

## COMPANIES

## Banks

# Goldman and Morgan Stanley eye rally

Rebounding rivals raise expectations for other Wall Street competitors

ALISTAIR GRAY AND BEN MCLANNAHAN  
NEW YORK

Expectations are mounting for Goldman Sachs and Morgan Stanley to rebound strongly from their first-quarter meltdown after two of their biggest rivals displayed signs of strength in trading and investment banking.

Forecast-beating profits from JPMorgan Chase and Citigroup raised hopes that their competitors would also surpass lowered profit estimates with results that are due this week.

Adjusted net income at Goldman and Morgan Stanley was predicted to recover from the first three months

of the year but to fall steeply on the same period in 2015 after analysts slashed estimates in the weeks before the results.

Bank of America is expected to continue the sector's second-quarter trend on Monday. It was forecast to deliver net income of \$3.7bn, according to consensus estimates collated by Bloomberg, up from \$2.1bn in the first quarter but down 25 per cent from a year ago.

Yet analysts said some of the factors that helped JPMorgan and Citigroup may be more important for Bank of America's other two rivals — especially Goldman, which reports tomorrow. "Expectations have been raised a lot for Goldman" on the back of the figures from its peers, said Charles Peabody, an analyst at Portales Partners.

He pointed to fixed-income markets revenue, which leapt 35 per cent year-

on-year at JPMorgan and 14 per cent at Citi. Both banks pointed to strength in rates and currencies. Revenues from fixed income, currency and commodities trading accounted for 22 per cent of Goldman's revenues last year.

Investment banking is also important to Goldman — ranked number one globally by fees last year, according to Deutsche — and to Morgan Stanley, which is ranked number four. Both JPMorgan and Citi posted declines in fees from investment banking from a year ago, but rises from the first quarter.

Michael Corbat, Citi's chief executive, gave a relatively upbeat outlook for dealmaking on Friday, despite the uncertainty caused by the UK's vote to leave the EU.

"On the heels of Brexit, we saw actually quite good deal flow," he told analysts. "You saw debt capital markets,

**35%**  
The increase in JPMorgan's fixed-income markets revenue

**14%**  
The rise in fixed-income markets revenue for Citigroup

equity capital markets, M&A getting executed, getting announced."

Tony Scherrer, portfolio manager at Smead Capital Management — which holds shares in JPMorgan and Bank of America — said that big US investment banks were well placed to capitalise on the difficulties of weaker competitors, including those in Europe.

"There's weakness over there," he said. "You [as a corporate client] want to partner with someone who has a lot of strength." He added: "The scale and breadth that you would seek out on the investment banking front is becoming more important."

Marty Mosby, analyst at Vining Sparks, added: "There wasn't a complete freeze as we went through Brexit. The deals are still being announced, for companies wanting to take advantage of low interest rates."

## INSIDE BUSINESS

## ON MONDAY

Jonathan Ford



## Online lenders are no longer jeering as they weigh up joining banks

It was not so long ago that online lenders looked down on their traditional banking rivals. According to Mike Cagney, chief executive of SoFi, one of America's biggest marketplace firms, old style finance was "the second biggest waste of capital outside the IRS". Well, that was then. Marketplace bosses might have found it easy to jeer when they were growing much faster than their banking competitors. Then the idea of using technology to put lenders directly together with borrowers appeared to hold out the promise of vast and rapidly multiplying returns.

Even last year, online lenders more than doubled the size of their loan books on average — wildly outpacing even the raciest bank — and many were still valued on three-digit earnings multiples. But much has since changed in the sector and — believe me — they are not jeering now.

Confidence has taken a battering. A couple of months ago, shares in the sector's quoted bellwether Lending Club halved after an employee fraud emerged and the founding chief executive resigned over a conflict of interest. That came as credit conditions tightened, reducing lenders' access to the institutional funding on which most have based their fast-growing business models.

Many platforms may have started out as so-called "peer to peer" lenders, but the task of connecting retail investors directly with borrowers proved too arduous for impatient venture capital investors. So the majority now receive their funding principally from hedge funds, private offices and, ironically, bank balance sheets. AltFi, the data provider, estimates that US platforms received 50 per cent of their funding directly from these market sources last year and a further 30 per cent from securitisations.

With the sudden dwindling of this cash, marketplace firms are lending much less than they did at the end of 2015. Lending Club recently warned that volumes would fall by a third in the second quarter. True, the company faces special funding challenges following its recent revelations. But others have also reported substantial declines.

And because pure marketplace lenders mainly originate and do not hold the loans that they make, this fall-off has led to an immediate and sharp drop in income. Lending Club, for instance, gets some 90 per cent of its income in the form of origination fees.

Fewer new loans have led to abrupt and painful shrinkage. We have already seen one lender shut and some of the largest players — such as Prosper Marketplace and Lending Club — cutting jobs to reduce costs. Last week, Avant — an unlisted Chicago-based lender with a pacy growth record and a \$2bn unicorn-sized valuation — said it would reduce the payroll by a stunning 40 per cent. There are reasons to welcome the slowdown in marketplace lending. Rapid expansion often presages declines in underwriting quality. Loan losses have already risen, especially in some areas favoured by marketplace platforms, such as loan consolidation. Fewer advances may avoid some painful hits for lenders ahead.

But there is no doubt that cyclicality is a problem for the underlying business model. It's no good lending heavily to customers when the borrowing cycle is clement, only to yank away all the credit when the cycle turns down.

If lenders want the sector to be more than a specialist backwater, or a technologically enabled version of the old finance company model, platforms need to rethink how they do business. One way might be to put more of their loans on their own balance sheets. While that would expose them directly to losses, with consequences for capital requirements and regulatory oversight, it would also provide a more stable income base, making it easier to survive downturns. The snag is that it would not get round the problem of having to rely on fickle market funding for support.

Solving that requires online lenders to take a step that many a year ago would have scorned: joining the banking deadbeats to tap regular deposit funding. Many platforms have been considering whether or not this might be in their interest. But the US regulators are not that keen on issuing bank charters to young and flighty marketplace firms. Which leaves takeovers. Valuations no longer make it totally impossible for an established bank to consider snapping up a marketplace platform. Lending Club is valued at around two times its book and OnDeck Capital, the other listed platform, at about one times.

But it takes more than swooning values to lure in buyers. Banks such as Wells Fargo have been building competing products. On its own, a big marketplace platform might not be enough to draw interest. At the least, some hard-to-reach customers and unique technology will be needed to attract potential suitors. Oh, and a more respectful attitude to traditional banking might also help.

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## Technology. App challenge

# Line draws on localisation as it seeks global success

Japanese tech group aims to close gap on powerful rivals

WhatsApp and WeChat

KANA INAGAKI — TOKYO  
NICOLE BULLOCK — NEW YORK

With a blockbuster \$1.3bn dual listing in Tokyo and New York last week under his belt, the reclusive founder of Line, the Japanese challenger to WhatsApp, is aiming to pull off what he claims will be a first in turning an Asian tech group into a global phenomenon.

"There is no successful case of a company [in this industry] that originates in Asia and succeeds globally. That's my ambition," Shin Jung-ho, who also serves as Line's chief global officer, told the Financial Times.

Line, which is valued at \$8.6bn, still has some way to go before it can make that claim. It has 218m monthly active users, mostly in Asia, which is dwarfed by Facebook's WhatsApp, with more than 1bn monthly users, and Tencent-owned WeChat, which has 760m.

But a strong market debut that saw its

Line has set itself apart from western rivals by customising its services to match local tastes

stock surge 32 per cent in Tokyo and 27 per cent in New York has put down a marker for a future outside Japan, where it is deeply entrenched.

The messaging service was launched in 2011 as Japan grappled with the fallout from the devastating earthquake and tsunami. Now people use it not only to communicate with people, but to make payments, order pizzas and find jobs on their smartphones.

The irony is that — for a company that feels distinctively Japanese, with cutesy stickers and characters such as Brown the bear and Cony the rabbit — Line has deep Korean roots. It is 80 per cent owned by Naver, which is seen as the Google of South Korea, while the original designer behind its iconic characters is also Korean.

The company owes much of its success in Japan to the 44-year-old Mr Shin, who has also taken the service into Taiwan, Thailand and Indonesia.

Line has set itself apart from western rivals by customising its smartphone services to match local tastes, as opposed to the sort of standardised rollout preferred by Facebook.

Mr Shin spends most of the month travelling to



**Takeshi Idezawa, Line's chief executive, above, and the group's reclusive founder Shin Jung-ho**

Kazuhito Nagai/AFP/Getty; Richard Drew/AP



Line's core Asian markets to better understand their cultures.

"The result is the Line service [in Thailand] is designed and developed by and operated 100 per cent by Line Thailand," Mr Shin says as an example of the company's strategy.

But shaping that strategy has been time-consuming. Line delayed its initial public offering plan by two years, and former and current employees say that important staff were lost along the way as Line and Naver struggled to find a focus in its early days.

Mr Shin joined Naver in 2006 after a web start-up he co-founded was acquired by South Korea's biggest internet portal operator. Two years later, Naver's founder, Lee Hae-jin, sent Mr Shin — who had become his ace engineer — to Tokyo to revive its web search business, which had been shut in 2005 in a market dominated by Yahoo and Google.

Knowing the challenges and afraid of flying, Mr Shin was reluctant to go to Tokyo. But

he persuaded his family to move to Japan and started learning the language.

"I tried to memorise the dictionary but it was too tough," he says. So, he watched Japanese gangster movies and later TV dramas with office scenes — to pick up everyday conversation.

In 2010, Mr Shin tried to reboot the business with the acquisition of Livedoor, a Japanese internet group that was delisted after an accounting scandal. The deal brought Takeshi Idezawa, now Line's chief executive, into the group.

The breakthrough came a year later when Line shifted its focus to smartphones and launched a messaging app after the March earthquake and tsunami disrupted telephone services. It now generates annual sales of more than \$1bn from mobile games, digital stickers and advertising.

Before the IPO, Mr Shin shunned the spotlight, and little is known about his private life. "That is just my personality. I am an engineer," he says.

But people close to him describe Mr Shin as a quick decision maker and

an approachable boss who often takes his colleagues out for drinks.

Despite his low profile, his influence at Line is undisputed. Mr Shin held a 5.1 per cent stake in Line before it was listed and received ¥5.2bn (\$49m) in remuneration last year. That compares with Mr Idezawa's 0.05 per cent stake and an annual package of ¥133m.

"He was at Line from start to finish, and his involvement was monumental," says one former employee who worked with Mr Shin. "But he's not Steve Jobs at Apple or Akio Morita at Sony."

Analysts say Mr Shin's task is to reduce Line's debt load of ¥104bn and carry out deals to close the gap with WhatsApp and WeChat. With a higher global profile, Mr Shin hopes Line can attract technologies and partners in augmented reality and data mining to improve its user experience.

"Line has some very powerful and strong competitors. They are going to need to demonstrate that they are able to use this new cash very wisely," says James Gellert, chief executive of Rapid Ratings, a financial health ratings firm.

## Industrials

## Liberty House sizes up Canadian steel plants

MICHAEL POOLER  
INDUSTRY REPORTER

The entrepreneur touted as a potential saviour of the UK's embattled steel industry is plotting an assault on the North American market.

Liberty House, the commodities trading group founded by Sanjeev Gupta, emerged as an early contender for Tata Steel's loss-making UK plants in March.

But Mr Gupta's ambition to acquire the UK's biggest steelmaker appeared to be thwarted this month, when its Indian parent said it was in talks over a possible tie-up of its European operations with German rival ThyssenKrupp. Now Lib-

erty House has in its sights two troubled Ontario steel producers, Essar Steel Algoma and US Steel Canada, according to a source close to the issue. Both companies are in financial difficulties, operating under creditor protection and already the subject of ownership battles.

The New York-based private equity fund KPS Capital Partners, which had intended to combine the pair, pulled out of the running last week after failing to reach agreement with the provincial government. Its bid for Algoma's assets, made jointly with certain lenders to the business, had been accepted.

Another Algoma suitor is a group including shareholders of its former

owner, Essar Global, an Indian energy and resources conglomerate that acquired the mill nearly a decade ago. It is attempting a \$900m recapture and wants the sales process reopened. The target company has dismissed Essar's approach. It has similar designs on US Steel Canada, although its offer was also earlier rejected.

Liberty was engaged with the sales processes for both assets, said the source briefed on the matter. Separately, it was "monitoring" an iron ore pellet plant under development by Essar in Minnesota that has filed for bankruptcy protection, with the view that it could supply the Canadian mills.

## Media

## Gossip magazine owner wins €1bn RCS battle

RACHEL SANDERSON — MILAN

A gossip magazine owner and former employee of Silvio Berlusconi has become the owner of the Italian national newspaper Corriere della Sera in the latest shake-up of the country's media market.

Urbano Cairo, a self-made entrepreneur behind Cairo Communication and publisher of top-selling national gossip weeklies DiPiu and Diva, gained 48.8 per cent of shares tendered in a €1bn battle for RCS Mediagroup, Corriere della Sera's loss-making owner.

The losing bid, led by a group of establishment figures anchored by Milanese

investment bank Mediobanca, acquired 37.7 per cent of shares. Mr Cairo's cash and shares offer, which he raised three times and was backed by foreign funds, implied an enterprise value of €1bn.

Mr Cairo has identified about €26m of merger cost savings and promised to drive up revenues at a group that includes Gazzetta dello Sport and Spain's El Mundo. Last year, the group made a €175m loss on sales of about €1bn. "The main objective is execution and rapid execution," Mr Cairo recently told the FT of his plans to slash costs, cross-promote titles and lower the cover price of the papers to grab market share.

Mr Cairo bought the TV channel La7

from Telecom Italia SpA for about \$1m in 2013 and made it profitable within a year through cost reductions.

RCS reported sales of about €1bn last year and had net debt of €487m. The board is due to vote today on whether to go ahead with a €70m capital increase.

Mr Cairo started selling advertising at the media empire of Mr Berlusconi, the former prime minister, before striking out on his own 20 years ago armed just with a mobile phone and a bright red business card that he keeps in his wallet as a reminder. His first "office" was a table in a city-centre coffee shop, where he drafted in waiters to help entertain waiting potential clients.

## COMPANIES

# Brexit piles pressure on overstretched pensions

Fears rise over mounting deficits in private sector schemes after vote to leave EU adds £85bn to liabilities

KATE BURGESS AND JOSEPHINE CUMBO

When markets opened after Britain's vote to leave the EU, all eyes were on the billions of pounds wiped off the value of UK-listed companies. But a far longer-term problem – for those companies and their employees – was the £85bn added to pension scheme liabilities.

In a matter of hours, the vote for Brexit sent investors rushing to buy the safest government bonds, pushing prices up and yields down – and spelling more trouble for the pension industry.

Yet again, pension managers' hopes that interest rates and bond yields might return to historic norms – thereby alleviating the cost of pension promises – were dashed.

It was a huge setback to the UK's 6,000 private sector defined benefit pension schemes, many of which are already stretched to breaking point.

These schemes were set up decades ago and guaranteed inflation-linked annual incomes based on salaries to 11m workers. About 5,000 are now in deficit. And roughly 1,000 employers in Britain are close to insolvency, according to industry figures. This means their schemes will almost certainly end up in the Pension Protection Fund, the lifeboat created 12 years ago to safeguard pensioners' rights.

Government, actuaries, business leaders and pensions managers worry that demands on companies to top up schemes with big shortfalls will force employers to rein in investment and even push more companies out of business. That would harm the already precarious economy and quicken the demise of the weakest schemes.

There is already evidence of the impact of pension deficits on investment and dealmaking.

The £13bn British Steel Pension Scheme, which has an estimated deficit of £700m, has been one of the biggest roadblocks to the sale of Tata Steel's ailing British production plants.

Meanwhile, the collapse of the retailer BHS in April, leaving a £571m pension deficit, threw into sharp relief the political and societal backlash when companies walk away from their schemes.

The impact of the Brexit vote on yields has added to industry calls for united efforts from companies, unions and politicians to head off the looming crisis. Discussions are being held on whether companies should be given more leeway in calculating their shortfalls, which could ease the burden of pension contributions – and, more controversially, whether existing pensioners should shoulder cuts to their retirement incomes.

Even before the vote on June 23, corporate pensions were under strain. People are living longer; the ratio of pensioners to contributing members is rising and most schemes do not have enough in the kitty to meet obligations.

Industry estimates suggest that about 400 companies are in danger of being bankrupted by their pension liabilities.

"There is one direction of travel. The clock is ticking," says Graham McLean, a pensions adviser at Towers Willis Watson. Even if investment returns recover suddenly, many schemes have already begun depleting assets to pay pensions. "Schemes will have paid out so much in cash and assets that they can't climb out of the hole," says Mr McLean.

Strained pension schemes are not solely a UK phenomenon. Last year, the



## UK pensions

Company pension deficit (£bn)\*



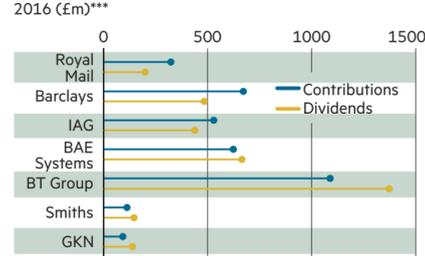
\*Based on 5,945 schemes in the PPF 7800 Index  
Sources: PPF; Bloomberg; RBC Capital

2015 before deficit/surplus to market cap (%)\*\*



\*\*FTSE 350 companies

Estimated cost of schemes relative to dividends, 2016 (£m)\*\*\*



\*\*\* FTSE 100 companies only. Royal Mail figure is based on cash contribution to the scheme

Brexit has dashed pension managers' hopes that interest rates and bond yields might return to historic norms – thereby alleviating the cost of pension promises

Neil Hall/Reuters

German airline group Lufthansa warned of an "urgent" need to overhaul the way it provided retirement benefits as the low interest rate environment caused its pension deficit to soar.

In the US, employers are increasingly looking to offload their pension scheme to insurers, through "buyouts", or are offering members lump sum payouts as an alternative to an income stream.

**'We need to have a conversation about how we deal with that and how we share out the pain'**

But Brexit has upped the stakes in the UK. Actuaries at Hyman Robertson say the shortfall between assets and liabilities in all UK schemes, if insurers were to take over the responsibility of paying pensions, rose from £820bn on the day of the EU referendum to £935bn four days later. Deficits had shrunk back to £925bn by the end of this week, according to Hyman's calculations of the cost of an insurer taking over responsibility for pension promises.

RBC Capital Markets, the analysts, has identified 10 companies that are

particularly exposed to further falls in bond yields, as their market capitalisation is dwarfed by their pension liabilities. These include Post NL, the Dutch postal operator; International Airlines Group, which owns British Airways; and Royal Bank of Scotland. The pension liabilities as a percentage of market capitalisation for these companies are 550 per cent, 297 per cent and 201 per cent respectively.

Last month, trustees of BT's Pension Scheme – the UK's largest defined benefit scheme – said its shortfall between assets and liabilities was up £3bn in a year to nearly £10bn, despite the company contributing not far off £3bn over the past three years.

There is now disagreement in the industry over who – scheme members or shareholders – will ultimately bear the cost of cutting benefits.

"The underlying question is how do we deal with the fact that these promises which were made are proving extremely costly and in some cases unaffordable, and in some cases will never be met," says Alan Rubenstein, chief executive of the PPF.

"We need to have a sensible conversation about how we deal with that and essentially how we share out the pain."

The Pensions and Lifetime Savings Association, the pension industry's trade body, has begun talking to regulators, employers and politicians. It points out that using bond yields to value pension liabilities creates short-term gyrations that have nothing to do with the cash payments to retired staff.

Lady Barbara Judge, the PPF's outgoing chairman, who is calling for regulators to be given the power to block transactions that put pension scheme members at risk, says: "We [must] decide as a society to protect pensioners."

The Pensions Regulator said in May that the dividends paid out by half of the UK's biggest companies was multiples of contributions to their pension schemes and suggested they could do more.

However, Brexit, and the sharp rise in shortfalls, has shifted the debate.

Ros Altmann, the pensions minister, said this month that she was considering ways for UK company pension schemes to recalculate the cost of future promises to members in an attempt to ease the pressure of grating deficits.

There is increasing concern about the cost to companies, and some believe the axe should fall on employees' benefits. Eamonn Butler, a director of the right-wing think-tank Adam Smith Institute, says: "Employees have been over-promised. Insisting on a gold standard is not sustainable."

It is clear that, with deficits rising at such a pace, few will be unscathed. Even if gyrations in financial markets settle, this is a battle that will run and run.

## Scale of crisis

### BHS and Tata Steel cases are 'tip of the iceberg'

Tata Steel UK and BHS have highlighted the scale of the pension crisis facing UK businesses.

In the case of BHS, it was the collapsed retail group's rapid slide from a pension surplus to deep deficit that caught the attention of the regulator and MPs.

When Sir Philip Green, pictured, took over BHS in 2000, the company's defined benefit pension schemes were fully funded. But a year after he sold the business for a £1 in 2015, they had an estimated £571m shortfall.

Many of the 20,000 pension members face cuts to their retirement income as the plans are absorbed into the pensions lifeboat fund. The BHS case has raised questions over the adequacy of deficit recovery plans and the powers of the regulator to intervene in corporate transactions involving troubled pension schemes.

Clearance for the 2015 sale of BHS, to a consortium led by a former bankrupt, was not sought from the

regulator. "BHS is just the tip of the iceberg in terms of the pensions crisis we face as a nation," says Robert Gardner, founder of Redington, the independent investment consultants.

As BHS was making headlines, Tata Steel's UK division was also in the news over controversial proposals to water down benefits for its pensioners to save steelworkers' jobs.

To keep the UK operation attractive to a buyer, a proposal was floated to hive off the British Steel Pension Scheme, which had a £700m deficit. To achieve this, the government would have to change a law that has shielded pensioners from cuts to their income without their consent. Concerns have been expressed that the proposal could set a dangerous precedent.

But others argue that Tata's plan should be a springboard for wider discussion. "We support moves to find an alternative to insolvency and Pension Protection Fund entry for the 600-1,000 [defined benefit] schemes whose

employers have such a weak covenant they are unlikely to be able to deliver on their promises," says the Association of Consulting Actuaries. Josephine Cumbo



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## COMPANIES

## Energy

# Small US oil producers urge import limits

Mixed reaction to call for crude curb from Texas and New Mexico

GREGORY MEYER — NEW YORK

Months after the US energy industry triumphed in overturning an oil export ban, a group of independent producers wants to take policy one step further and curtail crude imports.

The Panhandle Import Reduction Initiative has begun campaigning for quotas on all foreign suppliers excluding Canada and Mexico.

Its founders, Texas and New Mexico oilmen, say that Saudi Arabia is trying

to crush their industry and it is time to fight back. "It's not fair and it's not free when a country is trying to drive individual producers in the United States out of business," said Tom Cambridge, an oil producer in Amarillo, Texas. "What we would like to do is limit imports."

The push comes two years after crude first dropped below \$100 a barrel. In late 2014 Saudi Arabia and other Opec members resolved to keep taps open despite falling prices, hastening bankruptcy for dozens of US producers.

Since then the Middle East's share of world oil supplies has risen to 35 per cent, the highest since the 1970s, according to the International Energy

Agency. The number of US oil-drilling rigs has dropped 78 per cent to 357, according to Baker Hughes.

The US recently imported 8.1m barrels per day of crude oil, 11.2 per cent above last year. US refineries processed 16.6m b/d of crude, roughly unchanged from 2015.

US oil companies persuaded Congress to abolish a 40-year-old ban on crude oil exports in December. But leaders of the new initiative, named after northern Texas's Panhandle region, said that was not enough. "Did lifting the export ban achieve the objectives, which were new or expanded jobs? No," said Daniel Fine, adviser to the initiative.

"This is another tool to support US

domestic producers to put people back to work, to end the bust conditions."

The group wants the next US president in 2017 to declare a ban on imports of the type of light crude abundant in US shale formations, then phase in quotas on heavier oil. Mr Fine cited precedent in a 1959 proclamation by President Dwight Eisenhower that put a lid on oil imports for national security reasons.

The oil industry has given the Panhandle group a mixed reception.

In a letter to Mr Cambridge, the Texas Oil & Gas Association and four other trade groups opposed a quota because it "violates our principles of promoting free trade and would certainly lead to unidentified and unmanageable unin-

tended consequences". But Alex Mills, president of the Texas Alliance of Energy Producers, which represents more than 3,000 independent producers, said: "Limiting oil imports is good energy policy and good economic policy and good national security policy."

The Independent Petroleum Association of America said it had not taken a position on a fee or tax on imports.

Independent US producers have in the past tried to curb imports, putting them at odds with international oil groups. In the 1990s a coalition called Save Domestic Oil filed an unsuccessful antidumping lawsuit accusing Saudi Arabia, Iraq, Venezuela and Mexico of unfairly selling cheap crude.

## Travel & leisure. Growth opportunity

# Expedia signals intent to control rail bookings

Online agent aims to launch global train tickets service but faces search engine obstacles

MURAD AHMED  
LEISURE CORRESPONDENT

Expedia is hoping to revolutionise rail travel with the launch of an international train ticket-booking service as the US company attempts to own every leg of a traveller's journey.

The online travel agent has built a business with a market capitalisation of \$16.8bn on the back of its search engine for flights and hotels. Later this year, it will launch a rail ticket service in the UK, with the aim of expanding it to Germany, the rest of Europe and the US soon afterwards.

To break into the global market in train bookings, which the company estimates to be worth \$130bn, Expedia must crack a complex technological task. For the past few months, it has been working on a search engine that can analyse rail schedules and systems across multiple train operators and countries, while offering comprehensive options for rail travel in the way millions of consumers have come to expect when booking air fares.

Dara Khosrowshahi, chief executive of Expedia, said it was investing a "considerable amount" in its new rail business because it is a "major market with few global competitors, which we think translates into a material opportunity".

He added: "We see [rail] as a growing segment, one of the fastest-growing travel sectors in Europe. It is gaining importance all around the world and for us it is an additional way in which we get more touch points with our customers."

The company, which also owns brands such as Hotels.com, Trivago and Hotwire, competes with rivals such as Priceline, Google and Skyscanner in the fiercely competitive online travel market. In the hunt for new areas of growth, it bought the holiday rentals marketplace HomeAway for \$3.4bn late last year, with an eye to building it into a direct competitor to Airbnb, the US-based home rentals group.

Rail travellers have been able to book tickets online for years, but most of these sales are generated for operators focused on their home markets, such as Amtrak in the US and SNCF in France and across continental Europe.

Other groups, such as Trainline for UK rail services and Railteam for high-



**Express wish:** Expedia plans to launch a rail tickets service in the UK later this year before expanding it to Germany, the rest of Europe and the US  
Matt Cardy/Getty Images

speed rail across western Europe, have tried to aggregate tickets from various operators, but their efforts have been limited in scope. Expedia is attempting to build a global service, enabling it to sell rail tickets alongside international flights and hotel stays, and to "upsell" alternative travel options to customers.

The company has experimented with rail in the past, offering Eurostar packages in the UK and France, but it has not previously allowed people to run searches purely for rail tickets.

"Expedia wants to be a department store of travel," said Henry Harteveltd, founder of Atmosphere Research, a travel industry analyst group.

"Like any good high-street department store, Expedia wants to sell all the products that make sense to customers, provided they can make a profit. Selling rail is not just about selling the rail ticket: it's about expanding the opportunities to sell hotel stays, which is their primary way of making money."

Mr Khosrowshahi said Expedia's strategy of allowing users to book hotel

rooms alongside flights had led to a big rise in upsell rates, adding: "For every dollar that we make on an air ticket, we're making more than a dollar in upsell of additional product."

Atmosphere Research said its latest surveys suggested 32 per cent of leisure travellers use intercity rail in the UK, representing a "sizeable market" for Expedia. But Greg Schulze, a senior vice-president at Expedia, who is leading its expansion into rail, said its aim was to go global. "Our expectation is that we will, in 2017, have a rail product that covers multiple train operators in multiple countries. The big rail markets in Europe are top of the list."

But building a search engine for rail travel will not be easy. Flight searches rely on airport codes, three-letter signifiers governed by the International Air Transport Association. No such global authority exists for the rail industry, and railway station codes differ from country to country. There are also no international standards for things such as seat classes and train schedules.

**'Expedia wants to be a department store of travel'**

Henry Harteveltd, Atmosphere Research

Expedia has not revealed financial details of the project, such as how much it is spending to create the rail service. In February, the company said revenues had increased to \$6.67bn in the last calendar year, up 16 per cent on 2014.

Last November, Expedia announced that it had entered into a strategic partnership with SilverRail Technologies, makers of a technology platform for rail companies, to build its new online trains offering. In the UK, Expedia is working with the Association of Train Operating Companies, the trade body that represents the country's 23 rail operators, to launch the rail search and ticket booking service.

Mr Harteveltd said online competitors had previously been put off trying to build a rail search service because train operators might have offered disadvantageous commercial terms, such as not allowing online travel agents to offer the cheapest prices. But Mr Schulze insisted that Expedia was working with train operators to ensure it can provide access to the lowest fares.

## Financials

# Sterling fall set to deliver dividend bonus for UK investors

DAVID OAKLEY  
CORPORATE AFFAIRS CORRESPONDENT

UK investors are heading for a dividend windfall as the collapse in sterling after the Brexit vote boosts payouts in dollars and euros.

Exchange rate gains will lift payouts by £4.3bn this year, offsetting a slew of dividend cuts earlier in 2016, according to the Capita UK Dividend Monitor.

About 40 per cent of the dividends paid by UK-listed groups are in dollars or euros. This includes the payments of some of the FTSE's biggest companies, such as HSBC, which pays in dollars.

The uplift to dividends highlights the sharply changing corporate picture following Britain's decision to quit the EU.

Exporters will benefit from higher profits because of sterling's weakness, while importers are expected to suffer lower volumes and squeezed margins.

But John Roe, head of multi-asset funds at Legal & General Investment Management, said: "There may be some short-term positives from the fall of the pound, but the long-term outlook is very uncertain."

He warned that equities and dividends could come under pressure if the UK economy reversed and consumer confidence weakened.

Justin Cooper, at Capita Asset Services, added: "Dividends will suffer from any slowdown in economic growth, particu-

**Forecast for payouts has been upgraded to £82.5bn, an increase of 3.8 per cent on 2015**

larly among the UK's mid-cap companies [with large exposures to the UK]."

Underlying dividends, which exclude special payments, are expected to be 0.5 per cent higher this year at £76.9bn, says Capita. This is a sharp turnaround from the previously expected fall in dividends after a number of cuts from big UK multinational groups, such as the industrial group Rolls-Royce and the miner BHP Billiton, at the start of 2016.

The forecast for overall payouts has been upgraded to £82.5bn, an increase of 3.8 per cent on 2015.

The Brexit impact comes as UK companies saw record payouts in the second quarter, largely due to a flurry of large special dividends. At £28.8bn, the headline payout was 7.6 per cent higher year on year. This surpassed the previous high from the first quarter of 2014, which included Vodafone's record payment on the sale of its stake in Verizon Wireless.

Special dividends more than quadrupled year on year to £5.5bn. Twenty-two companies paid a special dividend in Q2, by far the largest number on record for any quarter. The largest special payment was from InterContinental Hotels, which distributed £1bn after selling hotels in Paris and Hong Kong, while GlaxoSmithKline paid out £970m following an asset swap with Novartis.

Capita said dividends had held up better than profits, but this has led to a fall in dividend cover or the ratio of profits to dividends. Earlier this month, The Share Centre warned that dividend cover had fallen to the lowest level among FTSE 100 groups since the financial crisis, provoking concerns that companies might be forced to slash payouts.

## Financials

# Rising yen encourages Japanese overseas deals

LEO LEWIS — TOKYO

The post-Brexit rise in the yen has left cash-rich Japanese companies "enthusiastically" looking at foreign acquisitions, according to the president of Japan's second-biggest securities house.

But, in an interview with the Financial Times, Takashi Hibino, head of Daiwa Securities, added that while Japanese companies may accelerate already hatched acquisition plans in the US,

Asia and Europe, it would take a courageous chief executive to mount a bid for a UK-based company.

"The overall tone of the market is very depressed but business corporations are looking for acquisition opportunities. They were before [the Brexit surge in the yen], but now they are very enthusiastically studying acquisition targets," said Mr Hibino. But Britain was less attractive, he said, in the absence of clarity on the timing of the departure

from the EU and the resulting new regulatory and trade conditions for the UK.

With more than ¥10tn (\$95bn) in deals, 2015 was a record year of overseas acquisitions for Japanese companies. But in the first six months of 2016, according to figures from Dealogic, Japanese outbound M&A was just \$18.7bn, down 66 per cent from the record \$54.6bn in the same period in 2015.

Mr Hibino made his comments when the yen was around its peak after the UK vote — a succession of gains that saw the Japanese currency soar to more than ¥130 against the pound and to around ¥100 against the dollar.

Last week, the yen fell back to ¥106 per dollar — a zone that analysts say removes any immediate chance of intervention by the Japanese authorities to curb an overly strong currency.

"Last year the yen went to ¥120 against the dollar and [Japanese] investors were still looking for targets while being aware that the yen was undervalued. With the yen 20 per cent stronger, the momentum behind M&A has increased even more," said Mr Hibino.

## Retail &amp; consumer

# Pessina eyes South Korean move for Boots

MARK VANDELDE  
RETAIL CORRESPONDENT

Stefano Pessina, the serial Walgreens dealmaker who has marched his pharmacy empire across four continents already, is moving into South Korea with a franchise deal for the Boots healthcare chain.

The British brand will appear in South Korean shopping centres and in some branches of Emart, the hypermarket group that has been chosen to run the stores. "South Korea is considered a leading market for skincare and cosmetics products in Asia today," said Ornella Barra, who is co-chief operating officer of Walgreens Boots Alliance and Mr Pessina's long-term partner.

The Nasdaq-listed company says its South Korean outpost will stock products tailored to local tastes, including a range of leading local cosmetics brands and over-the-counter medicine.

But the outlets will also carry imported skincare products under the "No7" private label, long a fixture in British bathroom cabinets, which was

introduced into US branches of Walgreens and Duane Reade in 2012.

Since 2006, when Boots merged with Mr Pessina's Alliance UniChem, it has been central to the billionaire's ambition to annex swaths of the global pharmacy business. A year later Mr Pessina teamed up with Kohlberg Kravis Roberts to take the combined company private, and set about replacing a fragmented market of local operators with an integrated business of global scale.

The foray into South Korea via a franchise agreement is a more tentative

step, but it bears similarities with his earlier approach in continental Europe. There, constrained by regulations that require pharmacies to be independently owned, he signed up local retailers to join his wholesale network rather than operating stores directly.

The company has taken a similar approach in the Middle East, where 100 Boots stores are run by the Alshaya retail conglomerate.

But Mr Pessina has a history of turning such commercial agreements into sweeping deals that place him at the centre. His relationship with Walgreens began with the sale of a 45 per cent stake in Alliance Boots in 2012. Two years later he combined the two companies and installed himself as chief executive. Last year, with the acquisition of Rite Aid, the company supplanted CVS as the US's biggest pharmacy chain.

Walgreens' Asian interests include Boots Thailand, a wholly owned retail business that has 250 stores. The company also owns a chain of stores in China, and has stakes in two pharmaceutical wholesalers in the country.



Stefano Pessina hopes to annex swaths of the pharmacy business

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## Legal Notices

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Chancery Division  
Companies Court  
Court No: 7907 of 2012  
ALLANFIELD PROPERTY INSURANCE SERVICES LIMITED  
(Company Number: 05987957)  
(In Administration)

Notice is hereby given that, pursuant to an order of the High Court of Justice sealed on 21 March 2016 (the "Order"), any person who claims to be entitled to a beneficial interest in the AFS Trust Pool (as defined in the Order) must send certain documents (the "Prescribed Documents") to the Company's joint administrators (Jason Daniel Baker and Philip Lewis Armstrong of FRP Advisory LLP, 10 Cannon Street, London, EC4A 3DF, by 15 August 2016 (the "Bar Date"). A copy of the Order, confirmation of the Bar Date and details of the Prescribed Documents and the process by which any claims must be submitted can all be found at <http://creditors.frpadvisor.com>, case code A1724/ON. Any person having any query in relation to this notice should contact Mr Dominic Roberts of FRP Advisory LLP ([dominic.roberts@frpadvisor.com](mailto:dominic.roberts@frpadvisor.com)) / Tel: 0203 005 4000.

FTwealth

## STRAIGHT TALKER: SIR TOM HUNTER ON PHILANTHROPY

In the new FT Wealth, Scottish entrepreneur and philanthropist Sir Tom Hunter talks about charitable giving in his home country, the reasons behind his success and travelling with former US President Bill Clinton.

This issue's wide-ranging coverage includes the cost of school fees in 10 years' time; how entrepreneurs are helping rebuild earthquake-torn Christchurch; China's latest trend for offbeat fashion; the battle for restitution in Romania; and whether fame and fortune really does lead to happiness.

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## MARKET DATA

## WORLD MARKETS AT A GLANCE

Change during previous day's trading (%)



Stock Market movements over last 30 days, with the FTSE All-World in the same currency as a comparison



Country	Index	Latest	Previous	Country	Index	Latest	Previous	Country	Index	Latest	Previous
Argentina	Merval	1564.26	1569.65	Cyprus	CSE M&P Gen	65.46	65.85	Philippines	Manila Comp	8230.06	7555.14
Australia	All Ordinaries	5511.00	5491.90	Czech Republic	Prague 100	863.55	844.90	Poland	Wig	45540.00	45246.26
Austria	S&P/ASX 200	5429.60	5411.60	Denmark	OMXC20 Copenhagen 20	990.99	996.35	Portugal	PSI 20	4561.75	4545.95
Belgium	BEI Mid	5611.73	5633.92	Egypt	EGX 30	7583.06	7599.87	Spain	IBEX 35	2416.59	2424.76
Brazil	Ibovespa	55578.24	55480.87	Finland	HEX Helsinki General	1005.08	996.71	Saudi Arabia	TADAWAL All Share Ind	6661.65	6691.23
Canada	S&P/TSX 60	842.73	844.80	France	CAC 40	4375.51	4385.52	Singapore	FTSE SENSEX	2925.35	2936.92
China	CSI 300	3197.33	3196.19	Germany	DAX	20554.12	20562.03	Slovakia	SAX Market Index	5330.70	5386.10
Colombia	COLCAP	1332.85	1329.55	Greece	ATHEX ASE 20	1518.38	1530.13	Slovenia	SI TOP	311.81	306.79
Croatia	CROBEX	1724.23	1719.41	Hong Kong	Hang Seng	21659.25	21561.06	South Africa	FTSE/JSE All Share	53088.46	52873.03
Cyprus	CSE M&P Gen	65.46	65.85	India	BSE Sensex	27386.50	27942.11	South Korea	KOSPI	2017.26	2028.77
Denmark	OMXC20 Copenhagen 20	990.99	996.35	Indonesia	Jakarta Composite	6110.16	6110.16	Sri Lanka	CSE All Share	6425.49	6401.90
Egypt	EGX 30	7583.06	7599.87	Ireland	ISEQ Overall	5790.94	5844.94	Sweden	OMX Stockholm 30	1347.64	1358.14
Finland	HEX Helsinki General	1005.08	996.71	Israel	Tel Aviv 100	12.71	12.63	Switzerland	SMI Index	8156.26	8174.02
France	CAC 40	4375.51	4385.52	Italy	FTSE Italia All Share	18234.06	18047.47	Taiwan	Weighted FT	8998.85	8996.36
Germany	DAX	20554.12	20562.03	Japan	Nikkei 225	16437.85	16395.69	Thailand	Bangkok SET	1432.00	1468.69
Greece	ATHEX ASE 20	1518.38	1530.13	Jordan	Amman SE	2104.08	2097.80	Turkey	BIST 100	82588.76	81231.74
Hong Kong	Hang Seng	21659.25	21561.06	Korea	KOSPI	2017.26	2028.77	UAE	Abu Dhabi General Index	4576.73	4574.13
India	BSE Sensex	27386.50	27942.11	Kuwait	KSE 100	10281.28	10272.78	UK	FTSE 100	2872.60	2871.60
Indonesia	Jakarta Composite	6110.16	6110.16	Latvia	OMX Riga	589.54	628.48	USA	DJ Industrial	16516.55	16506.41
Ireland	ISEQ Overall	5790.94	5844.94	Lithuania	OMX Vilnius	523.19	527.09	FTSE 4Good UK	FTSE 4Good UK	5952.58	5982.29
Israel	Tel Aviv 100	12.71	12.63	Luxembourg	LuxX	1466.61	1488.30	FTSE All Share	FTSE All Share	3606.72	3602.28
Italy	FTSE Italia All Share	18234.06	18047.47	Malaysia	FTSE Bursa KLCI	1668.40	1669.33	FTSE iTechMARK 100	4068.79	4058.48	
Japan	Nikkei 225	16437.85	16395.69	Mexico	IPC	46713.43	46969.51	FTSE CompStar	6515.22	6516.30	
Jordan	Amman SE	2104.08	2097.80	Monaco	MASI	9793.21	9677.89	FTSE Global	1651.65	1658.41	
Korea	KOSPI	2017.26	2028.77	New Zealand	NZX 50	7072.88	7090.33	FTSE Europe	1265.23	1265.23	
Kuwait	KSE 100	10281.28	10272.78	Norway	Oslo All Share	663.11	665.13	FTSE Eurofirst 300	1335.71	1335.71	
Latvia	OMX Riga	589.54	628.48	Pakistan	KSE 100	39188.47	39187.47	FTSE Euro Stoxx 50	1265.23	1265.23	
Lithuania	OMX Vilnius	523.19	527.09	Peru	BVL All Share	28793.08	28793.08	FTSE Global All World	9550.47	9550.47	
Luxembourg	LuxX	1466.61	1488.30	Romania	BELUX	100.84	101.18	FTSE Global Europe	8199.90	8199.90	
Malaysia	FTSE Bursa KLCI	1668.40	1669.33	Saudi Arabia	TADAWAL All Share Ind	6661.65	6691.23	FTSE Global Asia	16516.55	16506.41	
Mexico	IPC	46713.43	46969.51	Singapore	FTSE SENSEX	2925.35	2936.92	FTSE Global Africa	1651.65	1658.41	
Monaco	MASI	9793.21	9677.89	South Africa	FTSE/JSE All Share	53088.46	52873.03	FTSE Global Americas	16516.55	16506.41	
New Zealand	NZX 50	7072.88	7090.33	South Korea	KOSPI	2017.26	2028.77	FTSE Global Europe	1265.23	1265.23	
Norway	Oslo All Share	663.11	665.13	Sri Lanka	CSE All Share	6425.49	6401.90	FTSE Global Asia	16516.55	16506.41	
Pakistan	KSE 100	39188.47	39187.47	Sweden	OMX Stockholm 30	1347.64	1358.14	FTSE Global Europe	1265.23	1265.23	
Peru	BVL All Share	28793.08	28793.08	Switzerland	SMI Index	8156.26	8174.02	FTSE Global Europe	1265.23	1265.23	
Romania	BELUX	100.84	101.18	Taiwan	Weighted FT	8998.85	8996.36	FTSE Global Europe	1265.23	1265.23	
Saudi Arabia	TADAWAL All Share Ind	6661.65	6691.23	Thailand	Bangkok SET	1432.00	1468.69	FTSE Global Europe	1265.23	1265.23	
Singapore	FTSE SENSEX	2925.35	2936.92	Turkey	BIST 100	82588.76	81231.74	FTSE Global Europe	1265.23	1265.23	
South Africa	FTSE/JSE All Share	53088.46	52873.03	UAE	Abu Dhabi General Index	4576.73	4574.13	FTSE Global Europe	1265.23	1265.23	
South Korea	KOSPI	2017.26	2028.77	UK	FTSE 100	2872.60	2871.60	FTSE Global Europe	1265.23	1265.23	
Sri Lanka	CSE All Share	6425.49	6401.90	USA	DJ Industrial	16516.55	16506.41	FTSE Global Europe	1265.23	1265.23	
Sweden	OMX Stockholm 30	1347.64	1358.14	Venezuela	BVL All Share	28793.08	28793.08	FTSE Global Europe	1265.23	1265.23	
Switzerland	SMI Index	8156.26	8174.02	Vietnam	VNI	664.56	666.69	FTSE Global Europe	1265.23	1265.23	

(c) Stock (L) Unavailable. 1 Correction. \* Subject to official recalculation. For more index coverage please see www.ft.com/worldindices. A fuller version of this table is available on the ft.com research data archive.

## STOCK MARKET: BIGGEST MOVERS

Country	Index	Latest	Previous	Country	Index	Latest	Previous	Country	Index	Latest	Previous
USA	DJ Industrial	16516.55	16506.41	UK	FTSE 100	2872.60	2871.60	UK	FTSE 100	2872.60	2871.60
USA	DJ Industrial	16516.55	16506.41	UK	FTSE 100	2872.60	2871.60	UK	FTSE 100	2872.60	2871.60
USA	DJ Industrial	16516.55	16506.41	UK	FTSE 100	2872.60	2871.60	UK	FTSE 100	2872.60	2871.60

Based on the constituents of the S&amp;P 500 and the Nasdaq 100. \* Subject to official recalculation. For more index coverage please see www.ft.com/worldindices. A fuller version of this table is available on the ft.com research data archive.

## UK MARKET WINNERS AND LOSERS

Company	Index	Latest	Previous	Company	Index	Latest	Previous	Company	Index	Latest	Previous
Winnings	FTSE 100	2872.60	2871.60	Losers	FTSE 100	2872.60	2871.60	Winnings	FTSE 100	2872.60	2871.60
Winnings	FTSE 100	2872.60	2871.60	Losers	FTSE 100	2872.60	2871.60	Winnings	FTSE 100	2872.60	2871.60

Based on the constituents of the FTSE100. \* Subject to official recalculation. For more index coverage please see www.ft.com/worldindices. A fuller version of this table is available on the ft.com research data archive.

## CURRENCIES

Country	Index	Latest	Previous	Country	Index	Latest	Previous	Country	Index	Latest	Previous
USA	DJ Industrial	16516.55	16506.41	UK	FTSE 100	2872.60	2871.60	UK	FTSE 100	2872.60	2871.60
USA	DJ Industrial	16516.55	16506.41	UK	FTSE 100	2872.60	2871.60	UK	FTSE 100	2872.60	2871.60

Based on the constituents of the FTSE100. \* Subject to official recalculation. For more index coverage please see www.ft.com/worldindices. A fuller version of this table is available on the ft.com research data archive.

## FTSE ACTUARIES SHARE INDICES

Company	Index	Latest	Previous	Company	Index	Latest	Previous	Company	Index	Latest	Previous
USA	DJ Industrial	16516.55	16506.41	UK	FTSE 100	2872.60	2871.60	UK	FTSE 100	2872.60	2871.60
USA	DJ Industrial	16516.55	16506.41	UK	FTSE 100	2872.60	2871.60	UK	FTSE 100	2872.60	2871.60

Based on the constituents of the FTSE100. \* Subject to official recalculation. For more index coverage please see www.ft.com/worldindices. A fuller version of this table is available on the ft.com research data archive.

## FTSE 30 INDEX

Company	Index	Latest	Previous	Company	Index	Latest	Previous	Company	Index	Latest	Previous
USA	DJ Industrial	16516.55	16506.41	UK	FTSE 100	2872.60	2871.60	UK	FTSE 100	2872.60	2871.60
USA	DJ Industrial	16516.55	16506.41	UK	FTSE 100	2872.60	2871.60	UK	FTSE 100	2872.60	2871.60

Based on the constituents of the FTSE100. \* Subject to official recalculation. For more index coverage please see www.ft.com/worldindices. A fuller version of this table is available on the ft.com research data archive.

## FTSE SECTORS: LEADERS &amp; LAGGARDS

Company	Index	Latest	Previous	Company	Index	Latest	Previous	Company	Index	Latest	Previous
USA	DJ Industrial	16516.55	16506.41	UK	FTSE 100	2872.60	2871.60	UK	FTSE 100	2872.60	2871.60
USA	DJ Industrial	16516.55	16506.41	UK	FTSE 100	2872.60	2871.60	UK	FTSE 100	2872.60	2871.60

Based on the constituents of the FTSE100. \* Subject to official recalculation. For more index coverage please see www.ft.com/worldindices. A fuller version of this table is available on the ft.com research data archive.

## FTSE 100 SUMMARY

Company	Index	Latest	Previous	Company	Index	Latest	Previous	Company	Index	Latest	Previous
USA	DJ Industrial	16516.55	16506.41	UK	FTSE 100	2872.60	2871.60	UK	FTSE 100	2872.60	2871.60
USA	DJ Industrial	16516.55	16506.41	UK	FTSE 100	2872.60	2871.60	UK	FTSE 100	2872.60	2871.60

Based on the constituents of the FTSE100. \* Subject to official recalculation. For more index coverage please see www.ft.com/worldindices. A fuller version of this table is available on the ft.com research data archive.

## UK STOCK MARKET TRADING DATA

Company	Index	Latest	Previous	Company	Index	Latest	Previous	Company	Index	Latest	Previous
USA	DJ Industrial	16516.55	16506.41	UK	FTSE 100	2872.60	2871.60	UK	FTSE 100	2872.60	2871.60
USA	DJ Industrial	16516.55	16506.41	UK	FTSE 100	2872.60	2871.60	UK	FTSE 100	2872.60	2871.60

Based on the constituents of the FTSE100. \* Subject to official recalculation. For more index coverage please see www.ft.com/worldindices. A fuller version of this table is available on the ft.com research data archive.

## UK RIGHTS OFFERS

Company	Index	Latest	Previous	Company	Index	Latest	Previous	Company	Index	Latest	Previous
USA	DJ Industrial	16516.55	16506.41	UK	FTSE 100	2872.60	2871.60	UK	FTSE 100	2872.60	2871.60
USA	DJ Industrial	16516.55	16506.41	UK	FTSE 100	2872.60	2871.60	UK	FTSE 100	2872.60	2871.60

Based on the constituents of the FTSE100. \* Subject to official recalculation. For more index coverage please see www.ft.com/worldindices. A fuller version of this table is available on the ft.com research data archive.

## UK COMPANY RESULTS

Company	Index	Latest	Previous	Company	Index	Latest	Previous	Company	Index	Latest	Previous
USA	DJ Industrial	16516.55	16506.41	UK	FTSE 100	2872.60	2871.60	UK	FTSE 100	2872.60	2871.60
USA	DJ Industrial	16516.55	16506.41	UK	FTSE 100	2872.60	2871.60	UK	FTSE 100	2872.60	2871.60

Based on the constituents of the FTSE100. \* Subject to official recalculation. For more index coverage please see www.ft.com/worldindices. A fuller version of this table is available on the ft.com research data archive.



# The Monday interview

**Bill Winters** Standard Chartered CEO

## A thwarted diplomat with a cross-border repair job

The bank's focus on emerging markets means it could be a winner following the Brexit vote, writes Martin Arnold

**B**ill Winters always wanted to be a diplomat. But in an ironic twist, he was too hard up to accept offers to study international diplomacy and instead joined JPMorgan's graduate trainee scheme.

"I never intended to be a banker," says Mr Winters, who took charge of Standard Chartered a year ago after a glittering career in finance that included running JPMorgan's investment bank and drafting the UK's post-crisis banking reforms.

At StanChart, a London-listed bank with operations across Asia, Africa and the Middle East, Mr Winters has come close to finding the financial equivalent of the diplomatic corps. "I've always been excited by these regions," he says.

The 54-year-old American was in contention for jobs at several rival companies that changed bosses at the same time, including Barclays and Credit

Suisse. However, he "was not looking to get back" into banking and was running his own hedge fund when StanChart approached him six years after he left JPMorgan. As well as its wide geographical presence, what attracted Mr Winters to StanChart was the "opportunity to get involved in a real banking business" – as opposed to the "financial alchemy" practised by rivals more focused on investment banking.

Under his predecessor, Peter Sands, StanChart emerged from the 2008 crisis in better shape than most competitors, yet it embarked on an aggressive lending spree that left it exposed to a slowdown in Asian economies and a reversal of the commodities cycle. The bank's expansion started more than a decade ago, accelerating after the financial crisis as rivals were forced to retrench.

Nonetheless, Mr Winters says the challenge of fixing a bank focused on financing cross-border trade while lending to emerging market companies and consumers is simple compared with the existential problems facing many investment banks.

"It is the challenge of turning round a bank that has fallen on hard times, rather than fundamentally reinventing the model," he says.

Indeed, since the UK voted to leave

the EU, StanChart shares have risen – among the few in the sector to do so. Its lack of European operations means some analysts have identified it as a relative winner from the Brexit vote.

"I get a wry smile when I hear of us being a safe haven," says Mr Winters, while adding that StanChart could benefit if multinational companies shift their focus away from a fracturing European continent towards emerging markets.

After joining JPMorgan in 1983, his first job was dealing with small oil and gas companies in Texas and Oklahoma. His break came with a transfer to the bank's nascent derivatives operation. He moved to London in 1992 to run its derivatives team and has lived there

since, taking joint British-US citizenship. Although widely credited with helping JPMorgan to avoid the big losses on US subprime mortgage securities that hit many rivals, he was sacked in 2009 after falling out with his boss, Jamie Dimon.

Mr Winters was one of several senior executives who left JPMorgan after being identified as potential successors to Mr Dimon. The pair were reported to have fallen out over his boss's management style and investments made by the bank. His departure still rankles: "JPMorgan is a great business, I loved it, even the last day, which wasn't the easiest at the time."

Mr Winters was awarded a CBE for his services to the UK economy and financial services in 2013 after sitting on Sir John Vickers' Independent Commission on Banking, which called for UK banks to be forced to ringfence their retail operations from investment banking units – a drastic rule, which was adopted. He and his wife, Anda, are fixtures on London's cultural circuit, and he has supported her launch of the Print Room, a UK theatre company based in Notting Hill.

Mr Winters says StanChart is a "relationship bank". However, he concedes the flipside of the emphasis on relation-

ships is that "it tends to be a bit more expensive and sometimes you get yourself attached to a situation that goes bad and you get sucked into it".

He recently delivered an "angry" address to 1,500 of StanChart's managers to stamp out what he called a "cancer" of complacency and lax controls that he blamed for transgressions on expenses and conflicts of interest. His extreme reaction was designed to draw a line: "If you don't overreact to some of these things it is a licence to keep on testing the parameters."

The bank is still being investigated by US and UK regulators for sanctions breaches and failings in anti-money laundering policies. Mr Winters says it has "made tremendous progress" on

**'If you don't overreact to conflicts of interest, it is a licence to keep testing parameters'**

After a heavy loss last year, StanChart wants to be 'back on the map as a growing player', says Bill Winters – Bloomberg

tightening controls and has launched a compliance academy to train other banks.

Having repaired StanChart's balance sheet with a £3.3bn rights issue last year and launched a restructuring effort to cut 15,000 of its 86,000 jobs while shedding billions of pounds of poor loans, Mr Winters aims to get back on track.

After a heavy loss last year, StanChart returned to profit in the first quarter and Mr Winters says he is confident it is "in a position to weather a pretty bleak scenario". He wants to put the bank "back on the map as a growing player, rather than one that has shrunk".

Private banking and wealth management is one target area, and the aim is to increase its \$60bn of assets under management to more than \$100bn by 2020.

Analysts say StanChart has to decide which of its 35 countries to focus on. Mr Winters, however, is betting that by overhauling StanChart's "somewhat antiquated and disconnected" technology it can create a platform that works seamlessly across borders.

He is counting on the strength of StanChart's brand among families who have often been clients for generations. "It is a deeply resonant brand," he says. "We have to be very careful that we don't destroy the fabric."

Second opinion

The bank reformer

Sir John Vickers says Bill Winters' recent banking experience brought "excellent market savvy and discipline" to his Independent Commission on Banking, which drew up the UK's regulatory response to the financial crisis.

"We had lots of ideas that fell on to the cutting room floor because Bill Winters could see that they just wouldn't work," says Sir John. "His style, it is very sharp, but combined with an easy-going manner that worked very well with the rest of the group."

FT

Week ahead

The FT's take on what to look out for in the coming week will now run online only. For guidance on what is happening in markets, economics, companies and politics, go to: [ft.com/weekahead](http://ft.com/weekahead)

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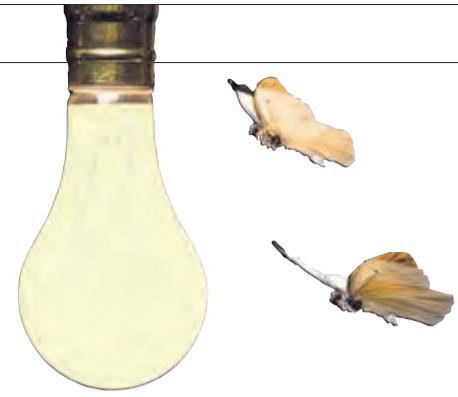
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# FTfm



**P2P lending**  
Fund firms flock to fledgling area

PAGE 10

## Flying solo Star fund managers shine

'Key man' risk has meant that investment companies now often structure their funds to avoid the emergence of star managers. But a study, due to be published in the CFA's Financial Analysts Journal later this year, finds that funds with a single manager significantly outperform those run by teams on average — by up to 1.3 per cent a year.

"Investors will be better off if they invest in a fund with just one manager," the CFA finds.

PAGE 6



## Hedge funds open doors to allay fears of secrecy

MADISON MARRIAGE

Hedge fund companies plan to address investor concerns about the secretive nature of their businesses and poor performance by allowing clients to visit their offices more often.

According to new research from Prequin, the data provider, 58 per cent of hedge fund managers plan to "open their offices for more client visits", while 69 per cent intend to increase the level of transparency provided to investors.

Of the 270 hedge fund managers polled by Prequin, one-fifth said overcoming negative perceptions of the industry was one of its biggest challenges, increasing the need for more open communication with clients.

Before the financial crisis, hedge fund investors routinely relied on written quarterly updates from their portfolio managers for information about investment performance, asset levels and a fund's positioning.

Tony Griffiths, senior associate at Cerulli, the research firm, said hedge fund managers that have recently launched companies were at the forefront of the push for transparency.

He said: "Many hedge fund managers recognise the importance of improving the way and extent they engage with investors. This seems particularly true of emerging managers, many of whom have started out with the mindset that increased investor interaction is better for business."

## Swedish pension scheme makes biggest institutional withdrawal from fossil fuels Sweden's AP4 shuns fossil fuels

CHRIS FLOOD

One of Sweden's largest pension funds has made the biggest single commitment to low carbon investing by an institutional investor, to help fight global warming.

The Fourth Swedish National Pension Fund, known as AP4, will invest \$3.2bn in passive investment funds designed by MSCI, which will track low carbon benchmarks. The SKr299bn (\$35bn) pension scheme intends to "decarbonise" its \$14.7bn global equity portfolio by 2020. That means it will drastically cut exposure to companies that pollute with fossil

fuels and increase allocations to those with low carbon emissions.

The move comes on the back of growing pressure on institutional investors to protect their portfolios from the risks of global warming and climate change. It also comes just months after a landmark agreement was struck in Paris on climate change, in which governments around the world committed to tackling global warming.

Mats Andersson, the chief executive of AP4, who has just stepped down from the fund after 10 years, said: "We hope this initiative will

help take low carbon investing further into the mainstream."

Last month the University of Cambridge blacklisted investments in coal and tar sands companies after pressure from students and academics to shun highly polluting fossil fuels. The UK's richest educational institution, which has an endowment of £5.9bn, followed the lead of rivals Oxford and Yale to exclude coal and tar sands investments.

Jillian Reid, a principal in the responsible investment team at Mercer, the pension fund consultancy, said that although only a minority of

investors were incorporating climate risks assessments into their investment processes, AP4's push laid down a significant marker. "This initiative by AP4 is indicative of the transition that is taking place," she said.

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.

Pia Axelsson, a spokesperson for AP4, said greenhouse gases that cause global warming would be

*continued on page 2*

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## NEWS

## INSIDE

## Face to face

Savers have to start being realistic about financial asset returns, says State Street Global Advisors' CEO Ron O'Hanley

PAGE 4

## Brexit

Industry bodies such as Aima and the IA are marshalling their forces to lobby and formulate their strategies

PAGE 5

## Comment

Emerging markets face even bigger structural challenges than the developed world, says Steve Johnson

PAGE 8

## View from the US

The tribulations of Bremer Landesbank's shipping bonds are a salutary tale, says John Dizard

PAGE 8

## Investment strategy

Asset managers may have been rushing into peer-to-peer loans without fully appreciating the pitfalls

PAGE 10

# Brexit vote prompts flood of cash into money market funds

**INVESTMENT STRATEGY**  
Market volatility leads to postponing of allocation decisions

ALIYA RAM

Investors are pouring cash into low-risk money market funds as they postpone allocation decisions amid market volatility and weaker business confidence.

Sterling-denominated money market funds have seen more than \$30bn of inflows since October last year, with a spike of new money in the aftermath of the UK's vote to leave the EU, according to EPFR Global, the research house.

Offshore money market funds denominated in US dollars, meanwhile, have attracted \$24bn since the Brexit vote, data from provider iMoneyNet show.

By contrast, equity funds have seen billions pulled from their coffers – adding strain on asset managers already contending with falling profits.

"We're seeing inflows from larger corporate institutions that might want to leave cash with us," said Craig Inches, fixed income fund manager at Royal London Asset Management, which oversees £88bn.

"We're [also] seeing investors who want to reduce the



HSBC has moved cash into money market funds as it waits for fixed income yields to rise

duration of the bonds that they have but keep returns."

A so-called "flight to safety" after Britain's vote to leave the

**'I don't imagine investors will sit on cash for ever but I do think the shift between banks and money market funds is permanent'**

EU and the prospect of lower interest rates and quantitative easing from central banks have compressed sovereign

bond yields, which move inversely to price. Meanwhile, stock markets have shed trillions of dollars since the start of the year over concerns about global growth and the strength of the eurozone.

Money market funds – which are cash-like investment vehicles with higher returns – typically purchase highly-rated government bonds and securities, so have also seen yields compressed by low interest rates. But they have proved popular for park-

ing cash as investment decisions are postponed due to uncertainty.

Mr Inches said that banks such as HSBC and Lloyds and other large institutional investors have shifted cash into the vehicles while they wait for fixed income yields to rise and interest rates "to reflect economic fundamentals".

Royal London's largest money market fund has doubled in size to £2bn in the last year, he said, and it has launched another short term

cash fund this year in response to demand.

Steven Bell, fixed income fund manager at BMO Global Asset Management, the Canadian investment house, said that its asset management business is increasingly re-routing cash to money market funds while the outlook for global growth remains unstable.

"I don't imagine that investors will sit on cash for ever but I do think that the shift between banks and money market funds is permanent," he said.

With interest rates on savings accounts at record lows since the financial crisis, holders of larger sums of cash – often institutional investors and banks – have moved into the money markets.

According to Mr Bell, these investors have been prompted to hold even more cash this year, because of concerns about redemptions since the Brexit vote. Around £15bn of assets were trapped in commercial property funds last week when asset managers were forced to suspend trading because they could not afford to pay back investors who wanted to redeem their money.

Moody's, the rating agency, predicts that more assets will flow into money market funds "as uncertainty prevails".

# FTfm

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## Sweden's AP4 shuns fossil fuels

*continued from page 1*

priced differently in the future. "Companies with lower emissions than their competitors will enjoy a financial advantage and deliver better performance," she said.

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

All five of Sweden's public pension funds have measured and reported the carbon footprint of their investments since 2014. The five schemes

are pressing for the establishment of standardised global measures of climate risk within asset portfolios.

Last month, PKA, Denmark's fourth-largest pension fund, with €35.5bn in assets, asked 53 companies that generate between 25 and 50 per cent of their revenues from coal to provide plans on how they will reduce their exposure to the fossil fuel.

Pelle Pedersen, responsible investment analyst at PKA, told FTfm that the pension fund will pull money from businesses that lack plans or provide inadequate proposals "for the shift to a low-carbon future".

PKA divested itself of 31 coal-only companies last year, including Whitehaven Coal in Australia, Indonesia's Bumi Resources and Peabody Energy, the US coal miner that



Many large investors are still ignoring climate change risks in their investment decisions — Getty Images

filed for bankruptcy protection in April.

Exchange traded funds that track MSCI low carbon indices have accumulated assets of around \$500m from investors including the UK Environment Agency pension fund, the UN Joint Staff pension fund and the University of Maryland.

Deborah Yang, a managing director with MSCI, said: "We

**53**  
Companies that generate **25%-50%** of their revenues from coal were asked by Denmark's PKA pension fund to provide plans on how they will reduce their exposure to the fossil fuel

have seen much more interest in low carbon investing following on from the climate change conference in Paris in December. Investors are now drilling into their portfolios to better understand how a company's revenues derive from fossil fuels and whether some of their earnings are linked to activities designed to mitigate climate change."

The Asset Owners Disclosure Project, a non-profit organisation, has found almost half of the world's largest investors are ignoring climate risks in their investment decisions.

Ben Caldecott, director of the sustainable finance programme at the University of Oxford, said: "The vast majority of asset owners do not take account of long-term risks, such as climate change, despite having liabilities many decades into the future."

## NEWS

# Fears Brexit will slow Capital Markets Union

## CAPITAL MARKETS

## Fund industry concern at reduced role if UK is sidelined in talks

## ATTRACTA MOONEY

The UK's vote to leave the EU has sparked fears that asset managers will lose their voice during negotiations to redraw Europe's capital markets.

Jonathan Hill, the former European commissioner who was the driving force behind the project known as the Capital Markets Union, stepped down from his role after the UK voted in favour of Brexit.

His replacement, Valdis Dombrovskis, a Latvian politician, has vowed to continue Mr Hill's work on the CMU, which is aimed at reducing Europe's reliance on bank funding and removing obstacles for investors in Europe's capital markets.

However, there are concerns that with Mr Hill's departure, the project could be delayed or

altered, leaving asset managers sitting on the sidelines.

James Hughes, Brussels deputy head at Cicero, the lobbying group, said: "The CMU isn't going to die because Jonathan Hill is stepping down. There will be a lot of initiatives that will go through. But the political momentum might die down."

Sean Tuffy, head of regulatory intelligence at Brown Brothers Harriman, the US bank, said that with the UK sidelined on the CMU, countries with large fund industry operations, including Ireland and Luxembourg, have lost an important ally.

"This could lead to less fund industry-friendly rules. It's important the fund industry

**'The CMU isn't going to die because Jonathan Hill is stepping down. But the political momentum might die down'**



German banks have retreated less than those in the UK from lending — Kriszian Bocsi/Bloomberg

continues to be engaged in the CMU dialogue," he said.

Asset managers had hoped the CMU would allow them to play a bigger role in financing the European economy.

European companies traditionally receive about 80 per cent of their external funding from bank loans, but in the US,

the majority get their financing from securities markets.

With banks retreating from lending to small companies in particular, opening up financing to non-banks, such as asset managers, was seen as a key way to drive growth in Europe. Mr Hughes said the UK pushed this approach and was seen as

the main beneficiary of CMU because it has Europe's most developed capital markets.

In contrast, in countries such as Germany and France, banks have not stepped back from lending to the same extent, leaving many in these nations questioning the need for deeper capital markets.

"The stock position from some member states and MEPs is, yes, it is important to strengthen the capital markets but the banking system is also important and it is important to make sure it is supported as well," said Mr Hughes.

Frank Dornseifer, managing director of BVAI, the German body for alternative fund managers, added: "If you talk to people in Germany, they ask: 'Why do you need stronger market-based financing? There are banks to do that.'

"The approach and momentum [behind the CMU] was to a large extent coming from the UK. If this is stopped, who will bring the momentum?"

Raoul Ruparel, co-director of Open Europe, a think-tank, said new plans for the CMU are likely to shift away from breaking down practical barriers that prevent capital markets from functioning efficiently to deepening eurozone financial integration.

## Movers &amp; shakers

● **BlackRock** has appointed the Credit Suisse veteran of 23 years **Philip Vasan** to the newly created role of head of investments and portfolio solutions in its US wealth advisory arm. Mr Vasan will join the world's largest asset manager in September after holding multiple senior roles at Credit Suisse, including a decade as head of prime services and most recently as head of private banking for the Americas.

● **Anne Robinson** is to join the legal and compliance division of **Vanguard**, the world's second-largest asset manager, as general counsel and managing director. Ms Robinson worked previously for Citi, the US bank.

● **UBS Asset Management** has appointed **Michael Baldinger** as head of sustainable and impact investing, a newly created role. Mr Baldinger was previously chief executive of RobecoSAM, the Zurich-based sustainability investments specialist. **Reto Schwager**, currently head of private equity at RobecoSAM, will assume responsibility as interim chief executive in August. UBS has also hired **Francesco Branda** as an exchange traded fund sales director in Italy. Mr Branda joins from UniCredit.

● **Aviva Investors** has hired **Bryony Deuchars** as a fund manager in its emerging market equities team. Ms



Philip Vasan



Bryony Deuchars



Emma Friend

Deuchars has moved to the £290bn asset management arm of Aviva, the UK insurer, from Schroders.

● Two new faces in the fixed income team at **Vontobel Asset Management**, the SFr187bn (\$190bn) Swiss-listed investment manager. **Adrian Bender** joins as a portfolio adviser from Amundi, the French asset manager. **Sergey Goncharov** has moved from Russian lender Sberbank in Moscow to the position of credit analyst.

● **Eaton Vance** has hired **Tjalling (TJ) Halbertsma** to lead business development globally for the \$318.7bn US-listed asset manager. Mr Halbertsma will join in September from Nuveen Investments in London.

● **Emma Friend** has moved to **Capital Group** as a senior manager, institutional marketing, based in London. Ms Friend joins the \$1.4tn Los Angeles-based manager from Lombard Odier Investment Managers.

● **Julia Kochetygova** has joined **Northern Trust Asset Management** as a senior environmental, social and governance research analyst, based in London. Ms Kochetygova moved to the \$900bn investment arm of Northern Trust, the US trust bank, from S&P Dow Jones Indices.

● Two new faces at **Investec Asset Management**. **Gianluca Maione** has moved from Morgan Stanley to become country head for Italy. **Elena Baccani** has joined as a sales manager in the Italian distribution team from Aberdeen Asset Management.

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## FACE TO FACE

# 'Expectations of returns have to come down'

**RON O'HANLEY**

The State Street Global

Advisors chief executive

says savers must be realistic

CHRIS FLOOD

Few people will ever be able to boast that they led three of the world's largest asset management businesses during their career.

But boasting is not Ron O'Hanley's style.

"I hope you don't think that I can't hold down a job," says Mr O'Hanley, who was hired in 2015 to revive the fortunes of State Street Global Advisors, the \$2.4tn investment arm of Boston-based bank State Street.

The 59-year-old was previously chief executive of BNY Mellon's asset management business and more recently was president of asset management for Fidelity Investments, a company where he was once seen as a possible successor to Ned Johnson before Fidelity appointed his daughter, Abigail Johnson, as chief executive in 2014.

The most immediate challenge facing Mr O'Hanley at State Street is to reverse the \$302bn of withdrawals from its asset management arm in 2015. And his purchase of GE Asset Management from General Electric earlier this year in a \$485m cash deal was a first step in addressing that. "GE is very complementary to our existing business," says the father of two.

But the GE deal, which brought in \$100bn of assets, was relatively small and prompted some analysts to question the merit of the acquisition.

"We don't need to do a transformational deal," says Mr O'Hanley. "M&A is not itself a strategy. It is a way to implement a strategy."

Perhaps the thorniest problem that faces Mr O'Hanley is the slump in asset gathering at State Street's exchange traded fund business, which has struggled in the face of price competition from rivals BlackRock and Vanguard.

Those two groups have gathered net inflows of \$282bn and \$215bn



**Born** February 15 1957

**Total pay** Not disclosed

**Education** 1980 BA (political science) Syracuse University  
1986 MBA, Harvard Business School

**Career** 1986-1997 Consultant, McKinsey. Elected partner in 1992. Founder of investment management practice in 1993. Also co-founder of North American personal financial services practice  
1997 President and chief executive, Mellon Asset Management (from 2007 Mellon Asset Management). Vice-chairman, Mellon Financial Corporation  
2010-14 President of asset management and corporate services, Fidelity Investments  
2015 President and chief executive, State Street Global Advisors

respectively since January 2014, while State Street has added \$25bn over the same period. Last year alone investors pulled \$19bn from State Street's ETFs, while both BlackRock's iShares business and Vanguard attracted inflows of \$139bn and \$84bn respectively.

As a result, State Street reshuffled the senior management of its ETF division earlier this year. Veteran Jim Ross moved to the role of chairman to make way for two new co-heads, Nick Good and Rory Tobin.

Mr Good was promoted from his role as chief operating officer of the intermediary business group in North America. Mr Tobin, who previously led BlackRock's ETF arm in Europe, moved up from head of European distribution.

At the time of the reshuffle State Street said the changes were "not linked" to the 2015 outflows.

"State Street's early lead in ETFs was achieved through a focus on large institutions. We were slow to recognise how individuals and intermediaries would pivot to ETFs after the financial crisis, and we have been playing catch-up there," says Mr O'Hanley, who unwinds by spending

a couple of days sailing to "clear the mind". (A great sailboat crew is like a good management team, he says.)

State Street launched the first US-listed ETF in 1993. It remained the world's largest ETF manager until 2003 when it was overtaken by iShares, then owned by Barclays Global Investors.

In January 2015, it lost its second position in terms of ETF assets under management to Vanguard, which has cut fees repeatedly and established its reputation in the eyes of many investors as the leading low-cost provider.

**'You will not see us go [ and sell products] directly to retail investors. Vanguard can't make that promise to advisers'**

Mr O'Hanley insists that State Street's ETFs remain "very appealing" to financial advisers who face a direct threat to their business from Vanguard.

"You will not see us go [ and sell products] directly to retail investors. Vanguard can't make that promise to advisers," he says.

State Street has also accelerated its development of products, particu-

**State Street Global Advisors**

Founded 1978

Assets under management \$2.3tn

Number of employees 3,000 globally

Headquarters Boston, with offices in 18 countries worldwide

Ownership Wholly owned by State Street Corporation, the US-listed bank

larly in the area of smart beta ETFs – a halfway house between active and passive management where State Street has decades of experience.

Many others have also begun selling smart beta products, which have become the hottest area of competition among asset managers.

"We roll our eyes a little at rivals that now claim to be smart beta providers when they were pushing actively managed products two years ago," says Mr O'Hanley.

Away from the trickier questions about the performance of the ETF arm, Mr O'Hanley has other concerns about how people will be able to pay for their retirement and what asset managers should be doing to help.

In a strongly worded letter to US Congress earlier this year he urged both Republicans and Democrats to work together to guarantee access to workplace savings plans.

"Policy changes can be made and the investment industry itself must do better," he says, emphasising that the difficulties facing retirement savers are far greater than ever before.

"The lower-for-longer interest rate environment is real. Return expectations for financial assets have to come down. People have to start saving earlier and to save more for their retirement," he said.

The difficulties facing savers have worsened as a result of the global structural shift from generous defined benefit pensions to defined contribution schemes.

"Defined benefit pension funds with all their flaws helped to pool risk. Defined contribution schemes have transferred all the costs and risks to the individual, who rarely has the ability to manage their retirement savings," he said.

"Worst of all we are transferring risks onto people that they don't even know they are taking on."

Other issues worry him too. "Experts suggest that many cancers are curable and that people will be living well beyond 100. We should of course be celebrating that but our pension systems are not designed for this."

Two days of sailing might not help Mr O'Hanley solve those problems in his mind but he says he is committed to helping the industry try to do so.

## NEWS

# Industry bodies prepare to lobby on Brexit rights

## INVESTMENT STRATEGY Regulation, EU staff and passporting status among issues raised

ALIYA RAM

Hedge funds are building a “Brexit task force” to lobby politicians and inform the industry on the implications of the UK’s vote to leave the EU and prepare their businesses for the years ahead.

The Alternative Investment Management Association, which represents the interests of hedge funds, told its members at a special meeting held this month that it will coordinate the industry’s efforts to push for consistent regulation and visa rights for EU employees. It also said executives should future-proof their businesses by setting up management companies and registering funds on the continent.

“Members have concerns around their ability to access investors going into the future,

their ability to employ EU talent and continue trading [on] markets,” said Jiri Krol, deputy chief executive of Aima.

He added that for hedge fund managers running mutual funds, “if you don’t have an EU-based management company, you probably shouldn’t wait until the very end [of the negotiations between Britain and the EU] to set one up”.

A survey of 142 alternative ‘AIMA members have concerns around their ability to access investors’

asset managers conducted by research firm Preqin after last month’s referendum found that 7 per cent were thinking about moving operations out of the UK, while a further 17 per cent were still unsure whether to change where they are based.

Big mainstream asset managers, including M&G and Columbia Threadneedle, have

already outlined plans to establish continental European operations or to move some staff to EU locations such as Luxembourg and Dublin to preserve their access.

Asset managers have been slow off the mark compared with other industries in planning for a Brexit. The banking industry, for example, met in London on the first Tuesday after the referendum result was revealed and Goldman Sachs has already recruited the former head of the European Commission to its board.

But the investment sector has moved into action in recent days, with senior executives, lawyers, regulators and consultants descending on London for a series of meetings to discuss the initial impact of the out vote and strategies for an uncertain future.

The Investment Association, which represents British asset managers with a combined £5.5tn in assets, held what one attendee described



Mainstream asset managers are already planning to move staff to EU locations such as Dublin — Getty Images

as a “don’t panic” session to rally the industry, which has suffered billions of pounds of outflows following the vote.

Members discussed how they will lobby regulators in the EU without a voice in Brussels, and talked through the impact of a full exit on the City of London as a financial centre.

“The way we negotiate will need to change,” the person said on condition of anonymity. “After Brexit [London] will no longer be the financial centre.”

Mark Pugh, head of UK asset management at PwC, the consultancy, said the industry was behind with contingency planning because it had largely expected a remain vote. “The analysis or preparation of what it meant for the business was certainly not at a detailed level,” he said.

According to an Aima survey of its members last week, almost all believe the UK should remain part of the single market or negotiate a third country passporting status.

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## THE BIG PICTURE

# How solo stars stack up against the team players

*Attracta Mooney* asks whether funds run by one individual have the beating of those with multiple managers

Star fund managers have pulling power. Just ask Invesco, which suffered billions in outflows after Neil Woodford, arguably the UK's best-known fund manager, quit his job at the \$791bn investment house to set up his own business.

Investors, enamoured by the man who could turn a £1,000 investment into £25,349 over his 26 years in charge of the Invesco Perpetual High Income fund, followed Mr Woodford to his new venture in droves.

Similar stories have played out elsewhere, with huge sums of money flowing out of asset managers when well-known portfolio managers leave an investment house.

Fund managers, in response, have increasingly played down the importance of individuals when it comes to investment decisions. On the websites of many of the world's best-known fund managers, there are frequent references to their "team approach" to investment management.

Funds are now often structured to avoid the emergence of star managers, with most mutual funds run by two or more individuals, according to Lipper, the data provider. More than three-quarters of US mutual funds – or 6,219 out of 8,072 – have at least two managers.

Yet placing a team in charge of a fund is not necessarily good for investors, new research suggests. The study, which is due to be published in the CFA's Financial Analysts Journal later this year, finds that funds with a single manager significantly outperform those run by teams on average – by up to 1.3 per cent a year.

"Our research supports the idea that star managers exist," says Thomas (Xiyu) Zhou, professor of business administration at the University of Alaska and one of the authors of the study. "Investors will be better off

if they invest in a fund with just one manager."

Funds run by a single manager have a higher expense ratio – a measure of costs – than funds with two or more managers, the research reveals. But even these higher costs were not enough to offset the additional returns single-manager funds offered.

"Single-manager funds perform better, even after we take higher expense ratios into consideration," says Mr Zhou.

Simon Evan-Cook, a senior investment manager at Premier Asset Management, the UK investment house, says the study "tallies up" with what he has seen in his role selecting products to include in multi-asset funds.

"The very best results we have had have been from backing a talented individual," he says. "As a rule, it is harder to run a fund on a team basis. You run the risk of the fund being run by a committee."

Older funds and those with long-serving managers tend to perform worse than their younger counterparts, according to the study, which was co-written by Eitan Goldman and Zhenzhen Sun.

Alper Ince, managing director at Paamco, which runs fund of hedge funds, says: "We are big believers in hiring managers earlier in their life cycle, hiring managers when they are motivated and hungrier," he says.

The research, which examined 3,895 equity mutual funds and their performance between 1990 and 2012, found that funds with a single manager have much more concentrated portfolios than those with multiple managers. This suggests that when one person is in charge of a fund, they are more likely to make bigger bets compared with teams.

Philip Kalus, managing partner of Accelerando Associates, the research company, says the research reinforces the idea that single managers



'As a rule, it is harder to run a fund on a team basis. You run the risk of the fund being run by a committee'

are better able to generate alpha – achieving above-market returns – compared with teams.

"High alpha takes high convictions. Team processes often tend to dilute these convictions," he says.

The more managers a fund had, the worse its performance was compared with a product run by a single portfolio manager, according to the research. A fund with a single manager outperformed funds with two managers by 0.41 per cent a year, rising to 1.30 per cent when a fund had multiple people involved.

Investment companies, consultants and investors often prefer a fund to have two or more managers to avoid "key man risk". This is the idea that if a fund's portfolio manager

departs, the strategy will no longer perform as well, leaving investors risking losses and asset managers losing assets.

In some cases, as a fund's assets grow, new portfolio managers will be added to the team, helping to reduce key man risk and ensuring there are enough people overseeing the larger sum of money. However, performance drops when funds switch from being run by a single manager to two or more, according to the study.

The researchers, who initially looked at all equity mutual funds in the US, before excluding products with less than \$500,000 and funds with a history of less than 12 months, also found that the larger the fund, the worse the performance.

Mr Evan-Cook says: "[When a fund grows] you have the problem that for the fund management house, you are now a significant fund for them. They might try to influence the running of the fund or maybe add more people to your team."

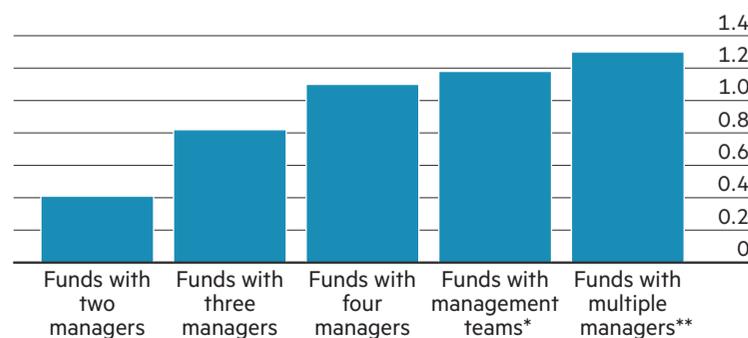
This means a successful fund manager can end up spending less time doing what they were best at – managing money – and instead spend more time managing a team or dealing with other people, he adds.

Mr Zhou's advice for investors is simple: "Whenever a fund switches from one manager to more than one, investors should quit."

Yet Mark Dampier, research director at Hargreaves Lansdown, the

## Stars: individual fund managers outperform teams

Performance gap between solo fund managers and teams (%)



\* More than two managers, managing together

\*\* More than two managers, managing independently

Source: Financial Analysts Journal

## THE BIG PICTURE



Neil Woodford: arguably the UK's best-known fund manager — Rosie Hallam

broker and fund supermarket, says there are examples of team-based approaches to management working. He highlights Capital Group in particular.

Martyn Hole, a London-based investment director at Capital Group, which manages assets of \$1.39tn, says its use of multiple managers works because each one has the freedom to make investment decisions, rather than the managers collectively deciding what to invest in.

**£25,349**

Value of £1,000 invested in Invesco Perpetual High Income fund, managed by Neil Woodford, after 26 years to 2014

“Our system is based on a team approach, which allows multiple managers to pursue their highest-conviction ideas,” he adds.

Other fund houses also believe that a team-based approach often works to inves-

tors' advantage. Laurent Ramsey, chief executive of Pictet Asset Management, says having more than one portfolio manager makes sense, not least because it means the lead portfolio manager can take a holiday.

However, even when there is a team behind a fund, one person normally makes the final call, he says.

“There is a concern that big teams discuss, while small teams decide. That is why we

like tight investment teams,” Mr Ramsey adds. “We always have a lead portfolio manager. The key is ownership.”

Michelle Seitz, chief executive of William Blair Asset Management, the \$65bn US fund house where strategies are run by two or three managers on average, adds that in funds managed by two or managers, “it is critical to be vigilant in not managing to the lowest common denominator of consensus thinking within a team”.

Many fund houses spoken to for this piece cautioned against investors rushing towards star managers, warning this does not always work out well for investors. Ms Seitz says: “Stars have blind spots just like anyone else.”

Others say both single-manager and team approaches have a role to play in the investment industry. “It all depends on the risk tolerances of investors. High tolerance favours single managers,” says Amin

Rajan, chief executive of Create Research, a consultancy.

The big problem facing investors, however, is that finding a star manager is both difficult and involves more risk than many are willing to take, he adds.

“Star culture has been withering on the vine,” Mr Rajan says. “[Star managers are] a rare breed. Yes, a few managers continue to deliver good returns but their performance persistency is low over time.”



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### Talent spotting The next generation

Picking the star managers of the future is far from an easy task.

But Darius McDermott, managing director of Chelsea Financial Services, the fund supermarket, says one on the cusp of becoming one is James Hackman, who runs Neptune's US Income fund. The fund has assets of £37m and has returned 17.65 per cent so far this year. “[He] could well turn out to be one of the few US managers to consistently outperform the market,” says Mr McDermott.

Elsewhere, Cho Yu Kooi, who runs the £70m JO Hambro Capital Management's Asia ex Japan Small and Mid Cap fund, has “done an amazing job”, Mr McDermott says. The fund has returned 12.45 per cent on an annualised basis over the past three years. “When Asia is back on investors' radars, she is bound to get

some attention,” Mr McDermott adds.

Alex Savvides, another JO Hambro manager, also has “future star manager potential”, according to Martin Bamford, managing director of Informed Choice, a financial adviser. Mr Savvides runs the UK Dynamic fund, with £335m in assets. “He has a good track record of holding his nerve during volatile times, which when repeated consistently can result in star manager status,” Mr Bamford says.

Nitin Bajaj, who runs Fidelity Asian Values and Fidelity Asian Smaller

‘Alex Savvides has a good track record of holding his nerve during volatile times’

Companies, is another up and coming star, according to Simon Evan-Cook of Premier Asset Management, the UK investment house. “He's a value-driven manager who has no concern for what's in the benchmark,” Mr Evan-Cook says.

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## OPINION

# The pain is yet to come for the emerging world

COMMENT

Steve Johnson



The impact of the Brexit vote on emerging markets is probably not at the forefront of many people's minds, but given that the developing world accounts for 80 per cent of humanity, it is not an irrelevance.

The initial market reaction has been driven by short-term considerations: a rise in risk aversion is bad for emerging market assets; looser developed world monetary policy, particularly in the US, is good.

But some observers are considering the wider implications, not just of Brexit, but of the rise of anti-establishment forces such as Donald Trump or the French National Front.

Julian Mayo, co-chief investment officer of emerging market house Charlemagne Capital, sums up the views of this camp by arguing that the historical position whereby political risk is a concept applied almost exclusively to emerging markets is "comprehensively and possibly irreversibly blown out of the water, with implications for the relative pricing of assets".

"Investors around the world can no longer say to their clients with a straight face emerging markets are an unusually risky asset class, given what we and the rest of the developed world are likely to go through in the next couple of years," he says.

Emerging markets certainly have the opportunity to learn from the mistakes of the developed world. Trading blocs abound in emerging markets, but to date none has thought it prudent to copy the EU by centralising political power or introducing unfettered free movement of people or a single currency. The Gulf Cooperation Council and the East African Community have toyed with the idea of monetary union, but have put the idea on the back burner.

It is these factors that have led to the splintering of the EU. Most pro-Brexit voters cited either loss of sovereignty or immigration as the prime reason for their vote.

Many will argue the UK has benefited economically from immigration, but when many people see their standard of living stagnating or even falling, it is unsurprising they do not view themselves as beneficiaries.

Moreover, it should not surprise anyone the current level of immigration, the highest ever in the history of the UK, should cause dislocations, for instance in the housing market, even if the overall impact is benign.



The role the creation of the euro has played in Brexit has been less publicised, but is equally profound.

By depriving eurozone countries of the safety valves of currency depreciation and large-scale fiscal pump priming, the single currency has condemned the eurozone to a prolonged and sluggish recovery from the global financial crisis.

While the UK has created a net 2.1m jobs since 2010, France and Italy have added just 1m between them. Spain has lost 600,000 jobs over the

same period. Given this, it is unsurprising that so many job-seeking EU migrants have put the UK top of their destination list.

Thus, without the policy error of the creation of the euro, it is extremely unlikely the UK would have voted to leave the EU, or that anti-establishment forces in the likes of France, Spain, Italy, the Netherlands or Greece would have gained as much traction as they have.

Emerging market countries could avoid such difficulties by learning

from the EU's mistakes, but that does not mean they do not face serious political risks of their own.

Rising inequality, a key driver of populist forces in the developed world, is an issue in most emerging countries too. This is unsurprising given that the drivers — globalisation, technological advancement and the centralisation of power and wealth in the largest, most-connected cities — apply just as readily to the emerging world.

And if the developed world responds to its problems by indulging in protectionism, this will be particularly painful for export-focused emerging markets.

In some other respects, the structural challenges faced by emerging markets are larger than those in the developed world.

To date, the emerging world's key competitive advantage has been its low-cost (but low-skilled) labour. Given that less-skilled jobs are more automatable, this could be about to turn into a big disadvantage.

Academics at the Oxford Martin School predict 85 per cent of jobs in Ethiopia are susceptible to the rise of the robots, compared with 47 per cent in the US.

The developed world may be enduring a spasm of heightened political risk right now, but the ructions of the future will emanate primarily from the emerging world.

## You have to take the rough with the smooth on shipping loans

VIEW FROM THE US

John Dizard



The bank should not attract too much attention. It should be reserved but dressed in clothes of the highest quality. Above all it should have an open and honest face" — Caruso St John Architects, describing the new headquarters of Bremer Landesbank in Germany.

"It is now known that a perfection of planned layout is achieved only by institutions on the point of collapse" — C Northcote Parkinson, *Parkinson's Law*, 1957.

It has been difficult to reach people at Bremer Landesbank over the past week. The bank is moving into its attractive new headquarters near the cathedral in Bremen, so if you wanted to obtain details of the bank's €150m in "AT1s", or long-term bearer subordinated debt bonds that were pri-

vately placed in June and December last year, you had to look elsewhere.

One can, however, reasonably infer none were sold to the public. That is a good thing, politically, because the previous week the indicated prices of the notes had dropped to 65-70 cents. Apparently Bremer LB had made its first annual interest payments on the bonds on June 29, but now there is a serious question as to whether the principal value could simply be cancelled in the coming weeks.

Not converted into new common shares or exchanged for new debt, just written down to nothing. The AT1s would effectively be junior to the common equity, which is held by Nord LB, one of Germany's largest commercial lenders, the city of Bremen and the state of Lower Saxony.

Such a writedown would be not only legal but compulsory if newly recognised loan losses mean the bank has Tier 1 capital of less than 5.125 per cent of its risk-rated assets. While Bremer LB has publicly said it may have to recognise losses, in particular on its shipping loans, it has not given a number. People in the European

bank securities market say those losses could be over €700m, bringing capital within the range of that 5.125 per cent "trigger".

There has never been a loss in the relatively new AT1 market, so the shock to the investment industry's psychology would be disproportionate.

Investors in distressed shipping assets have seen this one coming. One says: "The shipping teams of Bremer LB and Nord LB would [want to] bat down the hatches and wait for asset values to improve. Taking a loss was not considered the right thing to do."

After the global financial crisis, several German banks came up with financial engineering structures for their bad shipping loans. These had names such as Nautilus or the Black Pearl, and were not obvious to investors in bank securities.

In the case of the Black Pearl, our distressed investor recounts: "Back in 2013 or 2014 the German banks would say to an operator: 'Take over this vessel, which is worth €10m, and we will give you €15m.' The bank would extend [to the operator] new financing for new shipping assets [on



Container ship prices are slumping again — Alamy

concessionary terms]. We never thought those deals made any sense."

I had heard a Greek ship owner talk about deals such as the Black Pearl but did not believe he or the bank could be serious. Apparently, they were.

Now, though, says a Greek shipping analyst: "The ship owners have too many problems with their existing fleets. They don't have time to talk to any banks about taking on the banks' assets. It's a mess. If the German banks had acknowledged their problems two or three years ago, they

would have recovered much faster."

Still, by the beginning of this year, there was a flicker of hope for shipping loan valuations. Fuel costs were dropping with the oil price, and prices for container shipping suggested vessel values could revive. Now, though, oil prices are rising again, and prices for container ships such as those on Bremer LB's books are slumping again. As our distressed investor says: "At some point these things [shipping companies] run out of cash and flip into insolvency."

All this is familiar information for the shipping world. Up to now investors in European bank debt have not, collectively, seen through the excessively complex structures of the AT1 bonds or their predecessors, the less standardised "coco" bonds.

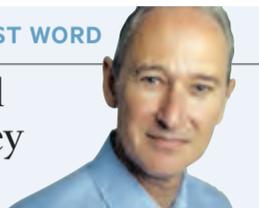
The Bremer LB AT1s are well suited to provide German regulators, and German government negotiators, with material for a useful "teaching moment". Bremer LB is not classed as a systemically important institution, so Germany itself is not shaken. Shipping loans should be a known risk. And, at only €150m, the price is right.

## OPINION

# A new age of alpha beckons beyond Brexit

## THE LAST WORD

David Oakley



Active managers are ready for the fightback. After years of losing business to cheaper passive rivals, the post-Brexit market may be the arena for active managers to excel.

Indeed, it may be the time for alpha – or the extra return an active manager gains over the wider market – to make a comeback.

Of course, fund management is a zero-sum game. For every winning active manager, there is a loser – but the uncertainty thrown up by the UK's vote to leave the EU offers possibilities for active investors.

For a start, some investors expect equities to take a hammering over the next six months, which would hurt passive investors that track the index. UBS is forecasting the FTSE 100 to fall 1,000 points by the end of the year.

Assuming these forecasts turn out to be accurate, this could enable active investors to pick out the winners, even though the market taken

as a whole is on a losing streak. This is particularly relevant as some active managers think markets are underestimating the negative impact of Brexit on equities. They add that stock selection has become more important as quantitative easing has been removed as a prop in the US and UK. Without the QE financial injection to lift all boats, passive funds could be exposed.

The weakness in sterling following the Brexit vote has already seen the big FTSE 100 groups with dollar earnings and overseas revenues outperform those companies that are more domestically focused and likely to suffer from a slowing UK economy.

Investors in the 40 per cent of UK-listed groups that pay dividends in dollars and euros will also enjoy a big dividend boost from the weakness of sterling over the next six months.

Additionally, British exporters are preparing for an upbeat earnings season on the back of a pound trading at historic lows against the dollar.

In contrast, the outlook for US groups looks less appetising with forecasts of a bleak earnings season as the strength of the dollar heralds the longest profits recession since the financial crisis.

For active income investors, there is also the boost from the growing



A slowing Chinese economy is a potential negative surprise for equities in the coming months — Kevin Frayer/Getty Images

equity risk premium, or extra yield pick-up, over government bonds. For some FTSE 100 groups, the yield pick-up from dividends is as

‘Active investors like volatility. There is a high chance of volatility over the next few months’

much as eight percentage points over gilts.

For active multi-asset managers, their smorgasbord of assets gives them the option of switching out of equities or lowering their exposure to stocks. Some of these investors warn that the equity premium over bonds has widened because risks in stocks are higher than they have been for a long time.

These investors think the equity markets are underestimating the chance of more disruption from Brexit. The US S&P 500 traded at record highs last week, while the FTSE 100 was at highs for the year.

The concern is that the FTSE 100, which has risen 11 per cent since June 27, and other equity markets have not fully priced in the potentially damaging long-term impact of Brexit or a variety of other global risks.

As one multi-asset investor says: “An equity passive fund has limited options. An active multi-asset manager has much more flexibility. It may be time to recognise that there are a lot of risks out there and to play it safe in bonds.”

He pinpoints drawn-out Brexit negotiations, the threat of a slowing Chinese economy, an Italian referendum that might spark instability in the EU, a Donald Trump US presidency and the risk of a US rate rise this year as potential negative surprises for equities.

“Active investors like volatility,” he says. “There is a high chance of volatility over the next few months. Active investors also like issues they can take a strong position in and show their conviction.”

Significantly, one of his firmly held beliefs is that the market is obsessed with Brexit and failing to spot other dangers, such as the risks of a Chinese slowdown.

The post-Brexit market cannot see beyond Brexit, he says. This failure is something active managers can use to beat the wider market in what he hopes will be a new age of alpha.

David Oakley is the FT's corporate affairs correspondent

11%

Rise in the FTSE 100 since June 27

## There is a smarter way to make green investing profitable

## VIEWPOINT

Noël Amenc

Finance professionals have been willing to believe for several years that a portfolio exposure to low-carbon stocks would be profitable in the long run. The sole logic of profit should therefore incite institutions to redirect their investments towards the most virtuous businesses in terms of carbon footprint.

Unfortunately, any serious analysis of how financial markets operate and how financial asset prices are formed leads one to believe that this natural evolution of financial markets towards a greener world is more than a little doubtful.

Over the long term, financial asset pricing theory shows the stock of the most virtuous companies for carbon footprint will not be the most profitable. Their environmental quality means they will be less risky because they will be less sensitive to a large increase in the cost of greenhouse gases. Rational investors will be prepared to pay more for these companies and this increase in price will make the price/return ratio of their stock less attractive.

Over the short term, low-carbon indices, which exclude or underweight companies that are the most exposed to fossil fuels, are subject to a double effect from the fall in the price of oil. On the one hand, this fall will have a positive impact on the performance of these indices because they exclude companies that hold or extract fossil fuel reserves. On the other, the fall will have a negative impact on these indices because they

also exclude companies that are large consumers of those same fossil fuels and benefit from the reduction in the cost of these raw materials.

In the end, this dual price effect can be profitable when the exclusions mainly target those who hold the rights to, or stocks of, fossil fuels. Yet it is fairly paradoxical that the outperformance of indices that are supposed to penalise the emission of greenhouse gases comes from a fall in the cost of a main source of these emissions.

In view of these short-term observations, one can certainly argue that financial markets have not yet integrated the consequences of global warming and the necessary reinforcement of the regulation of CO<sub>2</sub> emissions. From this perspective, a choice of virtuous stocks in the area of greenhouse gas emissions constitutes an option on, or protection against, long-term economic consequences of the application of these future regulations.

The success of this approach, however, depends on finance professionals identifying companies whose environmental quality is not yet reflected in their share prices; in other words, the financial industry has to be more efficient than the markets.

Academic studies show asset managers' inability to beat financial markets on a sustainable basis by choosing the best stocks means the chances of that happening are minimal.

On a more anecdotal level, index provider MSCI upgraded Volkswa-

For finance to contribute to saving the planet, it would need a real incentive to do so

gen's environmental score in August 2015, in recognition of its efforts to reduce its cars' carbon emissions, while MCSI's competitor Dow Jones chose the German manufacturer as the environmental leader in its sector.

If one genuinely wanted finance to contribute to saving the planet, it would need a real incentive and not count solely on eventual excess returns or a green premium to justify natural and massive redirection of investments towards sustainable finance.

Recent research shows it is entirely possible to reduce a portfolio's carbon footprint dramatically – by more than 80 per cent – while guaranteeing improved profitability. To do so, it is necessary to exclude companies with the largest carbon footprints, then use traditional portfolio construction techniques that do not concern themselves with the future excess returns of green stocks but are based on the right exposure to traditional rewarded risk factors. Such a green strategy is profitable, not because it is green but because it is smart.

Noël Amenc is professor of finance at the EDHEC Risk Institute

## NEWS

# Risks in the rush for peer-to-peer loans

## INVESTMENT STRATEGY

The robustness of this fast-growing asset class has yet to be properly tested

AIME WILLIAMS

Stocks and bonds have been the traditional ingredients for mutual funds, but asset managers have been pushing steadily into a controversial new asset class.

Peer-to-peer lending, which involves matching lenders and borrowers through online platforms, has grown in popularity with retail investors on both sides of the Atlantic, originating £7.3bn in the UK alone.

With yields on bonds at historically low levels, peer-to-peer loans have offered retail investors relatively attractive returns since their inception in 2008 – currently they offer a one-year return of 6.21 per cent, according to an index from investment bank Liberum.

Asset managers such as Invesco Perpetual, Woodford Investment Management, BNY Mellon, Vanguard, Baillie Gifford and Schroders have been early adopters – but in doing so they are investing in a fledgling and divisive industry.

Earlier this year, lenders attracted the ire of former Financial Services Authority chairman Lord Adair Turner, who predicted that “the losses which will emerge from peer-to-peer lending over the next five to 10 years will make bankers look like lending geniuses”.

The sector has been hit by two scandals to date. US company Lending Club made headlines in May with the resignation of its chief executive after an internal probe into the alleged mis-selling of loans. Its shares dropped more than 25 per cent on the news.

In October last year, TrustBuddy, the world’s first listed P2P lending platform, suspended operations and reported itself to police after discovering “serious misconduct”, including misuse of client money.

Cormac Leech, alternative finance analyst at Liberum, says he still considers “fraud risk” the biggest threat to the sector’s growth.

Aside from these incidents, analysts of peer-to-peer lending platforms are quick to point out that their loan books have not come under any significant pressure, and that the asset class remains untested through the credit cycle.

Stian Westlake, head of policy and research at innovation charity Nesta, says investors will not know “until the next recession” how the risk rating operations of the lenders hold up.

The effects of the UK’s decision to leave the EU may also test the plat-



‘Yield-starved asset managers are like moths to the light. P2P has had very rapid asset growth. But that indicates a lack of discipline’

**6.21%**  
One-year return on P2P loans, according to Liberum, the investment bank

forms’ robustness. Data provider AltFi has said it will add to a “list of headwinds” for the UK’s alternative finance industry.

Doubts over P2P loans’ credit quality are most keenly expressed in the depressed share prices of the handful of investment trusts specialising in buying them. For the most part, it is through these trusts that mainstream asset managers have looked to gain their P2P exposure, rather than buying loans directly from the platforms as a retail investor would.

Two of the biggest of these funds – VPC Speciality Lending and P2P Global Investments, from US hedge funds Victory Park Capital and Eaglewood Capital respectively – have both proved popular.

Invesco Perpetual, the UK arm of the \$790bn US manager, owns a third of both trusts, holding the shares within its retail funds. It also owns half of another trust – UK P2P lender Funding Circle’s SME Income fund, which invests solely in Funding Circle

loans to small and medium-sized UK businesses. Woodford Investment Management, run by renowned fund manager Neil Woodford, is the second-largest holder of both the VPC and P2P trusts.

Other fund managers are so confident in the future of peer-to-peer that they have bought equity in the lenders. BlackRock, the world’s largest asset manager, owns an undisclosed part of an £150m stake in Funding Circle, while Vanguard holds a 5 per cent stake in Lending Club, a company that Baillie Gifford also had a 9 per cent stake in until May this year.

James Clunie, head of strategy, absolute return, at Jupiter Asset Management, says yield-starved asset managers are “like moths to the light”. “[Peer-to-peer] has had very rapid asset growth,” he says. “People, in their hearts, get excited by that. It’s glamorous. But very rapid asset growth indicates a lack of discipline.”

“Always be wary of anything new and financial.”

## Watchdog on guard Crowdfunding comes back under scrutiny

While asset managers move headlong into peer-to-peer lending, the UK’s financial watchdog is investigating the £2.7bn crowdfunding sector for the second time in two years, following widespread calls for tougher regulation of so-called “alternative finance” providers.

Last Friday, the Financial Conduct

Authority said it would scrutinise the burgeoning sector to find out whether consumers who lend and invest money on peer-to-peer and similar crowdfunding platforms understood the risks they are taking – especially as the industry attracts more “retail investors who are less experienced or knowledgeable”.

According to the regulator, one of the systemic risks posed by P2P platforms is a “maturity mismatch”: between the three-to-five-year terms of the loans people make, and

the promise to return their cash within 30 days if needed.

P2P lending and crowdfunding became subject to FCA regulation in 2014 and last Friday’s announcement – of a post-implementation review of the rules – follows growing political pressure for more scrutiny.

Rhydian Lewis, chief executive of P2P lending platform RateSetter, says: “Peer-to-peer investing is becoming very popular and it makes sense for the FCA to ensure it is appropriately regulated.”

He adds that peer-to-peer’s popularity was in part down to the sector’s ability to “weave a beautiful story”.

“New business model crushes these big dumb banks – and we’re in at the ground floor: it’s an intoxicating story. It’s the time horizon that will pose the challenge for active managers.”

But Paul Flood at Newton Investment Management, which invests in the trusts, says there is an important difference in investing in the peer-to-peer loans and taking equity in the lending companies.

“We think [the lenders] will come into trouble,” he says. “We like to own the loans, not the equity. We think we’re being better paid here than in many parts of the equity and bond markets.”

“The loans are not immune from the credit cycle. There will be defaults – the question is: are you being paid for those defaults?”

Ian Footitt, banking partner at Deloitte and co-author of a recent report by the consultancy on the peer-to-peer lending sector, says asset managers are broadly “very excited” at the prospect of a new asset class that is uncorrelated to other asset classes.

But doubts over how robust their credit-checking models are remain.

“There’s a complete spectrum – it goes from people who ostensibly use an absolutely classic bank credit model [and] there are others who say they scour the internet and pick up different points [to the banks],” Mr Footitt says.

“We genuinely don’t know. We’ve all got to wait and see, and make a valid judgment.”

Getty Images

# Guide to data

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[reader.enquiries@ft.com](mailto: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](http://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 [data@ft.com](mailto:data@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:** ⚡ 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](http://www.ft.com/funds).

Fund	Bid	Offer	D+/-	Yield
<b>ACPI Global UCITS Funds Plc (IRL)</b>				
www.acpishard.com				
<b>Regulated</b>				
ACPI Emerging Mkts R UCITS Fund USD A	\$ 120.25	-	0.62	0.00
ACPI Global Credit UCITS Funds USD A	\$ 14.59	-	0.01	0.00
ACPI Global Fixed Income UCITS Fund USD A	\$ 158.15	-	-0.06	0.00
Q ACPI India Fixed Income UCITS Fund USD A	\$ 10.44	-	0.02	0.00
ACPI India Fixed Income UCITS Fund USD A3	\$ 89.11	-	0.21	0.00
ACPI International Bond UCITS Fund USD A	\$ 18.77	-	-0.01	0.00
<b>ACPI Select UCITS Funds PLC (IRL)</b>				
<b>Regulated</b>				
ACPI Balanced UCITS Fund USD Retail	\$ 14.38	-	0.03	0.00
ACPI Balanced UCITS Fund EUR Retail	€ 10.75	-	0.02	0.00
ACPI Balanced UCITS Fund GBP Retail	€ 10.91	-	0.02	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	\$ 13.07	-	0.10	0.00

Fund	Bid	Offer	D+/-	Yield
<b>Abbey Life Assurance Company Limited (UK)</b>				
100 Holdenhurst Road, Bournemouth BH8 8AL 0345 9600 900 additional fund prices can be found @ <a href="http://www.abbeylife.co.uk">www.abbeylife.co.uk</a>				
<b>Insurances</b>				
<b>Life Funds</b>				
Prop. Acc. Ser 2	1217.70	1281.80	2.10	-
Selective Acc. Ser 2	1573.10	1655.80	-6.60	-
American Ser. 4	1950.20	2052.80	-19.50	-
Custodian Ser. 4	497.20	523.40	-3.00	-
Equity Ser. 4	580.00	610.50	-7.70	-
European Ser. 4	605.10	636.90	-11.30	-
Fixed Int. Ser. 4	970.00	1021.10	-1.40	-
Intl Ser. 4	484.90	510.40	-5.50	-
Japan Ser 4	405.00	426.40	-4.40	-
Man. Ser. 4	1777.40	1870.90	-17.80	-
Money Ser. 4	524.60	552.20	1.00	-
Prop. Ser. 4	910.60	958.50	1.20	-
Custodian Ser 5	476.70	501.80	-2.90	-
International Ser 5	464.90	489.40	-5.30	-
Managed Ser 5	1704.00	1793.70	-17.10	-
Money Ser 5	513.60	540.70	0.00	-
Property Ser 5	873.00	919.00	1.10	-
<b>Pension Funds</b>				
American	2314.80	2436.60	-22.30	-
Equity	5117.50	5386.80	-68.00	-
European	1234.00	1299.00	-22.60	-
Fixed Int.	1810.50	1905.80	-4.10	-
International	1048.70	1102.80	-12.10	-
Japan	434.00	456.90	-5.30	-
Managed	4676.20	4922.30	-48.70	-
Property	2251.80	2370.30	3.80	-
Security	1478.90	1556.70	0.10	-
Selective	2008.80	2114.60	-16.00	-
<b>Formerly Hill Samuel Life Assurance Ltd</b>				
100 Holdenhurst Road, Bournemouth, BH8 8AL 0345 6023 603				
Managed Ser A (Life)	1694.50	1793.20	-1.40	-
Managed Ser A (Pensions)	1143.00	1203.10	-1.10	-
<b>Formerly Target Life Assurance Ltd</b>				
100 Holdenhurst Road, Bournemouth, BH8 8AL 0345 6023 603				
Managed (Life)	1718.20	1808.60	-1.30	-
Managed Growth (Life)	540.50	568.00	0.40	-
Managed (Pensions)	6861.30	7222.40	-5.90	-
Managed Growth (Pensions)	670.60	705.90	0.60	-
additional fund prices can be found on our website				

**Algebris Investments (IRL)**

**Regulated**

Algebris Financial Credit Fund - Class I EUR	€ 134.61	-	0.60	0.00
Algebris Financial Income Fund - Class I EUR	€ 109.66	-	1.75	0.00
Algebris Financial Equity Fund - Class B EUR	€ 86.75	-	2.89	0.00
Algebris Asset Allocation Fund - Class B EUR	€ 95.09	-	0.96	0.00

Fund	Bid	Offer	D+/-	Yield
<b>Amundi Funds (LUX)</b>				
5 Allee Scheffer L-2520 Luxembourg +44 (0)20 7074 9332 <a href="http://www.amundi-funds.com">www.amundi-funds.com</a>				
<b>FCA Recognised</b>				
Bd. Euro Corporate AE Class - R - EUR	€ 19.25	-	0.01	0.00
Bd. Global AU Class - R - USD	\$ 27.46	-	-0.06	0.00
Eq. Emerging Europe AE Class - R - EUR	€ 26.83	-	-0.24	0.00
Eq. Emerging World AU Class - R - USD	\$ 86.94	-	1.04	0.00
Eq. Greater China AU Class - R - USD	\$ 963.59	-	5.43	0.00
Eq. Latin America AU Class - R - USD	\$ 374.13	-	8.77	0.00
Gl. Macro Bds & Curr Low Vol AHG - GBP	£ 98.87	-	0.06	0.00

Fund	Bid	Offer	D+/-	Yield
<b>The Antares European Fund Limited (Other International)</b>				
AEF Ltd Usd (Est)	\$ 566.13	-	2.46	-
AEF Ltd Eur (Est)	€ 567.73	-	2.47	0.00
<b>Arisaig Partners (Other International Funds)</b>				
Arisaig Africa Consumer Fund Limited	€ 12.88	-	0.01	0.00
Arisaig Asia Consumer Fund Limited	€ 66.01	-	-0.04	0.00
Arisaig Global Emerging Markets Consumer Fund	€ 10.41	-	0.03	0.00
Arisaig Global Emerging Markets Consumer UCITS	€ 12.12	-	0.02	0.00
Arisaig Global Emerging Markets Consumer UCITS STG	€ 12.79	-	-0.07	0.00
Arisaig Latin America Consumer Fund	€ 24.21	-	0.21	0.00

Fund	Bid	Offer	D+/-	Yield
<b>Artemis Fund Managers Ltd (1200)F (UK)</b>				
57 St. James's Street, London SW1A 1LD 0800 092 2051				
<b>Authorised Inv Funds</b>				
Artemis Capital R ACC	1209.27	1277.62	-16.49	1.83
Artemis European Growth R Acc	258.16	272.51	-4.82	1.30
Artemis European Opps R Acc	81.90	86.44	-1.15	0.72
Artemis Global Emg Mkts I GBP Acc	97.96	-	-0.64	-
Artemis Global Emg Mkts I GBP Dist	95.43	-	-0.63	-
Artemis Global Energy R Acc	26.21	27.84	-0.25	0.00
Artemis Global Growth R Acc	202.22	213.43	-1.99	1.02
Artemis Global Income R Acc	101.62	107.41	-1.03	0.04
Artemis Global Income R Inc	80.89	85.50	-0.82	4.21
Artemis Global select R Acc	83.07	87.69	-1.14	0.00
Artemis High Income R Inc	77.14	82.42	-0.04	6.11
Artemis Income R Acc	355.66	376.88	-5.32	4.19
Artemis Income R Inc	203.78	215.94	-3.05	4.32
Artemis Monthly Dist R Inc	65.89	69.94	-0.27	4.41
Artemis Pan-Euro Abs Ret GBP	111.37	-	-0.41	-
Artemis Strategic Assets R Acc	74.24	78.64	-0.33	0.00
Artemis Strategic Bond R M Acc	87.16	92.67	-0.02	4.03
Artemis Strategic Bond R M Inc	54.97	58.45	-0.02	4.10
Artemis Strategic Bond R Q Acc	87.24	92.76	-0.02	4.03
Artemis Strategic Bond R Q Inc	54.92	58.40	-0.01	4.11
Artemis UK Select Fund Class R Acc	408.91	433.49	-5.43	1.69
Artemis UK Smaller Cos R Acc	114.87	120.92	-3.62	1.02
Artemis UK Special Sits R Acc	522.79	555.48	-7.15	1.73
Artemis US Abs Ret I Acc	107.52	-	0.15	0.00
Artemis US Equity I Acc	133.11	-	-1.69	0.40
Artemis US Ex Alpha I Acc	143.99	-	-1.43	0.02
Artemis US Extended Alpha I Hedged Acc	€ 1.04	-	0.00	-
Artemis US Select I Acc	132.31	-	-1.82	0.23
Artemis US Select I Hedged Acc	€ 1.02	-	-0.01	-
Artemis US Select I Inc	117.95	-	-1.62	0.19
Artemis US Smr Cos I Acc	142.07	-	-2.37	0.00

Fund	Bid	Offer	D+/-	Yield
<b>Artisan Partners Global Funds PLC (IRL)</b>				
Beaux Lane House, Mercer Street Lower, Dublin 2, Ireland Tel: 44 (0) 207 766 7130				
<b>FCA Recognised</b>				
<b>Artisan Partners Global Funds plc</b>				
Artisan Global Equity Fund Class I USD Acc	\$ 14.70	-	0.06	0.00
Artisan Global Opportunities I USD Acc	\$ 12.94	-	0.09	0.00
Artisan Global Value Fund Class I USD Acc	\$ 16.17	-	0.14	0.00
Artisan US Value Equity Fund Class I USD Acc	\$ 12.19	-	0.10	0.00
Artisan Global Opportunities Class I EUR Acc	€ 17.50	-	0.10	0.00

Fund	Bid	Offer	D+/-	Yield
<b>Ashmore Sicav (LUX)</b>				
2 rue Albert Borschette L-1246 Luxembourg				
<b>FCA Recognised</b>				
Ashmore SICAV Emerging Market Debt Fund	\$ 100.35	-	0.04	8.38
Ashmore SICAV Emerging Market Frontier Equity Fund	\$ 149.84	-	0.72	1.14
Ashmore SICAV Emerging Market Total Return Fund	€ 86.91	-	0.38	6.23
Ashmore SICAV Global Small Cap Equity Fund	\$ 131.27	-	1.34	0.00
EM Mkts Corp. Debt USD F	€ 89.03	-	0.02	8.85
EM Mkts Loc. Ccy Bd USD F	€ 84.20	-	0.78	3.40

Fund	Bid	Offer	D+/-	Yield
<b>Aspect Capital Ltd (UK) (Other International Funds)</b>				
Aspect Diversified USD	\$ 422.07	-	17.41	0.00
Aspect Diversified EUR	€ 252.51	-	10.35	0.00
Aspect Diversified GBP	£ 130.89	-	6.07	0.00
Aspect Diversified CHF	Sfr 120.07	-	4.87	0.00

Fund	Bid	Offer	D+/-	Yield
Aspect Diversified Trends USD	\$ 127.59	-	1.09	0.00
Aspect Diversified Trends EUR	€ 127.27	-	1.08	0.00
Aspect Diversified Trends GBP	£ 133.34	-	1.13	0.00
<b>Atlantas Sicav (LUX)</b>				
<b>Regulated</b>				
American Dynamic	\$ 3555.77	-	87.49	0.00
American One	\$ 3386.02	-	75.18	0.00
Bond Global	€ 1434.67	-	7.77	0.00
Eurocroissance	€ 874.24	-	15.52	0.00
Far East	€ 697.57	-	13.75	0.00
<b>BLME Asset Management (LUX)</b>				
<b>Regulated</b>				
BLME Sharia'a Umbrella Fund SICAV SIF				
Income Fund - Share Class A Acc	\$ 1140.13	-	-0.39	0.00
Income Fund - Share Class G Acc	€ 1082.81	-	-0.36	0.00
GI Sukuk Fund - Share Class A Acc	\$ 1262.93	-	-0.62	0.00
GI Sukuk Fund - Share class B Acc	€ 1129.32	1129.32	-0.59	0.00

Fund	Bid	Offer	D+/-	Yield
<b>Bank of America Cap Mgmt (Ireland) Ltd (IRE)</b>				
<b>Regulated</b>				
Global Liquidity USD	\$ 1.00	-	0.00	0.61
<b>Barclays Investment Funds (CI) Ltd (JER)</b>				
39/41 Broad Street, St Helier, Jersey, JE2 3RR Channel Islands 01534 812800				
<b>FCA Recognised</b>				
<b>Bond Funds</b>				
Sterling Bond F	£ 0.49	-	0.00	3.07

Fund	Bid	Offer	D+/-	Yield
<b>Baring Asset Management (UK) (Authorised Funds)</b>				
<b>UK Authorised Unit Trust</b>				
Baring Eastern Trust	748.60	-	3.10	0.00
Baring Eastern Trust	734.60	-	3.00	0.00
Baring Europe Select Trust	3001.00	-	-29.00	0.57
Baring European Growth Trust	1061.00	1119.00	-7.00	0.92
Baring German Growth Trust	630.90	-	-3.70	1.00
Baring German Growth Trust GBP	574.90	-	-3.50	1.00
Baring Global Growth Trust	431.40	454.50	-0.10	0.00
Baring Japan Growth Trust	158.40	166.90	-0.40	0.01
Baring Korea Trust	299.50	317.40	-0.10	0.00
Baring UK Growth Trust	246.60	260.80	-0.01	1.45
Baring Strategic Bond Fund	117.00	123.00	-0.20	0.71
Baring Dynamic Capital Growth Fund	684.10	722.80	-1.90	1.99
Baring Dynamic Capital Growth Fund	271.20	286.50	-0.70	2.03
<b>UK Authorised Open-Ended Investment Company</b>				
Baring Multi Asset Fund	160.30	-	-0.20	1.26
Baring Multi Asset Fund	151.90	-	-0.20	1.04
<b>Common Investment Fund</b>				

Fund Bid Offer D+/- Yield

**Consistent Unit Tst Mgt Co Ltd (1200)F** (UK)  
PO BOX 10117, Chelmsford, Essex, CM1 9JB  
Dealing & Client Services 0845 0264281

Authorised Inv Funds	Bid	Offer	D+/-	Yield
Consistent UT Inc	56.25	56.90	-0.79	4.76
Consistent UT Acc	132.89	134.44	-1.87	4.60
Practical Investment Inc	204.38	210.24	-1.98	4.14
Practical Investment Acc	1010.20	1039.14	-9.77	4.02



### Coronation Fund Managers

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

Other International Funds	Bid	Offer	D+/-	Yield
Global Equity Fund of Funds - Class A	\$ 14.00	-	0.03	0.00
Global Emerging Markets - Class A	\$ 13.66	-	0.17	0.00
All Africa	\$ 13.97	-	0.13	0.00
Africa Frontiers	\$ 15.14	-	-0.91	0.00



### CP Global Asset Management Pte. Ltd.

www.cpglobal.com.sg, tel: +65 6466 6990

International Mutual Funds	Bid	Offer	D+/-	Yield
CP Multi-Strategy Currency Fund	\$ 127.42	-	5.12	-

### CP Capital Asset Management Limited

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

International Mutual Funds	Bid	Offer	D+/-	Yield
CPS Master Private Fund	\$ 165.16	-	2.27	-
CP Global Alpha Fund	\$ 144.45	-	2.35	-

## Crédit Andorra Asset Management

### Crédit Andorra Asset Management (LUX)

www.creditandorra.com

FCR Recognised	Bid	Offer	D+/-	Yield
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	€ 10.86	-	0.01	0.00
Credinvest SICAV Fixed Income Usd	€ 10.73	-	-0.01	0.00
Credinvest SICAV Spanish Value	€ 242.45	-	2.16	0.00
Credinvest SICAV International Value	€ 237.25	-	1.85	0.00
Credinvest SICAV Big Cap Value	€ 15.24	-	0.15	0.00
Credinvest SICAV US American Value	\$ 18.95	-	0.10	0.00
Credinvest SICAV Sustainability	€ 15.33	-	0.04	0.00

### DAVIS FUNDS SICAV (LUX)

Regulated	Bid	Offer	D+/-	Yield
Davis Value A	\$ 40.73	-	0.32	0.00
Davis Global A	\$ 29.15	-	0.21	0.00



### Deutsche Asset Management (LUX)

Tel: + 44 207 545 9070 www.dws.co.uk

FCR Recognised	Bid	Offer	D+/-	Yield
Deutsche Invest 1 Top Dividend GBP RD	€ 128.11	128.11	-0.21	2.29
Deutsche Invest 1 Top Euroland GBP RD	€ 106.16	106.16	0.98	1.59
Deutsche Invest 1 Multi Opportunities GBP CH RD	€ 96.22	96.22	0.10	0.00
Deutsche Invest 1 Global Bonds GBP CH (P) RD	€ 100.95	100.95	-0.04	-



### Dodge & Cox Worldwide Funds (IRL)

6 Duke Street, St. James, London SW1Y 6BN  
www.dodgeandcox.worldwide.com 020 3713 7664

FCR Recognised	Bid	Offer	D+/-	Yield
Dodge & Cox Worldwide Funds plc - Global Bond Fund	€ 12.31	-	-0.01	0.00
EUR Accumulating Class	€ 9.72	-	0.01	0.00
EUR Distributing Class	€ 11.44	-	-0.01	4.07
EUR Distributing Class (H)	€ 9.02	-	0.01	4.11
GBP Distributing Class	€ 11.61	-	-0.16	3.73
GBP Distributing Class (H)	€ 9.14	-	0.01	4.17
USD Accumulating Class	€ 9.87	-	0.01	0.00

### Dodge & Cox Worldwide Funds plc - Global Stock Fund

USD Accumulating Share Class	€ 16.10	-	0.18	0.00
GBP Accumulating Share Class	€ 19.87	-	-0.06	0.00
GBP Distributing Share Class	€ 14.38	-	-0.05	0.88
EUR Accumulating Share Class	€ 21.75	-	0.20	0.00

### Dodge & Cox Worldwide Funds plc - International Stock Fund

USD Accumulating Share Class	€ 13.23	-	0.20	0.00
EUR Accumulating Share Class	€ 14.01	-	0.18	0.00

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

USD Accumulating Share Class	€ 18.73	-	0.16	0.00
GBP Accumulating Share Class	€ 21.86	-	-0.13	0.00
GBP Distributing Share Class	€ 13.84	-	-0.08	0.67
EUR Accumulating Share Class	€ 21.85	-	0.13	0.00

Fund Bid Offer D+/- Yield



### Dragon Capital Group

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

Other International Funds	Bid	Offer	D+/-	Yield
Vietnam Property Fund (VPF) NAV	\$ 0.91	-	0.00	0.00
Vietnam Enterprise Inv. (VEIL) NAV	\$ 4.19	-	-0.01	0.00

### DSM Capital Partners Funds (LUX)

www.dsmsicav.com

Regulated	Bid	Offer	D+/-	Yield
Global Growth 12 Acc	€ 134.26	-	0.77	0.00
Global Growth 11 Eur	€ 100.33	-	0.58	0.00



### EdenTree Investment Management Ltd (UK)

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

Authorised Inv Funds	Bid	Offer	D+/-	Yield
Amity UK CIs A Inc	207.60	-	-2.50	1.79
Amity UK CIs B Inc	207.30	-	-2.50	2.74
Higher Income CIs A Inc	126.40	-	-0.60	5.11
Higher Income CIs B Inc	130.60	-	-1.10	6.09
UK Equity Growth CIs A Inc	220.40	-	-1.40	0.98
UK Equity Growth CIs B Inc	225.20	-	-1.50	1.96
Amity Balanced For Charities A Inc	108.20	-	-0.40	6.09
Amity European Fund CIs A Inc	209.90	-	-1.10	1.60
Amity European Fund CIs B Inc	212.10	-	-1.10	2.48
Amity Global Equity Inc for Charities A Inc	104.10	-	-0.20	4.12
Amity International CIs A Inc	229.00	-	-0.20	1.49
Amity International CIs B Inc	230.90	-	-0.20	2.31
Amity Sterling Bond Fund A Inc	105.00	-	0.00	5.21
Amity Sterling Bond Fund B Inc	114.00	-	0.10	5.22

### Edinburgh Partners Limited (IRL)

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

FCR Recognised	Bid	Offer	D+/-	Yield
Edinburgh Partners Opportunities Fund PLC	€ 1.13	-	0.01	0.95
Emerging Opportunities I USD	\$ 2.24	-	0.03	1.69
European Opportunities I EUR	€ 1.86	-	0.01	1.67
European Opportunities I GBP	€ 2.50	-	0.03	1.82
European Opportunities I USD	€ 2.19	-	0.02	1.09
Global Opportunities I EUR	€ 1.56	-	0.00	1.29
Global Opportunities I GBP	€ 1.17	-	-0.01	1.37
Global Opportunities A GBP	€ 1.10	-	-0.01	0.82
Pan European Opportunities I EUR	€ 1.35	-	0.01	-



### EFG Hermes

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

Other International Funds	Bid	Offer	D+/-	Yield
The EFG-Hermes Egypt Fund	\$ 29.93	-	-	0.00
EFG-Hermes Frontier Equity UCITS Fund Class I	\$ 1003.18	-	-17.48	-
EFG-Hermes MENA Equity UCITS Fund Class A	\$ 975.28	-	-15.58	-
Middle East & Developing Africa Fund (Final)	\$ 19.81	-	-	0.00
Saudi Arabia Equity Fund	SR 12.00	-	0.06	0.00

### Electric & General (1000)F (UK)

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

Authorised Inv Funds	Bid	Offer	D+/-	Yield
Authorised Corporate Director - Carvetan Capital Management	€ 171.00	-	-2.50	2.03

### ENISO Partners AG

Clairendstrasse 34, Postfach CH-8022 Zurich  
Tel: +41 (0)44 286 17 17  
www.eniso-partners.com

Other International Funds	Bid	Offer	D+/-	Yield
ENISO Forte CH SMI Expanded	Sfr 147.44	-	0.66	0.00
ENISO Forte E	€ 110.25	114.66	1.66	-
ENISO Forte G (CHF)	Sfr 135.22	-	0.85	5.54
ENISO Forte G (CHF)	€ 123.64	-	1.01	0.84
ENISO Systematic Risk Class 1	€ 98.73	-	0.20	-

### Ennismore Smaller Cos Plc (IRL)

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

FCR Recognised	Bid	Offer	D+/-	Yield
Ennismore European Smr Cos NAV	€ 109.70	-	-0.19	0.00
Ennismore European Smr Cos NAV	€ 131.63	-	0.79	0.00

### Ennismore European Smr Cos Hedge Fd

Other International Funds	Bid	Offer	D+/-	Yield
NAV	€ 477.05	-	-24.44	0.00

Fund Bid Offer D+/- Yield



### EnTrustPermal Ltd.

www.entrustpermal.com

Other International Funds	Bid	Offer	D+/-	Yield
Investment Holdings N.V.	\$ 5054.96	-	17.32	0.00
Macro Holdings Ltd	\$ 4094.60	-	-48.44	0.00
Fixed Income Holdings N.V.	\$ 339.26	-	2.85	-
EnTrustPermal Absolute Return Fund	\$ 153.10	-	-0.04	0.00

### Equinox Fund Mgmt (Guernsey) Limited (GSY)

Regulated	Bid	Offer	D+/-	Yield
Equinox Russian Opportunities Fund Limited	\$ 116.66	-	5.99	0.00

### Euronova Asset Management UK LLP (CYM)

Regulated	Bid	Offer	D+/-	Yield
Smaller Cos CIs One Shares	€ 34.50	-	-0.14	0.00
Smaller Cos CIs Two Shares	€ 24.11	-	-0.09	0.00
Smaller Cos CIs Three Shares	€ 12.02	-	-0.05	0.00
Smaller Cos CIs Four Shares	€ 15.56	-	-0.07	0.00



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

Regulated	Bid	Offer	D+/-	Yield
(LF) Absolute Return	€ 1.32	-	0.00	0.00
(LF) Eq Emerging Europe	€ 0.77	-	0.00	0.00
(LF) Eq Flexi Style Greece	€ 0.94	-	-0.05	0.00
(LF) Eq Menu Fund	€ 12.78	-	0.02	0.00
(LF) Greek Government Bond	€ 19.61	-	0.02	-
(LF) Greek Corporate Bond	€ 12.56	-	0.00	-
(LF) FOF Dynamic Fixed Inc	€ 12.10	-	-0.06	0.00
(LF) FOF Real Estate	€ 17.76	-	-0.10	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	Bid	Offer	D+/-	Yield
Cash Accum Units	186.56	186.56	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	€ 2.89	2.89	-0.02	0.19

### FCR Recognised

Allocator World Fund N-ACC-GBP	€ 1.33	-	-0.02	0.90
American Fund W-ACC-GBP	€ 31.64	-	-0.47	0.00
American Special Sits W-ACC-GBP	€ 12.91	-	-0.15	0.76
Asia Pacific Ops W-Acc	€ 1.43	-	-0.01	1.31
Asian Dividend Fund W-ACC-GBP	€ 1.37	-	-0.01	2.08
Asian Dividend Fund W-INC-GBP	€ 1.27	-	-0.02	2.95
China Consumer Fund W-ACC-GBP	€ 1.86	-	-0.02	1.08
Emerging Asia Fund W-ACC-GBP	€ 1.10	-	-0.01	0.73
Emerging Eur Mid East and Africa W	€ 1.73	-	-0.02	2.05
Enhanced Income Fund W-ACC-GBP	€ 1.37	-	-0.01	7.51
Enhanced Income Fund W-INC-GBP	€ 1.06	-	-0.01	7.95
European Fund W-ACC-GBP	€ 12.20	-	-0.18	1.90
European Fund W-INC-GBP	€ 14.01	-	-0.20	1.93
European Opportunities W-ACC-GBP	€ 3.71	-	-0.06	

FTfm

Fund	Bid	Offer	D+/-	Yield
Hermes Sourcescap EX UK Fund Class F Acc	£ 1.50	1.50	-0.01	0.00
Hermes Sourcescap EX UK Fund Class R Acc	£ 3.08	3.08	-0.03	0.00
Hermes US All Cap Equity Class F Stg F Acc	£ 1.19	1.19	0.01	0.00
Hermes US All Cap Equity Class R F Acc	£ 2.03	2.03	0.00	0.00
Hermes US SMID Equity Fund Class F Acc	£ 2.01	2.01	0.00	0.00
Hermes US SMID Equity Fund Class R Acc	£ 3.76	3.76	-0.01	0.00

**Hermes Property Unit Trust (UK)**  
**Property & Other UK Unit Trusts**

Property	£	5.91	6.35	0.00	4.53
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**Hermes UK Residential Real Estate (UK)**  
**Property & Other UK Unit Trusts**

VISTA UK Residential Real Estate	£	1.02	1.06	0.03	-
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**INDIA VALUE INVESTMENTS LIMITED (INVL)**

Other International Funds	NAV	£	8.73	-	0.06	0.00
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**Intrinsic Value Investors (IVI) LLP (IRL)**

IVI European Fund EUR	£	18.22	-	0.13	0.00
IVI European Fund GBP	£	20.46	-	-0.01	0.59



**Invesco Fund Managers Ltd (UK)**

Perpetual Park, Henley-On-Thames, Oxon, RG9 1HH  
Dealing: 0800 085 8571  
Investor Services: 0800 085 8677  
www.invescoperpetual.co.uk

**Authorised Inv Funds**

**INVESTOR PERPETUAL FUNDS**

Asian Acc	£	530.30	-	4.15	0.52
Asian Inc	£	473.71	-	3.71	0.53
Asian Equity Income Acc	£	69.64	-	0.49	3.96
Asian Equity Income Acc	£	56.83	-	0.39	4.10
Balanced Risk 6 Acc	£	55.01	-	-0.22	0.00
Balanced Risk 8 Acc	£	57.42	-	-0.29	0.00
Balanced Risk 10 Acc	£	59.91	-	-0.39	0.00
Childrens Acc	£	383.93	-	-4.41	2.34
Corporate Bd Acc (Gross)	£	216.88	-	0.02	3.50
Corporate Bd Inc (Gross)	£	90.51	-	0.00	3.60
Corporate Bond Acc	£	192.11	-	0.02	3.52
Corporate Bond Inc	£	90.32	-	0.00	3.59
Distribution Acc	£	110.81	-	-0.35	5.01
Distribution Acc (Gross)	£	127.77	-	-0.40	4.98
Distribution Inc	£	62.77	-	-0.20	5.12
Distribution Inc (Gross)	£	62.79	-	-0.19	5.11
Emerging European Acc	£	41.76	-	0.23	2.52
Emerging European Inc	£	38.07	-	0.21	2.59
Emerging European Acc	£	885.00	-	-4.54	1.51
Emerging European Inc	£	738.44	-	-3.78	1.53
European Equity Income Acc	£	75.89	-	-0.41	3.68
European Equity Income Inc	£	56.68	-	-0.31	3.78
European High Income Acc	£	86.31	-	-0.06	3.94
European High Income Inc	£	60.74	-	-0.05	4.02
European Opportunities Acc	£	87.97	-	0.02	1.09
European Opportunities Inc	£	90.99	-	0.01	1.08
European Smir Cos Acc	£	201.35	-	-0.61	0.22
Global Bd Acc (Gross)	£	142.83	-	0.09	1.11
Global Bd Inc (Gross)	£	87.43	-	0.05	1.12
Global Bond Acc	£	134.01	-	0.08	1.11
Global Bond Inc	£	87.37	-	0.06	1.12
Gbl Distribution Acc	£	53.94	-	-0.01	5.21
Gbl Distribution Acc (Gross)	£	55.05	-	0.00	5.21
Gbl Distribution Inc	£	49.78	-	0.00	5.23
Gbl Distribution Inc (Gross)	£	49.79	-	0.00	5.23
Global Emerging Markets Acc	£	282.40	-	1.06	0.87
Global Emerging Markets Inc	£	254.66	-	0.95	0.88
Global Equity (acc)	£	499.83	-	1.07	0.64
Global Equity (inc)	£	453.13	-	0.97	0.64
Global Equity Income Acc	£	131.98	-	-0.04	3.66
Global Equity Income Inc	£	105.98	-	-0.03	3.77
Gbl Financial Capital Acc	£	81.61	-	0.10	5.02
Gbl Financial Capital Inc	£	67.00	-	0.09	5.20
Gbl Financial Cap Acc Gross	£	86.04	-	0.11	5.92
Gbl Financial Cap Inc Gross	£	67.25	-	0.08	6.17
Global Opportunities Acc	£	107.16	-	0.03	0.44
Global Smaller Cos Acc	£	1888.27	-	-2.40	0.19
Global Smaller Cos Inc	£	1803.06	-	-2.30	0.19
Global Targeted Rets Acc	£	57.88	-	0.02	0.43
High Income Acc	£	827.09	-	-10.03	3.56
High Income Inc	£	442.09	-	-5.36	3.64
High Yield Fund Acc	£	106.87	-	0.09	5.78
High Yield Fund Acc (Gross)	£	125.74	-	0.11	5.73
High Yield Fund Inc	£	41.27	-	0.03	5.95
High Yield Fund Inc (Gross)	£	41.40	-	0.03	5.94
Hong Kong & China Acc	£	535.29	-	1.37	0.72
Income & Growth Acc	£	984.14	-	-16.86	4.27
Income & Growth Inc	£	410.97	-	-7.04	4.39
Income Acc	£	3151.04	-	-38.59	3.33
Income Inc	£	1724.61	-	-21.12	3.41
Japan Acc	£	347.65	-	0.89	0.27
Japanese Smir Cos Acc	£	96.70	-	-2.67	0.00
Latin America Acc	£	133.37	-	2.27	0.94
Latin America Inc	£	111.02	-	1.89	0.95
Managed Growth Acc	£	175.67	-	0.10	0.56
Managed Growth Inc	£	145.40	-	0.09	0.57
Managed Income Acc	£	170.20	-	-0.34	2.77
Managed Income Inc	£	102.30	-	-0.20	2.83
Money Acc	£	90.33	-	-0.01	0.26
Money Acc (Gross)	£	95.50	-	-0.01	0.26
Monthly Income Plus Acc	£	298.58	-	-0.10	5.42
Monthly Income Plus Acc (Gross)	£	353.76	-	-0.10	5.39
Monthly Income Plus Inc	£	106.79	-	-0.03	5.54
Monthly Income Plus Inc (Gross)	£	106.95	-	-0.03	5.54
Pacific Acc	£	1126.45	-	-3.18	0.37

Fund	Bid	Offer	D+/-	Yield	
Pacific Inc	£	1030.82	-	2.91	0.37
Tactical Bond Acc	£	70.06	-	0.06	1.27
Tactical Bond Inc	£	60.35	-	0.05	1.28
Tactical Bond Acc (Gross)	£	72.86	-	0.06	1.27
Tactical Bond Inc (Gross)	£	60.44	-	0.05	1.28
UK Focus Acc F	£	196.84	-	-2.54	2.14
UK Focus Inc F	£	160.82	-	-2.07	2.18
UK Growth Acc	£	534.11	-	-7.86	2.37
UK Growth Inc	£	331.78	-	-4.89	2.42
UK Smaller Cos Equity Acc	£	827.11	-	-5.89	0.84
UK Smaller Cos Equity Inc	£	633.37	-	-4.52	0.85
UK Strategic Income Acc	£	183.95	-	-2.29	3.52
UK Strategic Income Inc	£	133.39	-	-1.66	3.61
US Equity Acc	£	625.82	-	7.33	0.00

**Invesco Perpetual Funds (No Trail)**

Asian (No Trail) Acc	£	222.98	-	1.75	1.03
Asian (No Trail) Inc	£	200.58	-	1.58	1.04
Asian Equity Income (No Trail) Acc	£	143.03	-	1.00	3.96
Asian Equity Income (No Trail) Inc	£	116.75	-	0.81	4.09
Balanced Risk 6 No Trail Acc	£	112.43	-	-0.44	0.01
Balanced Risk 8 No Trail Acc	£	117.28	-	-0.61	0.19
Balanced Risk 10 No Trail Acc	£	122.42	-	-0.80	0.28
Corporate Bond (No Trail) Acc	£	171.20	-	0.02	3.76
Corporate Bond (No Trail) Inc	£	119.42	-	0.01	3.85
Distribution (No Trail) Acc	£	170.58	-	-0.53	5.00
Distribution (No Trail) Inc	£	110.00	-	-0.34	5.10
Emerging European (No Trail) Acc	£	87.17	-	0.49	3.01
Emerging European (No Trail) Inc	£	77.01	-	0.43	3.11
European Equity (No Trail) Acc	£	156.79	-	-0.80	2.05
European Equity (No Trail) Inc	£	129.96	-	-0.66	2.09
European Equity Income (No Trail) Acc	£	156.86	-	-0.86	3.67
European Equity Income (No Trail) Inc	£	117.20	-	-0.64	3.77
European High Income (No Trail) Acc	£	178.30	-	-0.13	3.93
European High Income (No Trail) Inc	£	125.49	-	-0.09	4.01
European Opportunities (No Trail) Acc	£	191.14	-	0.04	1.59
European Opportunities (No Trail) Inc	£	178.70	-	0.03	1.62
European Smaller Companies (No Trail) Acc	£	248.11	-	-0.75	0.71
Global Balanced Index (No Trail) Acc	£	169.68	-	-1.31	1.99
Global Bond (No Trail) Acc	£	150.80	-	0.09	1.34
Global Bond (No Trail) Inc	£	135.56	-	0.08	1.35
Gbl Distribution Acc (No Trail)	£	109.05	-	0.00	4.30
Gbl Distribution Inc (No Trail)	£	100.63	-	-0.01	4.39
Gbl Emerging Markets (No Trail) Acc	£	185.72	-	0.70	1.39
Gbl Emerging Markets (No Trail) Inc	£	172.57	-	0.65	1.41
Global Equity (No Trail) Acc	£	221.38	-	0.47	1.19
Global Equity (No Trail) Inc	£	204.83	-	0.44	1.20
Global Equity Income (No Trail) Acc	£	273.93	-	-0.08	3.65
Global Equity Income (No Trail) Inc	£	219.98	-	-0.06	3.76
Global ex UK Core Equity Index (No Trail) Acc	£	200.09	-	0.74	1.43
Global ex UK Enhanced Index (No Trail) Acc	£	232.93	-	0.66	1.89
Gbl Fin Cap No Trail Acc	£	166.87	-	0.21	5.01
Gbl Fin Cap No Trail Inc	£	137.01	-	0.17	5.19
Global Opportunities (No Trail) Acc	£	276.68	-	0.08	0.96
Global Smaller Companies (No Trail) Acc	£	276.80	-	-0.35	0.70
Global Smaller Companies (No Trail) Inc	£	264.47	-	-0.33	0.70
Global Targeted Rets (No Trail) Acc	£	117.26	-	0.03	0.88
High Income (No Trail) Acc	£	177.45	-	-2.15	3.55
High Income (No Trail) Inc	£	126.42	-	-1.53	3.63
High Yield Fund (No Trail) Acc	£	222.22	-	0.19	5.76
High Yield Fund (No Trail) Inc	£	159.88	-	0.14	5.93
Hong Kong & China (No Trail) Acc	£	213.00	-	0.55	1.24
Income & Growth (No Trail) Acc	£	232.46	-	-0.98	4.25
Income & Growth (No Trail) Inc	£	177.13	-	-3.03	4.38
Income (No Trail) Acc	£	173.74	-	-2.12	3.32
Income (No Trail) Inc	£	125.18	-	-1.53	3.40
Japan (No Trail) Acc	£	165.75	-	0.42	0.77
Japanese Smaller Companies (No Trail) Acc	£	247.16	-	-6.82	0.00
Latin American (No Trail) Acc	£	129.39	-	2.20	1.52
Latin American (No Trail) Inc	£	116.20	-	1.98	1.54
Managed Growth (No Trail) Acc	£	213.59	-	0.12	1.01
Managed Growth (No Trail) Inc	£	194.38	-	0.11	1.02
Managed Income (No Trail) Acc	£	204.54	-	-0.39	2.76
Managed Income (No Trail) Inc	£	164.88	-	-0.32	2.81
Monthly Income Plus (No Trail) Acc	£	172.80	-	-0.05	5.40
Monthly Income Plus (No Trail) Inc	£	105.61	-	-0.03	5.53
Pacific (No Trail) Acc	£	209.67	-	0.80	0.84
Pacific (No Trail) Inc	£	197.26	-	0.56	0.94
Tactical Bond (No Trail) Acc	£	143.78	-	0.12	1.77
Tactical Bond (No Trail) Inc	£	120.85	-	0.09	1.79
UK Focus (No Trail) Acc F	£	162.48	-	-2.09	2.74
UK Focus (No Trail) Inc F	£	133.40	-	-1.72	2.81
UK Enhanced Index (No Trail) Acc	£	420.20	-	-7.18	3.66
UK Enhanced Index (No Trail) Inc	£	257.46	-	-4.39	3.76
UK Growth (No Trail) Acc	£	141.74	-	-2.09	2.96
UK Growth (No Trail) Inc	£	112.95	-	-1.66	3.04
UK Smaller Companies Equity (No Trail) Acc	£	270.19	-	-1.92	1.37
UK Smaller Companies Equity (No Trail) Inc	£	249.25	-	-1.77	1.39
UK Strategic Income (No Trail) Acc	£	733.14	-	-9.12	3.51
UK Strategic Income (No Trail) Inc	£	531.66	-	-6.61	3.60
US Equity (No Trail) Acc	£	261.48	-	3.06	0.10

**Invesco (LUX)**