

COMPANIES

Technology

Ex-staff accuse Hyperloop One of ‘mismanagement’

Tesla chief’s revolutionary dream of rapid transport system hit by lawsuit

RICHARD WATERS — SAN FRANCISCO

A company formed to turn Elon Musk’s dream of a revolutionary high-speed transport system into reality has been hit with a lawsuit from four former top employees alleging “mismanagement and greed”.

The four claim they were fired or forced to resign from Hyperloop One

last month after they and seven others, representing most of the senior management, complained to the chief executive and outside investors about the way the company was being run.

A lawyer for Hyperloop One hit back on Tuesday, calling the lawsuit “bogus”, as well as “unfortunate and delusional”. In a statement, Orin Snyder, a partner at Gibson Dunn, added: “These employees tried to stage a coup and failed.”

The lawsuit, which involves allegations of nepotism and threats against some of the workers, comes at a sensitive time for the company, which has

raised more than \$100m and is trying to sign up international backers to build prototypes of its transport system.

The idea of a hyperloop, or high-speed system in a tube from which the air has been pumped out, was floated two years ago by Mr Musk, the Tesla and SpaceX chief executive. Although Mr Musk is not involved in trying to commercialise the concept, his promotion of it touched off a race to demonstrate that the idea was technically feasible.

The lawsuit, filed in the California superior court in Los Angeles, names two of Hyperloop One’s high-profile

investors — Shervin Pishevar of Sherpa Ventures, an early backer of Uber, and Joe Lonsdale, a co-founder of Palantir — among the defendants.

Mr Pishevar is accused of raising monthly payments to the company’s outside PR adviser from \$15,000 to \$40,000 after he started dating her, then only acceding to ending her contract after the romance ended. The lawsuit also questions his decision to hire his brother as general counsel.

Included in the filing is an image, said to be taken from the company’s internal security camera, showing Mr Pishevar’s

brother holding a rope, and another picture showing a rope in the shape of a noose placed on the chair of a former senior employee.

Mr Lonsdale is accused of hiring his brother’s two-person investment firm to represent Hyperloop One, even though it had “no notable experience” with other companies working in hardware or infrastructure.

Internal tension at the company boiled over in May, when the 11 executives, who included co-founder and chief technology officer Brogan Bam-Brogan, as well as the heads of engineer-

ing, finance, business development and operations and the functional head of legal, wrote a joint letter alleging breaches of fiduciary duty.

Mr BamBrogan and the others bringing the lawsuit said the letter resulted in retaliation and threats from the company and resulted in two being sacked and the other two forced to resign.

“Frivolous lawsuits like this one have become all too common against start-ups that achieve breakthrough success,” Mr Snyder said. “The claims are pure nonsense and will be met with a swift and potent legal response.”

Financial services. New platform

LME faces broker breakaway threat over increase in fees

Disunity poses danger to London’s status as centre of the global metals industry

HENRY SANDERSON AND NEIL HUME

The opening of the London Metal Exchange’s glitzy headquarters in the heart of the City in May attracted some of the most influential people in the global mining industry.

The bosses of Anglo American, Glencore and Rio Tinto looked on as Michelle Bachelet, president of Chile, the world’s biggest producer of copper, cut the ribbon on a new home for the 139-year-old exchange.

But few of the politicians and chief executives sipping champagne on a balcony above the Ring, the open trading floor that is the centrepiece of the new LME, would have guessed the level of frustration felt by some members now threatening a breakaway.

For the LME, the event was meant to be a chance for chief executive Garry Jones to showcase the investments and reforms made since the business was bought in 2012 by Hong Kong Exchanges and Clearing for £1.4bn.

However, upset by an increase in fees and attempts to attract high-speed electronic traders, a group of LME brokers have begun to look into a rival platform for metals such as aluminium and copper. Martin Abbott, the exchange’s former chief executive, is heading a group that will consider how a new system would work.

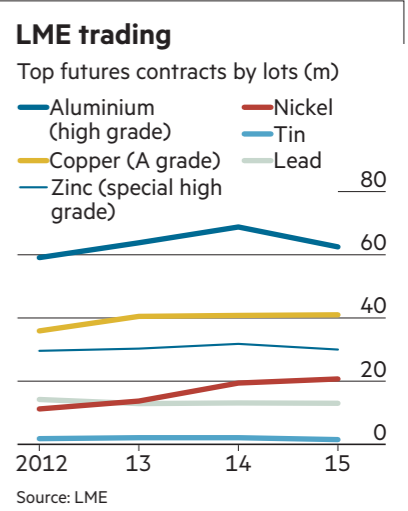
The dispute threatens London’s status as the centre of the global metals industry at a crucial time. The LME is already struggling against increased competition from rival exchanges in the US and China, which have a far bigger role in the consumption and production of commodities than the UK.

The LME now faces a battle to placate disgruntled brokers who complain that trading has become too expensive. They argue that the exchange is being forced to court computer-based traders to justify the high price paid by its parent in Hong Kong.

“Every comment is basically ‘how do I circumvent the fee structure?’” says Simon van den Born, global head of metals at broker Marex Spectron, who



Disgruntled LME brokers, upset by higher fees and attempts to attract high-speed electronic traders, have thrown their hats into the Ring and are considering how a new system would work



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claims client requests to avoid trading on the LME have reached a “crescendo”.

The LME, founded in a London coffee house in 1877, has a unique structure that reflects its roots as a market for physical producers, consumers and merchants. Before its sale and demutualisation, brokers could trade for as little as 5p a transaction in the Ring. Some popular spread trades were so cheap that they could swallow the costs.

That all changed under the new ownership. Last January, the LME raised fees for clearing and trading by almost a third just as commodity prices began to fall. It then started to allow broader direct access to its electronic trading platform, a move that has attracted the likes of Jump Trading, the Chicago-based high-speed trader.

The LME has also tried to encourage more trading of standard monthly futures contracts, known as third Wednesday, for clients who find the

exchange’s “date structure” difficult to understand or use.

Brokers can make purchases and sales on any day up to three months in the future on the LME — designed to mirror physical trading — which is in contrast to the standard monthly structure of most exchanges.

“The exchange is becoming the broker . . . and costs are going up,” says John Wolff, a former chairman of the LME, whose grandfather was one of the founding members. “I think they lost sight of the trade. The danger has always been that the trade might stop using them as the benchmark price, and that would be a very serious blow.”

The owner has a broader vision for the exchange, hoping to expand links with mainland China. The LME made up 18 per cent of net revenue last year at HKEx, the world’s fourth-largest stock exchange by market capitalisation, that will start a physical commodities

‘The exchange is becoming the broker and costs are going up. I think they lost sight of the trade’

exchange in the Chinese city of Qianhai next year.

The London exchange defends its new fee structure and the move to attract more computer-based traders and hedge funds. “We can’t see why it’s wrong to look to add participants,” says Mr Jones, adding that he was not “messing around with the brokerage model”.

Mr Jones says the downturn in the metals markets, which has hit traditional users such as traders, miners and fabricators, has left it with no choice but to attract new members. “We’re not trying to disintermediate our members — we’re trying to increase the total possible size of people who can trade the market,” he says. “The wrong thing for us to do would be to sit and do nothing; we have to evolve and add more products.”

Brokers, however, point to a drop in daily average trading volumes by almost 10 per cent in the first five months of the year as evidence that cus-

tomers are taking their business elsewhere. Michael Overlander, chief executive of broker Sucden Financial, says other markets such as energy or agricultural commodities have seen strong volumes despite the downturn.

“There are always other options,” Mr Overlander says. “I believe that this is the premier market and I want it to remain that way, but my job is being somewhat hampered by the continual bombardment of criticism about the cost of doing business in London.”

Mr Jones says the LME’s fees are competitive with other exchanges, and are justified by its heavy investment in a new clearing house and risk management systems that should benefit all members. But Mr Abbott, a former journalist who was head of the LME when it was sold, says he and a group of brokers will be looking at all options for a new platform: “We’ve come to the point now where there is no point sitting around.”

Contracts & Tenders

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Technical Bid opening : 29.07.2016/14:30 hrs IST
Contact : Sr. Manager/Purchase
Phone: 04172-284958/284031
E-mail: gravi@bhelrpt.co.in, dkpal@bhelrpt.co.in
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Note : All corrigenda, addenda, amendments, time extensions, clarifications etc. to the tender will be hosted on the above BHEL website only.

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Sd/- Addl. General Manager (MM)

Legal Notices

THE HIGH COURT OF IRELAND
COMMERCIAL
Record No. 2016/299 COS

IN THE MATTER OF TOTAL PRODUCE PUBLIC LIMITED COMPANY

AND IN THE MATTER OF THE COMPANIES ACT 2014

AND IN THE MATTER OF A PROPOSED REDUCTION OF CAPITAL PURSUANT TO SECTIONS 84 TO 86 OF THE COMPANIES ACT 2014

NOTICE IS HEREBY GIVEN that an Order of the High Court of Ireland (the “Court”) made on 8 July 2016 (the “Order”) confirming the reduction of the share premium account of Total Produce Public Limited Company (the “Company”) by an amount of €108,071,000, together with the minute approved by the Court setting out the reduction, was registered by the Registrar of Companies on 11 July 2016. This notice is given in compliance with the Order.

14 July 2016

ARTHUR COX
Solicitors for the Company
Earlsfort Centre
Earlsfort Terrace
Dublin 2
Ireland

Caledonian Bank Limited
(In Official Liquidation) (“the Company”)
The Companies Law (2013 Revision)
Notice of Third Meeting of Creditors
Grand Court Cause No 27 of 2015 (ASCI)
TAKE NOTICE that creditors of the Company are notified that the third meeting of creditors of the Company will be held on 4 August 2016 at 10:00am (Cayman Islands Time) via telephone conference call. Any person intending to participate in the meeting must send written notice of their intention to do so to the contact for enquiries below by 6.00pm (Cayman Islands Time) on 1 August 2016. Access details will be provided by email on 2 August 2016 to all creditors who have confirmed their attendance.
Dated this 11th Day of July 2016.
Ms Claire Loebeil, Joint Official Liquidator
Contact for Enquiries: The Joint Official Liquidators of Caledonian Bank Limited, C/o Ernst & Young Ltd., 62 Forum Lane, Camana Bay, PO Box 510, Grand Cayman KY1-1106, Cayman Islands, Email: caledonianinfo@ky.ey.com

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Superjumbo’s future hangs on a wing and a prayer

Slashing the production rate for the Airbus A380 will buy it time for a reinvention

PEGGY HOLLINGER — FARNBOROUGH

When the Airbus A380 made its first public appearance at the Paris air show in 2005, the suspense was tangible on the tarmac below. The world’s biggest passenger jet seemed to struggle against gravity, climbing slowly into the air without the usual deafening engine roar. If you were not looking, suggested one bystander, you might miss it.

The remarkably low noise of its four engines is not the only reason the A380 was groundbreaking. Certified by regulators to carry up to 856 passengers in a single class layout — although the average is closer to 550 — the superjumbo was the European aerospace group’s multibillion-dollar bet on the future of air travel.

But the announcement late on Tuesday that Airbus will slash the rate of production on the A380, from 27 deliveries to customers last year to just 12 in 2018, has called the future of Airbus’s radical aircraft into question.

Nine years after entering service, Airbus has secured orders for 319 A380s, significantly below the 600 originally predicted by the company.

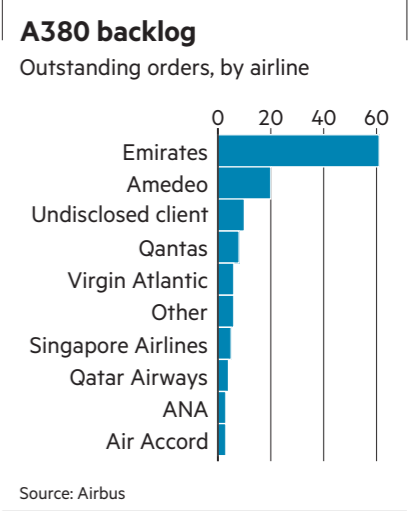
Apart from the transfer to Japan’s ANA airline of a cancelled A380 order by rival Skymark, and a promise to buy but no binding contract with Iran Air, the jet has won no new customers in more than two years.

Only Emirates Airline, the biggest of the Gulf carriers, has made a firm commitment to the jet, with 81 in its fleet and a further 61 on order. Yet even Sir Tim Clark, its president, wants to see a new, re-engined version of the A380 to update a widebody aircraft first conceived in the 1990s.

In spite of assurances yesterday from Tom Enders, Airbus group’s chief executive, that the company remains “upbeat and optimistic about the longer-term prospects of the A380”, some analysts



Rapid descent: Deliveries to customers of the Airbus A380 have fallen from 27 last year to just 18 planned in 2018 — Adrian Dennis/AFP/Getty Images



are less convinced. “It feels like it is just hanging on,” says Nick Cunningham of Agency Partners.

The difficulty for the A380 is that twin-engined aircraft are getting bigger and flying further.

Boeing’s planned 777-9X aircraft will be the largest twin-engined jet in the world with 400 seats and, like Airbus’s A350-1000, “will have much better economics” even though it carries far fewer passengers than the A380, says Mr Cunningham. “The niche for the big four-engined aircraft is getting smaller and in an overall weaker market environment that niche is too small to support an economic production rate,” he adds.

Finally, cheaper second-hand A380s will soon come on to the market as

Emirates begins to replace its oldest superjumbos.

Airbus argues this will open a new market for the aircraft, which is listed at \$432m in the company’s jet catalogue. But equally, the prospect of buying a cheaper, used A380 may dampen orders for new superjumbos.

To many in the aviation industry, the latest grim news on the A380 is merely the beginning of the end of a programme which appears to have been cursed almost from the start.

The same year as that Paris air show, Airbus announced the first of many delays on the A380 programme. Difficulties in taking the technology from drawing board to production line, and failures in co-ordinating the company’s

The A380 programme appears to have been cursed almost from the start

awkward, multinational production, pushed the development cost up from an initial \$10bn to an estimated \$20bn plus, and the A380 only broke even on a per jet basis last year.

But the aircraft has proved hugely popular. Last year, it was voted passengers’ favourite aircraft by Global Traveler, the travel magazine.

Sandy Morris, an analyst at Jefferies, believes that the A380 has been given a new lease of life by the production cut. “By taking the rate down so low they are ensuring the programme goes on long enough to make a re-engined A380 inevitable,” he says.

Fabrice Brégier, head of Airbus’s passenger jet division, said yesterday that the company “would be able to sustain

the A380 at lower rate levels for a few years before ramping up again”, based on expectations that Emirates will buy more superjumbos.

However, Mr Morris estimates the lower rate means trading losses of some €350m on the A380 programme by about 2020. But with passenger traffic expected to double every 15 years, there will be a need for more superjumbos.

The challenge now is for Airbus to use this time to reinvent the aircraft, with Boeing’s re-engined 777X jet due to come into service around 2020.

“The 777X is what the A380 has to respond to,” says Mr Morris. “The A380 needs to get ahead of that aircraft and that has to be about more than new engines.”

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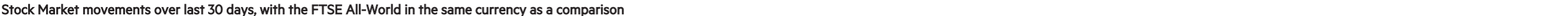
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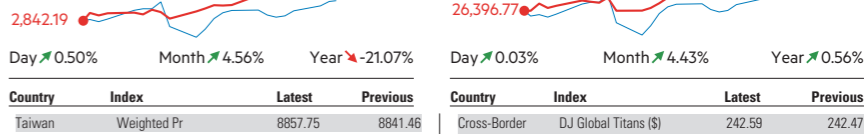
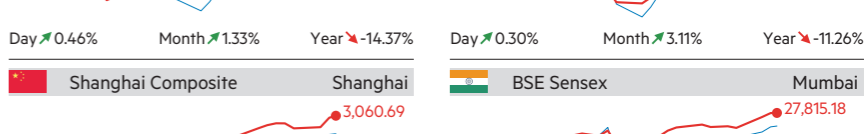
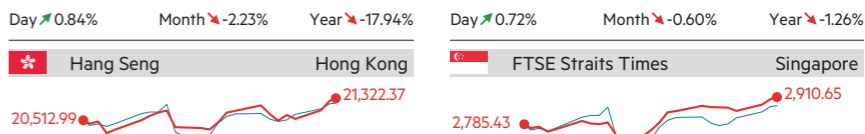
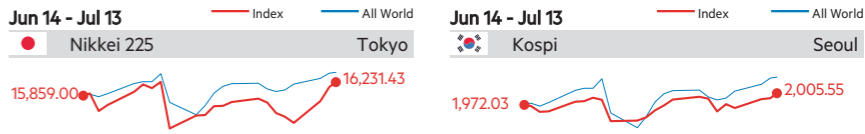
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1 Based on last week's performance. Price at suspension.

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	Jul 13	Jul 12	Jul 11	Jul 08	Jul 07	Yr A
ET 20	2878.60	2862.20	2800.00	2749.70	2709.10	0

Year to date percentage changes
1.1.2014 to 1.1.2015
20.00%
2.1.2015 to 1.1.2016
2.00%

		Closing Price	Day's Change	ETSE 100
0.00	ETSE 100			

FTSE Nordic Index	1734.00	0.44	070.00	721.35	713.90	733.14	1.76	0.03	86.37	3.37	763.51
FTSE Nordic Index	86.35	86.52	86.37								
Source: Bank of England, New Sterling ERI base Jan 2005 = 100. Other indices base average 1990 = 100.											
British Land Company PLC	614.50	-4.00	Reckitt Benckiser Group PLC	7550	25.00						
Dr. Oetker AG	670.00	1.10	DELTA	1420	15.00						

	Bunzl PLC	2349	19.00	Rio Tinto PLC	2400	28.00	2400.5	28.00
	Burberry Group PLC	1279	76.00	Rolls-Royce Holdings PLC	746.50	22.50	746.50	22.50
	Capita PLC	959.50	3.50	Royal Bank of Scotland Group PLC	177.80	-4.20	177.80	-4.20
	Carnival PLC	3583	21.00	Royal Dutch Shell PLC	211.9	1.20	211.9	1.20
	Centrica PLC	222.70	5.20	Royal Dutch Shell PLC	208.8	18.90	208.8	18.90
	Coca Cola Hbc Ag	1543	3.00	Royal Mail PLC	502.00	2.50	502.00	2.50
	Compass Group PLC	1462	-	RSA Insurance Group PLC	491.12	-2.20	491.12	-2.20
	On PLC	2228	43.00	Sabamir PLC	420.5	1.00	420.5	1.00
	Diageo PLC	6895	70.00	Sage Group PLC	646.52	1.50	646.52	1.50
	Deco PLC	2123.5	10.50	Sainsbury (J) PLC	239.0	0.10	239.0	0.10
	Direct Line Insurance Group PLC	345.00	-1.00	Schroders PLC	2507	68.00	2507	68.00
	Dixons Carphone PLC	327.30	-1.50	Sevens Trent PLC	2475	35.00	2475	35.00
	Easystay PLC	1126	22.00	Shire PLC	4865	30.00	4865	30.00
	Experian PLC	1463	-4.00	Sky PLC	874.50	7.50	874.50	7.50
	Fresnillo PLC	1930	27.00	Smith & Nephew PLC	1301	5.00	1301	5.00
	Gkn PLC	275.30	-8.70	Smiths Group PLC	1240	-11.00	1240	-11.00
	GlaxoSmithKline PLC	1646	7.00	See PLC	1593	15.00	1593	15.00
	Glencore PLC	187.00	10.00	St James's Place PLC	683.07	11.50	683.07	11.50
	Hammerson PLC	535.00	-2.00	Standard Chartered PLC	589.00	-1.30	589.00	-1.30
	Hargreaves Lansdown PLC	1238	-4.00	Standard Life PLC	282.30	-0.70	282.30	-0.70
	Hikma Pharmaceuticals PLC	2540	35.00	Taylor Wimpey PLC	144.30	-1.00	144.30	-1.00
	HSBC Holdings PLC	475.00	-1.70	Tesco PLC	169.40	-0.30	169.40	-0.30
	Imperial Brands PLC	4008	-4.50	Terex Perkins PLC	1477	-22.00	1477	-22.00
	Informs PLC	744.00	1.00	Tui Ag	3902	-7.50	3902	-7.50
	Intercontinental Hotels Group PLC	2878	-2.00	Unilever PLC	3662	16.00	3662	16.00
	International Consolidated Airlines Group PLC	408.10	-1.80	United Utilities Group PLC	1030	16.00	1030	16.00
	Intertek Group PLC	3543	8.00	Vodafone Group PLC	223.9	1.35	223.9	1.35
	Irish Properties PLC	260.80	-1.80	Whitbread PLC	3650	-10.00	3650	-10.00
	Ivv PLC	184.50	-5.00	Wolseley PLC	277.80	3.20	277.80	3.20
	Johnson Matthey PLC	3088	24.00	Worldgroup PLC	4480	-25.00	4480	-25.00
	Kingsfisher PLC	328.40	4.90	WPP PLC	1684	4.00	1684	4.00
	Land Securities Group PLC	1038	-11.00					

UK STOCK MARKET TRADING DATA						
	Jul 13	Jul 12	Jul 11	Jul 08	Jul 07	Yr Ago
1 SEAQ Bargains	4206.00	5137.00	4516.00	4516.00	4516.00	4565.00
2 Order Book Turnover (m)	189.20	75.44	84.59	84.49	84.49	81.91
3 Order Book Bargains	10599.76	10169.90	10673.90	10673.90	10673.90	110470.00
4 Order Book Shares Traded (m)	1738.00	167.00	155.00	155.00	155.00	176.00
5 Total Equity Turnover (€m)	3418.46	2388.34	2807.52	2807.52	2807.52	3162.89
6 Total Mkt Bargains	1194617.00	1186302.00	1164138.00	1164138.00	1164138.00	1186214.00
7 Total Shares Traded (m)	4315.00	4397.00	4636.00	3696.00	3696.00	3693.00

(c) Market closed.

(f) Excluding intra-market and overseas turnover. *UK only total at Spm. *€K plus intra-market turnover. (a) Unavailable.

26 All data provided by Morningstar unless otherwise noted. All elements listed are indicative and believed accurate at the time of publication. No offer is made by Morningstar or the FT. The FT does not warrant or guarantee that the information is reliable or complete. The FT does not accept responsibility and will not be

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Stock	Close					
Stock	code	price	+/-	High	Low	Max
MINI	Dorchester PLC	165.50	4.50	168.00	164.70	165.00
MINI	SAR	60.50	1.00	70.90	50.00	58.00
MINI	COM	201.40	2.60	212.60	206.00	212.00

Figures in £m. Earnings shown basic. Figures in light text are for corresponding period year earlier.
For more information on dividend payments visit www.ft.com/marketsdata


MARKET DATA

FT500: THE WORLD'S LARGEST COMPANIES

52 Week										52 Week										52 Week										52 Week									
Stock	Price	Day	Chg	High	Low	Yld	P/E	MCap m	Stock	Price	Day	Chg	High	Low	Yld	P/E	MCap m	Stock	Price	Day	Chg	High	Low	Yld	P/E	MCap m	Stock	Price	Day	Chg	High	Low	Yld	P/E	MCap m				
Australia (AS)																																							
ANZ	24.50	0.30	33.16	21.86	9.79	11.88	54714.54	1	Nokia	5.30	0.24	7.11	4.48	2.49	32.6	34341.14	1	At&T	42.61	0.20	43.89	30.97	41.10	19.71	26230.16	1	Lilly (E)	79.64	-0.03	92.85	67.88	2.37	39.90	87909.58					
BHPBillitn	20.58	0.65	27.46	14.06	9.47	28.60	50425.03	2	SampoA	37.60	-0.32	47.17	34.42	4.90	14.09	23329.35	2	AutogTech	94.98	0.17	95.73	64.29	1.98	32.47	42366.7	2	Lockheed	255.01	0.31	256.44	181.91	2.27	24.34	57763.56					
CmW&Au	74.89	0.39	88.88	69.79	6.84	16.86	97952.04	3	France (E)	53.12	0.91	68.50	48.07	2.13	19.27	49573.81	3	AvagoTech	158.54	0.05	166.00	100.00	1.00	10570.01	62705.52	3	Lovies	81.47	-1.48	83.95	67.50	1.24	30.12	7182.86					
CS	111.24	-1.31	117.61	67.11	1.26	31.36	36767.64	4	AirLiquide	67.40	-0.32	122.85	88.25	2.39	19.22	25914.78	4	BakerHugh	45.10	-0.72	61.70	37.58	1.39	81.3	19749.87	4	Lyndell	76.43	-1.03	101.49	69.10	3.75	8.70	32614.76					
NatAusd&B	25.34	0.23	34.90	23.62	10.53	11.64	51362.54	5	AXA	17.91	-0.26	26.02	16.11	4.65	9.36	48208.62	5	BankAm	13.39	-0.16	18.48	10.99	3.17	11.46	137489.59	5	MarathonPI	36.68	-0.86	60.38	29.24	3.03	10.95	19434.34					
Telstra	5.68	0.01	6.53	4.98	6.56	19.91	52976.95	6	BNPParib	41.50	-0.84	61.00	35.27	3.41	8.34	57432.64	6	Baxter	46.87	0.02	47.22	32.18	1.70	7.71	25884.55	6	MasterCard	90.10	0.10	101.76	74.61	0.71	29.50	97156.48					
Westfarms	40.54	-0.33	44.12	36.65	6.03	21.65	34828.88	7	ChristiandDr	150.50	0.30	195.35	133.75	1.87	20.07	30367.88	7	BBCT	35.67	-0.35	41.90	29.95	2.78	15.17	27907.46	7	McDonald's	122.28	0.10	131.96	87.50	2.56	31.89	107744.42					
Westports	29.52	0.14	35.15	27.57	3.83	14.88	23518.52	8	Enbridge	7.81	-0.12	14.48	6.79	4.23	7.43	24374.11	8	BerkHath	217.00	25.00	221.95	169.00	-	15.84	17526.48	8	Medtronic	188.06	-0.06	192.25	55.54	1.54	39.74	123265.86					
Woolworths	21.34	0.14	29.22	20.30	1.96	29.43	7098.25	9	Deere	64.72	-0.09	67.89	51.73	2.03	35.12	47153.46	9	CBS	57.49	-0.45	58.17	38.51	0.96	20.09	23876.36	9	Netflix	95.41	-0.56	133.27	79.95	-	38.46	40863.86					
Belgium (E)																																							
AntibNih&B	115.35	-0.60	124.20	89.73	2.74	28.79	205691.13	10	Engie SA	14.90	0.17	18.12	12.34	5.89	-8.53	40276.23	10	Boeing	125.74	-1.63	369.33	275.00	2.28	20.49	58116.08	10	Mettlde	40.41	-0.35	58.13	35.00	3.41	9.39	44297.12					
KBC Grp	43.17	-0.84	66.00	39.35	4.43	12.99	20038.11	11	Essar Intl	121.35	0.25	125.15	95.01	0.74	39.56	29398.44	11	Boeing	125.74	-1.63	369.33	275.00	2.28	20.49	58116.08	11	Microsoft	53.57	-0.38	56.85	39.72	2.30	43.22	412084.42					
Brazil (RS)																																							
Ambev	19.08	-0.22	20.46	15.99	2.37	20.09	91105.59	12	Hines Intl	349.80	-0.30	369.50	281.20	0.74	43.07	41003.06	12	Cardinal	97.48	0.25	76.99	51.82	1.89	38.36	122610.19	12	Mundelein	161.92	1.13	162.56	113.08	-	40.90	33563.33					
Bradesco	27.64	-0.20	32.00	16.27	3.21	10.67	23016.46	13	LMVH	139.25	-0.25	178.95	140.40	1.36	33.89	107963.33	13	CardinalHlth	82.06	0.29	92.10	58.03	73.25	1.74	21.31	26738.4	13	MorganStn	26.98	-0.39	41.04	21.16	2.05	12.86	52280.92				
Cielo	35.10	0.50	36.56	23.36	11.55	25.80	24141.57	14	NimblexSFR	20.29	-0.52	52.95	20.14	-	-	283.98	14	Caterpillar	74.34	-0.46	84.99	56.36	34.99	44.69	46328.36	14	Novartis	59.53	0.26	236.86	148.29	0.50	21.82	44861.29					
ItaUnifH&F	27.25	0.32	30.40	21.49	2.29	7.42	25242.62	15	Orange	14.40	-0.14	16.98	12.27	3.66	21.87	40360.18	15	CBS	57.49	-0.45	58.17	38.51	0.96	20.09	23876.36	15	Paycom	108.12	-0.59	118.27	82.93	1.23	22.70	12265.46					
Petrobras	12.72	-0.57	13.97	5.67	-	-	18.9729.58	16	Pendulac	72.48	-0.04	100.70	28.10	1.59	31.40	25914.78	16	Colgate	58.47	0.07	140.72	92.84	-	54.18	79427.64	16	Merck	59.58	-0.02	60.07	45.69	2.81	39.74	164918.95					
Vale	17.33	-0.36	22.19	8.80	5.24	-	40.8597.72	17	Renault	73.54	-0.55	98.14	59.59	2.27	8.14	24147.16	17	Chesapeake	26.32	-0.44	35.72	21.51	0.84	25.95	34786.91	17	NikeErat	127.56	-0.22	131.98	93.74	2.29	23.17	58862.05					
Canada (TSX)																																							
BCE	62.56	0.02	62.75	51.56	3.89	21.42	41899.29	18	Safarim	61.94	-0.27	72.45	48.79	1.76	69.20	26861.14	18	ConocoPhill	103.43	-1.02	241.48	156.13	-	-	6805	64201.07	18	NorfolkS	87.10	-0.62	98.75	64.51	2.47	17.1	25965.78				
BKMontri	83.83	-0.05	84.55	64.01	2.70	13.48	41610.33	19	Sanofi	79.35	1.34	101.10	62.50	3.29	25.91	108514.07	19	Novartis	59.53	0.26	76.99	51.82	1.89	38.36	122610.19	19	Northrop	271.02	0.65	223.80	152.31	1.33	21.83	39901.46					
BKv&v	64.74	0.12	67.40	51.17	4.05	12.45	59980.01	20	SanGbn	35.84	-0.15	44.84	31.4	1.52	61.07	22079.01	20	Novartis	59.53	0.26	92.10	58.03	73.25	1.74	21.31	26738.4													
Brown&B	178.29	0.35	212.06	140.02	0.72	9.39	28563.66	21	SocGen	29.28	-0.51	47.40	35.27	25.08	6.82	26253.01	21	Carnival	46.64	0.04	55.77	40.52	2.34	20.67	25701.1														
Canim&P	98.46	-0.24	104.60	82.19	3.82	11.54	28563.66	22	Total	43.50	-0.44	47.40	35.27	5.80	61.44	120901.29	22	Caterpillar	74.34	-0.46	84.99	56.36	34.99	44.69	46328.36														
CanNatrs	40.69	-0.27	41.52	21.27	2.09	9.97	34471.77	23	UnibailR	231.30	0.55	257.85	212.56	3.34	11.33	25452.55	23	Novartis	59.53	0.26	92.10	58.03	73.25	1.74	21.31	26738.4													
CanNatHy	49.87	-0.72	49.81	26.12	1.02	33.73	37253.45	24	DeutscheB	25.46	-0.20	29.10	24.62	29.10																									
CanNatFny	70.49	-0.27	81.92	66.62	1.52	20.99	105.38	25	Enbridge	66.03	-0.33	74.19	53.14	2.19	10.87	24471.14	25	Boeing	125.74	-1.63	369.33	275.00	2.28	20.49	58116.08														
CanNatFny	70.49	-0.27	81.92	66.62	1.52	20.99	105.38	25	Enbridge	66.03	-0.33	74.19	53.14	2.19	10.87	24471.14	25	Boeing	125.74	-1.63	369.33	275.00	2.28	20.49	58116.08														
CanNatFny	70.49	-0.27	81.92	66.62	1.52	20.99	105.38	25	Enbridge	66.03	-0.33	74.19	53.14	2.19	10.87	24471.14	25	Boeing	125.74	-1.63	369.33	275.00	2.28	20.49	58116.08														
CanNatFny	70.49	-0.27	81.92	66.62	1.52	20.99	105.38	25	Enbridge	66.03	-0.33	74.19	53.14	2.19	10.87	24471.14	25	Boeing	125.74	-1.63	369.33	275.00	2.28	20.49	58116.08														
CanNatFny	70.49	-0.27	81.92	66.62	1.52	20.99	105.38	25	Enbridge	66.03	-0.33	74.19	53.14	2.19	10.87	24471.14	25	Boeing	125.74	-1.63	369.33	275.00	2.28	20.49	58116.08														
CanNatFny	70.49	-0.27	81.92	66.62	1.52	20.99	105.38	25	Enbridge	66.03	-0.33	74.19	53.14	2.19	10.87	24471.14	25	Boeing	125.74	-1.63	369.33	275.00	2.28	20.49	58116.08														
CanNatFny	70.49	-0.27	81.92	66.62	1.52	20.99	105.38	25	Enbridge	66.03	-0.33	74.19	53.14	2.19	10.87	24471.14	25	Boeing	125.74	-1.63	369.33	275.00	2.28	20.49	58116.08														
CanNatFny	70.49	-0.27	81.92	66.62	1.52	20.99	105.38	25	Enbridge	66.03	-0.33	74.19	53.14	2.19	10.87	24471.14	25	Boeing	125.74	-1.63	369.33	275.00	2.28	20.49	58116.08														
CanNatFny	70.49	-0.27	81.92	66.62	1.52	20.99	105.38	25	Enbridge	66.03	-0.33	74.19	53.14	2.19	10.87	24471.14	25	Boeing	125.74	-1.63	369.33	275.00	2.28	20.49	58116.08														
CanNatFny	70.49	-0.27	81.92	66.62	1.52	20.99	105.38	25	Enbridge	66.03	-0.33	74.19	53.14	2.19	10.87	24471.14	25	Boeing	125.74	-1.63	369.33	275.00	2.28	20.49	58116.08														
CanNatFny	70.49	-0.27	81.92	66.62	1.52	20.99	105.38	25	Enbridge	66.03	-0.33	74.19	53.14	2.19	10.87	24471.14	25	Boeing	125.74	-1.63	369.33	275.00	2.28	20.49	58116.08														
CanNatFny	70.49	-0.27	81.92	66.62	1.52	20.99	105.38	25	Enbridge	66.03	-0.33	74.19	53.14	2.19	10.87	24471.14	25	Boeing	125.74	-1.63	369.33	275.00	2.28	20.49	58116.08														
CanNatFny	70.49	-0.27	81.92	66.62	1.52	20.99	105.38	25	Enbridge	66.03	-0.33	74.19	53.14	2.19	10.87	24471.14	25	Boeing	125.74	-1.63	369.33	275.00	2.28	20.49	58116.08														
CanNatFny	70.49	-0.27	81.92	66.62	1.52	20.99	105.38	25	Enbridge	66.03	-0.33	74.19	53.14	2.19	10.87	24471.14	25	Boeing	125.74	-1.63	369.33	275.00	2.28	20.49	58116.08														
CanNatFny	70.49	-0.27	81.92	66.62	1.52	20.99	105.38	25	Enbridge	66.03	-0.33	74.19	53.14	2.19	10.87	24471.14	25	Boeing	125.74	-1.63	369.33	275.00	2.28	20.49	58116.08														
CanNatFny	70.49																																						

MANAGED FUNDS SERVICE

	Bid	Offer	D +/-	Yield	Fund	Bid	Offer	D +/-	Yield	Fund	Bid	Offer	D +/-	Yield	Fund	Bid	Offer	D +/-	Yield	Fund	Bid	Offer	D +/-	Yield	Fund	Bid	Offer	D +/-	Yield																			
ACPI Global UCITS Funds Plc <i>www.acpihard.com</i>																																																
Regulated																																																
ACPI Emerging Mkts R UCITS Fund USD A					€ 119.47	-	0.45	0.00		BLME Asset Management <i>BLME Sharia's Umbrella Fund SICAV SIF</i> Regulated					Income Fund - Share Class A Acc					€ 1140.98	-	0.31	0.00		ENISDO Partners AG <i>Chanderstrasse 34, Postfach CH-8022 Zurich Tel: +41 (0)044 286 17 17 www.eniso-partners.com</i>					Other International Funds																		
ACPI Global Credit UCITS Funds USD A					€ 14.55	-	0.04	0.00		Income Fund - Share Class G Acc					€ 1083.63	-	0.28	0.00		ENISDO Forte CH SMII Expanded					SH 146.17	-	0.97	0.00		Frontier Capital (Bermuda) Limited Other International					Commercial Property-GBP Class					€ 71.42	-	0.53	-					
ACPI Global Fixed Income UCITS Fund USD A					€ 158.01	-	0.00	0.00		GI Sukuk Fund - Share Class A Acc					€ 1263.64	-	0.58	0.00		ENISDO Forte E					€ 108.92	113.28	2.24	-		GYS Investment Management Ltd Regulated					Taurus Emerging Fund Ltd					€ 187.82	191.85	3.47	0.00					
D ACPI India Fixed Income UCITS Fund USD A					€ 10.37	-	0.02	0.00		GI Sukuk Fund - Share class B Acc					€ 1130.04	1130.04	0.60	0.00		ENISDO Forte G (CHF)					SH 134.53	-	2.36	0.54		Generali Worldwide <i>PO Box 613 General House, Hotel Street, St Peter Port, Guernsey, D1 4PA 0131 711018</i>					International Insurances					Commercial Property-GBP Class					€ 71.42	-	0.53	-
ACPI India Fixed Income UCITS Fund USD A3					€ 88.50	-	0.22	0.00		Bank of America Cap Mgmt (Ireland) Ltd Regulated					Credinvest SICAV Money Market Eur					€ 11.21	-	0.00	0.00		Credinvest SICAV Money Market Ltd A					€ 10.07	-	0.00	0.00		Credinvest SICAV Fixed Income Eur					€ 10.82	-	0.01	0.00					
ACPI International Bond UCITS Fund USD A					€ 18.76	-	-0.03	0.00		Global Liquidity USD					€ 1.00	-	0.00	0.61		Credinvest SICAV Fixed Income Ltd A					€ 10.82	-	0.01	0.00		Credinvest SICAV Fixed Income Ltd A					€ 10.82	-	0.01	0.00		Credinvest SICAV Fixed Income Ltd A					€ 10.82	-	0.01	0.00
Barclays Investment Funds (CI) Ltd <i>39/41 Broad Street, St Helier, Jersey, J2 2BP Channel Islands 01534 817000</i>																																																
FCA Recognised																																																
Bond Funds																																																
Sterling Bond F					€ 0.49	-	0.00	3.07		Barclays Investment Funds (CI) Ltd FCA Recognised					Credinvest SICAV International Value					€ 234.98	-	2.04	0.00		Credinvest SICAV Big Cap Value					€ 15.14	-	0.26	0.00		Credinvest SICAV US American Value					€ 18.84	-	0.05	0.00					
-					-	-	-	-		Barclays Investment Funds (CI) Ltd FCA Recognised					Credinvest SICAV Sustainability					€ 15.22	-	0.13	0.00		Credinvest SICAV Sustainability					€ 15.22	-	0.13	0.00		Credinvest SICAV Sustainability					€ 15.22	-	0.13	0.00					
-					-	-	-	-		Barclays Investment Funds (CI) Ltd FCA Recognised					Credinvest SICAV Sustainability					€ 15.22	-	0.13	0.00		Credinvest SICAV Sustainability					€ 15.22	-	0.13	0.00		Credinvest SICAV Sustainability					€ 15.22	-	0.13	0.00					
-					-	-	-	-		Barclays Investment Funds (CI) Ltd FCA Recognised					Credinvest SICAV Sustainability					€ 15.22	-	0.13	0.00		Credinvest SICAV Sustainability					€ 15.22	-	0.13	0.00		Credinvest SICAV Sustainability					€ 15.22	-	0.13	0.00					
-					-	-	-	-		Barclays Investment Funds (CI) Ltd FCA Recognised					Credinvest SICAV Sustainability					€ 15.22	-	0.13	0.00		Credinvest SICAV Sustainability					€ 15.22	-	0.13	0.00		Credinvest SICAV Sustainability					€ 15.22	-	0.13	0.00					
-					-	-	-	-		Barclays Investment Funds (CI) Ltd FCA Recognised					Credinvest SICAV Sustainability					€ 15.22	-	0.13	0.00		Credinvest SICAV Sustainability					€ 15.22	-	0.13	0.00		Credinvest SICAV Sustainability					€ 15.22	-	0.13	0.00					
-					-	-	-	-		Barclays Investment Funds (CI) Ltd FCA Recognised					Credinvest SICAV Sustainability					€ 15.22	-	0.13	0.00		Credinvest SICAV Sustainability					€ 15.22	-	0.13	0.00		Credinvest SICAV Sustainability					€ 15.22	-	0.13	0.00					
-					-	-	-	-		Barclays Investment Funds (CI) Ltd FCA Recognised					Credinvest SICAV Sustainability					€ 15.22	-	0.13	0.00		Credinvest SICAV Sustainability					€ 15.22	-	0.13	0.00		Credinvest SICAV Sustainability					€ 15.22	-	0.13	0.00					
-					-	-	-	-		Barclays Investment Funds (CI) Ltd FCA Recognised					Credinvest SICAV Sustainability					€ 15.22	-	0.13	0.00		Credinvest SICAV Sustainability					€ 15.22	-	0.13	0.00		Credinvest SICAV Sustainability					€ 15.22	-	0.13	0.00					
-					-	-	-	-		Barclays Investment Funds (CI) Ltd FCA Recognised					Credinvest SICAV Sustainability					€ 15.22	-	0.13	0.00		Credinvest SICAV Sustainability					€ 15.22	-	0.13	0.00		Credinvest SICAV Sustainability					€ 15.22	-	0.13	0.00					
-					-	-	-	-		Barclays Investment Funds (CI) Ltd FCA Recognised					Credinvest SICAV Sustainability					€ 15.22	-	0.13	0.00		Credinvest SICAV Sustainability					€ 15.22	-	0.13	0.00		Credinvest SICAV Sustainability					€ 15.22	-	0.13	0.00					
-					-	-	-	-		Barclays Investment Funds (CI) Ltd FCA Recognised					Credinvest SICAV Sustainability					€ 15.22	-	0.13	0.00		Credinvest SICAV Sustainability					€ 15.22	-	0.13	0.00		Credinvest SICAV Sustainability					€ 15.22	-	0.13	0.00					
-					-	-	-	-		Barclays Investment Funds (CI) Ltd FCA Recognised					Credinvest SICAV Sustainability					€ 15.22	-	0.13	0.00		Credinvest SICAV Sustainability					€ 15.22	-	0.13	0.00		Credinvest SICAV Sustainability					€ 15.22	-	0.13	0.00					
-					-	-	-	-		Barclays Investment Funds (CI) Ltd FCA Recognised					Credinvest SICAV Sustainability					€ 15.22	-	0.13	0.00		Credinvest SICAV Sustainability					€ 15.22	-	0.13	0.00		Credinvest SICAV Sustainability					€ 15.22	-	0.13	0.00					
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MARKETS & INVESTING

INSIGHT

Martin Gilbert



May needs to quieten the Brexit squall to chart a safe course

Much has happened since the UK referendum. Politicians have come and gone, and we have a new prime minister. Markets have whipsawed. All of this has led to a whiff of panic. It is a time for a bit of calm and for politicians to chart a safe course for the country.

Some have made dire predictions about the country's borrowing costs. Standard & Poor's, a rating agency, has downgraded the UK's credit rating. They forget that Moody's already downgraded the UK three years ago. Only two of the world's largest bond markets (the US and Germany) are AAA rated. The downgrades make very little difference to the economy.

Others point to Brexit as the cause for big banks to shift jobs from the City of London. The reality is that banks are simply trying to manage costs and have been for years. Low interest rates have hit profitability and new regulations are costing them a lot of money. One of the largest banks has seen costs reach more than £2bn a year.

Any prudent bank chief executive would be looking at costs regardless of Brexit. But that does not mean Armageddon for the UK's financial services industry. HSBC announced it was relocating its UK retail operations and 1,000 jobs to Birmingham to save costs. That is good for the country as a whole. But both Barclays and HSBC have recently reasserted London's pre-eminence as the centre of the financial world.

The level of the FTSE 100 and FTSE 250 have been widely, and often erroneously, cited as solid evidence of how the economy is faring. The FTSE 100 is up since the referendum and is not a bellwether for the economy. The FTSE 250 is down 10 per cent. It is considered a better barometer of the UK's economic health. But there are reams of academic evidence that debunk the idea that there is a correlation between equity indices and economic growth.

Sterling is down 12 per cent against the dollar. But it has been overvalued versus other currencies for some time. The record current deficit of around 7 per cent of GDP is testament to this.

The suspension of trading of a number of open-ended property funds has led to comparisons with the collapse of Lehman Brothers, which triggered a similar suspension of trading. But the trigger for suspensions then was banks cutting off financing to the commercial property sector.

That hasn't happened. Rather, a rush of investors wanting to take their money out of these funds has made it impossible to accurately value the properties in the portfolio. Once one closes, it usually has a domino effect on the others.

Moreover, the world economy is very different to when Lehman collapsed. Reform of the banking sector has been extensive. These institutions have to hold much more, and better quality, capital than was previously the case.

They can deploy that capital if the economy does sour but the fact they have it in the first place makes the economy more resilient. Central banks now test balance sheets for stresses, and ones much greater than they currently face.

The Bank of England has been impressively proactive since the referendum. It is being so for good reason. Brexit will hurt the economy in the short term. The danger now is that businesses stop investing and consumers stop spending.

Investment and spending are the fuel in the economy and without it the machine will grind to a halt. Some of it will probably be put off but how much, and for how long, will largely depend on what politicians do next.

Hopefully things will calm sooner rather than later. It is positive that we have a new prime minister. Markets abhor a vacuum and that particular one is now fixed. Businesses need to keep investing for the long term and consumers need to keep spending within their means.

The UK remains a member of the EU for the time being and companies continue to benefit from being able to trade within a free market. Workers and consumers continue to be afforded the same protections as before the vote. The most important thing that we can all do right now is to try to look through the noise.

Martin Gilbert is chief executive of Aberdeen Asset Management

Commodities

Oil traders face Yahoo messaging blow

Alternative platforms start to woo users as Messenger service redesign beckons

GREGORY MEYER — NEW YORK

An unsettled oil market is grappling with a new challenge: the retreat of Yahoo's smiley-faced instant message service.

Yahoo Messenger has long been oil traders' favourite tool for blasting out orders and gossip. But on August 5, Yahoo will change the service in ways that inhibit the monitoring of chats as required by financial rules. Other message platforms are now wooing traders searching for compliant alternatives.

"It's a land grab," said Morgan Downey, a former oil trader who is chief executive of Money.net, a financial

information company. "Chat is like oxygen flowing through Wall Street. If you are able to capture that information flow, it's very difficult to undo."

The financial world uses a hodge-podge of messaging tools such as Instant Bloomberg and the bank-backed Symphony. Yahoo Messenger, with its jangling chimes and grinning emoticons, debuted in 1998 and quickly caught on with oil traders.

The redesigned version will allow users to "unsend" messages, which troubles energy compliance officers. The London Energy Brokers' Association said the new Messenger "encrypts all communications such that firms are unable to record this media in a straightforward manner", adding that its members were "reviewing specialised third-party solutions".

Companies waiting in the wings

include Intercontinental Exchange, the owner of London's oil futures bourse. ICE said users on its instant-messaging platform had increased 30 per cent this year to more than 11,000. The oil-trading division of Glencore, the Swiss-based commodities company, recently selected the service, ICE said.

CME Group, which also runs an oil exchange, and Thomson Reuters plan to announce they have agreed to connect their two messaging networks to allow traders on each to communicate with one another, the companies said.

They identified a "surge" in new messaging account registrations in June as traders prepared for Yahoo's switch.

ICIS, a market research group, surveyed 58 energy trading companies and found they leaned towards the ICE platform for oil and Thomson Reuters' Eikon Messenger for European power

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and gas. But as August 5 approaches, which service wins is an open question.

Yahoo links banks, brokers, producers, consumers and others in the oil market. Victoria Attwood Scott, global head of compliance at Swiss-based energy trader Mercuria, said: "At the moment it's not clear what is going to be the best system to enable communication with all those different parties. Anything we use needs to be surveillable and recordable."

Yahoo, now exploring a sale of its core business as part of a separation from its \$29bn stake in ecommerce group Alibaba, said oil traders were a small fraction of Messenger users. It may yet survive in the oil market. GreenKey, a technology company, has developed a computer "skin" that wraps around Yahoo and similar platforms and removes the ability to delete messages.

Analysis. Commodities

Potash producers wait for China contract

Volumes suffer in absence of benchmark-setting agreement not missed since 2009

EMIKO TERAZONO

"Good things come to those who wait" goes the saying, but leading members of the potash sector are hoping it comes true as they hang on for the annual potash contract with Chinese buyers.

So far, things have been anything but. The absence this year of a yearly contract with China, the world's largest potash buyer, has depressed demand and sales volumes for producers as the agreement acts as a price benchmark for the whole market.

Uralkali, the Russian potash producer, last month pointed to the absence of a supply contract with China as a factor behind the "cautiousness among customers who took a wait-and-see approach, delaying purchases".

Before that, Canada's PotashCorp had blamed the "deferral of new contracts in China" for cautious buying in other regions.

The potash contract between China and the large suppliers — which include Belaruskali, Uralkali and Canpotex, the legal North American export cartel comprising of PotashCorp, Mosaic and Agrium — is normally followed by an annual agreement with India.

Other international contracts and sales, including spot agreements, would then have followed.

With last year's contract with China only signed in April, and Chinese buyers subsequently having stocked up with inventories, suppliers had not expected an agreement earlier in 2016. But neither had they expected talks to drag on.

The leading producers had moved about 1m tonnes in total into bonded warehouses, in preparation for an agreement earlier this year, according to Paul Burnside at CRU. But a contract at the International Fertiliser Association's annual conference in May failed to materialise, depressing sentiment. With this year's crop plantings almost over, farmers in the northern hemisphere only need supplies for an autumn application of fertiliser.

"If [there isn't an agreement] soon you've got to wonder if there will be anything at all this year," says Mr Burnside, although he still thinks that a contract could be signed this month or in August.

An absence of an agreement would be the first since 2009, when the Chinese and suppliers failed to come to an agree-



The mining operation of Uralkali, the Russian potash producer, which says the lack of a contract with China for the fertiliser is creating 'cautiousness among customers'

Andrey Rudakov/Bloomberg

ment after prices surged to almost \$1,000 a tonne in 2008. The next contract was not signed until December 2009 for shipments in 2010.

Unable to wait further for a China agreement, India signed its annual contract with Belaruskali last month at \$227 a tonne. Israel Chemicals this week followed suit, agreeing to sell potash to India at the same price. Potash buyers and investors are now watching to see how Uralkali and Canpotex react.

The delay in the China contract agreement comes after a tough few years for the fertiliser industry. Oversupply of potash, as well as tumbling grain and oilseed prices due to bumper crops, have depressed prices.

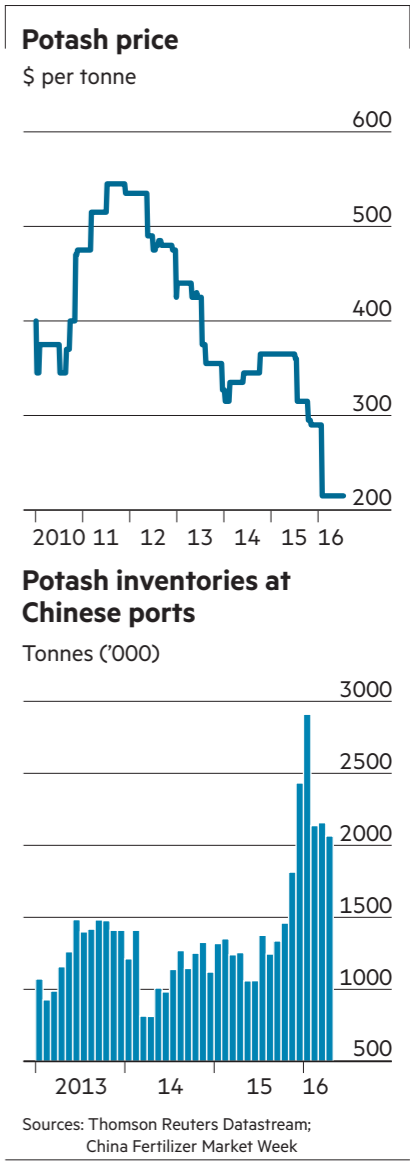
This year's Indian contract price is a third lower than 2015's, while spot prices have fallen about 40 per cent over the past year. With the 2015 Indian price \$17 higher than that of China, analysts view a possible level at about \$210 a tonne for a contract with the country's

state-owned entities if it happens.

Chinese negotiators have been calling for a price well below \$200 a tonne. "[A price of] \$150 was their first proposal, which was rejected by Uralkali," says Vladislav Lyan, head of Uralkali's trading arm.

But the spot market is unlikely to fall much further from current levels close to \$220 a tonne, say analysts. Mr Lyan says demand in the Brazilian and Indian market "is getting better" while analysts also expect US farmers to increase fertiliser applications. "There is stability in the spot market so I struggle to see China going much lower," says Jeremy Redenius, at Bernstein.

Another factor weighing on potash prices has been increased competition among producers. In the past, the large suppliers have adhered to orderly agreements with buyers and have not pursued market share by offering lower prices. But the break-up in 2013 of BPC — the export cartel between Uralkali and Bela-



ruskali — heralded a new era for the potash market, with large and smaller suppliers fighting for market share.

Oliver Hatfield, at consultants Integer, says: "It's becoming a very competitive market. In the past big producers have been reasonably disciplined but it's getting harder."

Amid lingering concerns about the China agreement and worries about the potash price, recent reports about talks between Belaruskali and Uralkali to revive the export cartel has raised hopes of possible higher prices.

Uralkali's leading investors have been backing a reunion for a few years, but some analysts think there is little practical benefit for the Belarusians, who have now created their own export distribution network.

The news is linked to investors' ambitions to sell their stake in Uralkali, believes Ben Isaacson at Scotiabank. He says a move will depend on Belarus president Alexander Lukashenko.

Capital markets

Japan's BTMU resigns from bond dealer role

LEO LEWIS — TOKYO

Bank of Tokyo-Mitsubishi UFJ has formally resigned from the rarefied club of primary underwriters of Japanese government bonds as yields on nearly 80 per cent of the market turn negative and traders brace themselves for further rate cuts by the central bank.

The move by Japan's biggest financial group, interpreted as a protest against the negative interest rate policy (NIRP) imposed by the Bank of Japan in February, comes as bond traders describe a "non-functioning market" dominated by huge central bank purchases and drained of meaningful liquidity.

Underpinning the past three-and-a-half years of Abenomics has been the BoJ's effort to haul Japan from decades of deflation — a goal that has prompted it to undertake unprecedented pur-

chases of Japanese government bonds (JGBs). The BoJ is committed to buying more than \$1tn worth of JGBs this year, meaning it will absorb almost all bonds newly issued by the Ministry of Finance.

BTMU's decision has prompted concern among remaining primary dealers, whose number will still include the Mitsubishi UFJ Morgan Stanley Securities unit of the wider MUFG group — that the removal of a significant player could worsen the liquidity situation and raise volatility.

BTMU said yesterday it would leave the 22-strong group of primary dealers tomorrow, quitting a cabal established by the government in 2004, and gives members the opportunity to discuss the state of the market with the Ministry of Finance before auctions of new JGBs.

In return for that access, each member is required to bid on a share of about

5 per cent of bonds being issued at each sale — an increasingly onerous obligation as JGBs have fallen deeper into negative yields.

Japan's banks have all been hit by NIRP and share prices have tumbled across the sector.

Yesterday, yields on the two-year JGB fell to a record low, while the benchmark 10-year note remains only a shade above its nadir of minus 0.389 per cent.

Last week, the 20-year JGB yield briefly touched zero.

Kazuto Uchida, the head of BTMU, denied the pullout had anything to do with NIRP, saying the decision had been under consideration from before the BoJ's policy was announced.

A spokesman for MUFG said the decision was part of an effort to reorganise the sales and trading businesses of the group's different units.

Currencies

Malaysian ringgit slips after rate cut surprise

ROGER BLITZ

Malaysia's currency fell in response to the country's central bank announcing a surprise rate cut, its first in seven years, raising the prospect of currency wars breaking out among Asian countries to boost growth.

Bank Negara Malaysia caught economists off guard, nearly all of whom expected no change in its benchmark overnight rate, by paring it back 25 basis points to 3 per cent.

Asian currencies are among those in emerging markets that have felt the Brexit effect and the risk-averse mood in market sentiment on several occasions since the UK voted to leave the EU.

The ringgit initially fell 0.8 per cent to Rm4 to the dollar, although much of that loss was later retrieved. But Commerzbank is predicting the ringgit will

fall 6 per cent to Rm4.25 by the end of the year. After dropping 19 per cent in 2015, the currency is 7 per cent higher this year — a performance outranked only in Asia by the Japanese yen, as Federal Reserve rate expectations cooled and commodity prices recovered.

The ringgit is well above its year low of Rm4.39 in January, and its high point came in April when it hit Rm3.84.

Despite running a robust economy, the central bank is worried about slowing growth in important countries, the knock-on effects of Brexit and increasing market volatility.

Malaysia's economy is easing back after achieving 6 per cent growth in 2014 and 5 per cent last year. Gross domestic product was 4.2 per cent higher in the first quarter year-on-year, and the 2016 forecast is 4 per cent. Citigroup said it expected second-quarter

GDP may be weaker than the central bank has forecast. Anticipating further cuts, Citigroup said the surprise cut "highlights dangers of overreliance on explicit forward guidance, and may hint at a more aggressive policy reaction".

The cut also showed that the BNM was not averse to ringgit weakness, "especially if it further eases monetary conditions". Along with needing to rebuild its reserves, the desire for stimulus shifted the likelihood of further ringgit weakness, Citigroup said.

According to Commerzbank, there were no compelling reasons for the rate cut. Malaysia was performing better than Korea, Taiwan, Singapore and Hong Kong, while there were few signs of deflation, said analyst Charlie Lay.

The BNM was "exercising its option to provide additional stimulus to the economy", Mr Lay added.

MARKETS & INVESTING

TRADING POST

Jamie Chisholm

“We’re gonna need a bigger tub of grease,” may have been Mark Carney’s instruction to the Bank of England’s facilities department as he considers moving the central bank’s rusty interest rate lever.

It has been seven years since the Old Lady of Threadneedle Street adjusted main borrowing costs.

Now, futures markets are suggesting, according to Bloomberg calculations, an 83 per cent probability that governor Carney and colleagues will cut interest rates by 25 basis points to a record low of 0.25 per cent at today’s policy meeting. With that degree of certainty, it could be argued that the rate cut is pretty much priced in. At least in theory.

Many analysts are less sure of what to expect. No cut with dovish talk? Perhaps a small cut and a stress that the BoE will then pause to see how things develop?

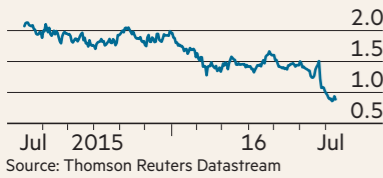
Maybe even a 50bp cut and more quantitative easing, including renewed buying of corporate bonds?

For currency traders, the question will be whether the market treats any easing as another reason to punish sterling or sees the BoE’s action as a positive approach that ultimately supports the pound. If the move is at the more dovish end of the spectrum, then it is bonds and fixed-income proxies — such as shares in Reits and utilities — that will also feel the force.

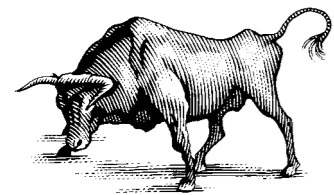
TD Securities reckons a 25bp cut with suggestions of more to follow will take 10-year gilt yields to 0.65 per cent. A base rate of zero would push the benchmark to 0.50 per cent.

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UK 10-year gilt yield



Source: Thomson Reuters Datastream



Wall Street

Juno Therapeutics soars after suspension of cancer drug trial is lifted

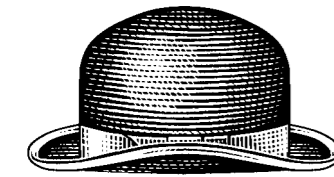
Mamta Badkar

Juno Therapeutics shares surged yesterday after a suspension of its experimental cancer treatment trial was lifted by the US Food and Drug Administration.

Last week, the FDA ordered the Seattle-based company to halt the Phase II clinical trial of its drug, JCAR015, after two patient deaths.

But Juno said late on Tuesday that the FDA removed the clinical hold on the trial in adult patients with a type of blood cancer known as acute lymphoblastic leukaemia (ALL) and revised the protocol for the treatment.

The news sent shares in Juno higher by 20 per cent to \$33.19 and trimmed its year-to-date losses to 26 per cent.



London

GKN takes a dive as Airbus scales back production targets

Bryce Elder

Engineer **GKN** led the London market lower yesterday after big customer Airbus trimmed production targets.

Airbus warned overnight that it would deliver just 12 A380 superjumbo jets by 2018, down from 27 last year.

GKN and its recently acquired Fokker Technologies division supply parts for the A380 that have a value estimated by analysts at about \$8m per aircraft.

Global overview

‘Risk-on’ mood reverses as equity rallies falter and bond yields fall

Sterling retreats ahead of BoE policy meeting, while US and European stocks come off the boil with energy leading fallers

DAVE SHELLOCK

Wall Street’s record-setting post-Brexit vote rally showed signs of fatigue as energy stocks were undermined by sliding oil prices and uncertainty began to set in about the second-quarter corporate earnings season.

The reversal of the “risk-on” mood of recent days was highlighted by gains for the yen, gold and “core” government bonds — which pushed yields back towards record lows.

Sterling gave back some of the previous session’s strong gains as participants awaited the outcome of today’s Bank of England policy meeting.

But the underlying mood remained broadly constructive amid fading Brexit concerns and tentative optimism about the outlook for the global economy and the prospect of continued policy accommodation from the world’s central banks.

“Brexit has been shown to not be a global systemic event, even if its impact on the UK, the eurozone financial sector and long-term EU political trends may well prove profound,” said Alan Ruskin, strategist at Deutsche Bank.

“The latest smoothed non-farm payrolls data suggest US economic growth is on a solid footing. This comes in tandem with swings in Federal Reserve communications that have made it more difficult for the central bank to respond with a near-term rate hike in the face of better data and much ‘healthier’ financial markets.”

The BoE, meanwhile, is widely expected to announce a cut in interest rates after its meeting in response to the



Brexit countdown, divorce and beyond: FT.com/video

FT Brussels bureau chief Alex Barker explains the complex stages of the Brexit divorce and the UK’s future with Europe

risks posed by Brexit. But a rate cut is by no means a “done deal”.

“We favour a steady rates outcome,” said Rabobank. “In view of the substantial easing of monetary conditions that has already stemmed from the plunge in sterling and from the drop in interest rates across the curve, we see risk that the Monetary Policy Committee may decide to keep its powder dry.”

The pound was down 0.5 per cent on the day against the dollar at \$1.3176, after earlier pushing above the \$1.33 level. A week ago, sterling/dollar touched \$1.2796.

Bank of Japan policy also remained in the spotlight amid reports that former Fed chairman Ben Bernanke had met

with Shinzo Abe, the country’s prime minister, and BoJ governor Haruhiko Kuroda. This heightened expectations for further aggressive action from the authorities.

Such expectations helped trigger a sharp slide for the yen earlier this week, although the **currency** recovered some of its poise yesterday.

The dollar was down 0.5 per cent against the yen at ¥104.13, after climbing some 4 per cent since Monday.

But Hans Redeker, head of global FX strategy at Morgan Stanley, argued that the trend towards a higher yen would remain intact unless Japan radically changed its monetary policy to boost inflation expectations.

among the S&P’s 10 major sectors as an unexpected build in inventories of US gasoline pushed crude prices lower.

Chesapeake Energy shares dived 6 per cent to \$4.32 — the biggest faller on the S&P 500 energy sector index. Meanwhile, **Hess** shares fell 4 per cent to \$57.85, **ConocoPhillips** shares dropped 3 per cent to \$42.4 and **Halliburton** shares slid 2.5 per cent to \$44.80.

Elsewhere, shares in **Darden Restaurants** fell 1 per cent to \$62.33 after analysts at Wells Fargo downgraded the company to “market perform” from “outperform”.

The downgrade was driven by a deterioration in same-store sales falls and the company’s plans to reinvest its cost savings, marking “a departure from FY16 when cost savings were dropped to the bottom line driving a five-quarter run of approximately 20 per cent EPS upside”, Jeff Farmer, an analyst at Wells Fargo, said.

Elsewhere, shares in **Host Hotels & Resorts** fell more than 4 per cent to \$16.42, after analysts at JPMorgan downgraded the stock to “underweight” from “neutral” and lowered their price target by one dollar to \$15.

The cut was motivated in part by the company’s “high exposure to urban and gateway markets (specifically New York City), and therefore adverse supply growth, Airbnb and US dollar impact”, said Joseph Greff, an analyst at JPMorgan.

premiums for basic policyholders aged 40 and above, a 20 per cent cost-of-treatment charge at local private hospitals, and a reduction in the number of private IVF treatments available annually from three to one.

Jefferies saw the IVF limits as “not too onerous” for NMC’s business while Deutsche Bank called the overall impact “marginal”.

Estate agent **Foxtons** advanced 2.2 per cent to 130p after UBS started coverage with “buy” advice and a 170p target.

The current price implies Foxtons’ commission fees will halve from 2017, even though its high fees should make it less vulnerable to competition from online franchisee operators such as **Purplebricks**, UBS said.

It put a “sell” rating on Purplebricks, which faded 3.3 per cent to 124.5p.

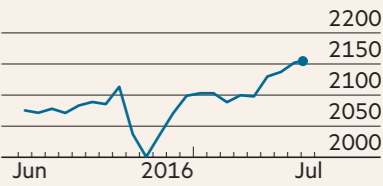
Purplebricks’ self-employed agents “need to sell three times as many properties as an average estate agent branch sells in order to achieve claimed salary levels, and a typical branch would have at least four employees”, said UBS.

“This translates to our assumption of rising prices at Purplebricks, likely requiring rising marketing spending to maintain the brand position.”

Markets update

S&P 500 index

Change on day ▼ 0.03%

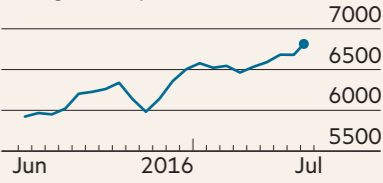


US equities

Hefty falls for energy stocks helped drag the S&P 500 down from Tuesday’s record closing high, as Wall Street’s focus increasingly turned to the corporate earnings season

FTSE 100 index

Change on day ▼ 0.15%

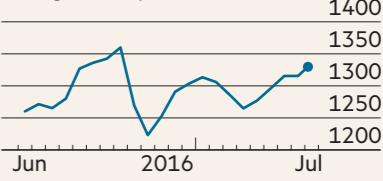


UK equities

Housebuilding stocks gave back some of their recent gains as the FTSE 100 eased back from an 11-month high ahead of today’s Bank of England policy meeting

Eurofirst 300 index

Change on day ▼ 0.31%

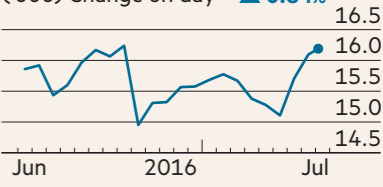


European equities

A four-session run of gains for the Eurofirst 300 index came to a halt as energy stocks retreated in tandem with a sharp slide for crude oil prices

Nikkei 225 index

(’000) Change on day ▲ 0.84%



Japanese equities

The Nikkei touched a one-month intraday high, although Nintendo fell 6.1 per cent after soaring 50 per cent over the past four days

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SMART MONEY

John Authers



Strong performance of real estate suggests top of the sector

Real estate is in the news, and not just because of a flamboyant property developer who might be the next US president. In the past week, problems for open-ended UK property funds, which had to halt redemptions as investors worried about Brexit, have raised the issue of how best to invest in what must remain essentially a deeply illiquid investment. And the new record this week for the US S&P 500, possibly bringing an end to a 14-month period in which it has been horizontal, owes much to real estate. Since the S&P's last high in May 2015, the S&P 500 Real Estate Investment Trust (Reit) index has beaten the main benchmark by 14 per cent. This is part of an odd trend in which the market has reached a fresh overall high even as the relative fortunes of stocks within it, with conservative stocks perceived as bond substitutes easily beating more exciting "growth" stories, have suggested investors are braced for recession. For now, let us concentrate on real estate. What is the best way to hold it? And should we even want to hold an asset class whose recent performance has been so strong? If open-ended funds are out, and they are likely to be out of favour for a while, the remaining choices are Reits and direct holdings. The latter has traditionally been preferred by big pension funds, and also endowments, which often regard property management as one of their core skills. But valuations, driven by bond yields that grind lower, make direct property investment harder. If an institution wants a rental yield much higher than the yields at which they can borrow, it often means scrambling about for low-grade shopping centres or industrial warehouses. There is also the issue of costs. This is where listed real estate, or Reits, may have a critical advantage. According to Toronto-based CEM Benchmarking, which keeps a database of US institutionally managed assets worth more than \$3tn, Reits are one of the cheapest forms of institutional investment, while directly held real estate is twice as expensive, (120bp v 51bp).

Reits also have the advantage of liquidity. They are traded on an exchange. If you want to sell them in a hurry, you can. This does not apply to a large building. That leads to the issue of returns. CEM's research, based on returns actually achieved by pension funds from different assets, rather than public benchmarks, found that, from 1998 to 2014, Reits enjoyed the strongest annual returns of any asset class examined – 10.1 per cent per year. Using Sharpe ratio analysis, which divides annual returns by their volatility to give a measure of risk-adjusted returns, Reits still look good, coming third behind US long bonds and US broad fixed income, asset classes that have been in a historic bull market. Institutions hold only 0.62 per cent of their assets in Reits. CEM's research established beyond much doubt that institutions should have held more than that over the past decade, at least as a substitute for direct real estate and possibly also for alternative investments such as hedge funds. But does it show that Reits will do this well in future? Here the picture is murkier. Reits look over-extended. Their recent outperformance speaks for itself. But valuation is maybe more concerning. Reits' chief attraction is their reliable yield. According to the Datastream indices, Reits in developed market countries yield only 1.14 percentage points more than stocks as a whole. This is their lowest yield premium in a decade and far below the high of more than 6 percentage points in the financial crisis. Comparing the dividend yield of the S&P 500 Reits index with the S&P 500 as a whole, we find its yield premium is just under 1.1 percentage points, its lowest since 2008. If not extreme, these valuations look stretched. Reits look expensive, with some using the word "bubble". This should temper enthusiasm. If sentiment turns negative, Reits' advantage of liquidity could weigh against them, with share prices tumbling in response to an exit by investors. A valuation premium could turn to a discount. Real estate has strong diversifying properties, which have been overlooked. Institutions should maintain a weighting in property, and most should expect to do so via Reits. But it looks too late to make a big switch into them.

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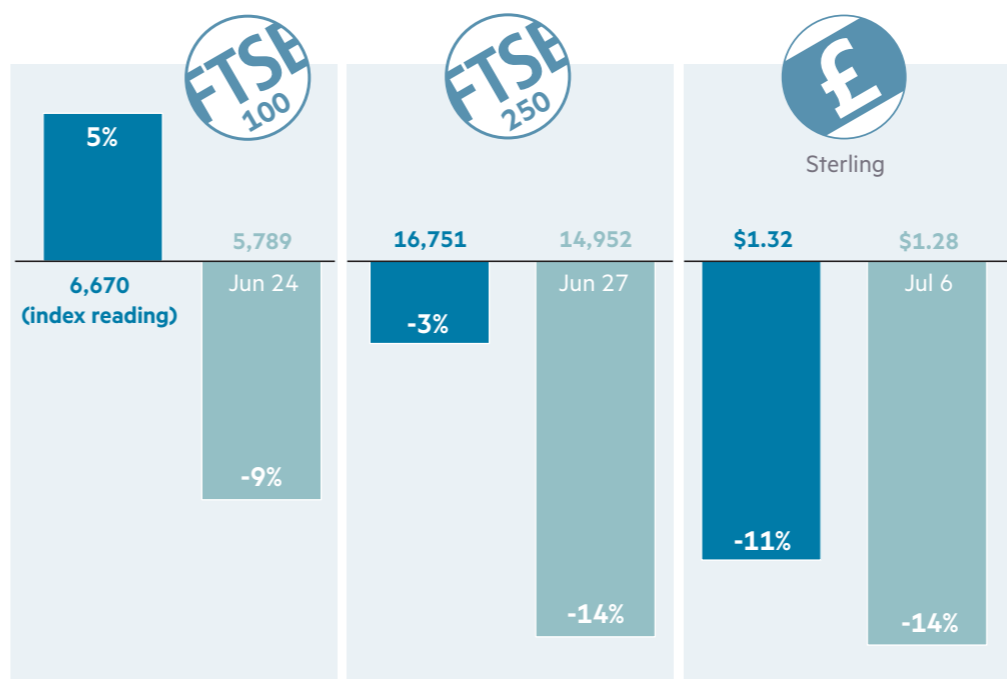
Appointment of UK's new PM has improved sentiment, but multiple challenges remain

ROCHELLE TOPLENSKY AND MICHAEL HUNTER
"This is a man I can do business with," Margaret Thatcher remarked after she first met Soviet Union leader Mikhail Gorbachev in 1984. After Britain's referendum vote and with the pound bouncing up from levels last reached in the mid-1980s, the instant verdict from investors is that Theresa May is well suited to doing business with the EU, negotiating the country's exit and restoring its reputation for political stability. Mrs May's appointment as prime minister removed the prospect of a protracted leadership contest, ending weeks of doubt. That has helped send the pound above \$1.32 and bolstered sentiment for equities. Since the start of the week, the UK-centric FTSE 250 is up 3.5 per cent and the more international FTSE 100 is up 1.2 per cent. David Owen, chief European economist at Jefferies, said the appointment of Mrs May "resolves at least one significant element of uncertainty, [and] in the days and weeks ahead we can now expect more things to become clearer". However, while the relief at the improvement in the immediate political outlook is palpable, significant medium-term uncertainty remains as the country embarks on the long and winding road of Brexit. "The delicate balancing act of forming a cabinet is the next focal point, with the ever present issue of a thin 12-seat [parliamentary] majority needing to be borne in mind," says Marc Ostwald, strategist at ADM Investor Services. Sterling's fall has cushioned the Brexit repricing of UK assets – the exporter-heavy FTSE 100 is more than 5 per cent up in sterling terms, but down more than 6 per cent in dollars. The main index's market capitalisation has lost

Break point

Post-Brexit performance of UK stocks and currency

■ Current ■ Post-Brexit low



FT graphic Sources: Reuters; Bloomberg; EPFR

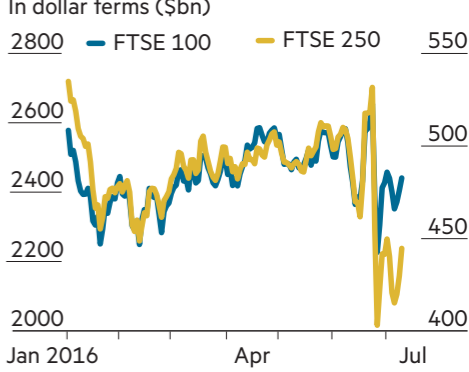
"There is plenty of room for volatility going ahead . . . it's not going to be plain sailing"

\$156bn since Brexit and the FTSE 250 is down \$73bn. Some worry the pound's big fall could signal investors pulling capital out of Britain. However, Larry Hatheway, economist at asset managers GAM, says "the most plausible explanations [for the weak sterling] are a slowing of long-term inflows related to political and policy uncertainty and hedging, rather than ill-defined 'capital flight'". "The UK remains a regulated, business-friendly, capital market – an efficient centre of excellence relative to many parts of the world," says Richard Turnill, strategist at BlackRock. Strong demand at recent gilt auctions attests to investor confidence in the UK despite credit downgrades by the rating agency. "Future gilt auctions will provide an indication of foreign investors' appetite for plugging the UK funding gap," says

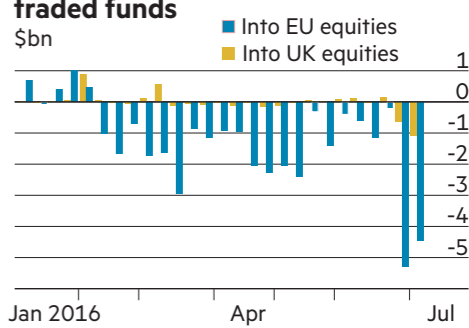
Andrew Parry, head of equities at Hermes Investment Management. Britain needs to maintain investor confidence to continue attracting capital to fund its high current account deficit – £32bn or 6.9 per cent of gross domestic product in the first quarter of 2016. "My feeling is that there isn't [currently] capital flight but we are rather feeling what happens to a country running the G20's largest current account deficit, when foreign capital flows get interrupted," says Guy Monson, managing partner at Sarasin & Partners. But Nikolaos Panigirtzoglou, analyst at JPMorgan, says there are "indication[s] that the UK is facing capital flight, both at retail and institutional investor level", pointing to deterioration in first-quarter balance of payments data and the weak appetite for mergers with, or acquisitions of, UK companies

as targets in the first half of the year, relative to the fourth quarter of 2015. Exchange traded funds provide an indication of sentiment. Investors have pulled a net \$1.7bn out of UK equity ETFs since June 22. While that is more than the nearly \$1.2bn net inflow in UK equity ETFs for the rest of 2016, it is dwarfed by the net outflow of more than \$9.7bn from European equity funds in the same two weeks. "They [markets] are pricing in a relatively favourable outcome for the negotiations with Europe," says Charles Collyns, economist at the Institute of International Finance, though he says Europe will "play hardball". Sterling pressure is expected to continue and Mr Collyns says there is "plenty of room for uncertainty and volatility going ahead . . . it's not going to be plain sailing".

UK equity market capitalisation



Net flows into equity exchange traded funds



Capital markets

Berlin sets a first with negative-yield debt sale

ELAINE MOORE

Germany set a new record in financial markets yesterday, becoming the first eurozone country to sell 10-year bonds with a negative yield in a government auction. The sale illustrates how far-reaching Britain's decision to leave the EU further fuels a rush for haven assets and a collapse in bond yields. It also highlights investors' belief that policymakers are on the cusp of delivering even more drastic action to stimulate economic growth. Today, the Bank of England is widely expected to cut interest rates for the first time in seven years in an effort to avert a Brexit-induced recession, while the US Federal Reserve may be forced to delay planned interest rate rises this year. In Europe, the International Monetary Fund has downgraded its projections for eurozone growth, saying the UK's split from the EU will drag on the region's economy. The European Central Bank, which cut interest rates to minus 0.4 per cent and expanded quantitative easing in March, has left the door open to further rates cuts if required. "Germany selling 10-year debt at a negative yield is connected to Brexit but the fact eurozone interest rates are already negative is acting as an anchor, pulling yields down in bond markets," said Harvinder Sian, European rates strategist at Citi. "Few investors want to buy a negative-yielding security but for many they have no choice." Distortions created by the central bank policies intended to spur growth have helped to swell the universe

of government bonds trading below zero to \$13tn, challenging widely held beliefs about the way financial markets work and creating problems for the banks, pension funds and insurance companies that rely on safe, interest-paying investments. Last year, Switzerland became the first country to sell 10-year debt at negative yields, followed by Japan in March, which sold negative-yielding benchmark bonds a month after its central bank cut interest rates below zero. Germany's sale of 10-year Bunds with a yield of minus 0.05 per cent makes it the third country able to effectively charge investors for lending money. The €4.038bn issue came with a zero per cent coupon, meaning investors will not be paid regular instalments of interest and will receive back less than they paid if they hold the paper to maturity. As the coupon on bonds is fixed at issuance, yields fall as prices rise. "It seems as if market participants have given up on the idea that they will ever witness rising yields in their lifetime," said Hans van Zwol, senior portfolio manager at NN Investment Partners. "If one believes that the current low growth, low inflation and very low-yield environment is an enduring one, it makes sense to continue investing in safe government bonds." Global markets experienced a slight lift in risk appetite yesterday, as Theresa May's appointment as UK prime minister eliminated a big unknown about the leadership of the country before it starts to negotiate its EU exit.

ADVERTISEMENT

There is Very Good News coming from the Democratic Republic of Congo (DRC)

Investing in the Democratic Republic of Congo (DRC) continues to get easier, less expensive, and hassle-free. The World Bank has named DRC among the world's top-ten most reformed nations and among Africa's "top five" in its latest Doing Business report.

KINSHASA The Democratic Republic of Congo's National Agency for the Promotion of Investments, ANAPI, has announced that its national business climate has continued to improve for international partners and foreign investors interested in starting new businesses and growing investments in the country.

In the areas of fiscal reform, legal framework, and institutional security, DRC has reversed some of the reputational issues which have held back investors in the past. Its new, proactive measures which ensure a range of new advantages for private investment and build global confidence are to thank. Following the 2012 decision to join the Organization for the Harmonization of African Business Law and reinforcing judicial process, arbitrage, the range of private sector companies operating in the country, and deepened security and reliability, the DRC has opened a simplified, one-stop window for creating Congolese companies, shortening red-tape on company-creation from 65 days to only 3 days and reducing corporate paperwork from the once heavy 13 to now only three! ANAPI has also confirmed that they've brought down the cost of creating a company to only \$120 USD.

In addition, the DRC has reduced its tax ceiling on corporate profit from 40% to 35%, simplified and eliminated redundant taxation and declaration steps, set up a one-stop window for foreign trade, and adopted a new customs code and one-stop window at all main customs posts.

The Nation: Democratic Republic of Congo

DRC occupies a highly strategic geopolitical position in the heart of the African continent. With its shared border with NINE neighboring countries, the DRC is at the center of a vast free-trade zone consisting of three of the most dynamic African regional economic organizations, the COMESA and the CEEAC, which collectively group over 490 million Africans, as well as the SADC zone, representing a GDP of over \$650B USD.

ANAPI DRC's National Agency Serving Investors

The DRC's National Agency for the Promotion of Investments is a public institution established in 2002 to serve the national and international investment communities with technical, legal, managerial, and administrative support. Attached to the Ministry of Planning and the Revolution of Modernity, ANAPI's principal mission, acting as government advisors, is to improve the environment for doing business in the DRC and improve the on-going climate for increased and secure investment. ANAPI serves to positively communicate the DRC's increased improvements as one of Africa's most attractive investment destinations. It shares with investors, both national and international, a host of locally appropriate tools and opportunities for investment within the country in order to help generate increased results.

ANAPI provides continued services for investors to accelerate and enhance the investment experience and facilitate business implantation and improved competitiveness. ANAPI also grants customs and tax exemptions and benefits to investors whose eligible projects qualify for advantages as spelled out in the country's Investment Code.

ACCELERATED DEVELOPMENT

Economic diversification is at the heart of the Democratic Republic of Congo's strategic development plan which favors the elaboration of Public-Private-Partnerships (PPP) in the most strategic and promising sectors of the economy, namely agriculture, transportation, and energy.

DRC has over 80 million hectares of arable land, and thus agro-business industries represent strong potential for development with assured markets within the country as well as regionally, through Africa, and around the globe.

Government authorities have defined an innovative approach for creating agro-industrial parks to stimulate farm production and develop commercial agriculture as a



source of both food production and increased employment.

Other promising sectors include insurance, hydrocarbons, timber, palm oil, coffee, cotton, and rubber tree plantations, as well as the immense capacity for growth in commercial fishing.

Collectively, all industrial sectors are open to diversification and benefit from economic opportunities in the construction of infrastructure, energy, and public works. Service industries in DRC, including financial services, IT, consumer distribution, and tourism, represent about 30% of the GNP and are expected to grow exponentially as the nation's middle class of emerging consumers also flourishes.

With a population of nearly 70 million people, an economy of 40 billion dollars, and a land mass of 2.3 million square kilometers (DRC is about ten times bigger than the UK, and about a fourth the size of the US), the Democratic Republic of Congo represents one of the most promising investment destinations in the world — and one of Africa's Top Five for Doing Business! To discuss how you and your company can do business in the DRC, contact ANAPI today.

Contact: +243 9999 25 026



www.investindrc.cd