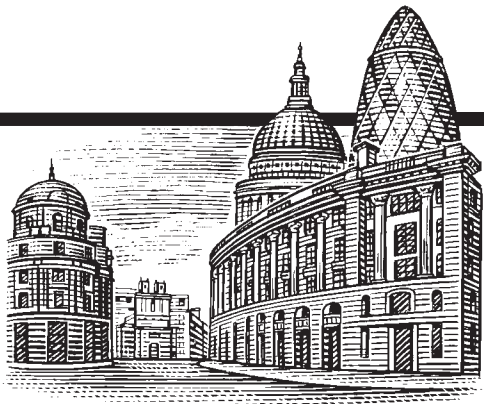


Lombard

UK COMPANIES



Pensions crisis? What crisis? Just keep calm and carry on



The Ministry of Information told Brits to “Keep Calm and Carry On” ahead of the so-called phoney war of 1939.

Exactly 77 years later, the Pensions Regulator broadcast the same message following Brexit. There is no crisis in defined benefit retirement schemes, it told the pensions industry.

But yesterday, in the aftermath of the Brexit vote, the Pension Protection Fund recalculated the cost of rescuing all 6,000 of the UK’s defined benefit schemes. The lifeboat said the combined shortfall rose £89bn to £384bn between May and June following sharp declines in the gilt yields used to value liabilities. Hymans Robertson actuaries say the deficit, assuming pension promises are paid in full, is £925bn. Not to be outdone, analysts at RBC Capital Markets reckon the liabilities of FTSE 100 groups have

quadrupled. RBC says shareholders don’t appreciate just how many groups — including Royal Bank of Scotland, Marks and Spencer, GKN, BAE, RSA and G4S — are supporting vast, often poorly funded, deficits. Companies will lift contributions, it adds.

It is not simply a matter of abacus rattlers using bond yields to discount future obligations and come up with notional numbers. Pension funds will soon start eating into assets needed to meet cash outflows in years to come.

About 1,000 company pension schemes were thought pre-Brexit to be at immediate risk of ending up with the PPF because their corporate sponsors wouldn’t or couldn’t stand behind them. That number is likely to rise after Brexit.

Scuffles over the schemes at BHS, the retailer now in administration, and British Steel, are a foretaste of things to come, with MPs trying to work out who to tap to plug the shortfalls and whether regulation to ensure schemes are properly funded is effective.

Battle lines are being drawn: on one side companies and shareholders; on the other, trustees and employees.

Earlier this year, TPR said more than half of FTSE 350 companies have shelled out 10 times more in dividends over five years than they have paid into staff pension schemes. That should fuel pressure on businesses to increase contributions in to plans. But, last week, Ros Altmann, pop-up pensions minister, vented concerns that lurches in liabilities will hurt corporate health and economic growth. She is urging trustees and regulators to go easy on corporate sponsors.

In 1939, the calm lasted until the tanks rolled in May 1940. Let’s hope it lasts longer over pensions.

Turning the page

“Mr Brady, where are we with the recruitment of our European sales manager?” asks *Matthew Vincent*.

“Well, I’m afraid two of the early candidates scored extremely badly on the personality test.”

“You mean the one with a beard in lieu of a personality, and the one who insisted on bringing along his friend, Mr Werritty?”

“Yes. Then the job-share candidates fell out with each other, after one of their wives sent an embarrassing email to HR ‘by accident’. But none of their references stood up, anyway.”

“Good grief. What about that City bigwig woman?”

“Hmm. We’re not sure about her CV. And as for what she said in the interview . . . we’re lucky not to face a tribunal!”

PageGroup, the FTSE 250 recruiter, might wish filling other UK vacancies was as trouble-free. While the Conservative party has taken just days to appoint a prime minister, PageGroup has suffered a slowdown in UK hiring.

Its gross profit here was down 2.3 per cent in the second quarter on a constant currency basis. By contrast, employers in Europe appear to have benefited from free movement of candidates, boosting the group’s gross profit in the region 13.6 per cent.

PageGroup cites “pre-referendum uncertainty”. But given it was saying that in January — and three-quarters of its business is now outside the UK, with 93 per cent outside financial services — is PageGroup’s “Brexit bellwether”

status overplayed? Just hours after the EU poll result, Saxo Bank thought so.

With PageGroup shares falling 58 per cent, it took advantage of “exceptional levels of mispricing” to make a tidy sum. Not unlike another City contact on Friday, who persuaded Ladbroke’s to quote odds on Theresa May being PM within a week.

Buy back on firma terra

“A ghastly day” for the UK and Europe, said Guy Hands, bouffant-haired private equity veteran, on June 23. It was not such a ghastly day for him, though. AMC, the theatre chain owned by Wang Jianlin, China’s richest man known simply as “the chairman”, has agreed to take Odeon cinemas off Terra Firma’s hands for \$1.2bn. Mr Wang has wanted a starring role in the business of Hollywood, but he was not starry-eyed about Odeon’s price tag until the pound’s plunge. That will help put Mr Hands’ fund back on terra firma.

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Financials

Pension deficit grows £89bn in just one month

Private sector shortfall hits record level in wake of vote to leave the EU

JOEL LEWIN

The pension deficit of UK companies grew by £89bn in just one month, hitting a record level following Britain’s vote to leave the EU.

Figures from the Pension Protection Fund showed the total private sector pension shortfall rose to £383.6bn at the end of June, from £294bn a month earlier, as financial markets reacted to the Brexit vote.

The plunge in equities, sterling and bond yields put more strain on schemes that were already under pressure from a prolonged period of low interest rates.

“UK pension scheme funding has never been in a more perilous state,” said Andy Tunningley, head of UK strategic clients at BlackRock.

“A significant slowdown in UK growth and material likelihood of a recession next year could threaten the financial outlook of pension scheme sponsors. We have halved our UK real growth forecasts to 1 per cent per annum for the next five years.”

About 84 per cent of pension funds are in deficit, according to the PPF, the lifeboat created 12 years ago to safeguard pensioners’ rights. The remaining 16 per cent have a total surplus of just £37.4bn, a fraction of the total deficit. The PPF’s calculations are based on the cost of taking over the schemes and paying out reduced benefits to members.

In a sign of the recent pressure on schemes, the fund is bracing itself to take

over the British Steel pension scheme and the BHS retirement fund, after the retailer collapsed this year. Between them these schemes have up to £1bn in liabilities and 150,000 members.

Since the UK voted to leave the EU, gilt yields have plunged to record lows as investors have sought haven assets and expectations have grown of further Bank of England easing. Yesterday, the 10-year gilt yield touched a record low of 0.71 per cent, while a two-year gilt yield has briefly turned negative.

A 0.1 per cent reduction in gilt yields raises aggregate scheme liabilities by 2 per cent and aggregate scheme assets by 0.5 per cent, according to the PPF.

Global government bond yields have followed a similar trajectory, with Swiss bond yields turning negative out to 50 years, and Japanese and German bond yields both turning negative past 10-year maturities. Performance in equity markets has also been tough, with the FTSE All-Share index falling almost 10 per cent over the past year.

“The UK’s gold-plated pension system is starting to look tarnished,” said Tom McPhail, head of retirement policy at Hargreaves Lansdown.

“Deficits are soaring, employers are renegeing on their promises and still more money is needed. Companies are having to divert profits into schemes to make good on their promises, which means less investment capital to help businesses grow,” he added.

Citigroup strategists have warned the UK’s pension deficit gives the Bank of England problems when it considers what stimulus policy is needed to prop up the economy after the Brexit vote.

See Lombard



Bon voyage
Sun goes down on TUI travel brochures

Glossy travel brochures offering deals to exotic locations may soon be a thing of the past as two of the UK’s largest holiday brands said they will scrap the magazines by the end of the decade.

Thomson and First Choice, both part of FTSE 100 company TUI, are to phase out the travel brochure before 2020, with customers increasingly opting to search for holidays online. Between them, the two brands currently print 4.7m publications across 58 titles each year.

“We have seen a shift in the way customers research their holidays,” said Nick Longman, managing director of TUI UK & Ireland.

In place of brochures, the brands will introduce digital screens and tablets in store, as well as interactive maps and “immersive walls” which will show videos of destinations.

However, the company stressed it was not doing away with its bricks and mortar stores.

Rival holiday group Thomas Cook is not considering a similar scrapping of brochures at the moment.

The first brochure under the Thomson brand was published in 1953 for Skytours, while Thomas Cook issued its first publication for winter sports in 1908. *Paul McClean*

Oil & gas

Weak pound helps boost Premier Oil finances

KIRAN STACEY
ENERGY CORRESPONDENT

The drop in the value of sterling following Britain’s vote to leave the EU has boosted the fortunes of one of the country’s largest independent oil explorers.

Premier Oil said yesterday that its finances had improved by more than \$100m as a result of the currency move following last month’s vote.

In the two-and-a-half weeks since the referendum, the pound has fallen nearly 13 per cent against the dollar to near \$1.30. For companies such as Premier, which spend in sterling but receive revenues and report results in dollars, this has proved an immediate financial fillip.

“The exchange rate impact of Brexit

has benefited us,” said Tony Durrant, Premier’s chief executive. “We have £500m of debt and letters of credit in sterling, which will now cost significantly less in dollars to repay.”

Mr Durrant said that the saving on capital spending on the Catcher project alone, its vast development in the North Sea, was \$100m.

Shares in the company rose 4.5 per cent to 72p yesterday as investors reacted both to the financial news and positive messages about the company’s production levels.

Premier said it had produced more oil than expected from some of its most important wells, especially from its North Sea operations. Both its Solan platform, west of the Shetland Islands, and the gas wells it bought from Eon, have performed above expectations, the

company said. “There are quite a lot of grounds for optimism on the production side. We originally said we would produce 65,000-70,000 barrels of oil equivalent a day in the second half of the year. We now expect it to be at or above 70,000,” said Mr Durrant.

The company remains locked in talks with its banks over refinancing its significant debt pile, which it said had stayed flat during the past three months — at \$2.6bn of net debt. That is more than five times the \$498m analysts expect it to make in earnings before interest, tax, depreciation and amortisation this year.

Tests on Premier’s banking covenants have been extended by a month from June to July while those talks continue, and Mr Durrant said he expected them to be extended for another one or two months.

Financials

Almost half of all groups anticipate sales uplift

DAVID RICKETTS

Nearly half of all companies worldwide expect their sales to rise in the next 12 months — but they are relying on domestic consumer spending rather than robust exports to fuel growth.

According to a survey by Grant Thornton, the professional services group, 46 per cent of companies globally expect an uplift in their revenues in the next year — an 11 percentage-point increase on the first quarter of 2016.

Businesses based in Africa, Latin America and the “Mint” economies of Mexico, Indonesia, Nigeria and Turkey are the most optimistic on this measure. When asked about profitability, 36 per cent of the businesses said they also expected an improvement.

Their outlook on revenue and profits

comes despite an expectation of a drop in their export levels. Weak exports were forecast by companies in Latin America, North America and the EU.

Francesca Lagerberg, global leader of tax services at Grant Thornton, said businesses were putting themselves in a “precarious situation” by being over-reliant on domestic spending to boost growth.

With wage growth slowing, oil prices starting to rise and increased political uncertainty, notably after the UK’s vote to leave the EU, consumer confidence could take a hit, Grant Thornton said.

Ms Lagerberg warned that businesses could not rely on domestic demand alone to increase revenues and profits over the longer-term.

She said overseas trade was “critical to boost further growth” for businesses, and having such a strong domestic focus

“could put their long-term growth and sustainability at risk”.

However, she said the UK’s decision to withdraw from the EU and the impact on global businesses was “still unknown”.

“Not enough is yet known to inform many of the biggest decisions facing businesses with European operations.”

Yael Selfin at consultants KPMG said a slowdown in global trade had led to revised expectations. “Export expectations are low, indicating that revenues will be dependent on consumer spending power.” However, consumers were likely to be more cautious about where they spent their money, she said.

Grant Thornton’s survey results come after figures from the British Retail Consortium and KPMG showed that UK retail sales slowed in June, resulting in a 0.5 per cent fall on a like-for-like basis.

Briefs

Hotel Chocolat
Sweet success

Luxury chocolate retailer Hotel Chocolat beat market expectations by reporting a 12 per cent revenue increase in its first trading update since its initial public offering.

Revenues for the year to June 26 rose to £92.6m, helped by a 20 per cent increase in online sales and “slightly ahead of expectations”, the group said. Since joining London’s junior market, the Aim-listed chocolatier has opened one store, with four more due before the end of the year. The group said initiatives to increase manufacturing capacity at its Cambridge factory were on schedule and on budget.

Hotel Chocolat joined Aim in May, raising £55.5m and valuing the company at £167m. The group’s shares surged, with the company saying that the offering was “substantially oversubscribed”, and they remain 22 per cent up on the float price. Hotel Chocolat has previously raised the bulk of its finance through “chocolate bonds”, for which members of its tasting club invested £4,000 with a 7.3 per



cent return paid every six months in chocolate. *Paul McClean*

Galliford Try
Building up revenue

Galliford Try, the FTSE 250 construction group, says it is well placed to weather uncertainty, as it has already secured 82 per cent of its construction revenue for the new financial year.

The group also believes there is continued underlying demand for new homes, which will support activity in the longer term.

Housebuilding and construction stocks have been among the hardest hit after the EU vote, while a move by several property funds to freeze redemptions has caused jitters over the outlook.

In a trading update yesterday, Galliford Try’s chief executive Peter Truscott said: “The balance of our businesses and the strength of our order books mean that we are well placed to manage the impact of this uncertainty.” *Nathalie Thomas*

ITE Group
Post-Brexit boost

ITE Group, the Russia-focused exhibition and conference organiser whose profits have plummeted as Russia and central Asia’s economies have convulsed, has enjoyed a boost from the post-Brexit shake-out in the UK economy.

For ITE Group, which earns its revenues overseas, the 14 per cent fall in sterling against the dollar has helped pump up the relative value of ITE’s earnings. “If the recent weakness in sterling continues, we would expect this to have a positive influence on future results,” the company said.

It said in the three months to June “the weaker biennial pattern and the weakness of our trading currencies, especially the rouble” took a bite out of revenues, driving them down to £46m from £58m in the same period last year. *FastFT*

UK COMPANIES

Property

Property fund plans to sell Coutts flagship

Private bank’s HQ sale is one of several disposals as investors rush for exit

JUDITH EVANS AND ATTRACTA MOONEY

Henderson Global Investors plans to sell 440 Strand, the headquarters of the private bank Coutts, by the end of 2016 as suspended property funds begin offloading prime assets to provide liquidity to investors.

The property, bought for £175m in 2014, was valued at £220m before the Brexit vote and will be formally brought on to the market in the autumn by the suspended Henderson UK Property fund, according to two people briefed on the plans. The sale of 440 Strand is one of several disposals expected to follow

the suspensions of seven property funds last week after investors rushed for the exit following the UK’s vote to leave the EU. Henderson, which manages the fund through TH Real Estate – its joint venture with a US retirement provider – declined to comment.

Funds holding more than £15bn of investors’ money are preventing redemptions, including the UK’s largest property fund, M&G’s £4.3bn Property Portfolio, and funds from Standard Life, Henderson, Aviva, Columbia Threadneedle and Canada Life. Aberdeen Asset Management, which suspended its fund for a shorter period – until July 13 – has begun marketing properties including an office at 10 Hammersmith Grove, the UK headquarters of Fox International, a division of 21st Century Fox.

Early bids on the buildings Aberdeen

is marketing indicated yields 50 basis points higher than before the Brexit vote, according to people briefed on the sales. This indicates there will be discounts, but not the steep drops in price seen during the 2008 financial crisis.

Property funds are expected to focus initially on disposing of “prime” assets, which will be easier to sell in uncertain markets, agents said.

Henderson’s building at 440 Strand has been occupied by Coutts since 1904 and is let to Royal Bank of Scotland, which owns the private bank, until 2037. The building offers secure income of a type that appeals to large institutional investors.

Aberdeen is also selling BT’s National Distribution Centre at Magna Park in Lutterworth, Leicestershire.

Gerry Ferguson, head of UK property

pooled funds at Aberdeen, said: “Following a period of higher than normal redemptions from the fund after the EU referendum result and the suspension of other funds’ trading, the fund is now seeking to rebuild its liquidity position.

“A limited number of properties are being marketed and we will seek the highest prices achievable for our investors as is our normal practice.”

Private equity investors are eyeing buildings from the suspended funds, but early signs of relative health in the post-Brexit property market mean they may not be able to obtain large discounts, according to Keith Breslauer, managing director at private equity firm Patron Capital.

British Land, the £6bn listed property company, announced last week it had sold the Debenhams flagship store on

London’s Oxford Street to a private investor at £400m, an estimated yield for the buyer of 2.75 per cent, indicating no weakening in price. Investors are more worried about properties in sectors thought to be vulnerable to Brexit, such as London offices. But, even in that sector there is appetite for properties with secure leases.

Brookfield Office Properties, an arm of New York-listed Brookfield Property Partners, last week agreed a development loan for its 100 Bishopsgate office development, which is partly pre-let to Royal Bank of Canada.

Richard Divall at the property advisers Colliers, said: “Brexit has caused short-term panic and stalling to most of the UK market, but we expect long secure income to become more attractive.”

Retail

M&S turns to shareholder opinion in fight to revive clothing unit

MARK VANDEVELDE

When executives chose the autumn fashion range they hope will make Marks and Spencer stylish again, they sought advice from an unexpected source: a handful of the British retailer’s smallest shareholders.

“They are very perceptive,” M&S chairman Robert Swannell said of the private investors who often hold stakes of only a few thousand pounds, but between them hold about one-quarter of the company’s shares. “I think companies should be willing to accept that they’re not perfect and just learn a bit.”

Reviving the M&S clothing business is the top priority for Steve Rowe, who took over as chief executive in April. But in his first three months in charge, clothing sales suffered their steepest decline in more than a decade.

Janet Coombs, who has followed the retailer’s changing fortunes since she first bought M&S shares in the 1970s, was among those invited to London to opine on next season’s womenswear selection.

“It wasn’t a meeting, it was afternoon tea,” Ms Coombs told the FT. “It was quite a privilege. We listened to [womenswear director] Jo Jenkins outline with one of the designers where we were going. They seemed to be looking at us and saying to us: what do you want?”

After listening to shareholders’ views Mr Rowe decided to order twice as many of a particular kind of cardigan, and added an extra colour to the line-up.

In the past, when M&S shareholders have offered advice to their executive team, their interventions have usually been unsolicited.

At last year’s annual meeting, one shareholder – a womenswear designer who was once an M&S employee – told the floor: “I could weep when I see what is in stores today.”

This year’s meeting, held yesterday, passed with less rancour, despite an agenda that included contentious plans to cut the wages of 7,000 staff who work antisocial hours and to reduce pension contributions for 11,000 workers.

Retail experts said that as well as listening to loyal customers, Mr Rowe needed to bring back shoppers who have deserted M&S for rival stores.

“It’s important to know what your customers want, so the idea of focus groups is a good one,” said Jamie Merriman, an analyst at Bernstein.

“Given the change in strategy I would hope that there is data to back it up that is more analytical than what you might find in a focus group.”

Small investors played a pivotal role in securing M&S’s future as an independent company in the face of a hostile takeover bid from Sir Philip Green in 2004.

The retail tycoon, who is now embroiled in the controversy surrounding the collapse of BHS, had secured wide support among institutional shareholders for his advance.

Ms Coombs, who said her son will inherit her shares, was among the thousands of private investors who a decade ago rejected his bid.

“I thought, Philip Green never inspired me to go into BHS. So why would he inspire me to go into M&S?”, she said. “And have my words come true.”

Reduced inflows, performance fees and falls in assets set industry on tough course

CHRIS NEWLANDS

Britain’s asset managers are facing a “triple whammy” of reduced investor inflows, cuts in performance fees and falls in assets under management that are set to make this one of the hardest years for the industry since the last financial crisis.

With investors also now spooked after some property funds were forced to limit redemptions last week, analysts are cautious about the outlook for some of the UK’s largest money managers. Schroders, Henderson, Jupiter and Man Group are all due to publish results within the next two weeks.

Since Britain’s vote to leave the EU last month, the share prices of investment groups have taken a battering while money has flowed out of their funds as investors scrambled for safety in volatile markets.

Justin Bates, an analyst at Liberum, the brokerage, warns there are few reasons to be upbeat in the fund management industry ahead of half-year financial results: “There are a number of headwinds facing the industry. Falling markets, declining growth rate of net inflows, an increasing allocation to passive funds, revenue margin pressure and increasing compliance costs.”

While these were already taking their toll on profit margins, the most recent blow to the industry has come from the decision by a number of asset managers last week to stop investors from selling out of their UK property funds.

Eight companies, including Standard Life, Henderson and M&G, imposed short-term “gates” on exiting investors in order to raise cash amid fears about falling commercial real estate values following the referendum result.

Before Brexit, Mr Bates adds, the Bank of England had already raised concerns about the systemic risk of the asset management sector.

“The behaviour of the commercial property asset class in the last couple of weeks exemplifies this perfectly. Once through this mini-crisis, I would expect the regulators to demand increased regulatory capital requirements and liquidity buffers on the part of the asset man-



Flagging sector: investors have been spooked by the decision of some property funds last week to limit redemptions to stop them selling out

Chris Ratcliffe/Bloomberg

agers and possibly some of their funds,” he says.

The halt to redemption from property funds took investors by surprise, many of whom were unaware they could be locked inside their funds, and the fear among analysts and fund management experts is that investors may pull money from their other funds.

Jefferies, the brokerage, says it expects Schroders, the UK’s largest listed asset manager, to suffer net outflows from retail funds until the first quarter of 2017. The broker also cut its performance fee estimates for Man Group, the world’s largest listed hedge fund company, by 44 per cent.

Meanwhile, Jefferies has lowered its price target for Aberdeen Asset Management from 253p to 240p on expectations that money will be withdrawn from its property funds. The broker expects Aberdeen to suffer total net out-

flows of £30bn this year, £12bn in 2017 and £9bn in 2018.

Barclays analyst Daniel Garrod describes a “triple whammy” of cuts in investor inflows, performance fees and assets under management.

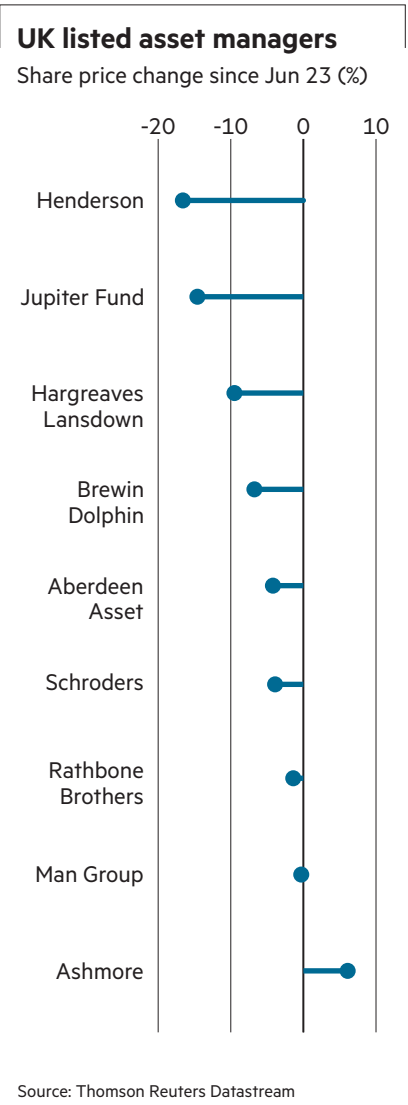
Fund management companies are grappling with falling profit margins amid concerns about their investment performance.

Assets in the UK fund industry have fallen by a fifth over the past 12 months. Just a few weeks ago McKinsey, the consultancy, forecast that profits at asset managers would decrease by a third over the next two years.

There is also the threat of further regulatory intervention. The UK regulator is waiting in the wings with the results of its review into the workings of the investment management industry. The findings will be published later this year.

‘Further gating is inevitable while retail investors remain jittery’

Amin Rajan, Create Research chief



Amin Rajan, chief executive of Create Research, the consultancy, says: “The only good news for fund managers that the crisis over property redemptions presents is a concealed opportunity for them to tackle issues that have long conspired against client interests. They now have an opportunity to create businesses of enduring value.”

The situation is likely to get worse before it gets better for investment companies, according to Mr Rajan, particularly in terms of the implementation of redemption halts. Aberdeen on Monday extended the block on redemptions on its UK property fund to 12pm today.

“Further gating is inevitable while retail investors remain jittery,” says Mr Rajan. “And much would depend upon how long the UK’s political paralysis lasts. The longer it persists, the greater the pressure for investment companies to gate funds.”

Retail & consumer

Sales up 30% as Asos expands customer base

PAUL McCLEAN

Online fashion retailer Asos has lifted its guidance for full-year sales growth after delivering a 30 per cent increase in quarterly revenues on the back of an expanding customer base.

Total revenues in the four months to the end of June jumped to £514.6m, while the number of active customers climbed 24 per cent to 12m – rising twice as fast as this time last year.

The Aim-listed retailer for 20-somethings said yesterday that it now expected full-year sales growth to come in at the upper end of the 20-25 per cent range and was “confident” of meeting pre-tax profit forecasts.

Shares in the group rose 4.5 per cent to £44.97 in early-afternoon trading in London.

The healthy trading update from Asos comes as other online fashion retailers continue to outperform bricks and mortar competitors. Last month, Boohoo posted a 41 per cent jump in revenues and lifted its full-year sales guidance.

Nick Beighton, Asos chief executive,

said the group would invest profits “straight back into the customer” to improve prices and consumers’ online shopping experience. He added that he expects a medium-term boost from the weaker pound after the UK’s vote to leave the EU.

“If you’ve got a dollar to spend and you’re buying sterling, that dollar is now worth about 10 per cent more than it

‘Our sales prices . . . now look cheaper to the US and the European customer’

Nick Beighton, Asos chief

was two weeks ago,” he said. “So our sales prices, which are denominated off sterling, now look cheaper to the US customer and to the European customer. What that gives us is a greater sales trajectory, none of which is in our current numbers because it’s too early for that to have fed through.”

It was not all good news for Asos, however, as its retail gross margin slipped

180 basis points. “Approximately 40 per cent of this is due to moving our main sale forward one week into this financial period, with the balance as a result of continued price investment,” said Mr Beighton.

Asos confirmed the closure of its Chinese website, first announced in April, and said operating losses due to the decision would amount to about £4m. Elsewhere, sales rose in every territory – UK revenues climbed 28 per cent and in the US were 53 per cent higher, or 45 per cent at constant currencies.

“Whilst the market suspected that this would be a good sales update, the quantum of the beat in each geography is impressive,” said Jonathan Pritchard, retail analyst at Peel Hunt. “It is clear that not only are young people buying into the ‘Asos lifestyle’ that management talked about, they are actually doing so with hard cash and these numbers are highly encouraging.”

Analysts also pointed to the retailer’s “leading edge app” as a factor for its continued success with millennials.

See Lex

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FT500: THE WORLD'S LARGEST COMPANIES

52 Week							52 Week										
Stock	Price	Day	Chg	High	Low	Yld	P/E	MCap	Stock	Price	Day	Chg	High	Low	Yld	P/E	MCap
Australia (AS)																	
ANZ	24.20	0.28	33.16	21.06	9.89	11.76	53995.12										
BHPBillitn	19.93	0.33	27.46	14.06	9.76	27.75	48787.71										
CmWbAUx	74.50	0.40	88.88	69.79	6.86	16.62	97352.58										
CSX	112.55	0.54	117.61	87.11	1.25	31.76	39189.31										
NatAusd&B	25.11	0.12	34.90	23.62	10.43	11.55	50849.29										
Telstra	5.67	-	6.53	4.98	6.56	19.19	52635.37										
Westfarms	40.87	-0.13	44.12	36.65	5.97	21.87	35880.28										
Wentworth	29.38	0.19	35.15	25.57	8.39	10.77	74322.25										
Woodwards	21.20	-0.11	29.22	20.30	6.00-29.10	20.653.03											
Belgium (E)																	
AntibNih&v	115.95	0.10	124.20	89.73	2.73	28.93	2624.28										
K2B Grp	44.01	1.56	66.00	39.25	4.29	13.24	20365.65										
Brazil (RS)																	
Ambev	19.35	-0.05	20.46	15.99	2.32	29.63	92814.88										
Bradesco	27.61	0.40	32.00	16.27	3.19	10.74	23897.05										
Cielo	35.84	0.19	38.56	23.36	1.12	26.54	24762.64										
ItaUnifIn	27.30	-	33.78	21.49	2.27	7.49	25385.81										
Petrobras	13.45	0.56	13.97	5.67	-	-5.52	30349.37										
Vale	17.76	0.90	22.19	8.68	5.08	-4.21	17436.9										
Canada (CS)																	
B&S	62.35	0.51	62.30	51.56	3.90	21.32	41580.53										
BKMontri	83.59	0.30	84.55	64.01	2.32	13.42	41324.1										
BKv&v	64.63	0.74	67.40	51.17	4.06	12.41	59644.89										
Brofield	46.07	0.32	46.52	37.10	1.10	21.42	34130.05										
Br&S	175.9	0.45	212.68	140.02	0.74	19.11	20361.1										
Canip&v	98.59	0.51	104.59	82.16	4.31	11.54	28855.47										
CanNat&v	41.26	1.33	41.28	21.72	2.06	9.98	34759.36										
CanNatFy	79.43	1.38	83.81	66.62	1.53	18.97	47200.65										
Enbridge	55.22	0.65	59.76	40.03	3.22	33.13	93761.33										
Imperial	33.9	0.43	37.50	30.42	3.86	16.88	25889.85										
ImpOil	42.00	0.63	46.40	37.25	0.78	64.41	27039.39										
Manulife	17.60	0.44	23.89	15.52	3.65	15.87	26634.32										
Potash	21.04	0.20	38.25	20.03	8.64	15.12	13548.89										
RY&K	79.09	0.86	89.37	64.52	3.74	12.70	90301.51										
Suncor En	37.23	0.16	40.38	14.56	2.46	41.10	23333.6										
Ther&v	14.92	0.15	16.10	10.12	5.46	19.65	6327.26										
Ther&v	54.85	0.45	55.92	47.56	2.39	29.98	53174.64										
Tnt&v	56.25	0.72	58.13	47.75	3.46	13.68	79956.12										
Tnt&v	60.22	-0.38	61.02	40.48	-3.16	35.98	36829.58										
Valeant	30.40	1.12	34.94	24.32	-	-11.45	7999.79										
China (HK)																	
Agricult&v	2.84	0.03	3.79	2.50	7.16	4.78	11252.56										
BK China	3.13	0.04	4.59	2.83	6.78	5.17	33737.41										
BKCom	5.08	0.08	7.48	4.24	5.94	5.13	22825.77										
BOE Tech	1.89	-0.01	3.10	1.55	0.95	35.74	48.67										
China West	64.4	0.77	117.8	5.77	2.24	7.91	4619.38										
Ch Ever&v	3.32	-0.01	4.43	3.07	6.26	4.79	2939.41										
Ch Rail Grp	9.41	0.07	12.64	6.72	1.76	7.73	2518.4										
Ch Rail Grp	5.77	0.06	8.40	4.21	1.51	9.95	3129.2										
China&v	5.29	0.10	6.64	3.31	2.58	16.9333.36											
China West	16.04	0.16	24.39	14.56	2.46	41.10	23333.6										
China&v	4.79	0.06	6.00	4.00	-	4.95	9188.58										
China&v	16.86	0.32	32.30	16.00	2.81	15.60	1171.55										
China&v	17.24	0.22	22.20	12.72	4.74	3.40	10201.95										
China&v	91.10	2.40	103.80	79.93	2.77	10.88	3363.23										
China&v	26.55	0.70	36.10	23.07	2.01	12.68	9467.77										
Ch&v	7.54	0.10	9.51	6.13	2.73	5.35	6738.68										
DM&v	17.86	0.32	27.80	13.45	4.10	11.74	12760.35										
D&v	0.45	0.15	0.81	0.12	1.58	35.24	12841.53										
DM&v	17.86	0.32	27.80	13.45	4.10	11.74	12760.35										
D&v	0.45	0.15	0.81	0.12	1.58	35.24	12841.53										
D&v	17.86	0.32	27.80	13.45	4.10	11.74	12760.35										
D&v	0.45	0.15	0.81	0.12	1.58	35.24	12841.53										
D&v	17.86	0.32	27.80	13.45	4.10	11.74	12760.35										
D&v	0.45	0.15	0.81	0.12	1.58	35.24	12841.53										
D&v	17.86	0.32	27.80	13.45	4.10	11.74	12760.35										
D&v	0.45	0.15	0.81	0.12	1.58	35.24	12841.53										
D&v	17.86	0.32	27.80	13.45	4.10	11.74	12760.35										
D&v	0.45	0.15	0.81	0.12	1.58	35.24	12841.53										
D&v	17.86	0.32	27.80	13.45	4.10	11.74	12760.35										
D&v	0.45	0.15	0.81	0.12	1.58	35.24	12841.53										
D&v	17.86	0.32	27.80	13.45	4.10	11.74	12760.35										
D&v	0.45	0.15	0.81	0.12	1.58	35.24	12841.53										
D&v	17.86	0.32	27.80	13.45	4.10	11.74	12760.35										
D&v	0.45	0.15	0.81	0.12	1.58	35.24	12841.53										
D&v	17.86	0.32	27.80	13.45	4.10	11.74	12760.35										
D&v	0.45	0.15	0.81	0.12	1.58	35.24	12841.53										
D&v	17.86	0.32	27.80	13.45	4.10	11.74	12760.35										
D&v	0.45	0.15	0.81	0.12	1.58	35.24	12841.53										
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D&v	0.45	0.15	0.81	0.12	1.58	35.24	12841.53										
D&v	17.86	0.32	27.80	13.45	4.10	11.74	12760.35										
D&v	0.45	0.15	0.81	0.12	1.58	35.24	12841.53										
D&v	17.86	0.32	27.80	13.45	4.10	11.74	12760.35										
D&v	0.45	0.15	0.81	0.12	1.58	35.24	12841.53										
D&v	17.86	0.32	27.80	13.45	4.10	11.74	12760.35										
D&v	0.45	0.15	0.81	0.12	1.58	35.24	12841.53										
D&v	17.86	0.32	27.80														

FINANCIAL TIMES SHARE SERVICE

 Artemis The Profit Hunter	Artemis Fund Managers Ltd (1200)F (UK) 57 St. James's Street, London SW1A 1DB 0800 092 2051 Authorised Inv Funds		Artemis Capital R ACC 1214.23 1283.25 1.95 1.83 Artemis European Growth R Acc 261.86 276.8 2.22 1.39 Artemis European Opps R Acc 82.94 87.53 0.17 0.72 Artemis Global Emg Mkts I GBP Acc 97.81 - -0.21 - Artemis Global Emg Mkts I GBP Dist 95.29 - -0.20 - Artemis Global Energy R Acc 26.18 27.97 0.18 0.00 Artemis Global Growth R Acc 203.44 214.74 3.05 1.02 Artemis Global Income R Acc 102.55 108.39 -0.06 0.44 Artemis Global Income R Inc 81.63 86.28 -0.05 0.21 Artemis Global select R Acc 83.84 88.52 -0.61 0.00 Artemis High Income R Inc 76.67 81.83 0.20 6.11		BONHOTE Other International Funds Bonhote Alternative - Multi-Asset (USD) EUR € 6457.00 - 38.00 1.95 Bonhote Alternative - Multi-Performance (USD) USD € 9546.00 - 7.00 0.84		Investment Adviser - DSM Capital Partners The Westchester € \$ 27.12 - -0.11 0.00 The Westchester Class 1 GBP Acc € £ 22.33 - -0.22 0.00 The Westchester Class 2 GBP Acc € £ 22.39 - -0.23 0.00 Investment Adviser - Morant Wright Management Limited CF Morant Wright Japan A € ¥ 295.20 - 0.73 0.17 CF Morant Wright Japan A Inc € ¥ 290.31 - 0.71 0.17 CF Morant Wright Japan B € ¥ 315.08 - 0.77 0.75 CF Morant Wright Japan B Inc € ¥ 294.81 - 0.73 0.72 CF Morant Wright Nippon Yield ACC A € ¥ 310.31 - 1.44 2.25 CF Morant Wright Nippon Yield ACC B € ¥ 327.76 - 1.50 2.25 CF Morant Wright Nippon Yield ACC B Inc € ¥ 265.56 - 1.23 2.30 CF Morant Wright Nippon Yield Fund B Inc € ¥ 276.32 - 1.29 2.29		Dragon Capital Group 1501 Ma Lien Point, 2 High View, District 1, Ho Chi Minh City, Vietnam Other Informational, dealing and administration: funds@dragocapital.com Vietnam Property Fund (VPF) NAV \$ 0.91 - 0.00 0.00 Vietnam Enterprise Inv. (VELI) NAV \$ 4.20 - 0.00 0.00		DSM Capital Partners Funds (LUX) www.dsmcap.com Regulated Global Growth I2 Acc € £ 133.19 - 0.90 0.00 Global Growth I1 Eur € € 99.53 - 0.88 0.00		Cavendish Asset Management Limited (1200)F (UK) Chelsea House, Westgate, London W6 1DR IFA Enquiries 020 8810 8041 Admin/Dealing 0870 780 7502 Authorised Inv Funds Cavendish Opportunities Fund B Class 1002.00 - 13.10 1.65		Fidelity International FIL Investment Services (UK) Limited (1200)F (UK) 130, Tottenham Rd., Tottenham T1N 1BE California: Private Clients 0800 414161 Broker/Dealers: 0800 414 181 Unit Trust Cash Account Units 186.56 186.56 0.00 0.00 Cash Fund € 1.00 1.00 0.00 0.17 Gross Account Cash € 1.28 1.28 0.00 0.00 MoneyBuilder Global € 2.90 2.90 0.02 0.19 OEIC Funds Allocator World Fund W-ACC-GBP € 1.34 - 0.00 0.90 American Fund W-ACC-GBP € £ 32.01 - -0.32 0.00 American Special Sits W-ACC-GBP € 12.93 - -0.14 0.76 Asia Pacific Ops W-ACC € 1.44 - 0.00 1.31 Asian Dividend Fund W-ACC-GBP € 1.38 - 0.00 2.08 Asian Dividend Fund W-INC-GBP € 1.28 - 0.00 2.95		Fidelity International Fidelity Pathfinder Income 1 (Acc) (inc) £ 1.25 - 0.01 0.68 Fidelity Pathfinder Income 1 (Gross) (inc) £ 1.06 - 0.00 3.68 Fidelity Pathfinder Income 2 (inc) £ 1.08 - -0.01 2.98 Fidelity Pathfinder Income 2 (Gross) (inc) £ 1.08 - -0.01 3.69 Fidelity Pathfinder Income 2 (Gross) (inc) £ 1.09 - 0.00 3.50 Institutional OEIC Funds America € 4.76 - -0.04 0.47 Emerging Markets € 3.68 - 0.01 0.74 Europe (ex-UK) Fund ACC-GBP € 4.32 - 0.02 1.55 Fidelity Pre-Retirement Bond Fund £ 133.30 - -0.40 2.75 Global Focus € 3.31 - -0.01 1.48 Index Linked Bond € 3.04 - 0.04 0.68 Index Linked Bond Gross € 3.69 - -0.05 0.68 Index Linked Bond Fund Gross Inc € 14.30 - -0.22 0.68 Japan € 2.33 - -0.01 0.74 Long Bond € 0.60 - 0.00 2.50 Long Bond Gross € 1.00 - -0.01 2.45		Hermes Property Unit Trust (UK) Property € 5.91 6.35 0.00 4.53 Hermes UK Residential Real Estate (UK) Property & Other UK Unit Trusts VISTA UK Residential Real Estate € 1.02 1.06 0.03 -		INDIA VALUE INVESTMENTS LIMITED (INVIL) www.invil.mu Other International Funds NAV € 8.87 - 0.03 0.00		Intrinsic Value Investors (IVI) LLP (IRL) 1 Hart's Court, 88 St John Street, London EC1M 4HT +44 (0)20 7586 1732 FCA Recognised IVI European Fund EUR € 17.92 - 0.28 0.00 IVI European Fund GBP € 20.53 - 0.29 0.59		HPB Assurance Ltd Anglo Irish House, Bank Hill, Douglas, Isle of Man, IM1 4LN 01638 363490 International Insurances Holiday Property Bond Ser 1 € 0.51 - 0.00 0.00 Holiday Property Bond Ser 2 € 0.61 - 0.00 0.00		Hargreaves Lansdown Fd Mgrs (1100)F (UK) PO Box 55726, 50 Bank Street, Canary Wharf London E14 1BT Enquiries 0171 90090000 www.hl.co.uk			
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MANAGED FUNDS SERVICE

Fund	Bid	Offer	+/-	Yield	Fund	Bid	Offer	+/-	Yield
Balanced Risk 8 Acc	57.22	-	0.16	0.00	Global ex UK Enhanced Index (No Trail) Acc	233.97	-	-1.56	1.89
Balanced Risk 10 Acc	59.64	-	0.20	0.00	Gbl Fin Cap No Trail Acc	165.84	-	-2.02	0.51
Childrens Acc	385.81	-	0.83	2.34	Gbl Fin Cap No Trail Inc	136.17	-	-1.66	1.19
Corporate Bd Acc (Gross)	215.91	-	0.08	3.50	Global Opportunities (No Trail) Acc	276.88	-	-2.04	0.96
Corporate Bd Inc (Gross)	90.11	-	0.03	3.60	Global Smaller Companies (No Trail) Acc	279.09	-	-0.09	0.70
Corporate Bond Acc	191.25	-	0.06	3.52	Global Smaller Companies (No Trail) Inc	266.66	-	-0.09	0.70
Corporate Bond Inc	89.92	-	0.03	3.59	Global Targeted Rets (No Trail) Acc	117.04	-	-0.22	0.88
Distribution Acc	110.41	-	0.38	5.01	High Income (No Trail) Acc	180.24	-	-1.54	3.55
Distribution Acc (Gross)	127.30	-	0.41	4.98	High Income (No Trail) Inc	128.40	-	-1.10	3.63
Distribution Inc	62.54	-	0.20	5.12	High Yield Fund (No Trail) Acc	220.56	-	-0.74	5.76
Distribution Inc (Gross)	62.56	-	0.20	5.11	High Yield Fund (No Trail) Inc	158.69	-	-0.54	5.93
Emerging European Acc	41.85	-	0.16	2.52	Hong Kong & China (No Trail) Acc	213.69	-	-0.15	1.24
Emerging European Inc	38.15	-	0.14	2.59	Income & Growth (No Trail) Acc	223.42	-	-1.94	4.25
European Equity Acc	894.62	-	15.12	1.51	Income & Growth (No Trail) Inc	177.87	-	-1.49	4.38
European Equity Inc	746.46	-	12.61	1.53	Income (No Trail) Acc	176.50	-	-1.40	3.92
European Equity Income Acc	76.87	-	1.07	3.68	Income (No Trail) Inc	127.17	-	-1.07	3.40
European Equity Income Inc	57.42	-	0.80	3.78	Japan (No Trail) Acc	171.13	-	-0.08	0.77
European High Income Acc	86.52	-	0.41	3.94	Japanese Smaller Cos (No Trail) Acc	269.17	-	-0.38	0.00
European High Income Inc	60.89	-	0.28	4.02	Latin American (No Trail) Acc	127.69	-	-0.87	1.52
European Opportunities Acc	88.71	-	0.48	1.09	Latin American (No Trail) Inc	114.68	-	-0.73	1.54
European Opportunities Inc	91.76	-	0.50	1.08	Managed Growth (No Trail) Acc	214.40	-	-0.94	1.01
European Smrl Cos Acc	203.36	-	0.18	0.22	Managed Growth (No Trail) Inc	195.12	-	-0.86	1.02
Global Bd Acc (Gross)	143.52	-	-0.54	1.11	Managed Income (No Trail) Acc	205.69	-	-0.74	2.76
Global Bd Inc (Gross)	87.86	-	-0.33	1.12	Managed Income (No Trail) Inc	165.81	-	-0.60	2.81
Global Bond Acc	134.66	-	-0.51	1.11	Monthly Income Plus (No Trail) Acc	171.77	-	-0.58	5.40
Global Bond Inc	87.79	-	-0.33	1.12	Monthly Income Plus (No Trail) Inc	104.97	-	-0.35	5.53
Gbl Distribution Acc	53.56	-	0.40	5.25	Pacific (No Trail) Acc	212.90	-	-1.52	0.84
Gbl Distribution Acc (Gross)	54.66	-	0.41	5.25	Pacific (No Trail) Inc	200.30	-	-1.43	0.94
Gbl Distribution Inc	49.43	-	0.37	5.27	Tactical Bond (No Trail) Acc	143.46	-	-0.01	1.77
Gbl Distribution Inc (Gross)	49.43	-	0.37	5.27	Tactical Bond (No Trail) Inc	120.58	-	-0.02	1.79
Global Emerging Markets Acc	283.10	-	-0.44	0.87	UK Focus (No Trail) Acc	163.37	-	-3.45	2.74
Global Emerging Markets Inc	255.29	-	-0.40	0.88	UK Focus (No Trail) Inc	134.13	-	-2.78	2.81
Global Equity Acc	499.01	-	3.22	0.64	UK Enhanced Index (No Trail) Acc	424.28	-	-4.07	3.66
Global Equity Inc	452.38	-	2.92	0.64	UK Enhanced Index (No Trail) Inc	259.95	-	-2.45	3.76
Global Equity Income Acc	132.53	-	0.69	3.66	UK Growth (No Trail) Acc	142.87	-	-2.91	2.96
Global Equity Income Inc	106.42	-	0.55	3.77	UK Growth (No Trail) Inc	113.95	-	-2.37	3.04
Gbl Financial Capital Acc	81.11	-	0.99	5.02	UK Smaller Companies Equity (No Trail) Acc	270.59	-	-5.17	1.37
Gbl Financial Capital Inc	66.58	-	0.80	5.20	UK Smaller Companies Equity (No Trail) Inc	249.62	-	-4.77	1.39
Gbl Financial Cap Acc Gross	85.51	-	1.04	5.92	UK Strategic Income (No Trail) Acc	741.17	-	-5.83	3.51
Gbl Financial Cap Inc Gross	66.83	-	0.81	6.17	UK Strategic Income (No Trail) Inc	537.48	-	-4.32	3.60
Global Opportunities Acc	107.24	-	0.79	0.44	US Equity (No Trail) Acc	259.00	-	-1.70	0.10
Global Smaller Cos Acc	193.95	-	-0.69	0.19					
Global Smaller Cos Inc	181.04	-	-0.66	0.19					
Global Targeted Rets Acc	57.77	-	0.10	0.43					
High Income Acc	840.12	-	7.17	3.56					
High Income Inc	449.05	-	3.83	3.64					
High Yield Fund Acc	106.08	-	0.36	5.78					
High Yield Fund Acc (Gross)	124.80	-	0.42	5.73					
High Yield Fund Inc	40.97	-	0.14	5.95					
High Yield Fund Inc (Gross)	41.09	-	0.13	5.94					
Hong Kong & China Acc	537.05	-	-0.37	0.72					
Income & Growth Acc	98.26	-	8.20	4.27					
Income & Growth Inc	412.70	-	3.43	4.39					
Income Acc	3201.24	-	26.91	3.33					
Income Inc	1752.08	-	14.67	3.41					
Japan Acc	358.94	-	-0.18	0.27					
Japanese Smrl Cos Acc	105.32	-	-0.15	0.00					
Latin America Acc	131.63	-	-0.89	0.94					
Latin America Inc	109.57	-	-0.74	0.95					
Managed Growth Acc	176.34	-	0.77	0.56					
Managed Growth Inc	145.95	-	0.64	0.57					
Managed Income Acc	171.17	-	0.62	2.77					
Managed Income Inc	102.88	-	0.37	2.83					
Money Acc	90.34	-	0.00	0.26					
Money Acc (Gross)	95.51	-	0.00	0.26					
Monthly Income Plus Acc	296.80	-	0.99	5.42					
Monthly Income Plus Acc (Gross)	351.63	-	1.17	5.39					
Monthly Income Plus Inc	106.15	-	0.35	5.54					
Monthly Income Plus Inc (Gross)	106.31	-	0.36	5.54					
Pacific Acc	1143.88	-	8.14	0.37					
Pacific Inc	1046.78	-	7.46	0.37					
Tactical Bond Acc	69.90	-	-0.01	1.27					
Tactical Bond Acc (Gross)	60.21	-	-0.01	1.28					
Tactical Bond Inc	72.69	-	-0.01	1.27					
Tactical Bond Inc (Gross)	60.30	-	-0.01	1.28					
UK Focus Acc	197.93	-	1.48	2.14					
UK Focus Inc	161.71	-	3.42	2.18					
UK Growth Acc	538.40	-	10.97	2.37					
UK Growth Inc	334.44	-	6.81	2.42					
UK Smaller Cos Equity Acc	828.36	-	15.82	0.84					
UK Smaller Cos Equity Inc	634.33	-	12.11	0.85					
UK Strategic Income Acc	185.97	-	1.46	3.52					
UK Strategic Income Inc	134.85	-	1.06	3.61					
US Equity Acc	619.89	-	-4.10	0.00					

J.P.Morgan Asset Management

JPMorgan Asset Mgmt (1200F)		(UK)
60 Victoria Embankment, London EC4Y 0JY Brokerline: 0800 727 770, Clients: 0800 20 40 20		
Authorised Invest Funds		
JPM Retail OEIC (A class unless stated)		
America Equity Acc	69.41	-0.53 0.00
America Equity Inc	69.41	-0.53 0.00
Asia Acc	141.30	-0.80 0.37
Asia Inc	78.14	-0.41 0.37
Cautious Managed Rt Acc	71.37	-0.12 0.35
Cautious Managed Rt Inc	62.76	-0.10 0.35
Diversified Real Ret Acc	57.21	-0.17 0.96
Diversified Real Ret Inc	55.29	-0.17 0.98
Emerging Mkts Acc	167.40	0.10 0.88
Emerging Mkts Inc	71.46	0.04 0.70
Emerg Eur Eq Acc	164.50	0.30 3.01
Emerg Eur Eq Inc	37.77	0.08 3.11
Emerg Mkts Inc Acc...C	59.46	-0.11 4.64
Emerg Mkts Inc Inc...C	51.05	-0.10 4.78
Europe Acc	1141.00	5.00 1.15
Europe Inc	64.90	0.27 1.16
Eur Dynamic exUK Acc	174.40	1.10 0.62
Eur Dynamic exUK E Hdg Acc	172.00	2.30 0.74
Eur Dynamic exUK Inc	79.56	0.50 0.63
Eur Smaller Cos Acc	572.40	0.80 0.03
Eur Smaller Cos Inc	74.43	0.11 0.02
Global Allocation Acc	54.13	0.20 0.91
Global Allocation Inc	53.30	0.20 0.92
Global Bond exUK Acc	269.50	-0.60 0.56
Global Bond exUK Inc	211.30	-0.40 0.56
Global Bond Opport. Acc	51.65	0.08 2.83
Global Bond Opport. Inc	49.56	0.07 2.92
Global Eq Income E Hdg Acc...C	69.70	0.35 2.82
Global Eq Income E Hdg Inc...C	49.12	0.24 2.87
Global Eq Income Acc...C	82.39	-0.48 2.72
Global Eq Income Inc...C	70.30	-0.41 2.76
Global Financials Acc	721.40	5.20 1.05
Global Financials Inc	40.58	0.29 1.07
Global High Yield Bd Mth Inc C	36.91	0.11 7.32
Global High Yield Bd Acc C	101.20	0.30 7.26
Global High Yield Bd Inc C	37.22	0.10 7.35
Global Macro Opq A Net Acc	67.42	-0.19 0.00
Global Macro Opq A Net Inc	67.42	-0.19 0.00
Global Property Secs Acc	62.38	0.76 0.92
Global Property Secs Inc	53.56	0.65 0.93
Global Unconstrained Eq Acc	1079.00	-2.00 0.07
Global Unconstrained Eq Inc	80.17	-0.08 0.07
Income Acc...C	41.44	0.12 6.41
Income Inc...C	46.22	0.11 6.43
Japan Acc	390.60	1.10 0.00
Japan Inc	94.06	0.28 0.00
Multi-Asset Inc Mth Inc...C	67.05	0.36 3.73
Multi-Asset Inc Acc...C	84.80	0.49 3.65
Multi-Asset Inc Inc...C	64.60	0.36 3.73
Multi-Manager Growth Acc	758.10	7.80 0.65
Multi-Manager Growth Inc	702.70	7.20 0.66
Natural Resources Acc	488.20	2.90 0.40
Natural Resources Inc	34.39	0.20 0.39
Portfolio Acc	214.00	0.60 1.18
Sterling Corporate Bond Acc	89.92	-0.06 2.13
Sterling Corporate Bond Inc	55.67	-0.04 2.14
Strategic Bond Acc	70.38	0.02 2.96
Strategic Bond Inc	57.70	0.02 2.98
UK Dynamic Acc	161.00	1.10 1.48
UK Dynamic Inc	131.00	0.90 1.46
UK Eq & Bond Inc Acc...C	145.70	0.90 3.37
UK Eq & Bond Inc Inc...C	83.26	0.54 3.47
UK Equity Blue Chip Acc	68.40	0.55 2.49
UK Equity Blue Chip Inc	56.42	0.45 2.53
UK Equity Core Acc	295.90	2.60 3.26
UK Equity Core Inc	53.93	0.48 3.37
UK Equity Growth Acc	119.10	0.50 1.40
UK Equity Growth Inc	109.60	0.50 1.42
UK Higher Inc Acc...C	912.80	4.50 4.32
UK Higher Inc Inc...C	520.50	2.60 4.47
UK Smaller Cos Acc	332.00	6.50 0.29
UK Smaller Cos Inc	64.29	1.25 0.29
UK Strategic Eq Inc Acc...C	148.50	2.30 3.89
UK Strategic Eq Inc Inc...C	94.10	1.45 3.99
US Acc	825.80	-9.00 0.00
US Inc	114.30	-1.20 0.00
US Equity Income Acc...C	147.30	-1.50 2.13
US Equity Income E Hdg Inc...C	102.50	0.40 2.27
US Equity Income Inc...C	123.40	-1.40 2.17
US Select Acc	129.90	-1.30 0.00
US Select Inc	128.20	-1.30 0.00
US Smaller Cos Acc	424.00	-1.20 0.00
US Smaller Cos Inc	111.00	-0.40 0.00

JPMorgan Charity Funds		(UK)
60 Victoria Embankment, London EC4Y 0JY 020 7742 9175		
UK Equity Fund for Charities I.C. £ 188534	£ 188534	-0.00 3.33
Bond Fund for Charities	£ 162075	-0.00 3.33
Julius Bär Funds		
JAGAM		
jag@jag.com, www.jagfundnet.com		
Regulated		
UK Reg. No of Special Val. EUR/A	£ 142.81	-1.08 1.16
Strategy Balanced-CHF/B	Sfr 151.64	0.58 0.00
Strategy Balanced-EUR	£ 156.81	0.68 0.00
Strategy Balanced-USD/B	£ 132.06	0.61 0.00
Strategy Growth-CHF/B	Sfr. 92.92	0.51 0.00
Strategy Growth-EUR	£ 116.67	0.70 0.00
Strategy Inc-CHF/B	Sfr 120.97	0.22 0.00
Strategy Inc-EUR/B	£ 162.22	0.32 0.00
Strategy Inc-USD/B	£ 150.28	0.19 0.00
KAMES CAPITAL		(UK)
Kames Capital ICVC		
60 Victoria Embankment, 31 Leithside Crescent, Edinburgh, EH12 5SA		
0800 45 44 22 www.kamescapital.com		
Authorised Monthly Inc B Acc		
UK Equity Fund for Charities I.C. £ 188534	£ 188534	-0.79 0.00

JPMorgan Charity Funds		(UK)	
60 Victoria Embankment, London EC4Y 0JY 020 7742 9175			
Property & Other UK Unit Trusts			
Invest AD	Dublin 00 353 1 439 8100 Hong Kong 00 852 2842 7200		
FCA Recognised			
Corporate Sltg Bd A GD F	£ 2.65	-	0.00
Corporate Bond (No Trail) Acc	£ 6.48	-	0.00
Distribution (No Trail) Acc	£ 9.63	-	0.05
Distribution (No Trail) Inc	£ 97.41	-	0.31
Emerging (No Trail) Acc	£ 28.27	-	0.04
Emerging European (No Trail) Acc	£ 193.73	-	0.42
Emerging European (No Trail) Inc	£ 36.97	-	0.45
European Equity (No Trail) Acc	£ 21.87	-	0.08
European Equity (No Trail) Inc	£ 7.77	-	0.19
European Equity Income (No Trail) Acc	£ 16.88	-	-0.10
European Equity Income (No Trail) Inc	£ 119.23	-	1.97
European High Income (No Trail) Acc	£ 12.21	-	0.07
European High Income (No Trail) Inc	£ 9.63	-	0.05
European Opportunities (No Trail) Acc	£ 12.12	-	0.08
European Opportunities (No Trail) Inc	£ 18.42	-	0.50
European Smaller Companies (No Trail) Acc	£ 30.90	-	-0.05
European Smaller Companies (No Trail) Inc	£ 51.12	-	1.03
Global Bond (No Trail) Inc	£ 48.48	-	0.83
Gbl Distribution Acc (No Trail)	£ 15.19	-	0.14
Gbl Distribution Inc (No Trail)	£ 7.74	-	0.17

Julius Bär

Funds

KAMES CAPITAL		(UK)	
Kames Capital IVCC			
3000 45 44 22 One London Crescent, Edinburgh, EH12 5SA			
FCA Recognised			
Authorised Funds			
Diversified Monthly Inc B Acc	118.50	-	0.79

KAMES CAPITAL

Fund	Bid	Offer	+/-	Yield	Fund	Bid
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MANAGED FUNDS SERVICE

Fund	Bid	Offer	+/-	Yield	Fund	Bid	Offer	+/-	Yield	Fund	Bid	Offer	+/-	Yield	Fund	Bid	Offer	+/-	Yield	Fund	Bid	Offer	+/-	Yield	Fund	Bid	Offer	+/-	Yield					
Euro Real Return - Inst Acc	€	13.82	-	-0.01	0.00	RAM Systematic Global Shareholder Yield Fd	\$	101.36	-	1.32	0.00	Total Return O Acc	407.22	-	7.00	1.29	Max 60% Shs Port Inc X	168.60	-	1.10	-	Sternum Healthcare USD	\$	168.54	-	5.82	0.00	Value Partners Classic Equity USD Hedged	\$	13.38	-	0.25	0.00	
Euro Short-Term Inst Acc	€	12.25	-	0.00	0.00	RAM Systematic Long/Short European Fd	\$	119.92	-	0.11	-						Max 60% Shs Port Inc X	148.90	-	1.00	-	Sternum Managed Fund USD	\$	108.62	-	1.87	0.00	Value Partners Greater China Equity Fund	\$	8.07	-	0.11	-	
Euro Ultra Long Duration - Inst Acc	€	35.12	-	-0.16	0.00	RAM Systematic Long/Short European Fd	\$	146.28	-	1.30	-						Sternum Macro UCITS USD	\$	97.46	-	-0.75	0.00	Sternum Multi Strategy USD	\$	109.48	-	0.50	-	Value Partners Health Care Fund/WHO Class A Unhedged/QRH	9.97	-	0.12	0.00	
Global Advantage - Inst Acc	€	12.84	-	0.01	0.00	RAM Systematic North American Eq	\$	245.48	-	1.40	-						Sternum Multi Strategy USD	\$	109.48	-	0.50	-	Sternum Quadrant USD A (Est)	\$	399.43	-	-0.08	-	Value Partners Health Care Fund/WHO Class A Unhedged/QRH	9.16	-	0.11	0.00	
Global Advantage Real Return Fund Inst Acc	€	8.97	-	0.03	0.00	RAM Tactical Convertibles Europe	€	139.93	-	0.81	-						Sternum Trading Inc USD (Est)	\$	115.66	-	-0.02	-	Sternum Universal USD (Est)	\$	407.14	-	-6.03	-	Value Partners Health Care Fund/WHO Class A Unhedged	\$	9.19	-	0.11	0.00
Global Bond - Inst Acc	€	29.55	-	-0.01	0.00	RAM Tactical Global Bond Total Return	€	144.07	-	-0.09	-						£ Gov Bond Inc Inst (gross)	195.40	-	-0.10	-	Sternum Universal USD (Est)	\$	407.14	-	-6.03	-							
Global Bond Ex-US - Inst Acc	€	20.88	-	0.01	0.00	RAM Tactical II Asia Bond Total Return	€	134.42	-	0.50	-						£ Gov Bond Inc Inst	160.70	-	-0.80	-													
Global High Yield Bond - Inst Acc	€	21.12	-	0.13	0.00											£ Gov Bond Acc Inst	164.20	-	-0.80	-														
Global Investment Grade Credit - Inst Income	€	12.62	-	0.00	3.93											Strat Bond Inc Inst (gross)	180.30	-	0.10	-														
Global Investment Grade Credit Fund Inst Acc	€	12.40	-	0.00	0.00											Strat Bond Inc Inst	148.40	-	0.20	-														
Global Investment Grade Credit Fund Inst Acc	\$	17.79	-	0.01	0.00											Strat Bond Acc Inst	154.40	-	0.20	4.05														
Global Multi-Asset - Inst Acc	€	14.47	-	0.12	0.00																													
Global Real Return - Inst Acc	€	19.38	-	-0.04	0.00																													
Income Fund Inst Acc	€	12.84	-	0.03	0.00																													
Inflation Strategy Fund Inst Acc	€	9.43	-	0.05	0.00																													
Low Average Duration - Inst Acc	€	15.00	-	-0.01	0.00																													
PMCO RAE Fudan PLUS Em Mkts Inst Acc	€	9.36	-	0.21	0.00																													
PMCO RAE Fudan PLUS GI Dev Inst Acc	€	11.03	-	0.10	0.00																													
PMCO RAE Fudan PLUS US Inst Acc	€	13.00	-	0.05	0.00																													
Socially Resp Emg Mkts Bd Fd Inst Acc	€	14.05	-	0.07	0.00																													
Stocks PLUS(TM) - Inst Acc	€	24.41	-	0.09	0.00																													
Total Return Bond - Inst Acc	€	28.44	-	-0.05	0.00																													
UK Corporate Bond - Inst Acc	€	18.77	-	0.03	0.00																													
UK Long Term Corp. Bond Inst Acc	€	21.72	-	0.04	0.00																													
UK Low Duration - Inst Acc	€	14.29	-	0.01	0.00																													
UK Real Return - Inst Acc	€	22.94	-	-0.04	0.00																													
UK Sterling Long Average Duration - Inst Acc	€	23.19	-	0.00	0.00																													
Unconstrained Bond - Inst Acc	€	12.04	-	0.04	0.00																													
US High Yield Bond Fund Inst Acc	€	29.45	-	0.20	0.00																													

Robeco Asset Management	(LUX)
Weena 850, 3014 DA Rotterdam, The Netherlands www.robeco.com/contact	
FCA Recognised	
Asia-Pacific Equities (EUR)	€ 130.70 - 1.24 0.00
Chinese Equities (EUR)	€ 71.83 - 0.36 0.00
Em Stars Equities (EUR)	€ 172.82 - 2.53 0.00
Emerging Markets Equities (EUR)	€ 147.43 - 1.70 0.00
Flex-o-Rente (EUR)	€ 109.25 - 0.02 0.00
Global Consumer Trends Equities (EUR)	€ 151.02 - 1.02 0.00
High Yield (EUR)	€ 135.52 - 1.85 0.00
Lux - O-Rente (EUR)	€ 150.46 - -0.28 0.00
New World Financials (EUR)	€ 46.56 - 0.54 0.00
US Premium Equities (EUR)	€ 185.01 - 0.98 0.00
US Premium Equities (USD)	\$ 207.96 - 1.06 0.00

Royal Bank of Scotland (2230)F	(UK)
PO Box 28073, Edinburgh EH7 5WJ 0800 917 7072	
Authorised Inv Funds	
Series 5 (Minimum Initial Investment £75,000)	
United Kingdom Equity Index Fund	£ 16.25 - 0.27 1.44
UK Specialist Equity Inc	£ 19.17 - 0.31 0.81
Cont'l European Specialist Fund	£ 24.72 - 0.44 0.00
Japan Specialist Fund ♦	£ 16.76 - 0.05 0.00
US Spec Equity Fund	£ 22.29 - 0.12 0.00
Pacific Basin Specialist Equity Fund	£ 45.02 - -0.45 0.77
UK Sovereign Bdl Index Fund	£ 11.80 - -0.01 2.42
UK Specialist Equity Income Fund	£ 9.18 - 0.14 1.98
Global Emerg Mkts Equity Fund ♦	£ 12.47 - -0.11 0.06
Global Spec Inc Grade Bdl Fund GBP	£ 10.05 - -0.01 2.74
UK Specialist Equity	£ 19.38 - 0.31 1.48
Cont'l European Specialist Fund	£ 25.75 - 0.46 1.12
Japan Specialist Fund ♦	£ 17.76 - 0.04 0.57
US Spec Equity Fund	£ 23.49 - 0.14 0.31
Pacific Basin Specialist Equity Fund	£ 44.82 - -0.45 1.62
UK Sovereign Bdl Index Fund	£ 11.87 - -0.01 2.42
UK Specialist Equity Income Fund	£ 10.07 - 0.16 1.97
Global Spec Inc Grade Bdl Fund GBP	£ 10.40 - -0.01 2.74
Global Emerg Mkts Equity Fund ♦	£ 12.46 - -0.11 0.77
Address and telephone number for Series 5 only	

Royal London Unit Managers Ltd. (1200)F	(UK)
80 Dukes Place, London EC2A 7NH Order Desk and Enquiries: 0245 601 9610	
Authorised Inv Funds	
Royal London Sustainable Diversified A Inc	£ 1.68 - 0.00 1.97
Royal London Sustainable World A Inc	190.00 - -0.50 0.86
Royal London Corporate Bond Mth Income	91.89 89.29 -0.03 4.17
Royal London European Growth Trust	118.80 120.60 0.00 0.07
Royal London Sustainable Leaders A Inc	480.50 - 2.10 1.57
Royal London UK Income With Growth Trust	222.50 226.30 -0.80 4.78
Royal London US Growth Trust	173.30 175.90 -1.50 0.00
Additional Funds Available	
Please see www.royallondon.com for details	

Ruffer LLP (1000)F	(UK)
40 Dukes Place, London EC2A 7NH Order Desk and Enquiries: 0245 601 9610	
Authorised Inv Funds	
Authorised Corporate Director - Capita Financial Managers	
CF Ruffer Investment Funds	
Global Total Fd PCG A Cacc	179.71 - 22.22 0.23
CF Ruffer Gold Fund O Acc	177.57 - 21.95 0.14
Equity & General C Acc	368.61 - 6.23 0.06
Equity & General C Inc	339.98 - 5.74 0.06
Equity & General O Acc	364.31 - 6.13 0.00
European C Acc	489.86 - -0.06 0.27
European O Acc	483.06 - -0.09 0.00
Japanese Fund C Acc	172.26 - 3.28 0.10
Japanese Fund O Acc ♦	170.04 - 3.23 0.00
Pacific C Acc	324.86 - 12.27 0.51
Pacific O Acc	320.78 - 12.16 0.24
Total Return C Acc	412.07 - 7.10 1.29
Total Return C Inc	284.19 - 4.89 1.31
Total Return O Inc	280.74 - 4.83 1.31

Ram Active Investments SA	(JER)
Tel: +41 22 816 87 30 www.ram-ai.com	
Other International Funds	
RAM Systematic Energy Markets Core Eq	\$ 83.08 - 1.24 -
RAM Systematic Emg Markets Eq	\$ 151.09 - 2.00 -
RAM Systematic European Eq	€ 369.59 - 7.67 -

S. W. MITCHELL CAPITAL	(CYM)
S W Mitchell Capital LLP Regulated	
S W Mitchell European Fund Class A EUR	€ 284.08 - 7.39 -
S W Mitchell Small Cap European Fund Class A EUR	€ 218.44 - 0.90 -
The Charlemagne Fund EUR	€ 254.81 - 4.13 -

S W Mitchell Capital LLP Regulated	(IRL)
S W Mitchell Capital LLP Regulated	
SWMIC European Fund B EUR	€ 1263.38 - 268.82 0.00
SWMIC UK Fund B	€ 1089.76 - 173.37 0.00
SWMIC Small Cap European Fund B EUR	€ 1224.71 - 154.23 0.00
SWMIC Emerging European Fund B EUR	€ 9801.92 - 188.55 0.00

RobecoSAM	(LUX)
Tel: +11 44 653 10 10 http://www.robecosam.com/	
Regulated	
RobecoSAM Sm Energy/A	€ 12.87 - 0.19 1.54
RobecoSAM Sm Energy/N	€ 11.51 - 0.18 0.00
RobecoSAM Sm Materials/A	€ 143.80 - 1.58 1.29
RobecoSAM Sm Materials/N	€ 146.29 - 1.80 0.00
RobecoSAM Sm Materials/Na	€ 100.98 - 1.24 -
RobecoSAM GI Small Cap Eq/A	€ 89.57 - 0.86 1.18
RobecoSAM GI Small Cap Eq/N	€ 157.78 - 1.72 0.00
RobecoSAM Sustainable GI Eq/B	€ 177.73 - 1.45 0.00
RobecoSAM Sustainable GI Eq/N	€ 154.00 - 1.27 0.00
RobecoSAM S Healthy/Liv/B	€ 186.87 - 0.43 0.00
RobecoSAM S Healthy/Liv/Na	€ 174.88 - 0.40 0.00
RobecoSAM S Healthy/Liv/N	€ 129.71 - 0.13 -
RobecoSAM S Water/A	€ 208.26 - 1.54 1.02
RobecoSAM S Water/N	€ 177.02 - 1.54 0.00

Santander ASSET MANAGEMENT	(UK)
Santander Asset Management UK Limited (1200)F	
287 St Vincent Street, Glasgow G2 5NB 0845 6800 181	
Authorised Funds	
Santander Atlas Range	
Santander Atlas Inc Port Acc Inst	313.00 - 1.30 -
Santander Atlas Port Inc Inst	234.60 - 1.00 -
Santander Atlas Port 3 Acc Ret	155.20 - 0.20 -
Santander Atlas Port 3 Inc Ret	106.10 - 0.20 -
Santander Atlas Port 3 Acc Inst	171.00 - 0.30 -
Santander Atlas Port 4 Acc Ret	190.70 - 0.70 -
Santander Atlas Port 4 Inc Ret	135.10 - 0.50 -
Santander Atlas Port 4 Acc Inst	173.50 - 0.70 -
Santander Atlas Port 5 Acc Ret	201.60 - 1.30 -
Santander Atlas Port 5 Acc Inst	171.30 - 1.10 -
Santander Atlas Port 6 Acc Ret	279.50 - 2.00 -
Santander Atlas Port 6 Acc X	199.60 - 1.50 -
Santander Atlas Port 6 Acc Inst	172.60 - 1.30 -
Santander Atlas Port 6 Acc X	218.90 - 1.90 -
Santander Atlas Port 7 Acc Inst	173.90 - 1.40 -
Authorised Inv Funds	
Max 70% Shs Port Acc	177.20 - 0.50 -
Max 70% Shs Port Inc Ret	147.80 - 0.50 -
Investments Inc Acc Ret	168.30 - -0.20 -
Investments Inc Inc Ret	109.60 - -0.10 -
Equity Inc Inc Inst	241.00 - 2.90 -
Equity Inc Inc Ret	205.90 - 2.50 -
Equity Inc Acc Inst	148.90 - 1.70 -
N&P UK Growth Inc Ret	162.40 - 2.50 -
Sticknkt 100 Track Growth Acc Inst	98.18 - 0.57 -
Sticknkt 100 Track Growth Acc Ret	183.60 - 1.10 -
UK Growth Acc Inst	264.90 - 4.50 -
UK Growth Acc Ret	329.20 - 5.20 -
UK Growth Inc Ret	214.70 - 3.40 -
Managed OEIC	
Glob Em Shs Port Acc Ret	184.90 - 1.90 -
Max 50% Shs Port Acc Ret	270.70 - 1.80 -
Max 70% Shs Port Acc X	194.40 - 1.30 -
Max 70% Shs Port Acc S	157.40 - 1.00 -
Investment Port Acc X	249.80 - 0.00 -
Max 50% Shs Port Acc Ret	162.40 - 1.10 -
Max 50% Shs Port Inc Ret	228.90 - 0.90 -
Max 50% Shs Port Acc X	188.60 - 0.80 -
Max 100% Shs Port Acc Ret	323.70 - 1.30 -
Max 100% Shs Port Acc X	232.40 - 1.00 -
Max 100% Shs Port Acc S	169.70 - 0.70 -
Enhanced Inc Inc Inc	203.20 - 2.40 -
Enhanced Inc Inc Ret	190.80 - 2.20 -
Enhanced Inc Inc X	162.60 - 1.90 -
Enhanced Inc Acc Inst	157.40 - 1.90 -
Managed Investments OEIC	
Max 30% Shs Port Acc Ret	163.50 - 0.20 -
Max 30% Shs Port Acc X	163.40 - 0.20 -
Max 30% Shs Port Acc S	157.00 - 0.20 -
Max 30% Shs Port Inc Ret	159.60 - 0.10 -
Max 30% Shs Inc Port Inc X	159.70 - 0.20 -
Max 30% Shs Inc Port Inc S	153.30 - 0.10 -
Max 60% Shs Port Acc Ret	279.60 - 1.80 -
Max 60% Shs Port Inc Ret	217.80 - 1.40 -

Saracen Fund Managers Ltd (1000)F	(UK)
19 Rutland Square, Edinburgh EH1 2BB Dealing: 00 353 1 603 9921 Saracen Investment Funds (IOVC) (IOVC) Enq: 0131 202 9100	
Authorised Inv Funds	
Saracen Growth Fd Alpha Acc	£ 3.44 - 0.07 1.27
Saracen Growth Fd Beta Acc	£ 5.52 - 0.13 1.87
Saracen Global Income & Growth Fund A - Acc	£ 1.29 - 0.00 0.74
Saracen Global Income & Growth Fund A - Dist	£ 1.17 - 0.00 6.30
Saracen Global Income & Growth Fund - Dist #	£ 1.38 - 0.03 3.23
Saracen UK Income Fund A - Acc	£ 0.89 - 0.02 3.01
Saracen UK Income Fund - Dist	£ 0.84 - 0.02 5.31

Schroder Property Managers (Jersey) Ltd	(UK)
Other International Funds	
Indirect Real Estate SIRE	£ 132.91 139.76 0.26 2.90

Scottish Friendly Asset Managers Ltd	(UK)
Scottish Friendly PLC, 16 Brynwood Sq, Glasgow G2 4HU 0141 275 5000	
Authorised Inv Funds	
Managed Growth ♦	241.70 - 1.70 0.00
UK Growth ♦	258.90 - 2.00 0.00

SIA (SIA Funds AG) (CH)	(UK)
Other International Fds	
LTF Stability Growth	Sfr 174.50 - -2.60 -
LTF Stability Inc Plus	Sfr 149.80 - -2.20 0.59

Smith & Williamson Investment Management (1200)F	(UK)
25 Moorgate, London, EC2R 6AY 020 7131 8100 www.sandwfunds.com	
Authorised Inv Funds	
European Equity Fund A Class	535.50 - -2.30 0.69
For Eastern Income and Growth Fund A Class	524

MARKETS & INVESTING

Commodities

Main factors that are driving the increase in copper stocks

Copper has been flowing into warehouses in Asia, fuelling speculation about demand in China, the world's biggest consumer of industrial metals, and the outlook for prices, *write Henry Sanderson and Neil Hume.*

Copper sitting in warehouses licensed by the London Metal Exchange has jumped by 18 per cent this week to the highest level since February, totalling 234,750 tonnes — up from 140,000 tonnes in April.

Many fear the inflow of metal could weigh on copper prices, which recently touched a two-month peak of almost \$5,000 a tonne partly on expectations of further stimulus from central banks.

Others say the increase in stocks reflects storage economics and will reverse once premiums for physical copper start improving.

Here are the main arguments.

Weakness in China
Last month, about 50,000 tonnes of copper left Chinese ports, according to data provider Shanghai Metals Market. A lot of the copper comes from the bonded warehouses in the city of Shanghai, where the metal is stored before it enters the country, according to analysts.

It's a sign of weak downstream consumer demand and that copper-consuming industries have not benefited from the government-engineered credit surge that boosted construction activity and prices of steel and iron ore.

Some of the copper that has left China was sent out by Chinese smelters, which produce finished copper from raw copper concentrate, according to Matthew Wonnacott, an analyst at consultancy CRU in Hong Kong.

"It's certainly a sign the market is struggling to absorb all of the supply coming to it," he says. "Partly because supply is good but demand is not that great either."

On the supply side of the equation, there has been little disruption in global copper this year, and new mines have started production.

Peru's Las Bambas copper mine delivered its

first output this year and is expected to reach a commercial level of production by the end of the year.

Warehouse incentives
The other reason copper may have been diverted from China is because it has become more attractive to store it in an LME warehouse.

Weak spot prices in China for the sale of physical copper have allowed warehouse companies outside China to offer so-called "incentives" to traders to store metal, which in turn earns them rent.

A trader calculates this cost against the spot premium they could receive if they sold that metal into the market.

Analysts estimate a trader could receive warehouse incentives of between \$50 and \$60 a tonne to store the metal against a premium in Shanghai of \$52.5 a tonne.

Inflows of metal were particularly pronounced in Singapore, which has raised questions about whether the deliveries are from one large trader. Levels of copper in the city-state have risen to their highest point since 1999.

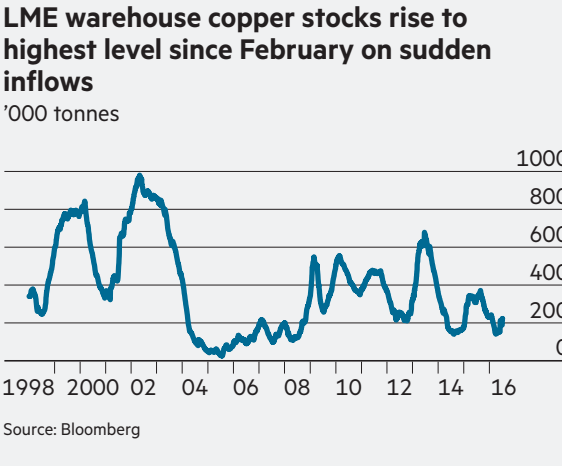
From backwardation to contango
To make a profit from storing the copper, a trader would also need to take a position in the futures markets on the LME in order to hedge their exposure while the metal is being stored.

The scale of the copper inflows have helped to push the copper market into a so-called contango, when futures prices are higher than current prices.

That is good for traders, who can pay the warehouse rent to store the metal and sell the metal later at a higher price to make a profit.

However, it's not so good for producers who need to sell their inventory of metal. The sudden shift to contango may well have caught some of them by surprise.

"The market was very short spreads thinking it would physically tighten, some players were definitely caught wrong and not happy about it," says one trader.



Commodities

Saudi oil output rises on seasonal surge

Self-reported numbers are higher than estimates given to Opec by analysts

ANJLI RAVAL
OIL & GAS CORRESPONDENT

Saudi Arabia's oil production rose close to record levels in June, as Opec forecast stronger demand for the group's crude next year.

The kingdom, Opec's largest oil producer and the world's biggest exporter, increased output to almost 10.6m barrels a day last month, after keeping output largely steady since August.

Saudi Arabia normally pumps more crude to meet a seasonal surge in domestic demand during the summer. But its output is under particular scrutiny after promising Opec peers last month

that it would not to flood the market. Traders and Opec rivals are watching Saudi production closely after oil minister Khalid al Falih sought to reassure the market at the Vienna Opec meeting that the kingdom would not unleash its supplies and depress prices.

The Opec data, released yesterday, contains for the first time forecasts for the whole of next year. The numbers suggest the Saudi-led oil strategy shows signs of working.

In late 2014 Opec made a decision to sustain its output in the face of lower prices, putting pressure on rival producers of expensively produced oil. This helped extend the drop in crude prices.

But the market is now beginning to rebalance thanks to a drop in output from higher-cost producers, which Opec claims will lift demand for the group's crude in 2017.

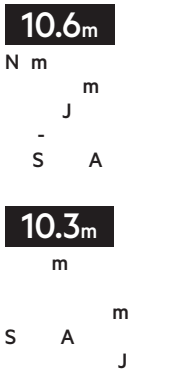
Production in June jumped 280,000 b/d from the prior month, according to data reported by the Saudi government to the Opec producers group.

Higher air-conditioning demand has traditionally boosted the volume of crude burnt directly in the kingdom's power plants. Industry observers say domestic refining has also picked up.

The self-reported numbers are higher than estimates provided to Opec by secondary sources, such as oil analysts and consultants, who said Saudi Arabia produced 10.3m b/d in June.

Figures given to JODI, the oil database, by the kingdom show production hovered around 10.2m b/d for the previous nine months. November and December saw a drop below this level.

Mr Falih, who is also chairman of the state's energy giant Saudi Aramco, said after his appointment in May that the



kingdom would maintain its policy of not cutting production to benefit others.

"We have seen a decrease in supply by roughly one million barrels of crude oil per day," Mr Falih told German business daily Handelsblatt this week, referring to output in the US and Canada.

"At the same time, demand has recovered, meaning that supply and demand are now more balanced again.

"But there are still excess stocks on the market," he said.

Brent crude, which fell from \$115 a barrel in June 2014 to below \$30 earlier this year, has since risen to almost \$50. Yesterday, the international benchmark rose more than 4 per cent to \$48.28.

The sharp rise in Opec's total June production — of more than 260,000 b/d to 32.9m b/d — according to secondary sources, affirms a continuation of the group's strategy.

Analysis. Capital markets

Corporate bonds unfazed by Brexit

Turmoil has been confined largely to sterling securities issued by weaker borrowers

DAN MCCRUM

For investors prepared to brave Britain's high street, senior bonds issued by New Look, the fashion retailer, offer an annual income of almost 9 per cent.

They come with some asset security but there may not be anything left in a bankruptcy when the lessors of New Look stores will be paid first and the £700m of bonds are considered subinvestment grade.

As such the yield reflects price that has tumbled since the UK voted to leave the EU, from 98 pence in the pound of face value to about 91p on Monday, a sign of a market wary of economic and political uncertainty.

Yet a perhaps surprising result for the market in European corporate bonds might be the way turmoil has been confined largely to the small market for sterling securities issued by weaker borrowers. Credit is measured by its spread, the income it offers over and above that of a government bond, and for investment-grade companies the spread has returned almost to pre-referendum levels.

One of the reasons may be that credit is increasingly considered risky enough to be interesting but not enough to frighten.

Credit funds in the US and Europe reported inflows last week.

Martin Horne, head of European high-yield investment for Babson Capital, says two large clients have since Brexit advocated their own investors move from stock markets into corporate bonds, where the mysteries of valuation and earnings multiples give way to more straightforward assessment of cash flow. "Unless that company goes out of business I am going to get paid," he says.

From the other side, safety does not pay very well any more. Government bond yields are well below zero in Germany, Switzerland and Japan, and close to record lows in the US.

David Riley, head of credit strategy for BlueBay Asset Management, says: "What we've seen in global credit markets and emerging markets since the Brexit vote is sensibly being treated as a local growth shock and a global rates shock."

The worldwide collapse in interest rates reflects an assumption central



A bond issued by Marks and Spencer still trades below pre-Brexit prices
Simon Dawson/Bloomberg

banks will take further measures to stimulate growth and inflation by cutting interest rates or expanding asset purchase programmes. Such buying pushes prices up and yields down to lower borrowing costs for governments businesses and individuals.

Corporate bond yields have fallen in response, with the Markit iBoxx index of investment-grade debt yielding just over 1 per cent, close to a record low.

The danger is oxymoronic risk, good news for economies is bad for bond prices if yields rise.

Mr Riley says: "There is just a lot of policy baked into rates and if that's not warranted it could easily have a spill-over into credit."

Indeed Alberto Gallo, manager of the Algebris macro credit fund, says: "You get to a point where some things are priced to perfection." Subinvestment grade bonds come with a higher risk of default, meaning a long process to fight for recovery of only part of an investors' capital. Yet in Europe some high-yield debt now yields less than 2 per cent, he says.

"The credit markets are a little bit complacent about UK risk."

In the UK market there has been some preference for safety over growth since the June 23 vote. Sterling debt issued by Imperial Tobacco Group, maturing in 2025 and rated BBB, has rallied 4 per cent, reflecting recession-proof demand for cigarettes and the international nature of the business.

A similar bond issued by Marks and Spencer, the retailer, has rebounded far less and still trades below pre-Brexit prices.

What may change that equation, however, could be a programme of direct bond buying by the Bank of England. The European Central Bank started to purchase corporate credit last month, €9bn worth, and some predict the UK could soon follow suit.

When the bank conducted a previous



round of quantitative easing it allocated 1 per cent to credit, but analysts at Goldman Sachs see a larger programme in prospect, estimating £131bn of bonds could be eligible out of £436bn outstanding.

The question, however, remains the banks. Non-bank bonds have shrugged off concerns about the impact of very low rates on bank profitability that is behind tumbling share prices.

Over time economic growth has tended to be related to the investment returns from corporate bonds, and the extent of defaults. If banks struggle to lend, economic growth is likely to suffer.

Hans Lorenzen, credit strategist for Citi, says he cannot predict when the see-saw tips, but "what's apparent to us is that the tension between the technical created by the [ECB bond buying] and the bearish undertones is increasing".

Commodities

Slide in Malaysian exports weighs on palm oil

EMIKO TERAZONO

Palm oil fell to a 10-month low yesterday, knocked by a larger than expected decline in Malaysian exports and growing inventories.

Since plunging a five-and-a-half year low in 2015, the commodity, which is used in everything from toothpaste to chocolate, has been supported by output falls due to dry weather stemming from the El Niño phenomenon.

However, forecasts of weaker demand for vegetable oils and a recovery in palm production from the largest producers — Indonesia and Malaysia — have weighed on prices.

Palm oil traded in Malaysia closed down 2.3 per cent at 2,188 ringgit a tonne. The benchmark hit a two-year high of 2,793 ringgit in late March, pushing other edible oils such as soyabean oil

higher. But according to the Malaysian Palm Oil Board, exports fell 12 per cent to 1.13m tonnes in June while stocks rose 8 per cent to 1.77m tonnes, increasing for the first time since November.

"We are expecting stock levels to build in the coming months," said analysts at Rabobank. Output in Indonesia, the largest producer of palm oil, is also forecast to recover.

Rising supply has come as demand from leading importers has slowed, with India and Bangladesh recording declines of 62 per cent and 38 per cent respectively in May from the previous month, said Rabobank.

China's May vegetable oil imports also tumbled 50 per cent from a month before to 200,000 tonnes, and stocks at ports as of the end of May were up 30 per cent at 600,000 tonnes, according to the bank. Slowing demand comes as buyers

have turned to soya oil as a cheaper alternative. India is the largest single market for palm oil, and "there has been a clear preference for soy oil imports as palm oil and soy oil prices converged", said Capital Economics.

In China, the rising soyabean crush industry and the surge in soyabean imports for soya meal — a key feed for livestock — has led to plentiful supplies of soya oil. A weakening in China's instant noodle market, which also drove demand for palm oil, has contributed to sluggish consumption.

The EU's anti-dumping tariffs on south-east Asian palm oil-based biodiesel exports were also weighing on palm oil prices, while negative publicity that highlighted the clearing of rainforests to plant palm was deterring use of the commodity in the food sector, said Capital Economics.

Currencies

Sterling jumps as UK political drama eases

MICHAEL HUNTER — LONDON
PETER WELLS — HONG KONG

With Theresa May set to become the next UK prime minister, the pound set the pace yesterday approaching \$1.33, while a weaker yen signalled a broader recovery in risk appetite in the global currency market.

Sterling rose more than 2 per cent and was just shy of \$1.33 late in London, its highest level against the dollar in seven sessions. The pound has rallied nearly 4 per cent from the closing low it set last Wednesday when several UK property funds suspended redemptions.

Reflecting a reduction in risk aversion among investors, the Australian and New Zealand dollars rallied more than 1 per cent as the Japanese yen weakened 2 per cent to ¥104.86 against the greenback. The yen also slipped more than 4

per cent versus sterling to ¥139.27.

The yen tracked talk that the Bank of Japan was considering renewed policy action designed to tackle its recent strength, with speculation gathering pace ahead of its next monetary policy meeting at the end of the month.

The pound's rebound came as Mrs May — the current home secretary — waited to take up residency at 10 Downing Street. The withdrawal on Monday of Andrea Leadsom, the energy minister, from the race to lead the Conservative party now avoids the turbulence of a weeks-long contest. Nonetheless, the pound remains significantly below its 200-day moving average of \$1.45, a level it last held before the Brexit vote.

The pound's peak yesterday came during testimony from Bank of England governor Mark Carney to Parliament, at which he pledged to ensure there would

be no credit crunch in response to the Brexit vote. Mr Carney also said softer economic output in the wake of the referendum "could warrant a monetary response".

Nonetheless, analysts are braced for further volatility in the pound as the UK looks forward to negotiating the terms of its exit from the EU. The pound's rebound faces a test from the BoE's monetary policy meeting tomorrow — the first since the referendum — at which it will discuss cutting rates.

Fabrice Montagné, analyst at Barclays, said: "We expect no policy change at this week's MPC. We expect that spiralling uncertainty will adversely affect firm and household confidence, forcing them to be more cautious and hold back on spending. . . We expect the UK economy [to move into] recession from the second half of 2016."

MARKETS & INVESTING

TRADING POST

Jamie Chisholm

It's been called the most hated bull market in history, but it hasn't stopped Wall Street this week hitting a new record.

Many investors can't reconcile above historical average equity valuations with the sour message about economic health sent by record low bond yields.

Hedge funds in particular have struggled to enjoy the rally. Why? Adam Parker, chief US equity strategist at Morgan Stanley, cites a number of excuses for the industry's bad performance. Here are some below.

It is supposedly harder to make money when the market is overcrowded and Mr Parker notes there are now about 3,400 equity-focused hedge funds. "About as many as stocks under global coverage by the Morgan Stanley research department."

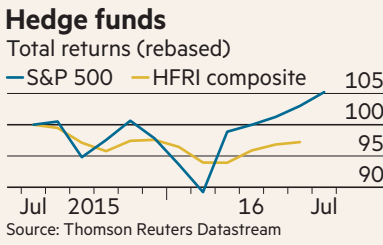
Second, "low interest rates have removed the rebate that hedge funds received, a non-trivial driver of historical returns when rates were materially higher".

Greater regulatory oversight is making hedgies more wary of using information they have come across, and besides, "the more rapid availability of information has materially shortened the time arbitrage that existed previously".

The sector is also suffering from too much "groupthink", exacerbated by managers following trades suggested by hedge titans at conferences.

Mr Parker reckons most hedge funds are set up for "bottom-up security selection", meaning they are less able to cope when macroeconomic factors cause markets to move indiscriminately.

jamie.chisholm@ft.com



Global overview

Risk-on mood propels US stocks to highs as sovereign bond prices fall

Wall Street reaps benefit of 'unwinding of extreme pessimism', with gold retreating and haven currency yen weakening

DAVE SHELLOCK

A steady improvement in risk appetite propelled US stocks to record highs for the second day in a row as bulls took heart from an easing of Brexit concerns, a more confident view of the global economy and the prospect of continued central bank accommodation.

US, German and UK government bond prices continued to retreat, the yen fell to its lowest level against the dollar for more than two weeks and gold was heading for its lowest close since the start of the month. Sterling approached the \$1.33 level against the dollar for the first time since July 4.

"The risk-on mode continues to make its comeback in global financial markets, as participants are coming implicitly to the conclusion that the entire Brexit affair will probably become manageable with limited spillover effects in the coming months," said Anthony Karydakis, chief economic strategist at Miller Tabak. "The behaviour of all key markets that had recently been viewed as reliable gauges of the anxiety surrounding the UK vote suggests that a significant change in sentiment is under way."

Analysts at UniCredit said the sources of the latest wave of optimism could be found in Japan as well as the UK.

"After Prime Minister [Shinzo] Abe took a landslide victory in the upper house election, media reports about an imminent ¥10tn fiscal stimulus package caused the yen to slide and the Nikkei index to jump."

Jane Foley, senior currency strategist at Rabobank, also highlighted last week's robust US employment report.



Mary Turner/AP/Getty

How business views Brexit: FT.com/video

Brexit campaigners made the country's businesses some big promises. FT business editor Sarah Gordon reports

"Not only has the outlook for the global economy had the reassurance that the pace of job creation in the US has not, after all, fallen off a cliff but this news has been supplemented by the promise of more stimulus from various central banks."

But Divyang Shah, global strategist at IFR Markets, argued that the recovery in the markets had started even earlier. "An early resolution to the UK Conservative party leadership contest, as well as Japanese PM Abe's win at the upper house election, provided a final push."

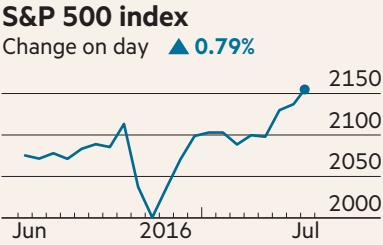
"But the real trends started in the days that followed the UK referendum when financial markets showed an inability to sustain the initial fallout from

the result and kept contagion limited. "Price action has been dominated by an unwinding of extreme pessimism."

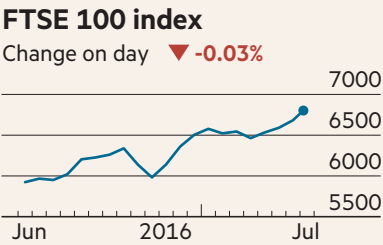
There certainly looked to be little in the way of pessimism left on Wall Street yesterday. The S&P 500 **equity** benchmark was up another 0.8 per cent at a record intraday high of 2,153 by midday in New York, while the Dow Jones Industrial Average was also at an all-time peak. Positive earnings from Alcoa late on Monday also helped the mood.

The energy and basic materials sector spearheaded the gains, as Brent **oil** leapt 4.5 per cent to \$48.35 a barrel and copper jumped 2.5 per cent in London to \$4,869 a tonne, as **base metals** rose across the board.

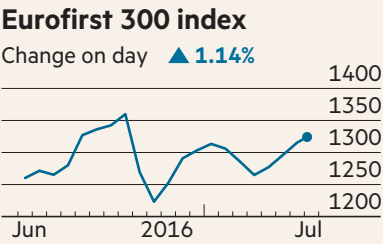
Markets update



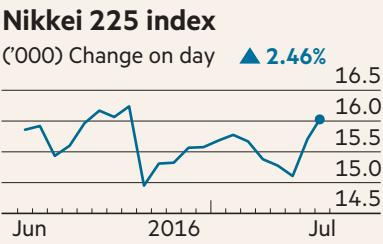
US equities The S&P 500 extended its push into record territory as positive earnings from Alcoa added to optimism that global central bank policy would remain accommodative



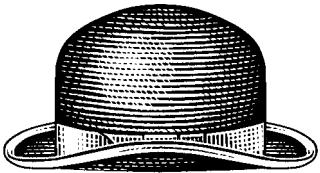
UK equities Sterling rallied back towards the \$1.33 level, while mid-cap stocks once again outperformed blue-chips as the more stable political outlook in the UK helped the mood



European equities Strength for Italy's banking sector helped the Milan bourse outperform, while carmaking stocks across the region were lifted by forecast-beating results from Daimler



Japanese equities Yesterday's rise for the Nikkei left it with a two-day gain of more than 6.5 per cent, mirroring a sharp decline for the yen



London
Entertainment One hits six-month high on rumour of ITV takeover

Bryce Elder

A revival of takeover rumours helped lift **Entertainment One** to a six-month high yesterday.

Talk that ITV has renewed its interest in Entertainment One, owner of the *Peppa Pig* cartoon franchise, pushed the stock 4.1 per cent higher to 201.5p as more than three times the daily average changed hands.

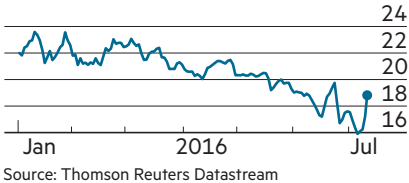
One version of the rumour had ITV's advisers working on a potential £1bn hostile offer, a 20 per cent premium to the current valuation.

ITV said it did not comment on rumours and speculation.

ITV, which was up 2.7 per cent to 190.7p, was reported in April to have held talks with Entertainment One

Rathbone Brothers

Share price (£)



Indices	Close	Day's change
FTSE 100	6680.69	-2.17
FTSE 250	16807.07	100.68
FTSE 350	3674.17	2.54
FTSE All-Share	3613.66	2.64
FTSE All-Share Yield	3.58	-
FTSE 100 Futures	6624.50	-6.00
10 yr Gilt Yield	0.95	0.07
20yr Gilt All-Share Ratio	0.44	-

about possible deals, though the Canadian company said then that no approach had been received.

People familiar with the sector have repeatedly played down the chances of ITV having any interest in Entertainment One's movie business, which last year provided more than two-thirds of the group's revenue.

A firmer reason for Entertainment One's strength came via "buy" advice from Investec, which argued that UK investors were overly concerned about the company's debt levels.

The group's production financing is relatively low risk and structured similarly to the US studios, it said. And with more than 80 per cent of sales

outside the UK, Enterprise One is "a nice Brexit hedge on a low valuation", Investec argued.

A mixed wider market meant the FTSE 100 held at an 11-month high, down 2.17 points at 6,680.69.

British Airways owner **IAG** was the day's biggest gainer, up 5 per cent to 409.9p, helped both by forecast-beating results from United Continental and a clarification statement from biggest shareholder **Qatar Airways** that left its options open to raise its stake.

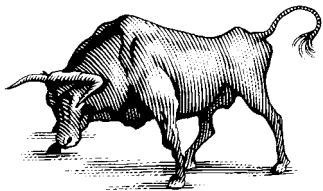
Rathbone Brothers jumped 11.4 per cent to £19.19 on an upgrade to "buy" from Numis Securities.

"During its 275-year history, Rathbones has successfully navigated its way through a number of storms," Numis said.

"So whilst uncertainty surrounding Brexit may indeed impact near-term [fund] flows, we believe Rathbones' conservative operating model combined with the long-term industry growth drivers should continue to support average earnings growth of circa 10 per cent per annum over the medium term."

Sofa retailer **DFS Furniture** rose 10.2 per cent to 210.5p with Stifel starting coverage with a 340p target price.

With a quarter share of the UK upholstery market and a cash conversion ratio consistently above 75 per cent, DFS does not deserve to be among the retail sector's lowest-rated stocks, Stifel argued.



Wall Street
Alcoa powers ahead after quarterly results surpass expectations

Adam Samson and Mamta Badkar

Alcoa shares rallied after the aluminium maker unveiled better than expected quarterly results ahead of the company's split, scheduled for the second half of the year.

Shares in the New York-based company gained 4 per cent to \$10.59 after it revealed adjusted second-quarter profits of 15 cents a share,

topping Wall Street estimates by six cents. Revenues slid 10 per cent on a year-on-year basis to \$5.3bn but topped forecasts of \$5.27bn.

Alcoa said a fall in revenue because of lower aluminium and alumina pricing, along with the impact of divested and closed businesses, "more than offset" an increase in sales from recent acquisitions and organic growth.

Net income dropped to \$135m in the second quarter, from \$140m in the same three-month period in 2015.

The company also reaffirmed its plans to complete its split into two groups, an upstream division that will keep its name and a higher-margin, value-added business named Arconic, by the second half of this year.

"We continue to like the prospects for the company in front of the split, which will occur in the [second half of 2016]," said Anthony Young, an analyst at Macquarie. "While the split is certainly a catalyst, we like the prospects for the downstream business after the demerger and believe that further cost-cutting should help to better position the upstream business."

While Alcoa kicked off the second-quarter earnings season on a high note, earnings of companies listed

on the S&P 500 are expected to fall 5.4 per cent year-on-year as corporate US is stuck in the longest earnings recession since the financial crisis.

Alcoa's advance came on a day when the S&P 500 climbed further into record territory.

By midday, the S&P 500 rose 0.6 per cent to 2,149.86, the Dow Jones Industrial Average climbed 0.5 per cent to 18,320.45 and the Nasdaq Composite advanced 0.6 per cent to 5,020.36.

The S&P 500 energy sector index rallied 1.8 per cent as crude prices bounced off their two-month lows.

Southwestern Energy shares advanced 9 per cent to \$14.09, clocking the biggest gain on the index.

Meanwhile, **Chesapeake Energy** shares climbed more than 7 per cent to \$4.49 and **Transocean** shares rose 7 per cent to \$12.58.

Elsewhere, **Seagate Technology** led the S&P 500 with shares surging more than 20 per cent to \$28.93 after the maker of disc drives issued upbeat guidance and announced fresh job cuts.

American Airlines' shares rose more than 8 per cent to \$33.64 as the US carrier said it expected new credit-card deals with Citi and Barclays to boost its pre-tax income.

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Markets & Investing

FINANCIAL TIMES

INSIGHT

John Plender



Forget the panic as opportunity knocks for international investors

When Britain left the gold standard in September 1931, sterling dropped 30 per cent before finding a floor in December of the same year. That was the point at which foreign investors concluded the pound was cheap. To a degree, their bet was self-fulfilling because the resulting inflow of capital contributed to a rapid expansion in broad money. And from 1932 to 1938 Britain experienced one of its fastest growth spurts in the 20th century. How relevant might that be in relation to Britain's exit from the EU?

At the beginning of this week, sterling's depreciation against the dollar from its pre-referendum level was 13.5 per cent.

So if the parallel were exact, the pound would have a long way to fall. Yet the differences between the two episodes suggest a much less dramatic outcome.

For a kick-off, the external environment is much less gloomy than in the 1930s slump, with the US continuing to lead a global recovery in the wake of the financial crisis.

Following last week's impressively robust non-farm payrolls numbers the widespread concern about a US slowdown seems to have been premature.

Growth in the eurozone has also been less feeble than many forecasters expected at the start of the year, while China continues to grow relatively rapidly, if not at the same rate as in the past.

Britain's devaluation has, in the meantime, fortuitously provided an opportunity to grab a larger share of global demand without incurring international opprobrium.

Given sterling's overvaluation, with a current account deficit running at more than 5 per cent of gross domestic product, this is a boon and makes the task of rebalancing the economy away from consumption towards manufacturing a less mighty challenge than hitherto.

The extent of sterling's decline to date more than compensates for the tariff burden that most British exporters would face in the EU if a trade agreement was forged with Brussels on a *de minimis* World Trade Organisation basis.

Note, too, that a smaller banking system would pose less of a toxic threat to the economy and the taxpayer.

That said, a growth spurt will surely prove elusive because the uncertainty surrounding the British economy is bound to cause people to defer decisions on consumption and investment and staunch the flow of foreign inward investment.

Much of the growth in the 1930s came, incidentally, from a housebuilding boom – something for which the British have lost the knack – and from rearmament, which is not on the cards.

The benefits of devaluation to the current account will also be less striking than in the 1930s because British exports today – whether in services or high-end manufacturing – are less price-sensitive and the ballooning deficit stems anyway from the fall in the returns from Britain's overseas investments.

Even so, despite much panic-mongering about the current account deficit there is a level of sterling at which the deficit will be financed – this is a market, after all – and that level is unlikely to be 30 per cent below where sterling was on June 23.

Where the parallel with the 1930s is more apt is in the way that international investors are already closely watching the UK commercial property market, where open-ended funds are being pushed into forced sales to deal with redemptions.

With good property likely to become available at discounts of up to 20 per cent in a cheapened currency, the opportunities will be compelling.

There is even a possibility, especially with British politics beginning to stabilise, that sterling could suffer the fate of the Japanese yen.

After the devaluation that was wrought initially by “Abenomics”, it is back to being a haven currency. The scope for more panic over sterling may be less than many now think.

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Pound is predicted to fall regardless of what BoE decides at tomorrow's policy meeting

ROGER BLITZ

Tomorrow will be just another volatile day for the British pound. After waking in 10 Downing Street for the first time, Theresa May will begin unveiling the make-up of her cabinet.

It is also the day the Bank of England's Monetary Policy Committee meets for the first time since Britain's vote to leave the EU. The market is pricing in an 80 per cent chance of governor Mark Carney announcing an interest-rate cut.

As it has shown all year, the market will channel its reaction through the exchange rate. Where sterling travels next will determine how difficult Mrs May's first months as prime minister are likely to be.

After a drop of 20 cents since the June 23 vote, the pound has stabilised and was back above \$1.32 yesterday, recovering from a dip below \$1.28 – a 31-year low – last Wednesday, as UK asset managers blocked property fund redemptions.

Most analysts think the pound has further to fall. If Mr Carney can contain the expected slowdown in the UK economy, is it in the governor's interests to get the pound's weakness done and dusted as quickly as possible?

It is a balancing act, says John Wraith, senior economist at UBS. “They want the pound to act as a safety valve and rapidly find a new stable level so the economy is protected in its fall and they can work quickly to establish new forecasts, but they neither want it to go into uncontrolled and volatile freefall, nor to take ages getting to the level it needs to be at.”

Mr Carney is viewed by the market as a rare voice of stability in turbulent times, but tomorrow represents probably his most important day as governor. HSBC expects sterling to fall regardless of what the MPC does, but the scale of the fall depends on which option it chooses.

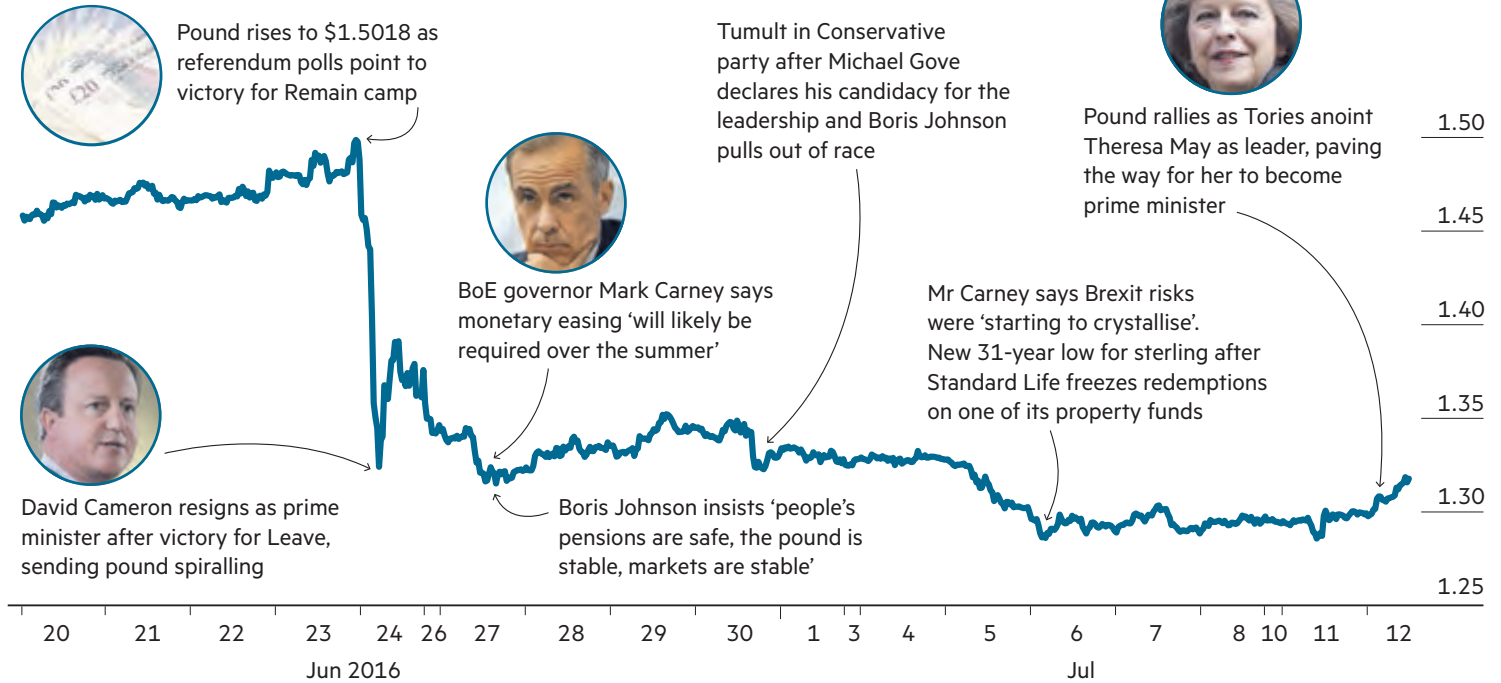
Analysis. Currencies

Carney's sterling work tested as May takes office

Taken a pounding

Sterling

Against the dollar (\$ per £)



FT graphic Source: Thomson Reuters Datastream

‘A lower sterling is part of the solution, not the problem’

The most likely course of action, says HSBC, is an interest-rate cut of 25 basis points, giving the BoE room for another cut in August. That would push sterling 1 per cent lower, predicts HSBC strategist David Bloom.

A less likely option is a full 50bp reduction, plus fresh expansion of quantitative easing. That “shock and awe” approach could well spur the market to cut the pound by 5 per cent, warn traders.

“A lower sterling is part of the solution, not the problem,” Mr Bloom says. “But whether the BoE wants sterling deliberately lower, that would be something new for the market. The market would get quite a fright.”

What Mr Carney says to back up the BoE's decision is just as important. He must shore up what is expected to be a significant hit to confidence in the post-Brexit economy, says Roger Hallam,

chief investment officer in currencies at JPMorgan Asset Management.

Just after Brexit, Mr Carney said monetary easing “will likely be required over the summer”. Last week, he said Brexit risks were “starting to crystallise”.

So having signalled the benefits of starting the monetary easing process early, says Mr Hallam, and in a climate of continuing political instability, “it would be quite detrimental to confidence in the BoE if the BoE didn't then follow it through”.

Sterling will trade weaker, he says, but how far depends on “the guidance of what's coming in”. More aggressive easing takes sterling to £1.25, “and then you'd start to feel that sterling has done most of what it will currently do”.

What matters to policymakers is not a certain exchange rate level but a broadly stable currency, says Jane Foley,

forex strategist at Rabobank. Through a combination of liquidity provision and reassurances, the BoE has kept market stress in check and prevented it from chasing sterling lower. “Volatility can be a disincentive for inward investment.”

Mr Carney's problems are larger than sterling, says Steven Saywell, global head of forex strategy at BNP Paribas. “He needs to reassure investors and try to avert a recession.”

At least the weaker pound should help this goal. Sterling's fall should help Britain's current account through a combination of boosting exports and cutting import demand.

But the risks attached are high. If imports fall too far, demand goes down, unemployment rises and the pound will tumble as confidence in Mr Carney and the UK ebbs. “You get it wrong and you've got a problem,” says Mr Bloom.

Capital markets

BoE forecast to delve into corporate debt

DAN MCCRUM

Growing numbers of investors and economists predict the Bank of England will buy corporate debt as it tries to cushion a Brexit slowdown, after European intervention that has helped push borrowing costs for companies close to record lows.

The Monetary Policy Committee will meet tomorrow with a range of policies available as it considers the effect of Britain's vote to leave the EU on consumer confidence and economic growth, amid volatile markets for the pound and Europe's banks.

In June, the European Central Bank added corporate bonds to the list of securities it purchases each month, buying €9bn worth in a shift that has fuelled a debate about the limits of central bank policies during a worldwide collapse in bond yields.

The ECB programme has been targeted at non-bank companies established in the eurozone and judged investment grade by rating agencies. “There is speculation the BoE is effectively going to do the same,” said David Riley, credit strategist for BlueBay Asset Management.

While the interest rate paid by such European companies rose in comparison with government bond yields in the days after the June 23 vote – a widening of credit spreads – the movement has largely reversed and overall corporate bond yields are close to a record low.

The BoE has in the past bought only small amounts of high-quality bonds and short-term commercial paper, holding under £3bn in 2009, less than 1 per cent of the total £375bn of quantitative easing undertaken since the financial crisis.

“If they expect to generate corporate investment, I would expect them to go deeper into the credit market,” said Alberto Gallo at the Algebris macro credit fund.

Economists at Goldman Sachs predict the BoE will signal such a programme after the MPC meeting and begin bond purchases in August. The bank estimates £131bn of bonds could be eligible: of £436bn outstanding, £197bn are issued by non-UK domiciled companies, another £31bn are issued by banks, and £77bn would not meet maturity and rating constraints.

Issuance of investment grade corporate bonds has been subdued this year, with £900m a month compared with £1.6bn for the same period in 2015, according to Goldman Sachs. However, some argue action by the BoE is not yet necessary given a recovery in corporate bonds close to pre-Brexit prices.

Describing the outlook for UK financial stability as challenging, the BoE has already cut capital requirements for banks, reducing the counter-cyclical buffer rate from 0.5 per cent to 0 per cent of banks' UK exposures to try to inspire lending and reduce pressure on institutions.

Alternative policies include funding for lending schemes to encourage banks to extend more loans to businesses and individuals, further changes to the way lenders are required to operate and lowering the 0.5 per cent base rate in place since 2009.

Derivatives markets imply a four in five chance of a 25 basis point cut in UK interest rates this week.

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Investing in Tanzania

Wednesday July 13 2016

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New leader starts to shake things up

The economy is among the fastest growing in Africa, but big challenges lie ahead, writes *David Pilling*

For years, the image of Tanzania was that of an economic backwater: a peaceful and stable nation by Africa's volatile standards, yet one held back by the socialist legacy of Julius Nyerere, the country's founding father. Bigger geographically than Kenya and with a marginally larger population, estimated at some 55m, Tanzania is habitually contrasted with its northern neighbour: bureaucratic and state-led to Kenya's dynamic and entrepreneurial. That caricature is becoming outdated. It is true that Kenya is faster paced and marginally richer, with a gross domestic product per capita (at purchasing power parity) of \$3,200 against \$2,900 for Tanzania, according to the International Monetary Fund. In nominal terms, Kenya's economy is worth \$61bn compared with Tanzania's \$45bn. It is also true too that Kenya has led the way in technological advancement, particularly in the use of mobile money. But here, as in many other ways, Tanzania is catching up.

Official statistics put average economic growth at 7 per cent since the turn of the century, when Tanzania's economy began to open up to market forces. That has prompted some scepticism, partly because of the seemingly remarkable consistency of the performance. Even so, a short stay in Dar es Salaam, the commercial capital, where skyscrapers are sprouting up and imported cars ride bumper to bumper along backed-up roads, is enough to convince many visitors that the economy has changed gear.

Now there is a new element. John Magufuli became president in November with an apparent determination to shake things up. In his first few months in office he has cleared the civil service of thousands of "ghost workers" and begun a campaign against tax evasion, both by foreign companies and local entrepreneurs, many of them connected to the ruling Chama Cha Mapinduzi party. (More controversially, he rammed through disputed elections in semi-autonomous Zanzibar). He has also tilted the budget sharply away from current expenditure towards development, including capital spending.

"We have a president who wants things to happen today – or yesterday,"



Bold vision: new president John Magufuli is committed to reducing poverty and government waste AFP Photo/Daniel Hayduk

says Adolf Mkenda, permanent secretary of trade and investment. He says that Mr Magufuli's emphasis on poverty reduction and his loathing of government waste and corruption is hugely popular with a public impatient to see the benefits of growth. "You ask people on the streets and they are quite excited when they see us getting fired."

Yet the problems are formidable. Growth in Dar es Salaam, driven by services, telecoms and banking, is impressive, if uneven. But the 70 per cent of people who live in the countryside, many of them subsistence farmers, are falling behind. Farming productiv-

ity is barely keeping pace with a population that is growing at just below 3 per cent a year. The population, which has quintupled since independence in 1961, could double again to more than 100m by 2035. Finding jobs for young people pouring into the labour market is a top priority.

So is powering the country and building the roads and ports that could turn Tanzania, with its long coastline and proximity to six landlocked countries, into an important transshipment centre. Under Mr Magufuli, Tanzania has shown more interest in the East African Community, an emerging tariff-free

area with EU-style ambitions. The new president is seen to have played an important role in persuading his Ugandan counterpart, Yoweri Museveni, to opt to ship Ugandan oil via a pipeline through Tanzania instead of Kenya, as originally planned.

China, which has had close relations with Tanzania for decades – even the country's military academy was built with Beijing's assistance – is helping to finance much of the infrastructure, from roads and rail to a potential multi-billion-dollar port at Bagamoyo, north of Dar es Salaam.

Power shortages have been partly

alleviated in the commercial capital thanks to a Chinese-financed pipeline carrying natural gas from onshore fields in the south to Dar es Salaam. But far more work will be needed to sort out the energy problem. Only about one-fifth of the population has access to regular supplies.

Tanzania is more economically diverse, less indebted and less dependent on commodity exports than many countries on the continent. It is a beneficiary of low oil prices, a spectacular tourist destination for high-end travellers and emerging as a top-five African gold producer. It is also sitting on 55tn cubic feet of undersea gas. However, drawn-out negotiations with the likes of ExxonMobil and Royal Dutch Shell, coupled with a sharp drop in global prices, mean it could be many years before production starts.

The new government has also declared its intention to step up manufacturing and agro-processing, both to push the economy up the value chain and to provide jobs for the swelling workforce. Infrastructure will be key, but so will creating the right business environment. Benno Ndulu, central bank governor, says cleaning up the judiciary so that companies have speedy and dependable recourse to the law is crucial. Foreign investors used to Tanzanian courts will share his hope, but will not be holding their breath.

Much depends on the new government's relations with business. Mr Magufuli has inherited Nyerere's suspicion of the private sector. He has, for example, questioned the deals struck with foreign miners, including London-listed Acacia Mining, formerly Barrick Gold Africa, arguing that companies have been allowed to declare years of losses while paying dividends overseas. In April, Acacia was forced to make a \$70m tax provision as a result of disputes with Tanzania's authorities over past taxes.

Those close to Mr Magufuli say he genuinely wants to root out corruption and fly-by-night practices. "People believe sincerely there's a new sheriff in town and that he means to do what he says he'll do," says Salim Ahmed Salim, a former prime minister.

But Mr Salim argues that the new president, accused by opponents of authoritarian tendencies, will have to institutionalise change rather than take on everything himself. Still, Mr Salim argues, if the new government can rationalise the business environment, Tanzania – stable, economically diversified and growing quickly – is ripe for further investment. "If corruption is tackled," he says, "this country has tremendous potential."

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Reginald Mengi talks to the FT about the potential for making deals
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Move to market-based model inspires quiet success story

Economy
Agriculture is a rare weak spot as country outperforms rivals, writes *David Pilling*

In macroeconomic terms, Tanzania has been a quiet success story. Official calculations of gross domestic product – though problematic in a largely rural economy with a big informal sector – show growth has averaged 7 per cent a year since the country turned away from socialism around 15 years ago.

To some, that performance, particularly its consistency, sounds too good to be true. Growth has hardly strayed from between 6 and 8 per cent, even after the 2008 financial crisis. But only a true

cynic would question the idea that Tanzania, which has changed from a quasi-socialist to a quasi-market economy over the past decade and a half, has experienced strong growth for a sustained period.

"For me, 7 per cent is real," says Benno Ndulu, the central bank governor, gesturing through the window of his office to the rapidly evolving Dar es Salaam skyline. Services, telecoms, banking and construction have all grown quickly, he says. In a decade, the population of the

commercial capital has at least doubled to 5m, and possibly more.

"That doesn't mean we have become rich," Mr Ndulu says, adding that it took China 30 years of near-double-digit growth to eradicate poverty and create a sizeable middle class. "We started so low down, it will take time."

Since the turn of the century, the country's nominal GDP has almost tripled to \$45bn, helped by a 32 per cent boost in 2013 when statistics were rebased to take into account expanding



Real estate: Dar es Salaam skyline

areas, such as telecoms and banking. Still, by 2015, Tanzania's GDP per capita was just \$942, or \$2,900 in purchasing power parity terms, which adjusts for local prices. That makes it around the 150th country in the world on that measure.

One of the reasons for continued poverty is that, although growth is real, it has been far from even. Agriculture, which employs at least 70 per cent of the population, has lagged. Annual growth

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Investing in Tanzania

Politics John Magufuli faces accusations of stifling democracy, writes *John Aglionby*

President’s tough tactics alienate his opponents

When John Magufuli became Tanzanian president in November it was widely expected that he would shake up government. He campaigned under the slogan “It’s all about work” and had garnered a reputation for action in his previous role as works minister. Less clear was how he would handle the nation’s politics. While a longstanding member of Chama Cha Mapinduzi (CCM), the party that has ruled Tanzania since its foundation 39 years ago, the trained chemist was not seen as a member of its inner circle. Western diplomats argue he failed his first political test soon after being inaugurated. He backed the decision by the Zanzibar electoral commission chairman to annul the semi-autonomous region’s October election results based on unproven claims of irregularities. The opposition boycotted the re-run in March and US and EU diplomats boycotted the inauguration of the islands’ president. Parliament has been another battleground. Here opposition parties felt emboldened by securing their best ever results in the 2015 election – 40 per cent of the vote in the presidential election and Chadema, the main opposition

party, won 70 seats in the 367-seat legislature. This was up from 48 seats in 2010 and 11 in 2005. They were helped by uniting around one presidential candidate, CCM defector and former prime minister Edward Lowassa, and fielding a single candidate in most constituencies. Adjoa Anyimadu, a Tanzania analyst at Chatham House, a London think-tank, says, however, that while the opposition “coalition around Lowassa has held, he hasn’t made as much of an impact as opposition leader as you’d expect”. “I think this reflects a change in the way government is being carried out after being done in the same way for decades,” she says. “It’s going down well in Tanzania because officials are being fired and ministers are being sent to rural areas.” Of more concern, according to Ms Anyimadu, is the opposition MPs’ decision to boycott parliamentary sessions overseen by deputy speaker Tulia Ackson. The action was prompted by their belief that she was mistreating them and stifling democracy at the behest of Mr Magufuli, who appointed her. Opposition MPs were further incensed by a speech Mr Magufuli gave last month in which he ordered opposi-

‘It’s all about work’: President Magufuli has a reputation for taking action
AFF/Daniel Hayduk

‘It looks multi-party, but basically Tanzania is still a one-party regime . . . It’s not democratic, it’s simply chaotic’

tion parties, for the sake of developing the nation, to confine their political activities to parliament and not engage in campaigns that could obstruct the government until the 2020 election. Freeman Mbowe, chairman of Chadema, called the move “regrettable”. “[The president] should know that he can’t and won’t silence us,” he said after the speech. Elsewhere, the new government also appears to have curtailed Tanzanians’ democratic rights. The police have banned opposition rallies and a man was last month ordered to pay a fine or serve three years in prison after being found guilty, under controversial cyber crime legislation passed last year, of insulting Mr Magufuli on Facebook. Abdulrahman Kinana, CCM secretary-general, insists Mr Magufuli is not autocratic, but rather “strict” and merely determined to “restore discipline”. Some observers are not convinced. Lawrence Kilimwiko, an author and former journalist, says: “It looks multi-party, but basically Tanzania is still a one-party regime. It’s just a mockery. It’s not democratic, it’s simply chaotic.” Because of the ruling CCM party’s dominance, particularly in rural areas where more than 70 per cent of

Tanzanians live, analysts say the most important political event of Mr Magufuli’s first year will be when he succeeds the former president as party chairman. This is due to happen at a party congress on July 23. CCM suffered a slew of desertions after Mr Magufuli became the party’s presidential candidate last year. The extent to which he reforms the party will shape how Tanzania develops over the rest of his five-year term. Mr Kinana, who is expected to step down as secretary-general, accepts there is some complacency in the party. But he is confident that CCM’s grip on power will endure. This is because, he says, the party has evolved from its socialist roots to become a group of “social democrats”. “We have accepted that the private sector is the engine of growth,” he adds. “We have accepted that the government would regulate . . . [and] not do business.” Even if CCM does endure at the national level, Ms Anyimadu says a growing number of towns and cities – including the commercial capital, Dar es Salaam – have mayors from opposition parties. She believes this “could make a difference at the national level” if Mr Magufuli stops delivering tangible development.

Zanzibar ‘Politics is like a religion’

In Stone Town, the historic centre of Zanzibar City, people are still talking about politics months after the elections were supposedly settled. In the warren of streets, the complex history of the semi-autonomous archipelago, home to 1.2m people, is on full display. People of Omani, Indian and Persian origin rub shoulders with Africans from the mainland. A museum in the centre of town bears witness to the archipelago’s active participation in the slave trade. The tight alleyways are crammed with palaces, churches and mosques. Zanzibar, which joined Tanganyika in 1964 to form the union of Tanzania, has been seething with political tension for years. Formed by two main islands — Unguja and Pemba — it has its own president and parliament. Elections have often been fraught. In 2000, some 35 people were killed after police shot into a crowd following a contested poll. There were further fatal clashes in 2005. Tensions bubbled to the surface again last year when the electoral commission annulled October’s election on the grounds of alleged irregularities. The main opposition candidate for president, Maalim Seif Sharif Hamad of the Civic United Front, declared himself the winner. His party, which said it had won the election easily, boycotted the re-run, held in March. That was duly won — with 91 per cent of the vote — by the candidate from the ruling Chama Cha Mapinduzi party, Ali Mohamed Shein. Internationally, the election is regarded as a serious blot on Tanzania’s copybook. Most foreign diplomats refuse to interact with Zanzibar’s new government. The Millennium Challenge Corporation, a US government aid agency, cancelled a \$470m project in Tanzania in protest. The agency said the elections were “neither inclusive nor representative” and accused the government of stifling freedom of expression. The stand-off has raised fears of radicalisation of Zanzibar’s Muslim majority population. Jennifer Cooke, director of the Africa Program at the Center for Strategic and International Studies in Washington, says Zanzibar, with a median age of just 16, is a potential recruiting ground for al-Shabaab, the Somalia-based terrorist group. Zanzibar, she says, has all the ingredients of militancy, including poverty, unemployment and inequality. “Once the radicalisation genie slips out of the bottle, it is very difficult to put it back in,” she adds. Abdulrahman Kinana, secretary-general of Tanzania’s ruling CCM party, denies the elections were unfair and says his party is “legitimately running Zanzibar”. He adds: “The island is very different from the mainland. I would say politics is like a religion.” Fatma Karume, granddaughter of Zanzibar’s first president, says the situation is explosive. “Zanzibar has never wanted to lose its identity. Now we are being swallowed up.”

David Pilling



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Market-based economy inspires quiet success story

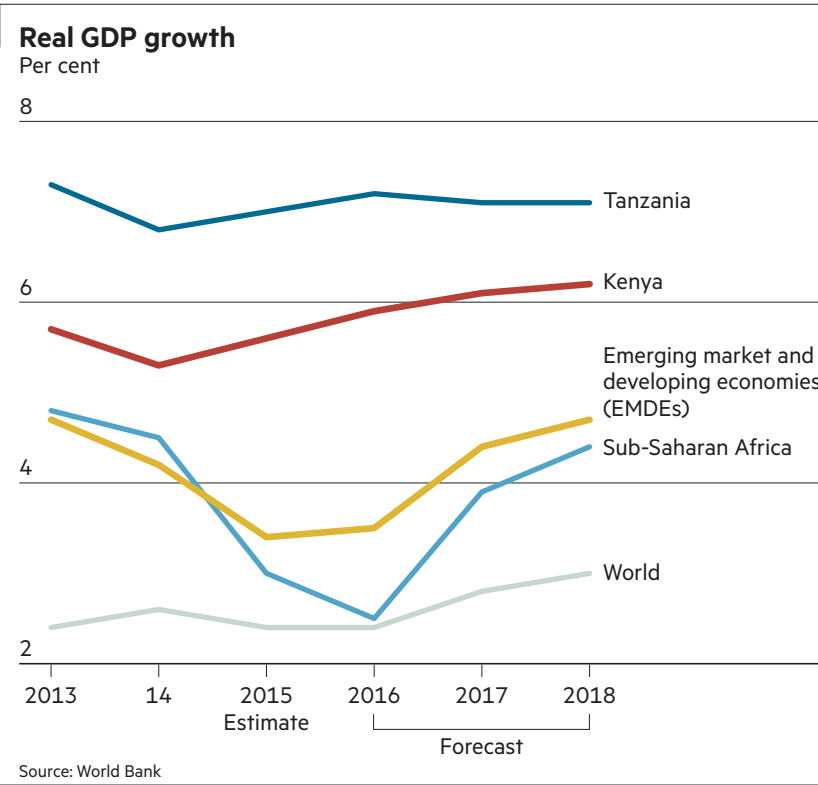
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in the sector of around 3-4 per cent has barely kept up with population expansion of nearly 3 per cent. “That means a lot of people are being left behind,” says Adolf Mkenda, permanent secretary for trade and investment.

Outside agriculture, there has been an impressive performance across nearly all sectors, with construction and telecoms growing at double digits for several years. Tanzania has also become one of the top five gold producers in Africa, although the new government of John Magufuli has questioned how much benefit that has brought to the economy as a whole.

Manufacturing, which Mr Magufuli has prioritised partly because of its potential to employ what is likely to be a restless young workforce, has also begun to recover after years of decline. Tanzania produces cement, textiles, ceramics, tools and simple machinery both for itself and neighbours, many of them landlocked.

Delivering goods from its ports to countries such as Uganda, Rwanda, Burundi and Zambia is another source of income, as will be fees for transporting Ugandan oil to the coast when a recently agreed pipeline reaches completion.

“During the [previous government of Jakaya Kikwete] we achieved quite good economic growth, but that growth was not widely shared,” says Samuel Wangwe, principal research associate at the Economic and Social Research Foundation, a Dar es Salaam think-



tank. “Inequality widened a great deal. Magufuli is determined to reverse that.”

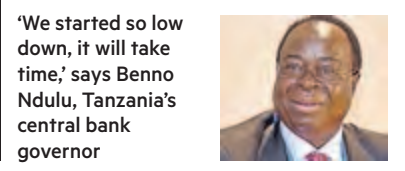
Part of the plan involves a big shift of spending towards roads, rural electrification and power as well as health and education. Much of this will go straight to GDP, leading some economists to predict increased growth as more people in the countryside join the formal economy and productivity improves.

One risk, highlighted by the IMF, is that ambitious spending plans could push up the country’s budget deficit, which the fund estimates at 4.5-5 per cent of GDP if government arrears on energy and pensions are taken into account. Another risk is that the government’s bid to raise revenue and clamp

down on tax evasion could scare off the private sector or even provoke capital flight. One official from a multilateral institution worries that the temptation may be to “come down too heavily on the private sector, which [the government] may see as a golden goose”.

Trade and investment permanent secretary Mr Mkenda concedes: “The tempo for cracking down on tax evasion is very strong and I’m not surprised some people are anxious about that.” But he says the emphasis is on making companies comply with existing laws, something that should not deter legitimate businesses.

Mr Ndulu at the central bank thinks foreign and offshore Tanzanian money will still be attracted to the country, particularly if regulations can be simplified to make it easier to do business. Once the dust has settled, he says, investors will realise that Tanzanian growth prospects are among the most attractive on the continent.



‘We started so low down, it will take time,’ says Benno Ndulu, Tanzania’s central bank governor

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Investing in Tanzania

‘Bulldozer’ builds for the future

Infrastructure

The latest budget shows a dramatic shift in emphasis from current to capital spending, reports *David Pilling*

If a key priority for Tanzania, as many experts say, is to upgrade the quality and capacity of its roads and ports and to make full use of its untapped energy resources, then having a president nicknamed the “Bulldozer” seems like a promising start.

Before his surprise selection as presidential candidate for the ruling party last year, John Magufuli spent two stints as minister of public works. In that role, the former industrial chemist — who has an engineer’s eye for detail and a reputation for getting things done — became renowned for impromptu visits to construction sites where he would sniff out delays and malfeasance. The country’s road network, much of it built and financed by China, improved under his watch.

Those qualities will be very much required if Tanzania is to build on that success. The latest budget puts renewed emphasis on infrastructure, with a dramatic shift in priorities from current to capital spending.

A string of projects, covering everything from rural electrification to improvements to regional road and rail links, could significantly raise economic potential as well as improve the lives of ordinary people. Tanzania, with its long coastline and proximity to six land-locked countries, should be able to use its influence as a transport conduit for an integrating east African trade bloc.

Top of the list is power. About only a fifth of Tanzanians have access to electricity and, even in the urban centres, manufacturers must contend with costly and sporadic supply. When the reliance on hydropower was exposed as unsustainable during chronic electricity shortages in 2011 and 2012, a subsequent shift to imported liquid fuel plunged Tanesco, the parastatal organisation responsible for electricity



generation, transmission and distribution, into at least \$350m of debt. Unrealistically low tariffs — even after price increases — and Tanesco’s poor payment record are big disincentives for potential suppliers of electricity.

The situation in Dar es Salaam, at least, may improve as a result of a 542km Chinese-built pipeline to bring natural gas from Mtwara in the south to the commercial capital. Construction began in 2015 and the \$1.3bn pipeline will supply two gas-fired power stations, potentially doubling generation capacity to 3,000MW. The government has set an ambitious, some say unrealistic, target of raising generating capacity to 10,000MW and bring electricity to half the population by 2025.

As well as solving its domestic needs, Tanzania has enough offshore gas — about 55tn cubic feet in proven reserves — to become a significant exporter. The country’s challenge is to conclude transparent and robust deals with foreign companies, including ExxonMobil, Royal Dutch Shell, Statoil and Ophir, and to avoid the resource curse that has plagued so many other African

countries where rent seeking and commodity dependency have resulted.

So far negotiations have been slow and opaque. The appetite of foreign companies has cooled with falling gas prices. “I sense a lot of impatience among investors,” says one foreign diplomat, adding that foreign companies have spent some \$3bn-\$4bn on exploration with no sign of a return.

After four years of toing and froing, Tanzania’s centrepiece oil and gas legislation finally passed into law earlier this year. But red tape and mixed messages have tested the patience of international energy companies. Schlumberger and Halliburton, oil services companies, have scaled back operations. Separately, land set aside for a liquefied natural gas plant in the southern town of Lindi mysteriously found its way into private hands until Mr Magufuli personally intervened in January to clear the impasse.

“This is where this gentleman is different. He makes a quick decision,” says Abdulrahman Kinana, secretary-general of the ruling Chama Cha Mapinduzi party. “He said: ‘OK, give the land to

[the energy companies]. They want to build a huge plant.’”

Mr Kinana says he expects natural gas investments of about \$25bn over the next 10 years. “So we should take every step possible to help them invest.” Such sentiments aside, negotiations are unlikely to be concluded until 2019 at the very earliest, observers say.

One deal that Tanzania has clinched is the shipment of oil from Ugandan fields to the Indian Ocean via a 1,200km pipeline running from eastern Uganda to Tanga port in Tanzania. Originally Uganda had agreed to export its oil through Kenya, but Total, the French petroleum company that is expected to finance the \$4bn project, lobbied hard for the Tanzanian route, partly on security grounds.

Other parts of the infrastructure puzzle include upgrading the railway to Zambia and adding significantly to port capacity. China Merchants Group is planning to construct a megaport at Bagamoyo, 75km north of Dar es Salaam. The new government’s exact intentions are uncertain, but the original plan envisaged a \$10bn port that would be built in phases and could eventually reach a capacity 25 times that of the port at Dar es Salaam.

In the meantime, a new management team at Dar es Salaam port is trying to overcome its well-earned reputation for backlogs and corruption. A recent crackdown on “ghost” containers, which slip through without paying fees, has reduced traffic, but may set operations on a sounder footing in the medium term.

Hebel Mhanga, port manager, says Dar es Salaam will double capacity to 30m tonnes a year within two years with the help of a \$600m World Bank loan.

Whatever the problems in the port itself, he insists that the real bottlenecks lie elsewhere. “The challenges are the inland transport infrastructure . . . outside the port and in the rest of the country,” he says. “Some require time to overcome. Power and inland transport are going to take years to improve.”

If Tanzania is to develop the infrastructure needed to unlock its domestic and regional potential then Mr Magufuli, the “Bulldozer” president, has his work cut out.

Call for stability after anti-corruption push

Business environment

The government is trying to reassure foreign investors it wants their business, reports *John Aglionby*

It is easy to find horror stories of doing business in Tanzania.

In April, Acacia Mining, a London-listed gold producer, issued a press release denying that it was running a “sophisticated tax evasion” scheme in Tanzania following a tribunal ruling against it in the country.

Standard Chartered Bank, listed in London and Hong Kong, is meanwhile mired in a protracted legal dispute over the alleged extraction of funds from Independent Power Tanzania, an energy company.

Foreign diplomats are far from effusive in their praise for the country’s investment climate, despite the 7 per cent annual growth rate. “Ministers are walking the talk that a lot of the investment they’re doing, like building roads, will help facilitate private sector-led growth,” one says. “But we’re also seeing contradictory actions. There’s ingrained in many serving government officials a suspicion of the private sector and that skews how they look at it.”

Tanzania is ranked 139 out of 189 countries in the World Bank’s ease of doing business index. Sirili Akko, executive secretary of the Tanzania Association of Tour Operators, says the ranking is “fair”, citing the average of 128 days each year it takes his members to renew all the permits they require to operate.

A lack of policy certainty is exacerbating the situation. When John Magufuli became president in November he “came charging out of the blocks and the country didn’t know what had hit it,” in the words of one foreign investor.

He has clamped down on corruption and smuggling, imposed austerity measures and sought to increase tax revenues. Jayesh Shah, managing director of manufacturing conglomerate Sumaria Group and vice-chairman of

the Confederation of Tanzania Industries, says: “There is bound to be some short-term pain because the government is trying to address the issues that were brushed under the table.”

Toby Bradbury, chief executive of London-listed miner Shanta Gold, also welcomes the push against corruption but adds: “The government now needs to settle down and provide direction.”

Mr Shah believes that it is going to be hard to change after decades of socialist administration. “I think it’s very difficult to get away from that socialist mentality and that distrust of the private sector,” he says. He argues that recent changes to the tax regime have made doing business “much harder”.

Government officials acknowledge there is “anxiety” among businesspeople but it is trying to reassure investors. “The socialist legacy that this country is proud of has moved on,” says Adolf Mkenda, permanent secretary of the trade and investment ministry. “We’ve realised that private investment is key to stimulating the economy.”



‘The government now needs to settle down and provide direction,’ says Shanta Gold’s Toby Bradbury

Statistics suggest that despite the negative stories, investors believe it is still worth investing in Tanzania. The Tanzania Investment Centre registered 551 projects worth \$9.2bn between December and May, which compares favourably with the 458 projects worth \$5.7bn registered in the six months before Mr Magufuli became president.

While Standard Chartered and Acacia are contesting the claims against them, they nonetheless appear to be committed to the country. Andrew Wray, Acacia’s chief financial officer, said in a video published on the company’s website in May that the challenges were “nothing I wouldn’t expect to see in a long-term relationship”. He added: “We’ve been in Tanzania for over 15 years and fully expect to continue for another 30 years.”

Fintech and mobile money transform business practice

Telecoms

Local operators are competing to deliver innovative financial services, writes *John Aglionby*

Ramadhani Saidi Gereza is a barometer for the way mobile phone technology is changing Tanzania.

The engine oil seller in Dar es Salaam’s Kariakoo market says mobile money has transformed his business. “People from upcountry used to send cash by bus and I had to go further to collect their money,” he says. “Now I don’t have to. It’s much more efficient.”

Yet it is not all good news. The country’s eight mobile operators offer various incentives to attract customers, but they do not always deliver, Mr Gereza says. “Bonus payments [for customers] are delayed or we don’t get them so I tell my city customers to go and get cash and pay with that [instead].”

These glitches are a result of the continuous innovation the operators feel compelled to adopt as they compete in one of the most promising markets in sub-Saharan Africa.

Johannesburg-listed Vodacom, which is majority owned by Vodafone, is the largest mobile operator by subscriber numbers. Its main rivals are Tigo, a brand name of Stockholm-listed Millicom, and India’s Bharti Airtel. Together, the three operators control some 90 per cent of the market of 34m active mobile contracts out of a population of 55m.

The GSMA, a global body representing operators, predicts Tanzania will be among the top seven subscriber markets in sub-Saharan Africa in the next five years.

Mobile money is the main battleground. While Kenya’s M-pesa has won international plaudits for its ground-breaking mobile money system, Tanzania has arguably overtaken its northern neighbour in the depth of its mobile money market.

The World Bank reported last year there were more mobile money accounts per 1,000 adults in Tanzania than anywhere else in Africa. Interoperability, where people using one network can send money to mobile wallets of people using another, is now complete after Vodacom joined other networks



Calling the market: a sugar cane juice vendor at a Zanzibar market —ISTOCK

earlier this year. Customers of Tigo, meanwhile, can also send money to Tigo customers in neighbouring Rwanda.

“Mobile money is so successful because the competition is cash, not the banks,” says Diego Gutierrez, Tigo’s general manager for Tanzania. Some 60 per cent of adults have mobile money wallets in the country, while only 15 per cent have bank accounts, Tigo says.

“I believe we’re just scratching the surface,” Mr Gutierrez adds. “Fintech is going to drive the development of mobile financial services. I believe that Tanzania is showing the way as to where mobile money is going. If it’s not the most advanced it’s one of the most advanced markets.”

Among the innovations that Tigo has introduced is paying customers to keep money in their mobile wallets. It has paid customers a total of \$25m in profit distribution — it insists it is not interest — in the past two years and the banks are feeling the impact.

‘Mobile money is successful because the competition is cash, not the banks’

“Two years ago you wouldn’t have got interest on anything short of a fixed deposit,” says Ruan Swanepoel, the company’s head of mobile financial services for Africa. “Now [customers] get up to 5 per cent on a current account. I firmly believe that’s because of the mobile money market.”

Mobile loans are also booming. Vodacom announced last month that in the two years since it launched its M-Pawa

loans and savings facility, 4.9m Tanzanians have borrowed 39bn Tanzanian shillings (\$19.5m), with monthly loans now above 4bn shillings.

Operating in Tanzania is not always easy, however. At 36 per cent, the country has the highest rate of consumer tax on mobile phone ownership in sub-Saharan Africa, according to the GSMA. The regional average is 20 per cent.

The operators, who have invested more than \$1bn over the past five years, are also taxed heavily. In 2013-14, the last financial year for which there are data, operators paid \$540m in taxes, equivalent to almost half their revenues, the GSMA said. Meanwhile, the turnover of the mobile sector directly contributed about 4 per cent of Tanzanian GDP that financial year, yet it contributed more than 11 per cent of national tax revenues.

Last month the government announced that operators would have to list 25 per cent of their subsidiaries’ shares on the Dar es Salaam stock exchange by January 1. The decision, which appears to reverse an informal agreement with the main operators, is part of a government strategy to squeeze more money from the private sector. Ministers have said the measure would help the government keep track of the revenue companies generate.

While the central bank and government have been very proactive in supporting mobile money, there has been less government encouragement of economies of scale — such as making infrastructure-sharing mandatory — which is common in other markets.

If these hurdles are denting the operators’ enthusiasm for Tanzania, it does not appear to be showing.

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Investing in Tanzania

Tourism hit by bad news from other African countries

Leisure Strong growth at beginning of the decade appears to have stalled, writes *John Aglionby*

The two lions whose mating was interrupted by the arrival of more than 100 buffalo in their corner of the 20km-wide Ngorongoro Crater unsurprisingly looked annoyed. Their faces contrasted sharply with the smiles, squeals of excitement and incessant camera clicking from the dozens of tourists watching from their safari buses only a few metres away in what is one of Tanzania’s most popular visitor destinations.

Tourism is a crucial part of Tanzania’s economy, contributing about a quarter of the country’s foreign exchange revenue and supporting some half a million jobs directly, along with many more indirectly.

The industry grew steadily at the start of the decade. Foreign visitor numbers rose from 783,000 in 2010 to 1.14m in 2014. Annual revenues grew from \$1.2bn to \$2bn over the same period. Four Seasons and Hyatt are among the international hotel chains that expanded in the country, while regional groups, such as Elewana, opened more high-end accommodation.

“We came here because it was cheaper than South Africa and we were told there’s a greater guarantee of seeing all the big animals,” said Kate, a British tourist, as she gazed at a group of two dozen hippos in the Ngorongoro Crater. But the past year has not been so

bountiful. Devota Mdachi, managing director of the Tanzania Tourist Board, says that while the official annual figures have yet to be tallied, there was a “slight fall in the number of arrivals in 2015 and . . . this year there might be a slump again.”

The Ebola outbreak, which peaked in 2014 in three west African countries, and terrorism, nearer to home in Somalia and Kenya, are two of the main contributing factors, Ms Mdachi says. “Most tourists think Africa is a country so if something happens in one country it spreads to others,” she adds.

Poaching has also been rampant in Tanzania. In the Selous Game Reserve, the largest in the country and a Unesco World Heritage Site, the elephant population has fallen from around 110,000 to 15,000 in the past 40 years.

“Given the threat to these animals, it’s likely tourism will be affected because elephants are one of the great attractions for tourists,” says Simon Lugandu, a conservation manager at the World Wildlife Fund.

Ms Mdachi says the lack of a national airline also puts off some tourists. “People can easily fly to Kenya so that’s where they go on holiday,” she says.

In a detailed report on Tanzanian tourism last year, the World Bank said the government’s goal of increasing annual revenues to \$15bn by 2025 would require growth of about

20 per cent each year. “While attainable, the achievement of this target will require substantial investments in infrastructure, the provision of support to the private sector, and the development of human capital in diversified geographic areas,” the report said.

It also highlighted the need to “improve the quality of governance”, in particular to create a “fair, business-friendly taxation system and the development of transparent redistribution mechanisms”.

In some respects the new government, which took office last November, is moving in the opposite direction. Tour operators are aggrieved about the imposition of value added tax of 18 per cent on tourism services such as national park fees and transport hire from July 1. This was announced in last month’s budget. The situation has been exacerbated by the fact that a few months ago Kenya, Tanzania’s neighbour and tourism rival, cut fixed fees on similar services to entice visitors.

“I understand that every sector has to help contribute to the government, but before the tax is imposed I would suggest growing the cake,” says Sirili Akko, executive secretary of the Tanzania Association of Tour Operators. “It will put people off coming. Tanzania is not Mecca. It’s not an unmissable destination. Tourists are becoming extremely cost sensitive.”



National pride: Ngorongoro Crater is a top attraction — ISTOCK

Media tycoon sees hope for end to graft

Interview
Reginald Mengi
John Aglionby talks to one of Tanzania’s richest businesspeople

The personal website of Reginald Mengi — the tycoon who, over 30 years, has accumulated interests in print and broadcast media, manufacturing, soft drinks, mining and technology — suggests Tanzania is and always has been an open economy where it is easy to do business.

But two hours with the softly spoken businessman, who is one of the country’s richest people, reveals a very different picture. Despite Tanzania’s economy growing at more than 7 per cent a year, Mr Mengi says widespread graft has left it resembling a piece of fabric that is riddled with holes.

“You touch here there’s a hole, you touch here there’s a hole,” he says prodding the tablecloth over lunch in a Dar es Salaam hotel. “You touch this ministry there’s a hole, you touch this functionary . . . everywhere is full of holes.” Mr Mengi says he has lost out on at least two big deals due to corruption.

It is not just corruption that has hampered Tanzania’s economic growth; it was ruled for decades by socialists who regularly stifled entrepreneurialism, Mr Mengi says.

The businessman recounts how in the 1980s there were widespread shortages due to the government promoting policies that favoured domestic produce over imports. “People would queue for anything and things were very very tough,” he says.

Reginald Mengi
Sam Vox



It was this scarcity that prompted Mr Mengi — then working at UK accountancy Coopers & Lybrand, now PwC — to go into business in the 1980s, assembling ballpoint pens. “At that time it was very difficult to import ready-made goods. Fortunately the system allowed the importation of components or knocked-down goods that you could assemble locally.”

Mr Mengi eventually acquired the financing and the components and navigated the bureaucracy to launch his business. He describes how he made money by producing shoe polish out of charcoal during the shortages.

But he says that decades of socialism have had a significant impact on society. “People don’t see opportunities in things,” he says. “We have so much in Tanzania people need help to see the opportunities which are there.”

The economy did open up in the late 1990s under President Benjamin Mkapa. But Mr Mengi says the policies ushered in an era of crony capitalism.

By last year the situation “had reached tipping point”, according to Mr Mengi, and he is relieved that the new president, John Magufuli, has prioritised fighting corruption.

Mr Mengi acknowledges the president has yet to articulate his economic vision, but he understands why this has taken time.

“If someone has a heart attack what do you do? Poop poop poop, you try and revive them. You don’t think, ‘Shall I give them a Panadol?’” he says while miming using a defibrillator. Despite painting a gloomy picture, Mr Mengi says businesspeople should not be too downcast about the current “bad times”.

“People with guts will make a lot of money in bad times, a lot of money,” he insists. “Beauty is in the eye of the beholder. You can say this is good times or bad times depending on the beholder.”

Farming blighted by lack of modern infrastructure

Agriculture
About 70 per cent of Tanzania’s land is cultivated by hoe, but commercial incentives offer hope for the future, writes *David Pilling*

When Julius Nyerere wrote the Arusha Declaration, the 1967 statement in which he laid out the principles of African socialism, he called agriculture the “basis of development”. Tanzania’s founding father warned against a model of progress that bled the countryside dry in order to invest in the big cities. Yet, he said, “only by increasing our production can we get more food and more money for every Tanzanian”.

Half a century later, despite all the efforts to transform it, farming is badly lagging, both as a provider of a decent living for rural families and as a driver of economic growth. Agriculture employs three-quarters of the workforce, yet produces only one-quarter of economic output. It contributes to exports, but much of it in unprocessed form.

“Clearly something has gone wrong despite the fact that agriculture has been a priority for successive governments,” says Thomas Baunsgaard, IMF resident representative in Tanzania.

Parts of the national economy, concentrated in the big cities of which the late president Nyerere was so wary, are growing at double digits. If Tanzania were a city state in which the telecoms, services, banking and construction industries dominated, it would be one of the fastest-growing economies in the world. Farming, meanwhile, much of its subsistence and performed by women, is growing at only 3 per cent a year. Given that this is similar to the population growth rate, productivity has practically stalled.

That is alarming for a country whose population is growing as fast as almost anywhere on earth. Tanzania has more arable land than any country in east Africa, but population pressure will take its toll. The country is not alone in squandering its most obvious asset. Africa as a whole is an importer of food, while, in much of the continent, farming techniques — from implements to seeds — have barely altered in centuries. In Tanzania, according to one report,



Bearing fruit: villagers carry bananas in Morogoro Carl de Souza/AFP/Getty Images

70 per cent of the land is cultivated by hoe. As in much of Africa, most of the land is dependent on rainfall, not irrigation. The weary joke among economists is that, given the reliance of most people for sustenance on farming, the best predictor of economic performance is the weather forecast.

Uncertain land rights are another impediment to working the land more intensively. Many farmers do not have legal title to the plots they till and attempts at commercial farming are often dogged by life-and-death struggles over land. Credit is another problem, one that could be addressed by recent advances in mobile banking.

Infrastructure is perhaps the biggest hurdle of all. Tanzania’s main roads are pretty good. But deep in the countryside the roads become narrow, turn to mud or disappear altogether. Without trans-

‘[Infrastructure has] always been the problem. Where productivity has improved, crops are thrown away’

port links or adequate refrigeration, surplus production simply rots in the field rather than being shipped efficiently to markets elsewhere in Africa or beyond. Here, the new government’s push to step up construction of roads, rail and power and to electrify the countryside could have a real impact.

“It’s always been the problem. Where productivity has improved, crops are

thrown away,” says Benno Ndulu, central bank governor.

Samuel Wangwe, principal research associate at the Economic and Social Research Foundation in Dar es Salaam, says: “The biggest challenge is improving farming practices, so you can have higher productivity per unit of land.” He points to efforts such as the Southern Agricultural Growth Corridor of Tanzania, which is attempting to link commercial farmers with small-scale subsistence farmers, replicating a way of drawing smallholders into the market economy that is gaining traction across parts of Africa.

“For a long time there was a socialist approach in this country,” says Mr Ndulu, referring to Nyerere’s persistent legacy, “this framework of looking at the farmer almost as an extension of the public sector.” Now the aim, he says, should be to incentivise farmers and to provide them with the means — especially through market access — to turn their smallholdings into profitable enterprises.

Some of the approaches that are now under way, such as contract farming — where individual farmers are committed to producing products for companies — are beginning to have an impact, he says. Mr Ndulu thinks that, if these projects can bear fruit they can provide an example for the rest of Tanzania. The country’s leadership, he believes, may have turned a corner in finally understanding that farming needs to be set on a commercial footing. If he is right, the next 50 years may be better than the previous half century.



How do you get a one-ton rhinoceros from the Czech Republic to a remote national park in Tanzania?

The answer, of course, is with great difficulty.

Eliska, a four-year-old female and one of barely 800 eastern black rhinos left in the world, made the journey on 27 June with the help of 40 specialists and the generous support of DHL. First she was trucked 240 miles from Dvur Kralove Zoo, north east of Prague, to Leipzig in Germany. Then she was loaded on to a specially-adapted DHL Boeing 757 cargo plane, along with five containers of food and water, and flown 4,000 miles to Kilimanjaro airport in Tanzania. From there another four and a half hour truck journey along specially graded roads took her to the Mkomazi National Park on the Kenyan border where she is now happily ensconced in a heavily protected rhino sanctuary.

The 1500-square mile park lost all its black rhinos and most of its elephants to poachers in the 1970s and 1980s. In 1988 the Tanzanian Government asked Tony Fitzjohn, OBE, a renowned conservationist with the George Adamson Wildlife Preservation Trust, to restore it.

Assisted by funding from Tusk he has since installed hundreds of kilometres of roads, wildlife water pans and several airfields; recruited over 50 staff including a dozen highly trained rangers, and secured the support of local communities by building schools and clinics for them.

Mkomazi’s sanctuary hosts a breeding programme which will, in time, provide the rhinos to help repopulate Tanzania. Eliska is the latest addition to the Mkomazi rhino population, and she will add greatly to the genetic diversity of a herd that has already produced a large number of offspring. In the meantime, a bus called ‘Rafiki ya Faru’ (Friend of the Rhino) brings local schoolchildren to the Tusk funded education centre in the heart of the sanctuary. It promotes conservation and teaches them that live rhinos are far more valuable than dead ones.

For more information or to support Tusk email info@tusk.org

