0.00
Asia Pac Eq USD Inst Inc	\$ 98.68	-	-1.00	3.82
Dyn Europ Eq EUR Ord Inc	€ 159.49	-	-1.72	0.69
Dyn Europ Eq GBP Ord Inc	€ 169.30	-	-1.83	1.04
Dyn Europ Eq USD Ord Inc	€ 159.39	-	-1.72	0.69
China Equity EUR Ord Acc	€ 111.03	-	-2.05	0.00
China Equity GBP Ord Acc	€ 116.04	-	-2.13	0.00
China Equity USD Ord Acc	\$ 113.51	-	-2.07	0.00
China Equity USD Inst Acc	\$ 117.19	-	-2.14	0.00
Europ. Equity Fd EUR	€ 95.31	-	-1.03	-
Europ. Equity Fd GBP	€ 93.81	-	-1.02	-
Europ. Equity Fd USD	\$ 94.29	-	-1.02	-
Global Val.Cr.Fd GBP Ord Inc	€ 111.83	-	-0.05	3.53
Global Val.Cr.Fd USD Inst Acc	\$ 126.12	-	-0.06	0.00
Global Val.Cr.Fd GBP Ord Acc	€ 181.32	-	-0.08	0.00
Global Val.Cr.Fd USD Ord Acc	\$ 170.28	-	-0.07	0.00
Global Val.Cr.Fd EUR Ord Acc				

Fund	Bid	Offer	D+/-	Yield
Global Emerg Mkts Equity Fund	£ 10.79	-	-0.04	0.89
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	£ 1.58	-	0.01	2.01
Royal London Sustainable World A Inc	173.50	-	0.10	0.90
Royal London Corporate Bond Mth Income	90.07	91.44	-0.20	4.18
Royal London European Growth Trust	107.90	109.50	0.40	0.08
Royal London Sustainable Leaders A Inc	439.60	-	2.70	1.38
Royal London UK Growth Trust	458.00	465.00	5.60	1.46
Royal London UK Income With Growth Trust	211.90	215.10	1.80	4.78
Royal London US Growth Trust	155.70	158.10	-2.10	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

Authorised Inv Funds

Authorised Corporate Director - Capita Financial Managers

CF Ruffer Investment Funds

Fund	Bid	Offer	D+/-	Yield
CF Ruffer Gold Fund C Acc	144.17	-	2.81	0.29
CF Ruffer Gold Fund D Acc	142.47	-	2.77	0.18
Equity & General C Acc	368.41	-	-4.26	0.06
Equity & General C Inc	339.80	-	-3.93	0.06
Equity & General O Inc	337.92	-	-3.93	0.00
Equity & General O Acc	364.19	-	-4.23	0.00
European C Acc	499.71	-	-6.98	0.27
European O Acc	493.99	-	-6.93	0.00
Japanese Fund C Acc	167.01	-	-4.97	0.10
Japanese Fund D Acc	164.89	-	-4.91	0.00
Pacific C Acc	302.53	-	-3.51	0.55
Pacific O Acc	298.78	-	-3.49	0.25
Total Return C Acc	395.93	-	-1.03	1.34
Total Return C Inc	273.07	-	-0.70	1.36
Total Return O Inc	269.79	-	-0.71	1.36
Total Return O Acc	391.34	-	-1.03	1.35

S. W. MITCHELL CAPITAL



S W Mitchell Capital LLP (CYM)

Regulated

Fund	Bid	Offer	D+/-	Yield
S W Mitchell Small Cap European Fund Class A EUR	€ 276.69	-	-2.32	-
S W Mitchell Small Cap European Fund Class A EUR	€ 217.54	-	1.23	-
The Charlemagne Fund EUR	€ 250.68	-	3.59	-

S W Mitchell Capital LLP (IRL)

Regulated

Fund	Bid	Offer	D+/-	Yield
SWMC European Fund B EUR	€ 12840.48	-	-127.12	0.00
SWMC UK Fund B	€ 10679.28	-	-153.66	0.00
SWMC Small Cap European Fund B EUR	€ 11990.99	-	-195.12	0.00
SWMC Emerging European Fund B EUR	€ 9206.41	-	-98.64	0.00

ROBECOSAM
We are Sustainability Investing.

RobecoSAM (LUX)

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

Regulated

Fund	Bid	Offer	D+/-	Yield
RobecoSAM Sm.Energy/A	€ 11.69	-	0.06	1.64
RobecoSAM Sm.Energy/N	€ 11.21	-	0.04	0.00
RobecoSAM Sm.Materials/A	€ 129.01	-	0.06	1.38
RobecoSAM Sm.Materials/N	€ 140.76	-	-0.08	0.00
RobecoSAM Sm.Materials/Na	€ 97.17	-	-0.05	0.00
RobecoSAM GI.Small Cap Eq/A	€ 80.99	-	0.21	1.24
RobecoSAM GI.Small Cap Eq/N	€ 153.01	-	0.23	0.00
RobecoSAM Sustainable GI Eq/B	€ 172.29	-	0.69	0.00
RobecoSAM Sustainable GI Eq/N	€ 149.21	-	0.60	0.00
RobecoSAM S.HealthyLiv/B	€ 175.54	-	0.95	0.00
RobecoSAM S.HealthyLiv/N	€ 164.20	-	0.89	0.00
RobecoSAM S.HealthyLiv/Na	€ 113.49	-	0.73	-
RobecoSAM S.Water/A	€ 186.20	-	1.79	1.11
RobecoSAM S.Water/N	€ 169.76	-	0.54	0.00



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

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

Authorised Funds

Santander Atlas Range

Fund	Bid	Offer	D+/-	Yield
Santander Atlas Inc Port Acc Inst	294.50	-	-0.10	-
Santander Atlas Inc Port Inc Inst	221.60	-	0.00	-
Santander Atlas Port 3 Acc Ret	151.30	-	0.10	-
Santander Atlas Port 3 Inc Ret	103.40	-	0.10	-
Santander Atlas Port 3 Acc Inst	166.60	-	0.10	-
Santander Atlas Port 4 Acc Ret	183.30	-	-0.30	-
Santander Atlas Port 4 Inc Ret	129.90	-	-0.10	-
Santander Atlas Port 4 Acc Inst	166.70	-	-0.20	-
Santander Atlas Port 5 Acc Ret	189.70	-	-0.70	-
Santander Atlas Port 5 Acc Inst	161.20	-	-0.60	-
Santander Atlas Port 6 Acc Ret	259.10	-	-0.90	-
Santander Atlas Port 6 Acc X	185.00	-	-0.60	-
Santander Atlas Port 6 Acc Inst	160.00	-	-0.50	-
Santander Atlas Port 7 Acc Ret	200.00	-	-0.80	-
Santander Atlas Port 7 Acc Inst	159.00	-	-0.60	-

Authorised Inv Funds

Fund	Bid	Offer	D+/-	Yield
Max 70% Shs Acc Ret	168.30	-	0.50	-

Fund	Bid	Offer	D+/-	Yield
Max 70% Shs Inc Ret	140.30	-	0.40	-
Investments Inc Acc Ret	162.90	-	-0.50	-
Investments Inc Inc Ret	106.30	-	-0.30	-
Equity Inc Inc Inst	231.80	-	3.20	-
Equity Inc Inc Ret	198.10	-	2.70	-
Equity Inc Acc Inst	143.30	-	2.00	-
N&P UK Gwth Inc Ret	157.10	-	2.20	-
Stokmkt 100 Track Gwth Acc Inst	88.70	-	1.45	-
Stokmkt 100 Track Gwth Acc Ret	165.80	-	2.80	-
UK Growth Acc Inst	275.50	-	3.90	-
UK Growth Acc Ret	318.40	-	4.40	-
UK Growth Inc Ret	207.60	-	2.80	-

Managed OEIC

Fund	Bid	Offer	D+/-	Yield
Glob Em Shs Port Acc Ret	161.30	-	-0.70	-
Max 70% Shs Port Acc Ret	255.70	-	-0.40	-
Max 70% Shs Port Acc X	183.60	-	-0.30	-
Max 70% Shs Port Acc S	148.70	-	-0.20	-
Investment Port Acc Ret	242.80	-	-0.20	-
Investment Port Acc X	172.10	-	-0.10	-
Max 50% Shs Port Acc Ret	249.20	-	-0.10	-
Max 50% Shs Port Acc X	220.10	-	-0.10	-
Max 50% Shs Port Acc S	180.40	-	-0.10	-
Max 50% Shs Port Acc S	151.00	-	-0.10	-
Max 100% Shs Port Acc Ret	291.10	-	-1.10	-
Max 100% Shs Port Acc X	209.00	-	-0.80	-
Max 100% Shs Port Acc S	152.60	-	-0.60	-
Enhanced Inc Inc Ins	197.00	-	2.80	-
Enhanced Inc Inc Ret	185.00	-	2.50	-
Enhanced Inc Inc X	157.70	-	2.20	-
Enhanced Inc Acc Inst	152.00	-	2.10	-

Managed Investments OEIC

Fund	Bid	Offer	D+/-	Yield
Max 30% Shs Port Acc Ret	158.10	-	-0.20	-
Max 30% Shs Port Acc X	158.00	-	-0.30	-
Max 30% Shs Port Acc S	151.80	-	-0.20	-
Max 30% Shs Inc Port Inc Ret	155.20	-	0.00	-
Max 30% Shs Inc Port Inc X	155.30	-	0.00	-
Max 30% Shs Inc Port Inc S	149.10	-	0.00	-
Max 60% Shs Port Acc Ret	267.50	-	0.20	-
Max 60% Shs Port Inc Ret	208.40	-	0.10	-
Max 60% Shs Port Inc X	161.30	-	0.10	-
Max 60% Shs Port Inc S	143.40	-	0.10	-

Managed Investments OEIC 2

Fund	Bid	Offer	D+/-	Yield
Investments Inc Port Inc Ret	167.90	-	-0.60	-
Investments Inc Port Inc X	152.20	-	-0.50	-
£ Gov Bond Inc Inst (gross)	187.90	-	-0.70	-
£ Gov Bond Inc Inst	154.60	-	-0.50	-
£ Gov Bond Acc Inst	158.00	-	-0.50	-
Strat Bond Inc Inst (gross)	178.90	-	0.00	-
Strat Bond Inc Inst	147.30	-	0.00	-
Strat Bond Acc Inst	153.30	-	0.10	4.19

Managed Investments OEIC 3

Fund	Bid	Offer	D+/-	Yield
Div Inc Port Inc Ret	162.50	-	2.20	-
Corp Bond Acc Inst (gross)	224.40	-	-0.70	-
Corp Bond Inc Inst	146.60	-	-0.50	3.86
Corp Bond Acc Inst	151.70	-	-0.50	-

Multi-Manager OEIC

Fund	Bid	Offer	D+/-	Yield
Bal Intl Track Acc Ret	267.90	-	1.80	-
Bond Mthly Inc Acc Ret	150.00	-	0.10	-
Bond Mthly Inc Inc Ret	94.83	-	0.10	-

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

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

Authorised Inv Funds

Santander Premium Fund (OEIC)

A Shares

Fund	Bid	Offer	D+/-	Yield
Europe (ex-UK)	273.20	-	2.00	-
Japan Equities	153.60	-	-0.10	-
Pacific Bas (ex-Japan)	529.70	-	-1.90	-
Sterling Bonds	277.20	-	-0.70	-
UK Equities	254.60	-	3.00	-
US Equities	285.00	-	-1.50	-

B Shares

Fund	Bid	Offer	D+/-	Yield
Pacific Bas (ex-Japan)	528.90	-	-1.90	-

Saracen Fund Managers Ltd (1000)F (UK)

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

Authorised Inv Funds

Fund	Bid	Offer	D+/-	Yield
Saracen Growth Fd Alpha Acc	£ 3.44	-	-0.05	1.14
Saracen Growth Fd Beta Acc	£ 5.51	-	-0.08	1.69
Saracen Global Income & Growth Fund A - Acc	£ 1.17	-	0.00	0.79
Saracen Global Income & Growth Fund A - Dist	£ 1.08	-	0.00	6.70
Saracen Global Income & Growth Fund - Acc	£ 1.46	-	0.00	2.36
Saracen Global Income & Growth Fund - Dist	£ 1.28	-	0.01	3.44
Saracen UK Income Fund - Acc	£ 0.89	-	-0.01	2.69
Saracen UK Income Fund - Dist	£ 0.86	-	-0.02	4.75

For Save & Prosper please see Countrywide Assured

Schroder Property Managers (Jersey) Ltd (UK)

Indirect Real Estate SIRE £ 132.91 139.76 0.26 2.90

Other International Funds

Fund	Bid	Offer	D+/-	Yield
Managed Growth	233.40	-	1.10	0.00
UK Growth	250.70	-	1.30	0.00

Scottish Friendly Asset Managers Ltd (UK)

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

Authorised Inv Funds

Fund	Bid	Offer	D+/-	Yield
LTIF Stability Growth	Sfr 183.20	-	-17.00	-
LTIF Stability Inc Plus	Sfr 157.30	-	-14.60	0.53

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

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

Authorised Inv Funds

Fund	Bid	Offer	D+/-	Yield
European Equity Fund A Class	495.90	-	2.20	0.70
Far Eastern Income and Growth Fund A Class	460.70	-	-3.70	2.35
Fixed Interest Fund A Class	124.10	-	-0.30	2.56
Global Gold and Resources Fund A Class	243.90	-	-4.30	0.00
MM Endurance Balanced Fund A Class	202.30	-	-0.30	1.33
MM Global Investment Fund A Class	197.00	-	-7.00	1.95
North American Fund A Class	179.00	-	-13.0	

NEWS

The week

● MSCI has excluded China from its global benchmarks for the third year running, despite moves by Beijing to loosen government control on stock markets.

The index provider said that equities traded on the mainland will not be included in its influential gauges of investor sentiment, because “international institutional investors clearly indicated that they would like to see further improvements in the accessibility of the China A-shares market before its inclusion”.

● Britain’s fund industry has experienced a sharp fall in assets under management ahead of the country’s referendum on EU membership, which will take place on Thursday.

Flows to UK funds have been negative for all but one of the past nine months and have dropped by nearly a fifth to £900bn in the past year, according to figures from Lipper, the research company.

Senior executives expect to be hit by further outflows as uncertainty builds in the run-up to the vote and polls show increasing support for an exit.

● GAM, the Swiss fund manager, issued a profit warning and indicated that the money it makes from performance fees could disappear almost totally this year.

The Zurich-based fund house, which manages €106bn of assets, said that first-half profits are likely to be 50 per cent lower than in the first six months of 2015. This is largely due to a 98 per cent decline in the performance revenues it generates from outperforming



MSCI has excluded China from its global benchmarks

its benchmarks.

Analysts say that profits for all asset managers are set to decline significantly over the next three years if markets remain volatile and investor inflows continue to slow.

● A former trader at Schroders has received a prison sentence after admitting he used information from the UK’s largest listed asset manager in insider deals committed over almost a decade.

Damian Clarke will spend two years in prison after pleading guilty to nine counts of insider trading that earned him almost £155,000 between 2002 and 2011.

The Financial Conduct Authority won the conviction against Mr Clarke as part of its biggest-ever crackdown on insider trading. So far, it has claimed 30 scalps.

● Prudential Portfolio Management Group, the investment arm of the UK insurer, has increased its bet on NextEnergy Capital, a specialist solar investor and asset manager.

The insurer, which already has a number of investments in renewable energy in Britain, has put €150m into a new private equity fund set up by NextEnergy with the intention of buying solar power plants in Italy.

Edited by Aliya Ram



Prudential’s investment arm has increased its bet on renewable energy — Chris Warde-Jones/Bloomberg via Getty Images

THE LAST WORD

David Oakley

It is a far cry from the early days of QE. Quantitative easing has arguably stimulated some growth, but there seems to be a case for quantitative exhaustion, as the toolkit of monetary policy looks close to depletion

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INSIDE AND ONLINE



QUOTE OF THE WEEK

Mohamed El-Erian, Allianz

‘If you run sophisticated economies at low growth for a long time, and if the benefits of that low growth only go to a very small section of society, then people will get angry’

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VIDEO

Emerging markets

EM equities’ on and off again surge encourages tactical allocation

VIDEO.FT.COM/FTFM



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INVESTMENT IN EQUITIES

Many private clients are concerned about volatility of traditional assets and are opting for alternative investments to boost returns, but there is strong rationale for investing in equities and small caps in particular.

Eric McLaughlin, senior investment specialist and Frank Monier, investment specialist adviser, equities at BNP Paribas Investment Partners, speak with PWM’s Yuri Bender about the innovative thinking, research and consolidation potential smaller companies offer; prospects for smaller cap equities in Europe, the US and Japan; and the risks and challenges ahead.

In discussion:

- ▶ **The rationale for equity investing**
- ▶ **Stating the case for smaller companies**
- ▶ **Forecasting the future for small caps**
- ▶ **Small cap risks and challenges**

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Memories of industry's dark days are good for schools

Experiences of the 2008 crisis have led to more interest in financial training. *By Jonathan Moules*

Providing financial services is an increasingly complex task, whether because of the mountain of regulation, new methods of delivery or alternative business models enabled by new technology. This has been good news for those providing financial training degree courses.

Ever since the 2008 crisis, and the realisation that many of those implicated in the meltdown were ignorant of the risks they were taking, training has been high on the agenda for those seeking a career in financial services.

However, growth in demand for masters in finance degree programmes is also being driven by students who have no intention of working in financial

services, but who feel such specialist masters qualifications, which can be completed in 12 months, are better value than a two-year MBA.

MIT Sloan received a record 2,083 applications for its masters in finance course this year, 22 per cent more than in 2015 – that is 17 applicants for every available place.

A masters in finance is seen as more attractive to graduates because they can get a “deeper dive” into the subject and at a lower cost than with an MBA, according to Heidi Pickett, director of the master of finance programme at MIT Sloan.

Fewer than a fifth of students graduating from the school's master of finance degree programme last year took jobs in



Firm footing: strong interest in university finance courses – Justin Sullivan/Getty Images

investment banking compared with more than a quarter who went to work in jobs outside financial services.

“Certainly financial services [companies] want to hire credible people with the relevant knowledge to work in the industry, but the skill set can also be applied to jobs in other sectors,” Ms Pickett says.

A major attraction of masters in finance courses is that they can be completed straight after an undergraduate degree. This is in contrast to an MBA, which requires several years of prior work experience and, in the US at least, usually necessitates a two-year career break.

“Students feel they get a step ahead of their peers with a specialised masters programme,” says Ms Pickett.

‘Pushing numbers too hard would compromise the quality of the product’

The University of Minnesota's Carlson School of Management is one of several US business schools that have added masters in finance courses to their roster of degree programmes in recent years. This is reflected in the increased number of institutions in this year's FT ranking, from 50 to 55.

Carlson was in part responding to what it saw as latent demand in the market. It received 150 applications for the 27 places available before it had even advertised the course.

However, the introduction of a master of finance degree has also benefited existing programmes run by the school because it has justified the creation of additional specialist teaching modules

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HEC retains crown for pre-experience courses in FT's annual rankings

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Activist investors' epic battles with company boards and CEOs used to teach finance

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Fintech start-up breeding grounds

Schools invest to promote graduate ventures

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Financial engineering finds salvation

Academics make bold claims for the once-maligned field

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